BUTTERFIELD COUNTRY CLUB

Oak Brook, IL

General Manager Search Profile

Butterfield Country Club is a private member owned club, its purpose then, as now, was to promote the game of golf and good fellowship among its members, their families and their guests.

Mission

“Butterfield is a premier Chicagoland country club – providing its members, their families and guests an exceptional experience for golf, dining and recreational activities.”

Vision

“Butterfield Country Club aspires to be consistently recognized by its members as their home away from home and the best country club in Chicago.”

The year was 1918 and the guns of World War I were hardly silenced. Naturally, golf courses at that time were few and far between. There were a few private clubs, but not enough to accommodate the vast and growing number of men who had a burning desire to play the game of golf. It seemed too, especially around Chicago, that most of the clubs were located either on the North and South sides of the suburban areas. The West side was most certainly ready for a fine golf club. And so it was that a new star in the golf horizon was soon to be born.

The greatest early boost to golf came in 1913 when an unknown ex-caddy by the name of Francis Quimet won the Open Championship of America. This caused quite a stir among the budding golfers of Chicagoland. Chief among these was none other than Rev. John Code and a group of his friends. It was largely due to his love of the game and his untiring efforts that the idea of Butterfield began to take seed. Rev. Code banded together a group of men that more or less comprise the "Who's Who" of the business world in the West Side and Western suburbs of Chicago to get things started.

Because of the proximity of the property to Butterfield Road, a motion was made and carried in a meeting on July 7, 1920, that the Club be known as the Butterfield Country Club. On August 15, 1920, Butterfield Country Club was incorporated under the laws of the State of Illinois.

Originally designed in 1920 by William Langford, Butterfield's gently rolling land, meandering streams and majestic white oaks made the property an ideal setting for golf. He presented the Club with three distinctively different nines and the three nines were completed and ready to play in the spring of 1930. The three nines were called: the 1st Nine, the 2nd Nine and the 3rd Nine. It wasn't until a few years later that the names by which they are known—the Red Nine, Blue Nine and White Nine, came into general usage.
In his era, Mr. Langford was one of the country’s premier golf architects who produced many great courses throughout the mid-western region of the United States. His approach to architecture and passion for the game was of the highest standards and second to none. He utilized the natural features of the land in a brilliant fashion creating 27 magnificent golf holes. At the end of his stellar career, William Langford proclaimed his work at Butterfield to be one of his very best.

In rebuilding the golf course between 2008 and 2010 the club adhered to the strong and very sound design principals of Mr. Langford. The Club blended Butterfield’s rich history and excellent design of the past with the modern innovations, expectations and abilities of tomorrow’s golfer. The new Butterfield offers exhilarating vistas, a connection and interaction with nature and provides all golfers an experience to remember.

Members and guests enjoy a wide array of traditionally elegant facilities, daily a la carte dining, a full calendar of social events, very active tennis and swimming programs and other year round activities.

**Club Facts**

**Number of Members:** 679  
**Gross Dollar Volume:** $8,600,000  
**Food & Beverage Revenue:** $3,254,000  
**Rounds of Golf:** 32,000

**Job Description**

The General Manager acts as the Chief Operating Officer of the Club in planning and directing its activities to obtain optimum efficiency and economy of operations, and to maximize the Club’s full potential with a balanced focus on mission, member, guest and employee satisfaction. Knows and complies with the Club’s standards in performing all key areas of accountability and other essential duties and responsibilities. The GM/COO will maximize the financial performance of the Club by providing the highest possible quality of service and product, by fostering a positive, team-based work environment for all employees, by developing and implementing innovative and attractive offerings to the Club’s membership within budgetary constraints, and by working closely with the Club’s Board of Managers (the “Board”).

The General Manager is expected to provide quality 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.

**Candidate Qualifications & Experience**
The successful candidate will be a proven businessperson with exceptional financial and budgeting skills that have yielded results. In particular, the candidate must enjoy and embrace the challenge of strong fiscal management while at the same time, delivering the quality and range of service to enable the Club to continue to attract and retain members.

The ideal candidate will possess a minimum of 7 to 10 years of progressively more responsible club management positions. The prospective general manager must be a charismatic, passionate professional and have outstanding membership relations and communication skills. 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 successful candidate will possess sound business acumen, outstanding food and beverage knowledge and be able to provide the energy and desire to interact with the membership on a ‘model professional’ level.

The club is looking for a “visionary, take-charge type” person who understands trends in the private club industry and can help position the Club to successfully take advantage of these trends. The general manager will exhibit creativity in providing programs for the membership to enjoy and will take a sincere interest in member and guest satisfaction.

Especially strong communication and interpersonal skills are considered essential, as is the competency to be a strong, confident, accountable leader who is naturally able to be diplomatically forthright with all club constituencies.

The new general manager will enjoy inspiring department managers and employees and will demonstrate leadership skills in team building, employee motivation and especially service training.

He/She will be confident, creative, enthusiastic, energetic, engaging and a highly visible manager to the staff and membership. Strategic planning skills, facility improvement experience and membership marketing & retention experience, are considered very valuable.

The candidate will be active and well respected in his or her local and national CMAA organization. A college degree and the CCM designation are preferred.

The retiring General Manager has provided Butterfield Country Club with thirty years of distinguished service.

This position is available immediately.

Please visit the website at: www.butterfieldcc.org.

Salary: Open and commensurate with qualifications and experience. The club, along with the typical CMAA benefits, offers an excellent bonus and benefit package.

Interested candidates should submit resumes and a thoughtful, detailed cover letter outlining one’s alignment with the above noted qualifications and expectations for the position. Those documents should be saved and emailed in Word or PDF format (save as “Last Name, First Name Resume” and “Last Name, First Name Cover Letter” respectively) to:
Email or fax resume to:  

**KOPPLIN & KUEBLER**

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Dick Kopplin is the lead Partner on this search