

# The Program Book

[nationalclubconference.org](http://nationalclubconference.org)

Vol. 16

National Club Association

*Advocacy Insight Governance*

April 28 - 30, 2019

**Record Breaking Attendance at the 2019 National Club Conference**

# Private Club Leaders Arrive in DC



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## EVENT LOCATIONS

### **Conrad Washington, DC**

950 New York Avenue, NW  
Washington, DC 20001

### **The Metropolitan Club of the City of Washington**

1700 H Street, NW  
Washington, DC 20006

### **National Republican Club of Capitol Hill**

300 First Street, SE  
Washington, DC 20003

### **Chevy Chase Club**

6100 Connecticut Avenue  
Chevy Chase, MD 20815

### **Cosmos Club**

2121 Massachusetts Avenue, NW  
Washington, DC 20008

### **Sulgrave Club**

1801 Massachusetts Avenue, NW  
Washington, DC 20036



The National Club Conference is  
brought to you by  
**NATIONAL CLUB ASSOCIATION**  
Advocacy | Insight | Governance

# Welcome to the 2019 NATIONAL CLUB CONFERENCE



On behalf of the National Club Association (NCA) board of directors and staff, I welcome you to the 2019 National Club Conference. We gather in our nation's capital, home to the country's leading policymakers, as leaders in the private club industry. And like our elected officials, we are accountable for positioning our clubs and businesses for success today and the future. I am excited to serve as NCA Chairman for our 16th National Club Conference, NCA's largest ever. Over the next several days, you will take part in unparalleled education, networking and social events that will equip you with the tools and insight necessary to make the best decisions for your club or business.

The 2019 Outlook edition of NCA and McMahon Group's *Club Trends* analyzed how clubs can stay relevant in today's rapidly evolving business, social and technological environments. It is fitting that this year's Conference is in the city most relevant to our industry's future and NCA's mission, Washington, D.C. Each day, NCA works on your behalf to advance and promote the interests of the private club industry by meeting with policymakers and influencers. Your presence here, at this record-breaking Conference, is proof of the strength of our voice on Capitol Hill.

This conference celebrates NCA's hometown and core mission with superior speakers like United States Supreme Court Justice Anthony Kennedy (Ret.) and unmatched experiences at Washington's premier clubs like The Metropolitan Club of the City of Washington for our VIP Dinner Event, Chevy Chase Club for our Golf Outing, the National Republican Club for our Capitol Hill Breakfast and Briefing and the Sulgrave Club and Cosmos Club for our Progressive Dinner and Reception. You also have the opportunity to tour our nation's most heralded institutions, like the U.S. Capitol and Library of Congress. We are also deeply appreciative to be among the first guests at the newly built Conrad Washington, DC.

Over the years the Conference has evolved, and for the first time, the National Club Conference features special breakout sessions for club board members on how to better govern their clubs. Through these programs and events, the 2019 National Club Conference truly embodies NCA's three pillars: Advocacy, Insight and Governance.

During the next several days, I encourage you to apply these pillars to your Conference experience. Gain insight from the presenters and your peers, learn governance best practices to introduce at your club, and challenge yourself to be an advocate for the industry. Thank you for your continued support of NCA, and for helping to elevate the National Club Conference to increasingly exceptional heights.

Warm Regards,

Frank Vain  
Chair, National Club Association  
President, McMahon Group

# AGENDA

# AGENDA

## SUNDAY, APRIL 28, 2019

Registration will be open from 2-6:30 p.m. at the Conrad Washington, DC, Gallery Registration Desk, Level 2.

**5:30 p.m.-6:30 p.m.** Club Governance Reception

*Location:* Conrad Washington, DC, Gallery Arts

*Sponsor:* UHY, LLP

By Invitation Only. Attendance is for NCA and NCA Foundation Boards of Directors and Club Board Members and their General Managers.

**6:45 p.m.** Buses Depart for The Metropolitan Club of the City of Washington

*Location:* Meet in Conrad Washington, DC, Porte Cochere Level 1 Lobby

*Transportation Sponsor:* ClubCar

**7-10 p.m.** VIP Dinner Event with Michael Mondavi

*Location:* The Metropolitan Club of the City of Washington

*Speaker:* Michael Mondavi, Michael Mondavi Family Estate

*Wine Sponsor:* Michael Mondavi Family Estate

By Invitation Only. Attendance is for NCA and NCA Foundation Boards of Directors, Corporate Partners, Conference Sponsors and ClubPAC Contributors.

## MONDAY, APRIL 29, 2019

Breakfast, exhibits and education sessions will be held in the Conrad Washington, DC Grand Ballroom, Level 2

**7 a.m.-6 p.m.** Registration/Information Desk Open

**7-8 a.m.** Breakfast/Exhibit Hall

*Location:* Grand Ballroom

*Sponsor:* Lichten Craig Architecture & Interior

**8 a.m.** Presentation of the Colors/National Anthem and Welcome/Opening Remarks

*Location:* Grand Ballroom

**U.S. Coast Guard Ceremonial Honor Guard**

Seamen Luckenbill, Irving, Beltran and Vazquez

U.S. Coast Guard TISCOM, Alexandria, VA

**National Anthem**

Master Sergeant Caleb Green

U.S. Army, Retired

**8:15-9 a.m.** A New Membership Model: How Wheels Up Redefined the Private Aviation Industry

*Speaker:* Justin Firestone, Founding Partner, Wheels Up

*Sponsor:* Atlantic-IT

Wheels Up has made private aviation a reality for individuals and companies. Learn how their membership model can apply to the private club industry.

