



You Can Share Montana's Little Known Treasure

Iron Horse Golf Club—An Invitation Only, Private Equity Club on the Slope of Montana's Big Mountain, Minutes from Stunning Glacier National Park

Iron Horse Golf Club showcases the artistry of Tom Fazio as one of the most accomplished golf course designers in the world.

WHITFISH, MONTANA: Strolling through Whitefish, Montana is like stepping back through time. The quaint downtown of this historic railroad town retains the feel of the Old West. Stand outside the renowned Great Northern bar on Central Avenue, close your eyes, and you can almost hear the horses and wagons clip-clopping by.

Open your eyes and behold Big Sky Country. Whitefish is located in the northwest corner of Montana and is a

virtual paradise for those who love the outdoors. Whitefish has immediate proximity to the best of both summer and winter with Big Mountain ski resort (over 3,000 acres of skiable terrain), Whitefish Lake, and the natural wonders of Glacier National Park and Flathead Lake.

Amidst all of this natural beauty, nestled beneath the slopes of Big Mountain and above the shores of Whitefish Lake, rests Iron Horse Golf Club, a private, 820-acre community consisting of 285 homesites and 36



IRON HORSE PHOTOGRAPHY BY MICHAEL JAVORKA

member cabins. Iron Horse is a Tom Fazio-designed, 375 member private equity club.

Simply put, Iron Horse is a special place. It is unique in its breathtaking beauty, its countless outdoor and recreational activities available to members and guests, and its focus on superior service. Yet, what truly makes Iron Horse unique is the way in which it combines a high-end private club experience with an emphasis on family and fun. Located just 15 minutes from the Kalispell International Airport with service by Delta, Alaska Airlines, and Northwest Airlines.

At the core of Iron Horse is, of course, its Tom Fazio golf course. Iron Horse Golf Club opened in July 1998 and showcases the artistry of one of the game's most honored and accomplished architects. "This beautiful land provided me with all of the necessary ingredients to design an exceptional golf experience," says Fazio. "It may well be the last best place for mountain golf in the Rockies."

Designing mountain courses calls for keen creativity. Unlike desert layouts in Las Vegas and Arizona or low-

land courses in the Carolinas and Florida where bulldozers and backhoes can more easily shape the land to the designer's vision, in the mountains the designer must work with what nature gives him.

"We have carefully arranged the course to flow around and through a forest of stately fir and tamarack, mixed with mountain maple and birch," says Fazio. "Views of mountains above and waters below make stunning backdrops to be enjoyed on virtually every hole." Indeed, the par-71, 7,028-yard layout not only respects the natural surroundings but also uses them to its advantage to offer golfers breathtaking vistas and a true test of golf in the most peaceful of surroundings. "My goal was to make it both enjoyable and challenging for members and guests, high handicappers and scratch golfers alike," says Fazio. "I hope we accomplished that." It would seem so, considering that former U.S. Open champion David Graham came, saw and was so impressed he bought a home where he now lives from almost Easter through Christmas.

Like many who visit the area, Fazio fell immediately under its spell. "I have had the good fortune to visit and experience a lot of amazing parts of our world," he says. "But there is something unique and enchanting about Whitefish that makes you feel both completely invigorated and thoroughly at peace at the same time."

Mike Meldman was also instantly charmed by Whitefish. Meldman is Chairman and CEO of Discovery Land Company, the San Francisco-based real estate firm that developed Iron Horse. Discovery Land Company specializes in the creation of luxury golf communities and has a portfolio that includes proven successes including Estancia and Mirabel in Scottsdale, Vaquero outside of Dallas, CordeValle in California's Silicon Valley, and the Kukio Beach Club on the Kohala Coast of Hawaii's Big Island.

"My first thought was that Whitefish is as glorious as Lake Tahoe or Aspen might have been 40 years ago. Uncrowded and rustic with a scenic beauty unmatched in any mountain community that I know," says Meldman. "I wound up spending several days up here and just fell in love with the friendly, unpretentious people, the character of the town and the overall beauty of the lake, the whole community and lifestyle."

Meldman was introduced to Whitefish and Iron Horse by Montana native Pat Donovan, an All-American defensive end at Stanford University and All-Pro offensive lineman for the Dallas Cowboys. "I fell in love with Whitefish when I was five years old," says Donovan. "Later, my father and I built a family cabin here on Whitefish Lake. It is the perfect place to escape and relax and spend time with the whole family."

Realizing that there is more to life—and the Iron Horse environs—than golf, Discovery Land Company created a unique program for Iron Horse members and their families and guests called Outdoor Pursuits. Imagine a year-round, full-service concierge for the great

outdoors. "Outdoor Pursuits was designed to give every Iron Horse member and guest the opportunity to experience the promise of Montana," says Meldman. "The Club makes it easy to give your family a week or an entire summer of the best of the Montana wilderness."

