

Ian Bruce Eichner, Chairman, The Continuum Company

Ian Bruce Eichner, a seasoned developer of urban mixed-use properties, has a proven track record in real estate spanning more than three decades. His vast portfolio of projects in New York, Miami and Las Vegas include City Spire, One Broadway Place, The Manhattan Club, The Royale and Montague Street built in Brooklyn Heights. Outside of New York he has developed the Continuum, a 2-tower gated condominium community in South Beach, and the Cosmopolitan, a 3,000 room resort and casino on the Las Vegas strip.

Mr. Eichner's acute business sense has produced a series of visionary real estate developments that have been characterized by a creative mix of distinctive purpose-built properties. Each of these properties illustrates his extensive real estate expertise and ability to take situations which others may find unachievable and off-putting, and design and execute solutions which realize value for the developer. Mr. Eichner's notable development achievements that were the first in their class include:

1. First high-rise built in Brooklyn Heights since landmarks height legislation was passed in 1965 (Montague Street, 1998)
2. First urban timeshare in New York, with a new concept of being able to book stays one day at a time (The Manhattan Club, 1996)
3. First and only beachfront gated community in South Beach (The Continuum, 2003-2008)
4. First development on the Las Vegas strip to employ an urban development model, maximizing a small (8.5 acre) site to its full square footage potential (6 ½ million square feet).

Mr. Eichner's career in real estate follows almost a decade in the criminal justice system, including terms as an assistant District Attorney and program development chief of a gubernatorial agency during Nelson Rockefeller's tenure.