**9-9:45 a.m.** A Conversation with Howard Milstein

*Speaker:* Howard Milstein, Executive Chair, The Nicklaus Companies; Chairman, 8AM GOLF; Publisher, GOLF Magazine

*Moderator:* Henry Wallmeyer, President & CEO, National Club Association

**Sponsor:** Nicklaus Design

Howard Milstein sits down with Henry Wallmeyer to share his lessons learned from his successes in business, discuss his engagement in the golf industry and what he sees for the game's future and that of the private club industry.

**10 a.m.**

*Location:* Bus Departs for Chevy Chase Club (Golf Outing)  
*Transportation Sponsor:* ClubCar

**11 a.m.-5 p.m.**

*Location:* National Club Conference Golf Outing  
Chevy Chase Club  
*Sponsor:* Jonas Club Software

**11 a.m.-5:30 p.m.**

*Location:* VIP Tour of Washington, D.C.  
Bus Departs the Conrad Washington, DC, Porte Cochere, Level 1 Lobby  
*Sponsor:* Jonas Club Software  
*Transportation Sponsor:* ClubCar

**6-6:45 p.m.**

*Location:* ClubPAC Reception  
Conrad Washington, DC, Conservatory C  
*Sponsor:* NorthStar Club Software  
Attendance is for those whose club or company has signed the **ClubPAC prior authorization form**. If you wish to sign the form, visit the registration desk.

**6:30-8:30 p.m.**

*Location:* Chair's Reception  
Conrad Washington, DC, Rooftop Event Terrace  
*Sponsor:* Studio JBD & Jefferson Group Architecture

## TUESDAY, APRIL 30, 2019

Breakfast, exhibits and education sessions will be held in the Conrad Washington, DC Grand Ballroom

**7 a.m.-2 p.m.** Registration/Information Desk Open

**7-7:45 a.m.** Breakfast/ Exhibit Hall

*Location:* Grand Ballroom

*Sponsor:* CedarCreek Systems

**7:45-8 a.m.**

Welcome/Opening Remarks

**8-8:45 a.m.**

**The Private Club of the Future**  
*Speaker:* Ryan Wilson, Co-Founder, The Gathering Spot  
*Sponsor:* Pacesetter

Co-founder Ryan Wilson created a community for professionals, entrepreneurs and creatives in an alternative environment to traditional private clubs and co-working spaces called The Gathering Spot. The Atlanta-based private club is rapidly gaining attention around the industry and country. Is this new club model creating the private club experience of the future?

# AGENDA

**8:45-9:30 a.m.**

## Perspectives from Inside the Beltway

**Speaker:** Tucker Carlson, TV Host, Fox News

Tucker Carlson, political commentator for one of the top-rated cable news shows, shares his views on today's political landscape. As a longtime club member, Carlson explains why private clubs matter to him.

**9:30-10 a.m.**

## Break/Exhibit Hall

**Location:** Grand Ballroom

**Sponsor:** Draingarde

**10-11 a.m.**

## Breakout Sessions

**Session:** Excellence in Club Management Award-Winners Panel

**Location:** Grand Ballroom

**Moderator:** Frank Vain, President, McMahon Group Inc.

Winners from the 2018 Excellence in Club Management Awards, co-sponsored by McMahon Group, *Club & Resort Business* magazine and the National Club Association, will discuss the private club industry and keys to success from their respective clubs. Topics will include board development and innovative strategies for a changing club industry and workforce. Winners of the awards include: Patrick King, CCM, CCE, ECM (The James H. Brewer Award), Christopher Wyles, CCM, CCE, ECM (The Mead Grady Award), John Warnack, CCM, CFRE, ECM (The Mel Rex Award), Kristen LaCount, CCM, ECM (Rising Star Award) and Mark G. Jablonski CCM, CFBE, CSW, ECM (Rising Star Award).

**Session:**

## Club Governance Symposium Panel

**Location:** Canvas Boardroom

**Moderator:** Henry DeLozier, Principal, Global Golf Advisors

**Sponsor:** Global Golf Advisors

Attendance is for **club board members** only. Pre-registration is required.

The Club Governance Symposium will cover a broad range of topics relevant to club board members including general manager engagement, retention and compensation, empowering operational management, best practices to achieve organizational goals, involving members in strategic planning, developing future board members and practical application of committees in defining club programs and policies. The panel will include experts in club governance featuring Moderator Henry DeLozier, Principal, Global Golf Advisors; Lou DiLorenzo, Interlachen Country Club Board of Governors; Malcolm MacColl, The Westmoor Club Board of Governors; and Joe Trauger, President, Mount Vernon Country Club.

**11 a.m.-12 p.m.**

## Breakout Sessions

**Session:** Club Staffing Solutions

**Location:** Grand Ballroom

**Moderator:** C.J. "Joe" Bendy, Jr., CCM, CCE, COO, River Oaks Country Club

With the national unemployment rate at 3.8% and private clubs around the country looking for staffing solutions, this education program is centered around recruiting and retaining staff. The panel will feature expert advice from Moderator Joe Bendy, COO, River Oaks Country Club; Ted Gillary, CCM, ECM, Executive Manager, Detroit Athletic Club; Allyn Gutauskas, Human Resource Manager, Farmington Country Club; and Anne Catherine Nielsen, SPHR, SHRM-SCP, Owner and Principal, EquaMagna.

**Session:**

## Club Governance Symposium Roundtable

**Location:** Canvas Boardroom

**Sponsor:** Global Golf Advisors

Attendance is for **club board members** only. Pre-registration is required.