Through Outdoor Pursuits, Iron Horse has made nearly every natural amenity easily accessible to its members and guests. "We have private boat slips at Whitefish Lake stocked with wave runners, ski boats, and a pontoon party boat," says Donovan. "We also have horses at a nearby Diamond B ranch, where the expert staff offers guided horseback treks through the backcountry, riding and roping lessons. Our mission with Outdoor Pursuits was not only to make all of these amazing activities available through the club, but to make arranging them as easy as making a tee time."

The Outdoor Pursuits staff gets to know you and your family and creates a customized menu of outdoor activities for your visit. They can arrange a guided fly-fishing float trip down the Flathead or Swan rivers, horseback riding, camping and fishing in the Bob Marshall Wilderness (with gourmet cooked meals if you like), mountain biking down Big Mountain or a park trail, whitewater rafting, picnicking in a high alpine meadow in Glacier National Park, you name it. Sleigh rides, skiing, snowboarding and snowmobiling in the winter make Iron Horse a feast for all seasons.

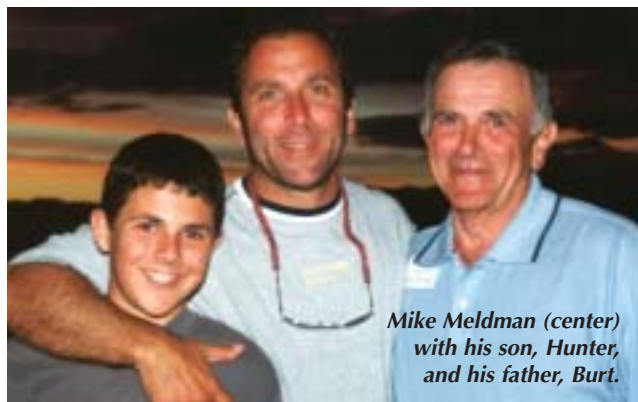
New amenities that will add to the Iron Horse experience include the Pool House with swimming pool, locker rooms and an all-purpose recreation room available for yoga classes and a myriad of other activities. The Lodge at Fish Camp is situated on a stocked trout pond and stream and has a great system of interconnected walking trails.



The Clubhouse (top) and the clubhouse interior reflect design from the turn of the century. (Above) The Member Cabins offer lodging for members and their guests.

What better place to get away from the "real world" and to make lasting memories with the ones you love? "A lot of golf clubs are places where dads and moms go to get a little time away from the children," says Meldman. "But Iron Horse was specifically designed to be a place where dads and moms go to get a little time away *with* the kids." Meldman speaks from firsthand experience. "My kids can't wait to get up here every summer. They love it here as much as I do." This past year's Fourth of July holiday proved a sterling example as over 100 children enjoyed the festivities and a private fireworks show with their families at Iron Horse.

