White said, "Strategically, that might take five to 10 years, but our overall goal is to have a golf presence in every major league city!"

White added that DPC's preference is to build courses rather than buy existing clubs. He hopes to forge partnerships with developers to help fund the projects. "The financial partnerships will vary by relationship," he said. "Certainly there are some big builders doing creative arrangements. If they buy into the concept, there could be joint ventures under negotiable terms. It would allow us an entry into that market and develop a form of collateral for us."

**SPORTS ATMOSPHERE**

Accentuating the company's sports theme, it has trademarked its Box Seat Sports Bar and Grille. "We'll have one of these at each of our properties," White said. "They have sports memorabilia, including World Series trophies. Seven satellite feeds and 20 television monitors will show golf tournaments live around the world as well as any other sports you might want to watch."

White sees an opportunity for the company in tournament play. "A lot of athletes have charitable causes," he said. "One of our niches is charity tournaments, where we'll bring celebrity players out and hold auctions."

"Right now it's just a matter of getting the right partners," White added. DPC was formed four years ago by Stottlemyer and Florida PGA professional Gregg Gagliardi, the company's CEO. A number of current and former pro athletes are partners in DPC, including pitching greats Mel Stottlemyer Sr. and "Sudden Sam" McDowell. Steve Jones, a former U.S. Open winner now on the PGA Tour, is also on board.

**STRATEGIC GROWTH**

According to White, the company plans to develop top-caliber golf properties in major league sports cities throughout the country. "We are a branded, sports-minded group," said White. "Tampa and Orlando are our anchors, and we will grow from there."

Any city with a franchise from the National Football League, the National Basketball Association or Major League Baseball appears to be fair game. The primary focus is to get to 30 or 35 courses, and 50 at the outside."

Myrtle Beach Golf Holiday is a marketing organization comprised of 88 accommodations and 96 golf course members. Broadly recognized as the most successful golf marketing cooperative in the world, Myrtle Beach Golf Holiday also operates several golf events, including the World Golf Hall of Fame Open, the World Amateur Championship, the World Golf Hall of Fame Classic. MyrtleBeachGolfHoliday.com and MyrtleBeachGolf.com are the official travel and golf online publications of Myrtle Beach. Both publications are affiliated with TravelGolf.com, golf's most highly read chain of online golf and tourism publications.

TravelGolf.com includes such sites as GolfCalifornia.com; GolfFlorida.com; EuropeGolf.com; ScotlandGolf.com; and BagGolfMonthly.com. The Myrtle Beach area has 115 golf courses.
DEVELOPMENT

GOLF COURSE MARKETPLACE

To reserve space in this section, call Jean Andrews 207-925-1099

Fream in Tunisia

Continued from page 32

tree planting. Tozeur has an unemployment problem, and daily wages approximating $1 per hour will be a boost to the local economy. Long-term, we'll use a labor-intensive turfgrass maintenance program."

That labor supply will come in handy for the transplanting of 3,000 trees. "The oasis has about 200,000 date palms," Fream said. "The people don't want to pick the dates anymore, so they are kind of letting them die. We're going to move 3,000 of them and put them around the course."

The course itself will play to 7,040 yards, with five sets of tees. A valve-in-head irrigation system will help control water usage. Olive pomos and grape pomos - the remains of olive oil and wine grape pressing - and barley straw will be trucked in from the coast to provide an organic humus base. As for bunker sand - no problem.

BALLOON RIDES OVER THE DUNES

The course owner is a hotel and tourism entrepreneur from Tunis, who also owns Fream's course at Tabarka, set directly on the Mediterranean.

"This guy is buying a little two-engine plane," Fream said, "and he'll be able to fly golfers into Tabarka, which is on the coast near Algeria. There they can play in the sand dunes and pine trees along the shore. Then he can fly them an hour south and land in the middle of the Sahara Desert, and they'll play on the most authentic-looking desert course they're ever going to see."

Fream has high hopes that sun-seeking golfers will show up. He thinks they will, because golf isn't the only local attraction. If you want to lay off golf for a day, you can take a camel or SUV safari into the Sahara sands or float over the dunes in a hot-air balloon. "Exotic dinners at tented encampments would appeal to golfers, too," Fream said.
GOLF COURSE MARKETPLACE

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