**12-12:45 p.m.**

## Conference Luncheon

**Location:** Conservatory Ballroom

**Sponsor:** RCS Hospitality Group

**1-1:45 p.m.**

## Living Life with Meaning and Purpose

**Location:** Grand Ballroom

**Speaker:** David Rubenstein, Co-Founder and Co-Executive Chairman, The Carlyle Group

David Rubenstein will share how his modest upbringing and his desire to make a difference, not money, lead to his co-founding of one of the world's largest investment firms and subsequently becoming a curator for Washington, D.C., through his philanthropic efforts to preserve the history the United States.

**1:45-2:15 p.m.**

## U.S. Department of Labor Update: Workforce in 2019 and Beyond

**Location:** Grand Ballroom

**Speaker:** Dean A. Heyl, Director, Office of Public Liaison, U.S. Department of Labor

**Sponsor:** Club Safety Solutions

This regulatory update from the U.S. Department of Labor (DOL) includes a brief overview of the DOL Office of Public Liaison, and current information on the proposed Overtime Rule, proposed Regular Rate Rule, proposed Joint-Employer Rule, Payment Audit Independent Determination (PAID) Program, Office of Compliance Initiatives, and HIRE Vets Medallion Program.

**2:30-2:45 p.m.**

## Buses Depart for United States Supreme Court

**Location:** Conrad Washington, DC, Porte Cochere, Level 1 Lobby

**Transportation Sponsor:** ClubCar

**3:15-3:45 p.m.**

## Supreme Court Experience with Justice Anthony M. Kennedy (Ret.)

**Location:** United States Supreme Court Courtroom

**Speaker:** Justice Anthony M. Kennedy (Ret.), Supreme Court of the United States

**Sponsor:** Peacock + Lewis Architects and Planners, LLC

**3:45-4:30 p.m.**

## Supreme Court Experience Reception

**Location:** United States Supreme Court West Chambers

**Sponsor:** Peacock + Lewis Architects and Planners, LLC

**4:45 p.m.**

## Buses Depart for the Progressive Reception and Dinner

**Location:** Maryland Avenue Bus Loop

**Transportation Sponsor:** ClubCar

**5:30-9:30 p.m.**

## Progressive Reception and Dinner

**Location:** Cosmos Club and Sulgrave Club

**Sponsor:** Condon, O'Meara, McGinty and Donnelly LLP

# AGENDA

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**9:30-10 p.m.** Buses Depart from the Sulgrave Club for the Conrad, Washington DC

### WEDNESDAY, MAY 1, 2019 - NATIONAL GOLF DAY

All those attending National Golf Day activities may store their luggage at the Capitol Hill Club.

**7:15 am** Buses Depart for Capitol Hill Club

*Location:* Conrad Washington, DC, Porte Cochere, Level 1 Lobby

**7:45-8 a.m.** Luggage Check and Walk to United States Capitol Building

**8-8:10 a.m.** Group National Golf Day Photo on United States Capitol Building Steps

**8:15-9:15 a.m.** Breakfast and Capitol Hill Briefing

*Speaker:* John Magill, President, Capitol Hill Club, Craig Roberts, Chief of Staff for U.S. Rep. John Shimkus (R-Ill.)

*Location:* Capitol Hill Club

*Sponsor:* Clubessential

**9:30 a.m.-4 p.m.** Capitol Hill Visits

### JOIN US AT OCEAN REEF CLUB!

2020 National Club Conference

May 17 - 20 | Key Largo, Fla.



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CLUBS  
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# SPEAKERS

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## TUCKER CARLSON

### FOX News Host, "Tucker Carlson Tonight"

Tucker Carlson is the host of FOX News Channel's (FNC) "Tucker Carlson Tonight." He joined the network in 2009 as a contributor.

Prior to the launch of his primetime program, Carlson served as a co-host of "FOX & Friends Weekend." He also provided analysis for America's Election Headquarters on primary and caucus nights, including the 2016 and 2012 presidential elections, as well as the 2014 midterm election. In addition, he also produced an FNC special, "Fighting for Our Children's Minds," in 2010.



Before joining FNC, Carlson hosted shows on MSNBC and PBS. He joined CNN as its youngest anchor ever in 2000 and became co-host of "Crossfire" until its 2005 cancellation. In 2003, he wrote an autobiography about his cable news experience titled "Politicians, Partisans and Parasites: My Adventures in Cable News." His latest book, "Ship of Fools: How a Selfish Ruling Class Is Bringing America to the Brink of Revolution" was a #1 New York Times Best Seller. Additionally, Carlson founded and acted as editor-in-chief of The Daily Caller, a political news website he launched in 2010.

Carlson graduated with a B.A. in history from Trinity College.

## JUSTIN FIRESTONE

### Founding Partner, Wheels Up

Justin Firestone is Founding Partner of the private aviation company Wheels Up. Prior to Wheels Up, he founded Firestone Management Group, where he serves as its Managing Director. Firestone previously served as President for Hawker Beechcraft Corporation.



Prior to joining Hawker Beechcraft, Firestone had established a name for himself throughout the private jet industry both in Asia and in the United States. In 2007 Firestone founded Asia Jet where he served as CEO. Firestone also was a senior executive with Marquis Jet, a wholly owned subsidiary of NetJets and served as a director with eBizJets, now branded as Sentient Jet.

In addition to his aviation experience and expertise, Firestone has built a stateside career in the professional sports industry holding various positions with the Phoenix Suns of the NBA, Miami Heat of the NBA and the National Football League. In 2006, he became a minority owner of the Arizona Diamondbacks MLB franchise.

