

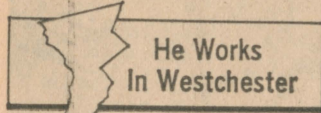
For Lowell Schulman, his properties are his works of art

By CAROLE MAZUR

For the past seven years Lowell Schulman of White Plains has been attracting big business to Westchester by creating corporate headquarters, most often for smaller companies that do not need entire buildings of their own.

At the Cross Westchester Corporate Park in Harrison and the growing White Plains Corporate Park across the way, many of Schulman's original tenants have outgrown their original quarters and have relocated in newer buildings he has since created.

To Schulman, his properties



are not only a source of income, but also works of art to be shown to visitors with all the pride of a collector. The buildings have also given him the opportunity to work out interesting concepts of landlord-tenant relationships.

IN 1963 Schulman had some 20 years of experience as a women's clothing retailer in White Plains. He was a friend of Leonard Davidow, an assembler of huge parcels of property in Purchase and its environs.

"Way back, I knew one day I'd like to buy his lands," Schulman recalls.

His first chance was 344 acres in Purchase upon which he developed the now member-owned Brae Burn Country Club and 100 surrounding homes.



Staff Photo by Roy Hoover

Lowell Schulman helps make Westchester a mecca for commerce

stages of construction and there is space for possibly two more buildings. Across the expressway, the White Plains Corporate Park has one completed building with six more planned, for a total of 125,000 square feet of office space.

Next door to that, he has an undeveloped parcel of 12 acres to work with when the others are completed.

"The landlord-tenant relationship generally is not a pleasant one," Schulman observed. "But my approach is

to 'make a customer.' And my testimonial that they be other customers to me. That's not the case with an absentee landlord."

Partly because he can't see out the window of his office at the Cross Westchester p

and see what his tenants see, Schulman takes great pleasure in his landscaping.

He recalls that at the beginning of the development, landscaping was a conventional mixture of formal and rustic settings. Even then he played up the natural contours of the

rolling property, leaving much of its virgin state and designing drainage to trickle through the property in "artificially natural" open streams.

Then, while watching rock blasting on the building sites, he decided the gigantic boulders being uncovered were too

interesting to be reburied for fill.

He engaged Kaneji Domoto, an American-born artist, to create rock sculptures. The designs feature polished and cleaned rocky walls exposed by blasting and geometrically patterned gravel ground cov-

erings accenting lonely shrubs.

But Schulman's favorites are massive Druidic stones standing on end seeming to offer silent reverence to the giants of big business high in the sky.

of Leonard Davidow, an assembler of huge parcels of property in Purchase and its environs.

"Way back, I knew one day I'd like to buy his lands," Schulman recalls.

His first chance was 344 acres in Purchase upon which he developed the now member-owned Brae Burn Country Club and 100 surrounding homes.

Two years later he acquired 233 more acres for commercial development. His purchase lay on both sides of the Cross Westchester Expressway between the Allstate Bridge and the Havilands Lane overpass on the Harrison side and between the Hutchinson River Parkway and Purchase Street on the White Plains side.

SCHULMAN KNEW these were among the last remaining easily accessible strips of property between the two expressways. Since he has moved in, Route 684 has been completed to give his tenants a straight route to northern Westchester, as well as the southern portion and New York City.

His position was further enhanced by exodus of large corporations from New York City. And because the property was not yet zoned for commercial use, the purchase price was still relatively low.

"I conceived of the idea of tapping the smaller occupancy market," he said. "Here we could offer flexibility of space size and lease terms not available in the downtown area. No one had ever done that before."

He now has 30 tenants. At the White Plains park a single building houses AMF, Inc., on a long-term lease. But his Harrison buildings are home to a wide variety of tenants including insurance, card, food, and other companies and some divisions of nearby corporations that are overflowing their older buildings.

AT CROSS Westchester Corporate Park, the fifth and sixth buildings are in final