



DAMIEN GALLARDO

PROFESSIONAL PORTFOLIO



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[damien-gallardo](#)

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ABOUT ME

DAMIEN GALLARDO is an enthusiastic, unique, out-of-the-box, one-of-a-kind Premier Private Club Manager. He partners with staff, members, and club leaders to create unparalleled member experiences and services. Leading with this mentality, energy, and drive, Damien and his team continue to deliver while exceeding expectations.

Damien has over 23 years of hospitality management experience. He is the opening General Manager for a brand-new outdoor lifestyle club called Wing & Barrel Ranch located in Sonoma, California. This one-of-a-kind outdoor lifestyle club has been a success, and all available memberships are projected to be sold by June of 2022. This success can be directly attributed to Damien's leadership and ability to build a world-class team. This team has gone and executed the mission statement of *"To be the most incomparable, hospitality-driven private hunting club in America."*

Before Wing & Barrel Ranch, Damien worked as the General Manager and Chief Operating Officer at Desert Horizons Country Club, located in Indian Wells, California. His accomplishments while there include taking a middle-of-the-road club to one that is full of energy, robust with members, and has a bright future ahead. He left this club in a healthy financial position, with a professional staff, a full calendar of exciting events, and the largest membership they have experienced in over ten years. Along with his team, Damien worked hard to make Desert Horizons a Premier Club in the Coachella Valley.



*Behind Every Great Leader,
There is a Great Family*

Duke Gallardo
11 Years Old
He is a Master at
Technology and will be an
Engineer Someday

Dakota Gallardo
10 Years Old
He is a Master at Everything
(Just Ask Him)

Dorothy Gallardo
7 Years Old
Our Blessing and
Little Princess

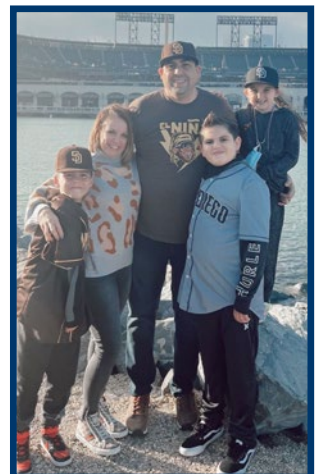
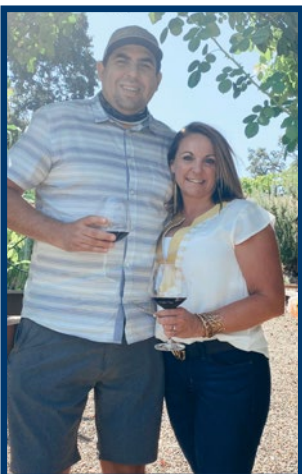
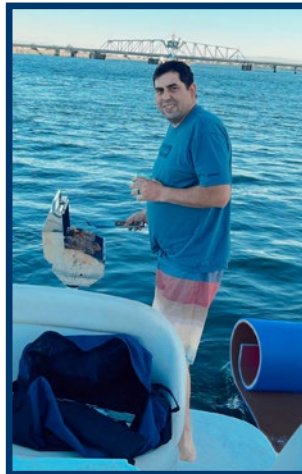
Jennifer Gallardo
My amazing wife and mother of our children. Jennifer allows me to pursue my passion to be a Premier Leader. Her ability to balance 10 things at once and her understanding of my career allows me to dedicate the time needed to successfully do my job.

Damien spent the early part of his professional career working for Marriott, Renaissance & Four Seasons Hotels in their Food & Beverage Operations. After leaving Four Seasons, he became the General Manager of various top-rated restaurants in Southern California before pursuing a career in the private club industry.

With all his professional career achievements, it would not have been possible without the love and support of his family. Damien is blessed to be a husband to Jennifer Gallardo and father to Dylan (25), Duke (11), Dakota (10), and Dorothy (7). His oldest son graduated from college with a business degree and currently works in the private club industry. His two younger boys enjoy taking the boat out to tube and catch some fish. The princess prefers to be working on her gymnastics or dance, and Jennifer is busy managing all aspects while working as a Sr. Account Manager for a national short-term rental company.

Damien's life is complete, and he truly believes he's living the dream as he continues to strive for more personally and professionally and make every aspect the best it can be.

ABOUT ME



Damien Gallardo Mission Statement

"I will use my servant's heart, faith, creativity, and passion for excellence to inspire my team to create memorable experiences for our Members."