Firestone received degrees in both communication and business from Arizona State University.

## DEAN A. HEYL

### Director of the Office of Public Liaison, U.S. Department of Labor

Dean Heyl is the U.S. Department of Labor's Director of the Office of Public Liaison. In this role, he is responsible for all stakeholder outreach.

Previously, Heyl was the International Franchise Association's (IFA's) Chief Legal Officer, where he oversaw all federal, state and local issues affecting the franchise model in addition to providing research and advice on tax issues.

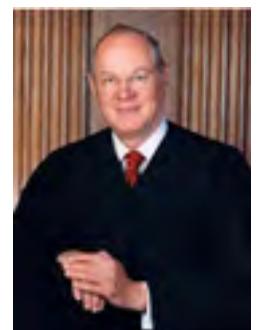


Prior to his time at IFA, Heyl worked for the Direct Selling Association as a state and federal lobbyist and was the Executive Director of the Coalition for Affordable Accounting. His public sector experience includes serving as a senior advisor in the offices of the Idaho Attorney General and Governor. From 2008 – 2011, he sat on the Internal Revenue Service Advisory Council, which advises the IRS on tax administration policy, programs, and initiatives.

## JUSTICE ANTHONY M. KENNEDY (RET.)

### Supreme Court of the United States

Anthony Kennedy is a lawyer and retired Supreme Court Justice of the United States. Kennedy was appointed to the Court in 1987 by President Ronald Reagan and served in the position until his retirement in 2018. During his 30 years on the bench, his votes often played critical in deciding the country's most important court cases.



Justice Kennedy is also engaged in a series of educational projects. He has lectured in many law schools and universities in the United States and other parts of the world. He has helped develop an educational program for senior judges in Iraq's judiciary and, in association with the American Bar Association, he devised an online program exploring American values and civic traditions. "Dialogue on Freedom" has been used by more than a million high school students throughout the United States.

Kennedy attended the London School of Economics for a year before receiving his bachelor's degree in political science from Stanford University in 1958. He then attended Harvard Law School, graduating cum laude in 1961. He accepted a position as professor of constitutional law at the University of the Pacific's McGeorge School of Law, where he taught from 1963 to 1988.

# SPEAKERS

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## HOWARD P. MILSTEIN

### Executive Chair, The Nicklaus Companies; Chairman, 8AM GOLF; Publisher, GOLF Magazine

Howard P. Milstein, Chairman and CEO of New York Private Bank & Trust and its operating bank, Emigrant, is an investor, philanthropist and entrepreneur. Emigrant is the largest privately held, family-owned and operated bank in the United States. Emigrant Capital, the private equity division of Emigrant, provides long-term equity and related capital to established businesses across a range of industries.

Howard Milstein has been a partner with legendary golfer Jack Nicklaus since 2007 and in 2018 became the Executive Chair of The Nicklaus Companies. He also owns *GOLF Magazine* and GOLF.com and numerous other golf-related investments, including Miura Golf and GolfLogix, the number one app for golf and a global leader in GPS and club-tracking technology.

A graduate of Cornell University, Milstein earned a B.A. in economics summa cum laude. At Harvard University, he earned both a law and business degree in the JD/MBA program. He is a member of the Federal Bar Council and the American, New York State and New York City Bar Associations.



## MICHAEL MONDAVI

### Founder, Michael Mondavi Family Estate

Michael Mondavi is widely credited with helping establish and build the Napa Valley wine industry as we know it. Drafted into the family business immediately following his college graduation, Mondavi often spent two-thirds of the year traveling, promoting Mondavi wines and the Napa Valley wine industry.

In 1999, Mondavi, along with his wife Isabel and their two children, purchased the Animo vineyard in Atlas Peak, Calif., marking the first chapter of the Michael Mondavi Family Estate.



Recognized as one of the global emissaries of California wine, Mondavi has been actively involved in industry affairs and numerous civic activities. He is a member of the California State Chamber of Commerce Board, former Chairman and CEO of the Wine Market Council, former President of the Napa Valley Vintners Association, and former Chairman of Wine Institute, Winegrowers of California and Napa Valley Wine Auction. He has also been a board member of the National WWII Museum in New Orleans.

In 1998, Mondavi was named Industry Executive of the Year by The Market Watch Leaders, a group of top industry executives. In 1997, he received the Who's Who in Food and Wine Award by the James Beard Foundation, and in 1995 he was awarded the World of Food and Wine Lifetime Achievement Award.

## DAVID M. RUBENSTEIN

### Co-Founder and Co-Executive Chairman, The Carlyle Group

David Rubenstein is Co-Founder and Co-Executive Chairman of The Carlyle Group, one of the world's largest investment firms. Since its founding in 1987, Carlyle has grown into a firm managing \$216 billion from 31 offices around the world. Rubenstein is a 1970 graduate of Duke University and a 1973 graduate of the University of Chicago Law School. He served as Chief Counsel to the U.S. Senate Judiciary Committee's Subcommittee on Constitutional Amendments before becoming the Deputy Assistant to the President for Domestic Policy during the Carter Administration. He also practiced law in both New York City and in Washington, D.C.



Rubenstein is Chairman of the Boards of Trustees of the John F. Kennedy Center for the Performing Arts, the Smithsonian Institution, and the Council on Foreign Relations; a Fellow of the Harvard Corporation; a Trustee of the National Gallery of Art, the University of Chicago, Memorial Sloan-Kettering Cancer Center, Johns Hopkins Medicine, Lincoln Center for the Performing Arts, the Institute for Advanced Study, the Brookings Institution, and the World Economic Forum; and President of the Economic Club of Washington.

