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Arlington/Fairfax, VA

General Manager

Search Profile

Founded in 1924, Army Navy Country Club has provided a social and recreational haven to many of Washington, DC's most distinguished and influential individuals and families for over eighty years. Since the club's inception, Army Navy Country Club has been a home away from home for many of the most illustrious names in America's political and military history. The Club has been graced with members that have included Presidents Dwight D. Eisenhower, John F. Kennedy, and William J. Clinton, and has been steeped in a tradition that has served Five-Star Officers that have included Admiral Chester W. Nimitz and General Omar N. Bradley, as well as numerous U.S. Senators and Congressmen.

Unrivaled in its convenient proximity to our nation's capital, Army Navy Country Club invites those privileged who enter its gates to escape the hustle and bustle of DC-metro life and explore the luxury and leisure of countless country club activities, amenities, and services nestled quietly within the privacy of over 500 scenic acres.

Located less than five miles from downtown Washington, DC in Arlington, VA and with an additional campus less than fifteen miles away in Fairfax, VA, Army Navy Country Club offers an unparalleled range of country club luxuries in the "backyard" of where its members live and work.

From 54-holes of Championship golf to year round indoor activities in the state-of-the-art tennis and fitness centers, the Club's amenities are designed to be as diverse as its membership. Members enjoy black ties and dress blues in a formal ballroom or Bermuda shorts and swim wear by an Olympic-size pool, Army Navy Country Club's dual-campus meets the tastes and needs of every one of its distinguished members.

Today the Club retains its proud heritage of fostering a community of exceptional members, who share a common bond living and working adjacent to our nation's capital. Yet it is a club that has also developed a contrasting informal culture of family comfort and neighborly community.

Army Navy Country Club operates under a commitment to deliver a rich and warm experience that can be shared and enjoyed by entire families and then passed along to future generations.

Ultimately, Army Navy Country Club's charm is found in this community where world leaders play golf with world-class school teachers, military brass dine with the neighborhood fireman and policeman, while their children enjoy a wide assortment of junior sport camps, activities

and day care services. A sense of belonging to such a prestigious family is the essence of belonging to Army Navy Country Club.

The Club is in the midst of a \$50 million project building a brand new, 100,000 sq. ft., clubhouse & tennis center at the Arlington campus with a dramatic view of the Capitol and Washington Monument. The club has recently completed renovations to all 54 holes of both the Arlington and Fairfax golf courses.

Army Navy Country Club is a private, member-owned recreation facility. The Club has drawn its membership primarily from Active Duty and Retired commissioned U.S. Military Officers and Warrant Officers. These officers represent all services and range in rank from Second Lieutenant and Ensign to General and Admiral. ANCC is also home to a number of civilian members many of whom have served in our nation's government. In the past few years, the Club strategically opted to open their membership invitations to civilian participation, and have been very successful in their recruitment efforts in this area.

Amenities:

Golf

The combined 500-plus acres in Arlington and Fairfax have gone through numerous improvement projects, most recently in 2009, in a committed effort to keep its course infrastructure optimized for today's modern golf game. From Arlington's rugged "Golden Age" appeal to the gentler curves of the "Modern Era" course design at Fairfax; the Club's courses have something for everyone.

Clubhouse Dining & Social

Army Navy Country Club provides a full array of banquet, dining, and meeting room facilities incorporated into the exquisite architecture of its two clubhouse locations on its Arlington and Fairfax campuses. Whether meeting in the historic Fort Richardson Room, relaxing on the Rooftop Terrace, or enjoying the DC skyline while dining in the Sun Room, Army Navy Country Club allows its members to entertain their families and guests in the perfect venue, combining the Club's historic grandeur and traditional elegance with its welcoming warmth and modern day amenities.

The clubhouse activity calendar is filled with year-round social events and programming which include: Sunday brunches, holiday parties and events, live entertainment, Duplicate Bridge, bowling leagues, roof top happy hours, theme dinners, wine tastings, dancing lessons, cooking classes, barbeques, poolside movie nights.

Tennis

Army Navy Country Club (ANCC) Tennis offers one of the largest and most comprehensive private country club tennis facilities and programs in the country. The 25-court facility offers year-round indoor, outdoor, and evening lit play, as well as a full range of social, instructional, and retail pro shop services. A new, secondary tennis center is being opened as part of the new clubhouse building plans.

Recognized as one of the nation's premier tennis facilities, ANCC has garnered awards that include USTA's Mid-Atlantic Facility of the Year, host of a USTA National Amateur Clay Court

Championship, and host of two award-winning USTA Junior L3 tournaments. The facility offers:

- 14 Outdoor Har-Tru Tennis Courts (5 lit for nighttime play)
- 5 Outdoor Deco Turf II Hard Courts
- A Year-Round Indoor Tennis Center with 6 Deco Turf II hard courts
- A Full-Service Retail Tennis Pro Shop and Stringing Service Facilities
- Onsite Locker Room and Shower Facilities
- Practice Courts, Walls, and Complimentary Ball Machine Use

Fitness

The Army Navy Country Club (ANCC) Fitness Center opened in August of 2000. The facility provides our membership convenient hours and access to fitness equipment, amenities, and services in the welcoming comfort of a spacious, private, and naturally lit modern exercise environment.

