

DESIGN & REALTY

people



## ABOVE & BEYOND

Vegas has its fair share of upscale neighborhoods, but when news broke that Discovery Land Company—the developer behind one of the world's most exclusive real estate portfolios—was building The Summit ([summitclubnv.com](http://summitclubnv.com)) in Summerlin, the city's elite rushed to scoop up the best lots. Here we speak with Mike Meldman, the company's founder and chairman, to discuss the new ultraluxury community in Las Vegas.

By Emmy Kasten

**How did you choose your location for The Summit Club?** I was looking in Las Vegas 25 years ago for development opportunities. At that time, all the golf courses and properties were being developed in the flatlands, and a friend drove me up to the area and told me that one day this is where I would want to have a club. He was right.

**What makes it special?** At The Summit Club, members are able to enjoy the resort lifestyle every day. It is not a seasonal club but a primary residence community. In fact, it is the only truly private integrated club community in Las Vegas, providing a very safe environment for our members. There's nothing like The Summit Club in the market. We have members from all over Las Vegas, not just people in Summerlin, because of the incomparable amenities we're creating.

**What's your favorite part?** I love the incredible setting up against the Red Rocks and the epic views, especially at night as you look back from the club to the Strip. The club backs up to open space and protected land, which makes it even more special.

**How has the Discovery Land Company changed over the years?**

We learn from every project we do and are constantly evolving. I believe we get even better with each new property we develop, and every one is a little better than the previous one. The growth and evolution is what makes it still challenging, fun and interesting to me. As the company evolves, so does the membership—it allows for a group of new members with varied interests.

**What projects are on the horizon?**  
We have found that our type of luxury

PHOTO BY ANSIE CARLSON



« *“I didn’t need to set rules—these are people who knew how to act. I also believe that fewer rules can make things like golf more fun.”*

—MIKE MELDMAN, FOUNDER AND CHAIRMAN, DISCOVERY LAND COMPANY »

From top: Mike Meldman, founder and chairman of Discovery Land Company; outdoor space at Golf House at The Summit; comfort station off of hole 6.



MIKE MELDMAN PHOTO BY JAMALOKA WIEDEMAN; COURTESY OF STATION PHOTO BY JICK MARTIN; GOLF HOUSE PHOTO BY STUDIO | PHOTOGRAPHY INTERVIEW CLARE SON

translates across the world. We are developing our first property in Europe, CostaTerra, on Portugal’s Blue Coast just over an hour from Lisbon. Plans include a small luxury hotel, which is part of an expanding collection of Discovery-branded boutique hotels—similar to Dune Deck Beach Club in the Hamptons.

**You have a reputation for dressing casually. Is that why the dress code at your properties is relaxed?** I grew up in Arizona wearing shorts and T-shirts because it is so warm. I didn’t grow up a country club kid, and I was very aware that when I started in the private club business people sometimes find things like a dress code intimidating—it makes you think you have to act a certain way. And since I was really young when I started, I thought, ‘Who am I to tell these very successful people how to act?’ I didn’t need to set rules—these are people who knew how to act. I also believe that fewer rules can make things like golf more fun.

**When it comes to the clubs, what are you most proud of?** What I am most proud of is the way our clubs bring families together. What we provide is the opportunity to spend priceless time with family and friends.

**What’s your definition of luxury?** Luxury to me is when service is seamless and natural—everywhere. When you visit a great resort like a Four Seasons, they might say, ‘Welcome back, Mr. Meldman,’ which is great, but when you’re a member at a Discovery Club, the experience is much more personal because we offer a community, not a hotel. They welcome me back with ‘Hi, Mike! How are Hunter, Will and Max (my sons)?’ The level of service is much more intimate, which makes it a higher form of luxury. We create iconic destinations and take the worry of planning away so our members can just show up with their family and enjoy the experience. It’s really about bringing the family together for fun while making lifelong memories. Could there be a better definition of luxury? ■