He is a member of the American Academy of Arts and Sciences, Business Council, and Harvard Global Advisory Council (Chairman), among other board seats and memberships. Rubenstein is an original signer of The Giving Pledge, and a recipient of the Carnegie Medal of Philanthropy, and the MoMA's David Rockefeller Award, among other philanthropic awards.

Rubenstein has been a leader in the area of Patriotic Philanthropy, having made transformative gifts for the restoration or repair of the Washington Monument, the Kennedy Center, the National Archives, the National Zoo, the Library of Congress, and the African-American History and Culture Museum, among other historic sites. He has also provided to the U.S. government long-term loans of his rare copies of the Magna Carta, the Declaration of Independence, the U.S. Constitution, the Bill of Rights, the Emancipation Proclamation, the 13th Amendment, and the first map of the U.S. (Abel Buell map), among other historical documents.

## RYAN WILSON

### Co-Founder and CEO, The Gathering Spot

Ryan Wilson is co-Founder and CEO of TGS Holdings, a consumer lifestyle and hospitality company based in Atlanta. The company's holdings consist of The Gathering Spot, a next-generation, members-only club, The Gather, a subscription-based media platform, and A3C, a music, tech and film conference. At the age of 24, Wilson and his business partner raised more than \$3 million in private capital from investors to open their first Gathering Spot. The Atlanta boasts more than 2,000 members and has established itself as a home for the city's creative class, business professionals and entrepreneurs.



Responsible for the company's overall management and strategic vision across all holdings, Wilson is also leading the club's physical expansion to Washington, D.C., Los Angeles and forthcoming markets. He has been recognized as the Small Business Person of the Year by the *Atlanta Business Chronicle*, has been named as one of the country's most influential African-Americans in The Root 100 and the Ebony (cont.)

# SPEAKERS

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Power 100, and has been listed among "Atlanta's 500 most powerful leaders" by *Atlanta Magazine*. Wilson has also been featured in notable national publications such as *Forbes, Inc.*, *Black Enterprise*, *Bloomberg Businessweek*, *The Huffington Post*, and *USA Today*.

He has given keynote presentations at some of the nation's most prestigious business schools including Fuqua School of Business at Duke University, Tuck School of Business at Dartmouth University and The Kellogg School of Management at Northwestern University. A native to Atlanta, Wilson is currently an active participant in several Atlanta civic and community organizations. He most proudly serves on the board for Hands on Atlanta, The Atlanta Business League and Peace Preparatory Academy. Ryan graduated from Georgetown University and Georgetown University Law Center.

## EXCELLENCE IN CLUB MANAGEMENT® AWARDS PANEL

### Moderator: Frank Vain, President McMahon Group Inc.

Frank J. Vain, President of McMahon Group, Inc., in St. Louis, provides consulting and planning services to private clubs throughout North America and Asia. Through use of specialized services including membership surveys, strategic planning, operational analysis and facility long-range planning, Vain assists clubs in developing individualized strategies for their unique situations.

Vain joined McMahon Group, Inc., in 1988 and has more than 30 years of experience in the management and development of hospitality properties including private clubs, athletic clubs, resorts and restaurants. He is a former partner in Concord Sports Club and past president of The Country Club of St. Albans.

Vain is a featured speaker at regional chapter meetings of club managers and at college hotel/restaurant management departments. He has written numerous articles that have been published in *Club Director* and *Club Management* magazines. Since its inception in 1991, Vain has researched and produced *McMahon's Club Trends*®, now a joint project with NCA, and a recognized industry benchmark on the trends and issues affecting private clubs. Vain is Chairman of the National Club Association.

Vain is a native of Philadelphia and a graduate of Franklin & Marshall College, Lancaster, Pa.



### The James H. Brewer Award Winner

### Patrick King, CCM, CCE, ECM, General Manager, Army Navy Country Club

Patrick King joined the Army Navy Country Club in 2001 as Assistant General Manager of the Arlington Clubhouse. He was promoted to Deputy General Manager in 2004 and served in that capacity until his promotion to General Manager/COO in 2011. During his tenure, Army Navy Country Club has completed more than \$115 million in capital projects. He is a graduate of East Carolina University and served on the National Committees for CMAA and NCA. King is the recipient of the 2018 Excellence in Club Management James H. Brewer Award (Country/golf clubs with 600 or more full-privilege members).



### The Mead Grady Award Winner

### Christopher Wyles, CCM, CCE, ECM, General Manager, Bald Peak Colony Club

Christopher Wyles has served Bald Peak Colony Club since 2014. During his tenure, the club has completed many facility projects, revenues continue to grow, and for the first time in the club's history there is a wait list for full memberships. Wyles graduated from the University of Delaware with a bachelor's degree in hotel/restaurant and institutional management and is active in CMAA.



### The Mel Rex Award Winner

### John Warnack, CFBE, ECM, COO/General Manager, The Army and Navy Club

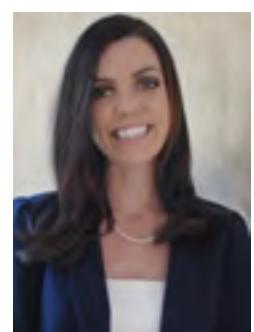
John Warnack has served The Army and Navy Club in Washington, D.C., since 2016 and has exceeded expectations in improving facilities, programs and member satisfaction. Warnack is a graduate of Pennsylvania State University and active in CMAA. He is currently serving on the Technology Committee and Mentoring Council and has always been active in giving back to his community and volunteering. He is this year's recipient of The Mel Rex Award (City, athletic or specialty (non-golf) club).



