



History

EIP was established in 1994 by [Donald Levine](#), [Lewis Heafitz](#), and [Neal Shalom](#) to acquire, develop and lease warehouses in the New England area. Leveraging its immediate local success, EIP expanded its product focus to include distribution facilities and office space; increased its geographic reach to include the current bi-coastal, 15-state portfolio; and strategically built-out its property and facilities management infrastructure and network.

As EIP evolved from a small partnership into an institutional-grade market participant, we have explicitly retained an entrepreneurial mind-set that continues to fuel our growth and drive performance. The combination of a sustained entrepreneurial culture with decades of our principals' industry experience provides EIP with tangible competitive advantages:

Vision.

At EIP, vision is not an abstract term but a cultivated skill. In a world where opportunities are made, it is creativity and courage of vision that allows us to consistently identify and capitalize on "undesirable" opportunities by envisioning "win-win" deal structures and value-add strategies. The history of EIP's growth is a history of original vision.

Execution.

Execution at every stage is our primary competitive edge. From deal level, where the ability to critically analyze and make rapid decisions in dynamic and uncertain circumstances is the difference between closing or losing the transaction. To comprehensive in-house technical, financial, regulatory and market know-how and an industry network, that is critical to seamless and effective development. To a best-of-class tenant and facility support infrastructure, that maximizes client satisfaction and investment performance. Our road from vision to results is paved through execution.

Intrinsic Strength.

The story of EIP is the story of self-reliance and earned success. The individual backgrounds of our leadership combine into an irreproducible foundation of intrinsic financial and technical strength. Our ability to evaluate opportunities, enter new markets, customize solutions, and increase our portfolio of satisfied customers is a function of a long and varied history of industry participation, of refined set of capabilities and expertise, of an extensive network of industry relationships, and of time-tested financial acumen.