



## Tradition Golf Club – La Quinta, California

### General Manager and COO

Established in 1997, Tradition Golf Club is a seasonal, private, member-owned country club located on the historic property of Hacienda del Gato in La Quinta, California. This exclusive community is part of an extensive Southern California Desert golf community that is home to over 130 private golf courses. The community itself contains 300 home sites of which over 100 belong to the members of Tradition. The Club was purchased by the membership in 2008 and continues to honor the legacy of Arnold Palmer as his western golfing home.

The golf course is considered one of the finest courses in the desert renowned for its fast greens, beautiful flora and spectacular Augusta white sand. It remains open seven days a week throughout the year and is fully staffed to keep it in peak condition. The Club has a secured water supply for irrigation. In addition, the Golf Course Superintendent oversees the community's and homeowner's grounds maintenance with a separate staff.

Club amenities include: an 18-hole Arnold Palmer designed golf course; 9-hole short course, driving range and putting green, a main clubhouse with dining and event rooms; golf shop, the Hacienda featuring the historic Kennedy meeting/event room and a two-bedroom suite, The Eisenhower cottage for meeting or private events, several large outdoor spaces used as event spaces, the Coyote Café on the golf course, and a recently added a 5,000 sq. ft. fitness center with spa treatment facilities. The Tradition POA is a separate entity distinct from the Club. The Club has 230 full members and 24 social members.

The General Manager and COO is responsible for managing all operations of the Tradition Golf Club consistent with the direction and policies established by the 7-member Board of Directors as well as by the By-laws and Rules and Regulations of the Club. The General Manager and COO will lead the team of seasoned department heads that include the Executive Chef/Food & Beverage Director, Director of Golf (currently open), Fitness Director, Golf Course Superintendent and Chief Financial Officer. The Club has 200 employees in season and 70 year-round.

The clubhouse food and beverage operation is open seven days a week for breakfast and lunch and two nights for dinner from November through May. In season the Club hosts many member events primarily on Saturdays and is open for food service on select holidays. The administrative office is open year-round and staffed by the General Manager, Chief Financial Officer, and accounting staff. Gross revenues are \$9.3 million with food and beverage accounting for \$1.8 million. The General Manager will collaborate with the Board of Directors in the formation of a strategic planning process for Tradition Golf Club. A \$3.5 million renovation to the Clubhouse is planned for April 2017 and will include a new bar, dining room, terrace, golf shop, and kitchen. The Clubhouse will be closed during the renovation; dining services will be provided to golfers and guests in the Coyote Café.

The new General Manager will oversee the hiring of the Membership Director and will be an integral part of implementing a sustained membership campaign targeting future members. A junior legacy membership has just been implemented and other membership categories are being considered. The membership is national and hails primarily from the West Coast with the Midwest, East Coast, Greater Southwest and Europe contributing to the balance.

The successful candidate will have proven experience leading and managing all facets of a seasonal high end private club. With full P&L responsibility, candidates must possess strong communication, operational and excellent financial skills and demonstrate fiscal management through resourceful use of assets and deployment of labor. The position requires a strong and personable leader who will seek refinement and improvement to operations and service levels by applying critical thinking and thoughtful review to meet and/or exceed the memberships' expectations and manage the operations to a positive financial result annually. Excellent candidates will possess effective delegation, communication and the ability to foster strong ties and positive relationships with the La Quinta community, Tradition's property owner's association and regulatory agencies. With the completion of the clubhouse improvements in fall of 2017, the new General Manager will be tasked with ensuring a smooth opening for the 2017-18 season and maximizing member enjoyment and usage of the new facility.

The new General Manager and COO will be expected to have an affable personality and continue the established and honored traditions to maintain the high standards and profile of the Tradition Golf Club with his or her presence and sense of sophistication.

Compensation: The Club will offer a competitive compensation plan, along with standard benefits. 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 Kirk Reese at 310.409.8957 or [kirk@denehyctp.com](mailto:kirk@denehyctp.com) with additional questions or to recommend a candidate.



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