### 2018 Rising Star Award Winner

### Kristen LaCount, CCM, ECM, Assistant General Manager, The Country Club

Kristen LaCount, CCM, is the Assistant General Manager at The Country Club in Chestnut Hill, Mass., since 2013, and served in other roles at the club since 2003. LaCount is a graduate of Johnson & Wales University. She is the recipient of the Excellence in Club Management 2018 Rising Star Award.



# SPEAKERS

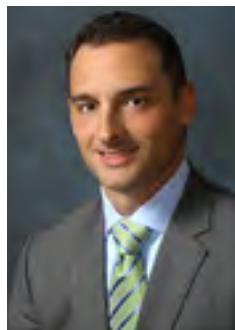
# SPEAKERS

## 2018 Rising Star Award

### Mark G. Jablonski, CCM, CFBE, CSW, ECM

#### Assistant General Manager, Medinah Country Club

Mark Jablonski is the Assistant General Manager at Medinah Country Club in Medinah, Ill., Jablonski has been at the club since 2015 with a strong background in food and beverage, membership development and budgetary controls. Jablonski is the recipient of the Excellence in Club Management 2018 Rising Star Award.



## CLUB STAFFING SOLUTIONS PANEL

### Moderator: C.J. "Joe" Bendy, Jr., COO, River Oaks Country Club

C.J. (Joe) Bendy, Jr., CCM, CCE, is the Chief Operating Officer and General Manager of River Oaks Country Club located in the prestigious River Oaks Sub-division near downtown Houston. Formerly, he served as the vice president of operations and general manager of the Northwood Club in Dallas and the clubhouse manager at the Houston Country Club.

Bendy earned his degree in hotel and restaurant management from the Conrad N. Hilton College of Hotel and Restaurant Management, University of Houston.



### J.G. "Ted" Gillary, CCM, CCE, Executive Manager/CEO, Detroit Athletic Club

Ted Gillary is Executive Manager/CEO of the Detroit Athletic Club (DAC). During his tenure, the club renewed its commitment to its downtown location by investing substantially in its 103-year old clubhouse and property. Gillary is committed to guiding the club on a quality improvement path through a performance excellence strategy and employee engagement practices. The DAC has been recognized as a Platinum Club of America every year since the inception of the award in 1997 and is ranked in the top tier of athletic clubs nationally.

The DAC is recognized as a Distinguished Emerald Club of the World by *Boardroom Magazine*. The DAC is the only hospitality organization to have received the Michigan Quality Council's Quality Leadership Award (a Baldrige Based award); it is a 19-time winner of the Best and Brightest Companies to Work For; and recognized by the American Culinary Federation for Excellence.

He is a founding member of the Detroit Entertainment District Association and served as its President for 11 years; is a trustee of the Rehabilitation Institute of Michigan; was named Detroit Executives Association's Executive of the Year in 2017; was elected to the CMAA inaugural class of Fellows in 2019; and sits on the Board of Governors of The CMAA Club Foundation.

Gillary holds a master's degree in business administration from Wayne State University and a bachelor's degree in hospitality business from Michigan State University.



### Allyn Gutauskas, Human Resource Manager, Farmington Country Club

Allyn Gutauskas enjoyed a three-decade career in human resources, which began when she was hired by ARA Services (now ARAMARK Corporation) as a Regional Human Resource Manager. When her family relocated to Charlottesville, Va., Gutauskas went to work for the University of Virginia as a Senior Human Resource Consultant and then was hired by Farmington Country Club in Charlottesville, Va., in 1998.

In her position as Human Resource Manager for Farmington Country Club, Gutauskas is responsible for all aspects of human resource activities for the approximately 450 employees of this private club, including: workforce planning, recruitment and staffing, training and development, performance management, employee relations, internship programs and workplace safety. She also assists the club's Chief Financial Officer with compensation and benefits administration.

Prior to her career in human resources, Gutauskas worked in higher education administration. At Pace University in New York City, she held the positions of Director of Student Affairs and Advisement for the Graduate School of Business and then Director of Graduate Student Services and Career Planning and Placement.

Her community activities include serving on the Workforce Development Board of the Piedmont Workforce Network, the Piedmont Community College Business Curriculum Advisory Committee and the Steering Committee of Women United in Philanthropy. She represents Farmington Country Club as an Employer Network Partner for Charlottesville Works Initiative.

### Anne Catherine Nielsen, SPHR, SHRM-SCP, Owner and Principal, EquaMagna

Anne Catherine Nielsen has over 20 years of experience working in the hotel and club industry, in both operational and human resources roles. She is Owner and Principal of EquaMagna, a boutique human resources solutions consultancy providing strategic human resources, talent acquisition, performance management, benefits and compensation, individual and team coaching, training and development, HRIS/HCM implementation and optimization and workplace wellness.

Most recently, she served as Director of Human Resources at the Westchester Country Club in Rye, N.Y., where she implemented human capital solutions in support of recruitment, payroll and benefit management, negotiated union contracts and led strategic initiatives in the fields of employee engagement, training and performance management while on and off boarding 500+ staff per year. Nielsen started her career in real estate and hotel operations in Europe and moved to the U.S. in 1997. She worked in Operations and Human Resources for several Starwood Hotels and Resorts properties in New York City. She was a member of the team that launched Starwood's Global Six Sigma and Organizational Learning Initiative for five years prior to joining the Westchester Country Club.

