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General Manager/Chief Operating Officer (GM/COO) Search Profile

Spring Brook Country Club (SBCC), Morristown, NJ

Established in 1921, Spring Brook's golf course was originally designed by golf legend Walter J. Travis and has recently undergone significant renovation. The Club is rich in history and tradition. It has hosted numerous Professional and Amateur Tournaments over the years, and maintains a full schedule of Member and Member/Guest Tournaments every season. Spring Brook's championship course is enhanced by a variety of trees and foliage, which add to the natural beauty of the grounds. Its three par 3's in a row around the beautiful Armstrong Pond add an unusual and interesting challenge to this magnificent course. Spring Brook Country Club is a Certified Audubon Cooperative Sanctuary, one of only a few clubs in the area to be recognized for its natural habitat, conservation and documentation of indigenous plants and wildlife.

Traditionally, Spring Brook's outstanding social events highlight each season and long standing favorites include: Summer Grills, Poolside Barbecues, Children's Summer Sports programs, Lobster Nights, a spectacular Fireworks Display and July 4th Celebration, Holiday events and its annual "Holly Ball".

Spring Brook's highly active membership, and their families, participate in social and competitive events in golf, racquets and swimming throughout the region. These include member/guest events, inter-club competitions, youth leagues and the Metropolitan Golf Association.

Over the years, SBCC has hosted numerous tournaments for the NJ State Golf Association, the Metropolitan Golf Association and the NJ PGA including: the 1949 State PGA Championship, the NJ State Open in 1955, 1958, 1965, 1973 and 2010, the NJ State Amateur in 1991 and 2004, the MGA Senior Championship in 1994, the Women's Met Open in 1999 and the NJ Senior PGA Championship in 2001.

Amenities

Spring Brook's clubhouse, with its panoramic views of the Club's magnificent 18-hole golf course, sits on top of a hill overlooking Armstrong Pond. Its amenities include an expansive driving range facility, short game areas, four tennis and paddle courts, a new Tennis Shop, a competition size swimming pool, a new pool house and snack bar and a fully stocked Golf Pro Shop. In addition to tennis, paddle and swim activities, Spring Brook offers its members a wide variety of social events throughout the year and have very active junior programs. SBCC is a very family oriented and activity filled club. The clubhouse's Main Dining Room offers views of Armstrong Pond. In addition to the Main Dining Room, the first floor has a Formal Dining Room, Lounge and Living Room. The lower level houses a Grill Room and Men's and Women's Locker Rooms.

Club Facts

Gross Dollar Volume: \$ \$6.0M

Food & Beverage Revenue: \$\$1.1M – Food, \$400K – Beverage

The Club enjoys approximately 260 Proprietary Members, 90 House Members and several others in Senior, Non-Resident and other categories. The Initiation Fee is \$35,000 for Proprietary Members, with dues of approximately \$9,100. The Club is a 501(c) (7) organization with approximately 100 FTE employees in season. Historically, the Club closes on New Year's Day and reopens on Valentine's Day,

allowing for refurbishment and project/planning work to occur. Approximately 15,000 rounds of golf are played annually.

Job Description

The General Manager is the Club's senior-most staff executive, serving as its Chief Operating Officer with all Club functions ultimately reporting to the GM/COO. The position reports to the President of the Club and the Board of Trustees and plays an active role at the Board level in helping determine the direction of the Club. The GM/COO is expected to provide quality leadership and a positive, energized style in leading the Club; while ensuring that members enjoy premier service, a quality product and an exciting, innovative and progressive 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, staff performance/evaluation and overall facilitation of successful operations both short and long term.

Candidate Qualifications & Experience

The ideal candidate will have a strong successful history of management experience at a similar full-service, family-oriented country club and must possess strong financial and budgeting acumen. Demonstrated skills in all areas of traditional club operations are essential, as well as the energy and genuine desire and natural ability to interact with the membership and staff on a professional, respective and 'service-hearted' level. The candidate must have a proven record of strong operational management skills and will have a positive career path with experience in providing high standards of operation and attention to detail. The Club is looking for a "partner" leader who possesses a passion for service excellence ensuring the member experience is reflected in all areas of operation, and has the vision and wherewithal to get the job done without daily direction from the Board or Committees. The new GM/COO will be a dedicated team leader who enjoys working with department managers and employees and will demonstrate leadership skills and create the culture of excellence throughout all club departments.

He/She must have excellent marketing skills and a proven record of membership recruitment, retention, satisfaction and interaction. The GM/COO must possess the ability to work well with the Board and Committees providing visionary leadership and sound guidance, along with well-reasoned recommendations. The Club is not looking for a "caretaker" manager, but rather a true club professional who recognizes the need to stay fresh and relevant in today's club environment, creating a member experience that represents a strong brand that Spring Brook will be proud to attract and maintain members. He/She must be a confident, creative, enthusiastic, energetic, engaging and highly visible manager to the staff and membership and must have 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, with a recognized desire to continue with his/her on-going professional development.

A college degree and the CCM are preferred. This position is available immediately.

Please visit the website at: www.springbrookcountryclub.com

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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Richard M. Kopplin is the Lead Partner on this search.