



## Balboa Yacht Club – Newport Harbor, California

### General Manager and COO

Established in 1922, Balboa Yacht Club (BYC) is a highly-regarded yacht club situated at the mouth of Newport Harbor. For over 90 years, the Club has served to encourage yacht racing and cruising and promote the science of seamanship and navigation. The beautiful clubhouse and marina provides educational, recreational, and social use for the Club's 803 members (540 are flag members), families, and guests. BYC, best known for its sailing prowess along with its collegial and familial membership is closest to the jetty, offers pristine views across the harbor and easiest access to the Pacific. The Club's motto, "A pound of pluck is worth a ton of luck" and is evidenced by the numerous BYC sailors who compete and have won prestigious competitions across the world.

Club amenities include the 16,000-square foot Clubhouse that offers à la carte service in its main dining room for lunch and dinner. The Burgee Bar, overlooking Newport Harbor, is known as one of the best spots to dry out following a sail. The Club also features three banquet spaces and several private patios overlooking the harbor. A seasonal casual dockside snack bar offers outdoor dining and refreshments. Balboa Yacht Club has 72 slips and an additional 70 moorings in Newport Harbor with shore boat service. The Club offers sailboat and kayak rentals as well as dry storage. The Santa Catalina outstation at White's Cove is host to many events and is one of the Balboa Yacht Club's pride and joys since 1957.

Open year-round, the Club is staffed by the General Manager and COO, administrative staff and harbor and sailing staff; there are 60 employees in season and 47 year-round. Meal service is offered at lunch and dinner. Gross revenues are \$6.7 million with a profitable food and beverage program accounting for \$1.6 million of those revenues. The Club hosts the prestigious Governors Cup sailing regatta annually and has periodically hosted the Lipton Cup and other prestigious yachting events recently. Junior sailing programs are prioritized and the Club is active in hosting community based events such as the annual Newport Harbor Christmas Boat Parade and The BYC Wooden Boat Festival.

The General Manager and COO is responsible for managing all operations of Balboa Yacht Club 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 Club. The General Manager and COO will lead the team of department heads that includes the Controller, Executive Chef, Food and Beverage Director, Director of Sailing, Project Manager, Catalina Station Manager, and Communications and Membership Manager.

The successful candidate will have proven experience leading and managing all facets of the private club, the physical plant, club fleet and the Catalina Outstation. With full P&L responsibility, the General Manager and COO 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 can lead from the front as well as hospitality professional who will apply critical thinking and thoughtful review to consistently seek refinement and improvement to operations and service levels to meet and/or exceed the memberships' expectations. Excellent candidates will possess skills in effective delegation and the ability to foster strong ties and positive relationships with the Newport Harbor boating community.

The General Manager is leaving to assume another position after more than eight years of excellent service to the Club. 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 Balboa Yacht Club with his or her presence.

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/>. If you have any questions or need further assistance, please contact Kirk Reese at 310.991.9768 or by email at [kirk@denehyctp.com](mailto:kirk@denehyctp.com).



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