She is a Six Sigma Black Belt, and SPHR certified by SHRM, the Society of Human Resource Management. She holds a master's in hospitality management from IMHI, a Graduate Business School, jointly administered by Cornell University's school of Hotel Administration in the U.S., and ESSEC in Paris, France.



# SPEAKERS

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## CLUB GOVERNANCE SYMPOSIUM

### Henry DeLozier, Principal, Global Golf Advisors

Henry DeLozier is a partner at Global Golf Advisors, and one of the leading authorities on golf course asset development and financing. DeLozier joined Global Golf Advisors after nine years as the vice president, Golf of Pulte Homes—the largest developer of golf course communities in the United States. He is recognized by *Golf Inc.* magazine as one of the “Most Influential People in Golf.” He is the immediate past president of the board of directors for the National Golf Course Owners Association. He also serves on the Employers Advisory Council for the PGA of America. He is a frequent expert source to U.S. and international media including *BusinessWeek*, CNBC “Squawk Box,” *The Financial Times of London*, *GOLF*, *Golf Digest*, *Golf Business*, *Golf Inc.*, *The New York Times*, *The Wall Street Journal* and *The Washington Post*.

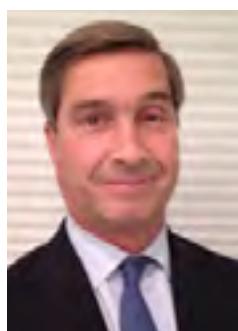


### Malcolm MacColl, Board of Governors, The Westmoor Club

Malcolm MacColl is a retired financial services executive. He was a partner at Brown Investment Advisory, the Chairman & CEO of Crosswind Investments LLC, and the Co-CEO of Essex Investment Management, all in the Boston area. He began his career at First Boston Corporation (now Credit Suisse).

In addition to The Westmoor Club in Nantucket, Mass., MacColl is a member of The Windsor Club, Vero Beach, Fla.; The Country Club, Brookline, Mass.; Gulph Mills Golf Club, King of Prussia, Pa.; and Sankaty Head Golf Club in Nantucket, Mass. He serves as Treasurer of the NCA Board of Directors.

Committee, member of the Executive Committee and board liaison to the Golf and Membership Committees. He is the former club secretary/treasurer and chairman of the Membership Committee.



### Lou DiLorenzo, Board of Governors, Interlachen Country Club

Lou DiLorenzo is chief operating officer of Bright Health, a new technology enabled health insurance company with a mission to deliver a smarter, more connected health care experience to its members. Prior to that, he worked for Cargill, Inc., most recently as Vice President and Chief Information Officer where he was responsible for all aspects of information technology. Prior to joining Cargill, DiLorenzo held numerous positions at Deloitte in New York City. He holds an MBA with 2nd Year Honors from the Harvard Business School and a Bachelor of Arts in political science, cum laude, from Colgate University.



DiLorenzo lives in Edina, Minn., with his wife and three children and served on Interlachen Country Club's Board of Governors and served as club vice president, chairman of the Tournament Committee, member of the Executive Committee and board liaison to the Golf and Membership Committees. He is the former club secretary/treasurer and chairman of the Membership Committee.

### Joe Trauger, Board President, Mount Vernon Country Club

Joe Trauger has been a member of one or more clubs over the past 15 years. He is President of Mount Vernon Country Club in Alexandria, Va. This is his fifth year on the club's board and past positions of leadership include serving as Membership Chairman, Secretary and Vice President.

Trauger is the National Club Association's Vice President of Government Relations. He previously was Principal and Founder of Northfield Strategies, an advocacy consulting firm.



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pcafaro@jbdandjga.com  
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Since 1983, JBD along with its sister architectural firm, Jefferson Group Architecture, has established itself as a leading club consultant offering a full range of planning and design services to the nation's premier club facilities.



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Trevor Coughlan  
Director, Marketing  
508-653-7444  
trevor.coughlan@jonasclub.com  
jonasclub.com

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Jim Wisniewski  
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[jim.wisniewski@globalnorthstar.com](mailto:jim.wisniewski@globalnorthstar.com)  
[globalnorthstar.com](http://globalnorthstar.com)

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AALRR is a full-service law firm with more than 180 attorneys in nine offices throughout California. AALRR represents both private and public sector clients, with emphasis in the areas of employment, labor, construction, education, real estate, general business litigation, corporate, taxation, bankruptcy and immigration.



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[lichtencraig.com](http://lichtencraig.com)

#### About

Lichten Craig is an architectural and interior design firm specializing in high-end residential and institutional design with an emphasis on historic preservation.



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[cedarcreeksystems.com](http://cedarcreeksystems.com)

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The Private Club Radio Show is the industry's weekly source for education, news, predictions, product spotlights, trends and other current developments in the world of private clubs.



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alan@clubsafetysolutions.com  
clubsafetysolutions.com

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Club Safety Solutions has provided safety awareness to the club industry since 1997. Services include OSHA regulatory knowledge/compliance, emergency action planning and site specific plan implementation, crisis management guidance, and simulated OSHA site assessments.



clubsafetysolutions.com

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nicklaus.com/design

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For more than 50 years, the Nicklaus Companies has been dedicated to promoting excellence in the game of golf, preserving its great traditions, and growing the game. With more than 400 golf courses in 45 countries, the Nicklaus Companies strives to enhance the golf experience.