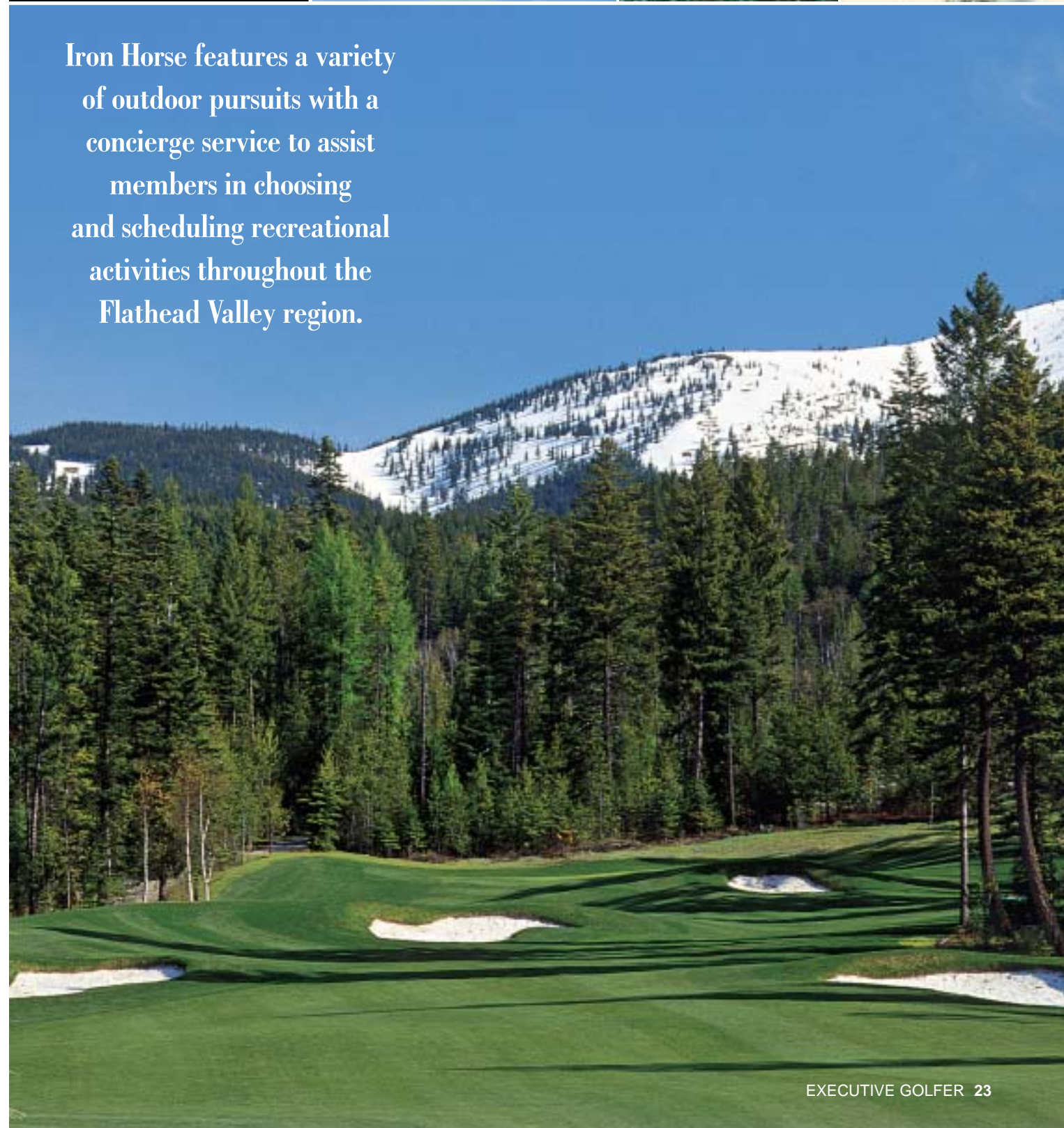
In Meldman's view, this focus on family is what makes Iron Horse special and is a major factor in the strong sales that Iron Horse continues to enjoy. "People view Iron Horse in broader terms than just as a sound financial investment," he says. "Our members feel their home is a generational investment, one that they, their *(continued)*



Mike Meldman (center) with his son, Hunter, and his father, Burt.



Iron Horse features a variety of outdoor pursuits with a concierge service to assist members in choosing and scheduling recreational activities throughout the Flathead Valley region.



children, and their children's children will enjoy for years."

In the four years since Iron Horse's initial offering, 250 homesites and cabins have completely sold out. "We are excited to have recently unveiled our two final offerings, known as Sugar Bowl Circle and Iron Horse Fish Camp," said Donovan. Homesites here vary from one-half acre to over 13 acres and from \$225,000 to over \$3 million, depending on location. Iron Horse offers a diverse selection of residential homes and homesites with spectacular views of the golf course, lake, mountains, valleys and secluded wooded settings.

Relaxing is allowed—in fact it is encouraged—in the 27,000-square-foot clubhouse that opened last summer and is complete with swimming pool and tennis courts. Members take advantage of the state-of-the-art fitness and spa facilities along with luxurious men's and women's locker rooms. Inspired by the grand lodges of nearby Glacier National Park, the decor is upscale, yet rustic and comfortable. Chef Ken Lyons has devised a gourmet menu with indigenous delicacies like his signature Buffalo Chili.

Unparalleled personal service is a benchmark of every Discovery Land Company property, and it is no different at Iron Horse. Members and guests are welcomed with sincere smiles from the attentive staff, and golfers are often greeted on the 10th tee by a delicious grilled bratwurst, courtesy of Chef Ken. This warm, family atmosphere is what convinced Montana banker Bruce Erickson to hang his hat at Iron Horse.

A prominent businessman and avid golfer, Erickson believes in doing extensive homework before making any



investment, especially one as significant as a vacation home and membership in a private club. "I am probably more thorough than the average person because I am a banker," says Erickson. "There are multiple beads to credit: character, capacity, collateral, condition of the times, past performance. If you don't make the cut on the first bead of character, then I see little need to check you any further." Erickson was so impressed with his research into Iron Horse that he says, "The beads in this case all check out. I've already purchased a site and spend most of my summer there."

Iron Horse seems to have that affect on people. ♦



"I like the privacy, the lifestyle, the location, the people, the outdoor activities—and the golf course." — BRUCE ERICKSON

For more information, please contact Iron Horse at 2201 Larkspur Lane, Whitefish, Montana 59937; phone (800) 473-2755; fax (406) 863-3030; or visit www.ironhorsegolfclub.com.



Iron Horse is surrounded by thousands of acres of wildland, most in undisturbed forests. This area is home to a great variety of native species which depend upon the quality of the environment.

