

## FEATURED ARTICLE

### “Meldman and Discovery haven’t missed a beat. They have delivered on all of their promises.” — Hall of Famer Don Sutton

*“Real Estate sales at The Hideaway continue to be strong and there is no question that our performance in challenging markets is the result of Discovery Land Company’s commitment to our club. There is no better time to explore real estate and become a part of The Hideaway family.”*

— Janine Stevens, Director of Real Estate

BY EDWARD F. PAZDUR, CHAIRMAN & CEO  
HONORARY LIFE MEMBER, PGA OF AMERICA

LA QUINTA, CALIFORNIA: “The Hideaway Club is a member-owned private club and I was one of the first members after Mike Meldman and the Discovery Land Company team opened it in 2003,” said celebrated pitcher, Don Sutton.

To refresh your memory, Sutton has won 324 games, reached double figures in wins in 21 of his 23 seasons, pitched in four World Series, pitched five career one-hit games, and was inducted into Baseball’s Hall of Fame in 1998.

“I travel to great places and experience great things, but I always enjoy returning to The Hideaway where I can truly relax and be amongst friends,” said Sutton.

“Meldman and Discovery haven’t missed a beat. They have delivered on all of their promises. The amenities are outstanding, home prices are reasonable, and the atmosphere makes it easy to make friends. For example,” he said happily, “members refer to The Hideaway as casually elegant because we are only one of the very few clubs in the desert that allows jeans in the clubhouse.

“But, golf is not so casual. We’re traditional and take the game seriously with two distinct and dramatic courses. One course was designed by Pete Dye, along with a redesign by David Graham, and the other was designed by Clive Clark. They offer two completely different experiences. Clive’s is more forgiving and Pete’s requires that you to bring your ‘A’ game. I enjoy the beauty of Clive’s Course and the challenge of Pete’s Course.”



LEGENDARY BASEBALL PITCHER DON SUTTON WAS ONE OF THE FIRST MEMBERS AT THE HIDEAWAY AND IS ONE OF ITS BEST AMBASSADORS. HE’S ENAMORED BY CLIVE’S FLORAL CONCEPT BECAUSE “IT’S LIKE PLAYING GOLF IN THE MIDDLE OF THE ROSE PARADE.”

#### SUTTON'S PERFECT DAY

“My perfect day starts with a morning whirlpool in the locker room, a cup of coffee, playing with three of my best buddies, winning all of my bets, and then enjoying a glass of Chardonnay on the deck watching a sunset over the Santa Rosa Mountains,” beamed Sutton. “It is always a pleasure to invite others to share what we have here.”

## THE CORNERSTONE: GREAT GOLF

“We created The Hideaway to complement La Quinta’s exceptional legacy. Our vision was to create a young, fun, energetic full-service private club with great golf and a wonderful clubhouse—a club where our members and their families could escape to in the desert,” said Michael Meldman, Chairman and CEO of Discovery Land Company, the developers of The Hideaway.

Dye’s design is challenging and robust. It entices low handicappers. Shortly after its grand opening, Meldman commissioned former U.S. Open and PGA Champion David Graham to renovate the course. Graham leveled out all of the humps in the fairways to provide fewer uphill, sidehill, and downhill lies. He also redesigned all of the bunkering and made the course look more dramatic with extensive landscaping.

An Englishman, Clive Clark, who competed in the Ryder Cup and the Masters, designed the second course. Clark paid special attention to the use of color, streams, and tumbling water to enhance its beauty. His mix of desert flowers, ornamental grasses and a wide variety of trees interspersed with cascading waterfalls and lakes created a beautiful 18 holes and a truly enjoyable experience.



CLIVE CLARK

## NOW IS THE TIME

“Now is a great time to buy! The Hideaway has attracted some of the premier custom home builders in Southern California. From a 2,500 square foot weekend getaway to a custom home exceeding 10,000 square feet with all the trimmings, The Hideaway is that rare community that offers something for everyone,” suggested Director of Real Estate Janine Stevens. “The Hideaway is a very vibrant community. Over half of the homes have already been completed with new construction breaking ground.