The Fitness Center contains 4,000 square feet of top-of-the-line modern cardiovascular and strength training equipment complimented by a complete array of locker room and changing room amenities. The facility offers:

- Complete Line of Cybex VR2 Resistance Training Equipment
- Free Weights Stations and Equipment
- 2 Dozen Pieces of Cardio Vascular Equipment (treadmills, exercise bikes, stair climbers, and elliptical machines)
- Broadcast Vision (facility wide entertainment system)
- Full Service Locker and Changing Room Facilities with Showers and Steam Rooms.

Aquatics

With six different pools at the two clubhouse locations, Army Navy Country Club provides its members with multiple options and uses. The Club's outdoor facilities are open from Memorial Day Weekend through at least Labor Day (the heated Adult Pool remains open till mid-September).

The Club has one of the largest and most diverse outdoor Aquatics complexes in the Washington, DC metro area. The Club offers:

Arlington Campus

- 'L' Shaped 50 Meters Olympic Pool (minimum depth of 4') with a Diving Well
- Teaching and Youth Pool (2.5' to 3.5')
- 0" Beach Front to 18" deep Wading Pool
- Heated Adult-Only Pool

Fairfax Campus

- 'Z' Shaped Pool with Diving Well, Lap Lanes, Play Area and Teaching Area
- 0" Beach Front to 18" deep Wading Pool

Youth Programs

Army Navy Country Club's (ANCC) Independence Day 4th of July Festivities epitomize the investment and importance the Club places on family and youth. For a day, the Club is transformed from an elite private country club to a family-based block-party filled with activities, games, competitions, and cookouts in every corner of the Club; all winding down to families taking in the breathtaking view of the Nation's birthday fireworks shooting over the Washington Monument from the comfort of club lawns, rooftops, and grounds.

A sample of regularly offered family-based activities and events include:

- Family Bingo Nights
- Family Buffet Nights in the Grille with Live Entertainment
- Movie Nights at the Pool
- Holiday Themed Events that include Halloween Haunted House, Brunch with Santa with creative Workshop, Mother's Day Brunch, Thanksgiving and Family Style Christmas Dinners, Easter Egg Hunt, and Independence Day 4th of July Festivities
- Each department at ANCC is committed to providing a comprehensive program of youth-based events and activities.
- Sports Camp (full day summer day camp)
- Mini-Camps
- Junior Tour Golf Program
- Year-Round Junior Tennis Clinics and Teams
- Junior Swim and Dive Teams and Instructional Programs
- Counselor-in-Training Program
- Etiquette Classes
- Junior Socials

ANCC also offers a structured child care center in its Rainbow City playground-themed facility at Arlington. Parents with children ages 2 to 10 can enjoy the convenience of enjoying their own adult ANCC activities and events with the peace of mind that their children are also being supervised and entertained in the safety and confines of ANCC.

Club Facts

Gross Dollar Volume: \$17.6M

Food & Beverage Revenue: \$4.0 M

Number of members: Over 7400

Position Description

The General Manager will oversee all day-to-day operations of both Army Navy Country Club's campuses and all entities contained therein. Immediate attention will need to be given to the completion of the new Clubhouse and Tennis Center and transitioning to the new facilities along with quickly learning the 'culture' of the club. The General Manager will report to the Board Chairman and will work closely with a 40 person Board of Governors and a large number of committees. Fortunately, the Club has a group of long tenured, well-regarded professional department managers and employees in place to aid in the

transitioning. The General Manager is expected to provide professional leadership and a positive upbeat image for the Club ensuring that members enjoy premier service, a quality product and an exciting calendar of events. He or She is responsible for the success of all aspects of the Club goals and activities and is expected to devote full time and attention to operations, planning and staff performance and coordination.

Qualifications

The Club is looking for a “take-charge” innovative person who has a genuine passion for service excellence in all areas of operation. The ideal candidate will have 10 years of progressive General Manager/COO experience at a similar full-service quality country club community. The ideal candidate will possess exceptional financial and budgeting acumen. Demonstrated skills in food and beverage operations and quality are essential.

The candidate must have a proven record of strong operational management skills and will have an impeccable career path ensuring the highest standards of operation and attention to detail. The club is seeking a visibly engaged manager with excellent administrative and organizational skills. The candidate should have demonstrated abilities in providing leadership and guidance to department managers, employees, committees and the Board.

Integrity, visibility, creativity and energy are of the utmost importance to this membership, along with outstanding interpersonal and communication skills. Long range and Strategic planning skills are considered very valuable. The candidate should be active and well respected in his or her local and national CMAA organization. A college degree and the CCM are preferred.

Additional characteristics:

- Knowledge of military protocols, ranks, etc.
- Ability to manage change and a background in major development projects and transitioning back to operations very desirable
- Membership, marketing, recruitment, and retention expertise
- Excellent multi-tasking abilities

Interviewing for this position will occur in early March.

Please visit the Army Navy Country Club website at: www.ancc.org

Salary: Open and commensurate with qualifications and experience. The Club, along with the typical CMAA benefits, offers competitive bonus and benefits package.

Email or fax resumes to: ***KOPPLIN & KUEBLER***
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Email: nan@kopplinandkuebler.com
Fax: 480-443-9642

Dick Kopplin is the Lead Partner on this search.

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