

Harry Axelrod, CCM, FMP
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EXPERIENCE

COUNTRY CLUB MANAGEMENT

Accomplishments

Financial Management: Prepared annual operating budget achieving desired results
Presented monthly financial reports and cash flow analysis statements
Negotiated competitive supplier and banking relationships
Enhanced risk management coverage
Negotiated new employee health plan with increased benefits and 17% reduction in costs

Food and Beverage Expertise: Actively involved in the daily F&B operations
Successfully executed high standards in daily food, beverage and catered club services
Influenced marketing and menu evolution
Realized increased revenues, profitability, and membership usage and satisfaction

Administration Management: Led weekly management meetings
Instituted employee performance reviews
Selected computer system hardware/software for an 8-workstation network
Developed a program to track the entire catering process from inquiry to billing
Put in place a master procedures file for accounting, administration, and F&B operations
Assisted in the development of strategic long-range business and construction planning
Handled the responsibilities of head engineer, and made the physical plant fully operational and compliant to state and local codes
Assisted in the design and preparation of a \$13 million renovation
Assisted in opening a club after a \$10 million renovation
Assisted in the design phase of a \$1.5M kitchen renovation

Member Relations: Ran the monthly Executive Committee meeting
Presenter at all Board of Director and Sub-Committee meetings
Assisted in the production of the members' newsletter
Created a weekly e-mail club update
Developed a new member orientation program
Developed new social programs and saw a noticeable increase in most club events
Served as membership director, developing marketing campaigns with the committee

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THE BIRCHWOOD CLUB, HIGHLAND PARK, IL <u>General Manager</u>	2011 – / Current
HILLCREST COUNTRY CLUB, LONG GROVE, IL <u>General Manager/Chief Operating Officer</u>	October 2006 – September 2008
SKOKIE COUNTRY CLUB, GLENCOE, IL <u>Assistant Manager</u>	2004 – September 2006
SUNSET RIDGE COUNTRY CLUB, NORTHFIELD, IL <u>Assistant Manager</u>	2002 – 2003 / 2009-2010
NORTHMOOR COUNTRY CLUB, HIGHLAND PARK, IL <u>Assistant Manager</u>	2000 – 2001

Association Management

ILLINOIS RESTAURANT ASSOCIATION, CHICAGO, IL <u>Director of Education</u> – Oversaw certification classes in four topic areas Directed staff of seven teachers instructing in five languages Served as information resource coordinator Provided seminars to assist membership in keeping current with industry trends and philosophy	1998 - 1999
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Restaurant Management

DANCING NOODLES CAFÉ, HIGHLAND PARK, IL <u>Owner Operator</u> – 65 seat fresh pasta restaurant concept generating \$500,000 in annual sales	1991 - 1998
LEVY RESTAURANTS <u>General Manager</u> – Responsible for overall operations and profitability at Mrs. Levy's Deli, Eaternity and the Chicago Mercantile Exchange Club	1984 – 1990
MORTON MANAGEMENT, CHICAGO, IL <u>General Manager</u> – Responsible for overall operations and profitability at Chicago and suburban restaurants	1978 - 1984

PROFESSIONAL AFFILIATIONS

Greater Chicago Club Managers Association - Board Member since 2005
Chairman of Student Development, Golf Tournament and Wine Committees
Chicago Club Managers Foundation – Board Member
Club Managers Association of America
International Wine Society of the Club Managers Association of America
College of Lake County Hospitality Advisory Committee – Chairman Current
Lake County Board of Health member since 2004
Environmental Health Advisory Board since 1994.

Education

University of Illinois - Bachelor of Science in Applied Life Studies
Certified Club Manager - CCM
Foodservice Management Professional Certification - FMP
Court of Master Sommeliers – Passed the introductory Sommelier course