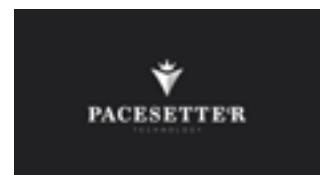
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George Stavros  
CEO  
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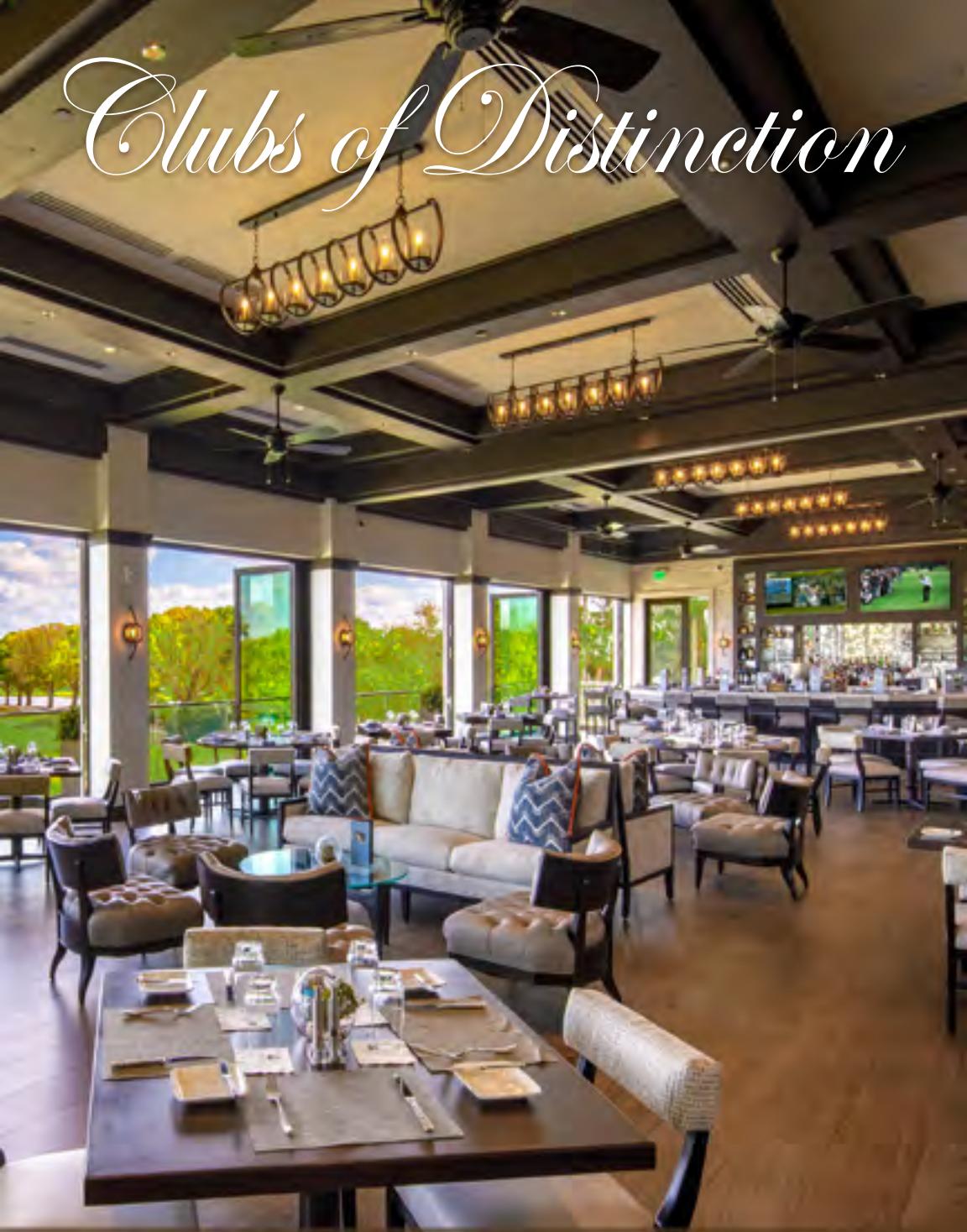
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## THE NATIONAL CLUB ASSOCIATION (NCA)

NCA is the only organization that actively lobbies the U.S. Congress on behalf of the private club industry. In addition to lobbying federal legislators, NCA's Advocacy Program includes defending private clubs and their interests in regulatory agencies, statehouses and courts.

Founded in 1961, NCA has worked throughout the years to help clubs deal with the issues affecting them most: taxation, public accommodation legislation, balancing the need for privacy with the realities of outside business, and helping clubs find the answers to myriad issues that can affect the industry's future. NCA was formed by a group of about a dozen clubs to fight for the repeal of the 20-percent federal excise tax on club dues and initiation fees. The same tax had been reduced to 10 percent on other forms of entertainment in 1960, and club leaders felt the industry was being unfairly targeted. In 1961, Congress also seriously considered the elimination of dues deductibility.

Working almost entirely with private contributions, the founding NCA members lobbied the club industry and Congress, traveling and speaking throughout the country. By June of 1965, when Congress repealed the excise tax on club fees, the organization had grown to 50 member clubs. Congress would continue to examine the private club exemption from federal tax throughout the 1970s and '80s, and would periodically challenge the deductibility of dues and meal expenses—which happened as recently as 2018 in the Tax Cuts and Jobs Act.

In addition to its advocacy activities, NCA provides club leaders—staff and board members—an unprecedented array of resources on club industry trends, governance best practices, legal and operational matters and ways to strengthen club leadership.

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