

# David Bennett

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## Professional Experience

2013- Current

### **Winchester Country Club, Meadow Vista, CA**

**[www.winchestercountryclub.com](http://www.winchestercountryclub.com)**

Managing Director of Club Operations

*1,100 acres, 409 home site community with golf course and clubhouse*

- Directly responsible for all aspects of the multi-use project to include-
  - Club Operations in all aspects to include 18 hole Robert Trent Jones Jr. & Sr. design and 36,000 sq ft clubhouse;
  - \$3.5 million dollar operation budget;
  - Sales and marketing of 136 home sites;
  - Planning and management of spec home building program;
  - HOA planning and management
- Planned and implemented 1.7M capital improvement program for Club to include
  - Interior and exterior renovations;
  - FF&E plan;
  - Fitness and lifestyle components;
  - New restaurant and kitchens
- Added over 100 memberships in 18-month timeframe through new lifestyle and golf programs.
- Efforts lead to an increase in home values by over \$160 per foot and land values nearly 300%.

2010- 2013

### **Capella Pedregal, Cabo San Lucas, MX**

**[www.capellahotels.com](http://www.capellahotels.com)**

AAA Five Diamond Property

Private Residence Club Manager – Executive Team Member

*66 room boutique hotel with 31 private Residences and 19 home sites*

- Directly responsible for daily operations, HOA management, asset management and owner relations. Additional areas of responsibility include-
  - Implementation of all Club documents including development of the Club's Rules of Operation;
  - Manage and implement all owner communication;
  - Managed owner reservation system for 1/8 fractional ownership plan;
  - Developed and manage residential rental program for hotel use;
  - Ensured HOA compliance with hotel management agreement and all Mexican laws;
  - Created monthly developer updates and reporting;
  - Managed three million dollar HOA budget including P&L statements;
- Responsible for hiring, training and developing Residential staff members.
- Developed and implemented Residential Concierge services.
- Developed and managed a three million dollar annual operating budget.
- Assisted residential sales team in all aspects including client entertainment and prospecting.
- Managed daily operations of Hotel including guest feedback and surveys.
- Managed resort wide MOD schedule and procedures.

2006- 2010

**Stowe Mountain Club, Stowe, VT.**

**www.stowemountainclub.com**

General Manager/Director of Golf – Opening Team Member

*Four season private Club including golf, spa, alpine amenities and services*

- Directly responsible for the development and implementation of all Club operations including 18 hole golf course, Golf Clubhouse, Alpine Clubhouse, and member services. Pre-construction and opening. Responsible to provide services and programs for all members and guests that promote an excellent Club experience.  
Areas of responsibility include -
  - Member and guest reservations;
  - Member communication and correspondence;
  - Rules and regulations;
  - Quality and service standards;
  - Concierge service;
  - Social programming;
  - Staff recruitment, hiring and training;
  - Food and beverage program.
- Directly responsible for sales and marketing of Club memberships. Implemented and managed four membership categories including initial “Founder” membership program.
- Directly responsible for assisting design and opening all aspects of member Clubhouse including golf pro-shop, locker rooms, valet, and food and beverage.
- Developed and implemented pre-opening sales and marketing events for prospective members and real estate clients.
- Developed and manage a two million dollar annual operating budget.
- Developed and implemented annual operating plan for golf operations, alpine operations, concierge services and club administration.
- Assisted the Club in developing a plan to gain status as an Audubon International Signature Sanctuary for environmental excellence and sustainability.

2004- 2006

**Stowe Country Club, Stowe, VT**

Head Golf Professional

*18 hole public resort facility with 150 members and 15,000 rounds annually.*

- Head of recruitment, hiring, training, and supervision of all staff including assistant and teaching professionals, outside assistants, starters and rangers.
- Oversee the Vermont Golf Academy, increasing participations by 100% in two years.
- Developed winter golf training program yielding over \$25,000 in revenue during the off-season.
- Provided over 1,500 private lessons to members and resort guests.

2002 - 2003

**Palencia Country Club, St. Augustine, FL**

Assistant Golf Professional – Opening Team Member

*18 hole Arthur Hills Designed private facility with 200 members playing 12,000 rounds annually.*

- Assisted in managing \$1.5 million golf operation meeting all objectives.
- Strategic marketing ideas increased tournament participation by 20%.

2001 – 2003

**Professional Golfer**

- Competed throughout the United States on the NGA Tour, Canadian Tour and Nationwide Tour.
- Sponsorships include Titleist, Foot Joy, and Polo Ralph Lauren. Managed by Imani Sports, LLC.

## **Education**

1998 - 2001

**University of North Florida, Jacksonville, Florida**  
Bachelor of Science in Business Administration

- GPA: 3.54.
- UNF Golf Team, NCAA Division 1 Team Captain (1998 – 2001).

1994 - 1996

**Green Mountain Valley School, Waitsfield, Vermont**  
High School Preparatory Ski Academy for U.S. Olympic Development

- Member of the US Alpine Development Ski Team (1995,1996).
- Top ranked United States junior Alpine Ski Racer in Giant Slalom and Slalom (1995,1996).

## **Other Accomplishments**

- PGA of America Class A Member
- Qualified for the PGA of America Club Professional Championship (2006, 2007, 2009).
- Vermont PGA Player of the Year, Teacher of the Year, Stroke Play Champion, Match Play Champion.
- NCAA Division 1 golf All-America including (3) Individual titles and NJCAA National Championship.
- NCAA Division 1 Scholastic All-American (2000, 2001)
- Two-time Vermont Amateur Golf Champion (2000, 2001). Holds record for largest margin of victory (16 shots).
- First and only golfer elected to the University of North Florida Hall of Fame.
- Competed in the US Amateur Championship (making the round of 32 in match play), US Public Links Championship and the US Mid Amateur Championship.
- PGA of America Acushnet Scholarship Recipient for highest testing scores of graduating class.
- Former #1 ranked giant slalom and #3 ranked slalom skier for age group in the U.S.