“The quality and financial stability at The Hideaway has allowed for homes to hold their value. People also want to live here because of all The Hideaway has to offer. “For example, within our intimate enclave of exceptional homes, we have 36 holes of outstanding golf with no tee times; a caddie program; a full-service, double-ended practice range and putting greens; a 55,000 square-foot, fully-amenitized clubhouse; a state-of-the-art fitness center and luxurious spa; and a resort-style pool and cabanas” explained Stevens. “Hideaway’s success is due in large part to the principles that catapulted the Discovery brand nationwide. We have consistently had successful results in sales year after year and we are confident that will continue.”

## A NEW LEVEL OF SERVICE

Hideaway’s Head Golf Professional Cody Shining lauds, “Nobody runs a club like Discovery Land Company. No detail is overlooked. From Titleist Pro V1s on the driving range to fully-stocked comfort stations with drinks, fruit and munchies, Hideaway makes sure that members have all that they could ask for. Most importantly, the staff really gets to know our members,” said Shining. “It could be the bartender who learns your favorite after-golf cocktail, or a member of our wait-staff who knows your off-menu entrée of choice. With every detail, they let you know they care. Members don’t need tee times. We have two walkable golf courses and a popular caddy program in season. And, after a relaxing round, you can finish the day with a massage in our beautiful full-service spa.



“Also, our wine cellar dining room, in the clubhouse, is a big hit with our members. It’s cozy, well-stocked, private, and has seating for up to 20,” boasted Shining. “In addition, the Club continues to add new features every year.

The recently constructed Discovery Performance Center utilizes 3-D swing capture technology combined with fitness evaluation. The program allows members to address the physical limitations that keep them from achieving the next plateau in their golf game, utilizing a cutting-edge scientific approach to golf instruction.”



And at the core of The Hideaway is the Club’s social calendar. From the season opener to the always eagerly anticipated member/guest tournaments each year, members can depend on events and activities that are fun for the entire family.



“La Quinta is the preferred address in the Coachella Valley,” touted Bob Ravis, vice president of The Hideaway Owners Association.

“Growth in the valley has moved toward La Quinta for over 20 years. Everything is new and clean and we are only 15 minutes from the Regional Airport in Thermal, where most private jets land and just 30 minutes from Palm Springs International Airport that makes La Quinta very accessible. We are also lucky to have the beautiful Santa Rosa Mountains as our backdrop—they change at sunset from bright orange to a deep purple. It’s a spectacular sight. It’s one of the many things that makes The Hideaway such a magical place,” commented Ravis.

#### THOUGHTS FROM THE CHAIRMAN

“It is very satisfying to have crafted one of America’s foremost private residential golf communities,” said Mike Meldman. “Location is key, so we made sure we chose the best spot in La Quinta and really concentrated on capturing California’s casual, but elegant lifestyle. It was also important that Hideaway be a place that could be enjoyed by everyone in the family—parents, children and grandparents included.



MICHAEL MELDMAN

“Discovery Land Company has been a pioneer in breaking the mold in membership options by offering multi-generational memberships that can be enjoyed by the entire family. Let’s not forget life is precious and we have a finite number of years to make the most of it,” reflected Meldman, “That’s why we focused on making Hideaway a place where families can really enjoy their time together.”

Meldman does acknowledge the challenges in the real estate market and the hesitation some buyers might feel to make a commitment, but he also believes “the market will stabilize, buyers will regain confidence, and successful communities, like The Hideaway, will continue to prosper.” He went on to say, “Discovery Land Company is well positioned for the future. We have virtually no debt, we operate efficiently, we have a strong brand name and we are continuing to look for good opportunities. I’ve always been a strong believer in investing in hard assets,” Meldman continued. “The stock market can be risky and you have no control over stocks, whereas land or real estate is tangible.

“At Hideaway, the added benefit is that you and your family can enjoy your investment. I can’t think of a better way to invest in your family and your future.”

*For more information, you may phone Hideaway Properties at (760) 777-7450 or visit [hideawaygolfclub.com](http://hideawaygolfclub.com).*

