



## Belfair Plantation – Bluffton, South Carolina

### General Manager

Developed in 1996, Belfair Plantation is located on a 1,100 acre plantation established in 1811 that blends world-class golf in a setting of coastal splendor. This private, gated golf club community is located in Bluffton, South Carolina just minutes from Hilton Head Island. There are currently 730 homesites with 70% (514 homes) completed. The community possesses a strong financial stability with significant cash reserves. Both the Belfair community and golf courses have been recognized by *Golfweek*, *Travel and leisure*, *Links Magazine*, *Golf Digest* and *Golf Connoisseur*.

Amenities include: two 18-hole Tom Fazio championship golf courses that host approximately 55,000 rounds annually; the Golf Learning Center built on 29 acres featuring covered outdoor hitting bays, 2 driving ranges, practice holes, chipping and putting practice areas and an 1,800sf facility with indoor hitting bays; a golf pro shop at a separate facility; six Har-Tru tennis courts; two grass tennis courts; an indoor pool; an outdoor pool; children's pool; soccer/lacrosse field; pathways for biking, walking and running; a playground; a community dog park; a 9,200sf fitness center; three spa treatment rooms; a seasonal children's camp; and extensive social programming and events. The Property Owners' Association (POA) currently has 756 members.

The 36,000 square foot clubhouse is open year round with formal and informal dining options that can accommodate up to 270 guests. Annual gross revenues exceed \$14.8 million. Food and beverage sales are approximately \$1.7 million of which 24% is derived from private events. There are approximately 145 employees on staff year round.

The General Manager is responsible for all aspects of POA operations, reporting to the nine-person Board of Directors. An active and invested Board and Committee system will require that the General Manager work effectively in a "volunteer environment" to achieve the Community's vision. The General Manager must be able to "manage up" and efficiently and effectively navigate the boardroom, while providing suggestions and options in a compelling and substantiated way based on experience and professional expertise.

The General Manager will lead the management team which includes the CFO, Director of Golf Course Maintenance, Director of Golf, Director of Landscape Maintenance, Manager of Homes/Cottages Landscape & Maintenance, Director of Facilities & Community Management, Facilities Maintenance Director, Director of Membership & Marketing, Fitness Manager, Executive Chef and Food & Beverage Director. A track record of developing, coaching and instilling a cross departmental service culture, as well as the ability to identify and evaluate talent, is highly desired. He/she must also be an effective and concise communicator, both written and verbal, who can provide strategic and creative direction with the ability to consistently hold staff accountable at the highest level.

With full P&L responsibility, the General Manager is responsible for managing all operations of Belfair Plantation consistent with the direction and policies established by the Board of Directors as well as by the by-laws and Rules and Regulations of the POA. Excellent candidates must be strategic contributors and possess strong operational, financial and analytical skills and demonstrate a proactive management style that anticipates and identifies the Community's present and future needs. The General Manager is expected to deliver balanced fiscal and operating results with both short and long term capital planning while delivering a premier member experience.

Visibility, along with the genuine enjoyment of building member relationships and being in an active and social environment are key attributes for the next General Manager. The General Manager must be of highest integrity with an outgoing, genuine and personable personality. He/she must look forward to being in front of the membership on a regular basis as well as representing Belfair in the community; interfacing with the real estate community is an important function of this role. Candidates must also understand and appreciate the game of golf as well as excellent standards in golf operations.

Compensation: The POA will offer a competitive compensation plan, along with standard benefits and perks.

Interested and qualified candidates should complete the online candidate profile form and submit a compelling cover letter and resume for consideration at <http://denehyctp.com/submissions/>. Please contact Alison Savona at 203.319.8228 or [alison@denehyctp.com](mailto:alison@denehyctp.com) with additional questions or to recommend a candidate.

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