Damien Gallardo Core Values

- Treat people with respect and dignity at all times
- Challenge myself daily to grow and learn new things
- Life & death is in the power of the tongue, I will choose life every time
- Be a leader by example. I will never ask somebody to do something I wouldn't do myself
- Have fun and not forget we are creating memorable experiences not saving lives

Management Style

My style demonstrates one who is a leader that invests, develops and mentors from the bottom up. I do not lead from the top down. My greatest joy is developing and leading staff to places and successes they would never have been able to achieve on their own.

Staff Communications

Staff Communications are paramount to the success of the operation. Most important is honest and open communication clearly stating desired expectations.

- Developing solid, professional and "experienced" focused staff through a professional relationship and mentorship
- Creating a safe, healthy yet professional environment for each staff member to grow and reach their career goals
- Constantly providing service touch details to staff to make them better through constructive feedback
- Lead by example, and treat the staff the same way I would like them to treat the members
- If there is an issue, dealing with it head on and in a timely manner

Your Inner Spark Damien Gallardo

Communication: You like it when people are willing to follow their gut-feeling and make decisive, instant decisions, so that the discussion moves quickly and energetically.

In a discussion you will only contribute after analyzing the situation. You will have fully considered your point before sharing it.

You are forthright in your beliefs and you do not allow fear of derision prevent you from speaking out.

Leadership & Working With Others People think of you as something of a visionary leader. You have a lot of innovative ideas and you see possibilities that your team can work with that others might have missed. Those who work alongside you will never be short of ideas and they know they can rely on you for a constant source of creativity. If your team gets stuck you encourage them to think of inventive solutions to resolve the issues at hand.



LEADERSHIP & STAFF COMMUNICATIONS

Hit List is prepared daily and emailed to all staff, including front line staff to communicate what is happening at the club that day

HIT LIST 10/30/21

Member Reservations

Sporting Clay Course: 40 ppl

Flat Range Reservations: 20 ppl

Dining Reservations: 65 ppl

MEMBERSHIP EVENTS

Pappy & Company

9:00 AM Morning Pheasant and Chukkar Hunt

11:00 AM Pappy Van Winkle & Family Brunch

3:30 pm Pappy Van Winkle & Friends
Happy Hour

6:00 pm Pappy Van Winkle & Family Dinner

VIP VISIT

Brand New Members

Tim & Lisa Kutzkey coming out for a shoot and lunch. Please make sure you welcome them by name.

The Kutzkey's have a Sporting Clay Reservation at 2:00 pm. Please make sure a staff Member is available to take them out to Sporting Clay Range to help them get familiar with how everything works.

Fold Here

OPERATIONAL POINTS

- ▶ Your lunch break must occur before your 6th hour of work. Please make sure this is happening so we operate within the letter of the law.
- ▶ We have updated the Food & Beverage Menu. Please take a look and familiarize yourselves with what we are offering.
- ▶ We are ordering two way radios. Everybody will have a specific radio assigned to them with an earpiece. You will be expected to have this radio on and available whenever you are working at the ranch.
- ▶ Dumpster being brought in and we will begin cleaning up areas around the Clubhouse. Start looking for stuff that we can get rid of. We will create piles and then have Mike Sr give us his blessing to toss those items.
- ▶ Dog crates. Let's find another home for the dog crates, out of Member view.
- ▶ Polaris carts out front to be placed in order and remain organized at all times. All other vehicles to be parked around back.

Fold Here

STAFF POINTS

- ▶ **All Staff need to get Covid-19 Test on Monday 11-1-21. Please see Damien today to get an appointment set up. There are two vendors we use located in Napa.**
- ▶ We are no longer offering FFL Services to Non-Members of Wing & Barrel Ranch.. Please see Damien w/ any questions.
- ▶ Also, you as Manager need to "approve" their hours in HCM. See George if you need assistance.

FINANCIAL ACUMEN

Dish	Menu Price	Food Cost %	
Local Lettuces	\$15.00	29.71%	
Baby Kale Salad	\$15.00	27.25%	
Truffle Fries	\$12.00	27.05%	
Cheese & Charcuterie	\$29.00	35.61%	
Osetra Caviar	\$200.00	37.37%	
Chicken Wings	\$16.00	31.07%	
Game Bird Tacos	\$18.00	31.88%	Next Page Shows Cost Analysis on Core Card
Duck Confit	\$32.00	33.51%	
New York	\$45.00	34.03%	
Wagyu Burger	\$19.00	39.59%	Next Page Shows Cost Analysis on Core Card
Kid's Quesadilla	\$10.00	19.97%	
Kid's Burger	\$12.00	38.72%	
Kid's Pizza	\$12.00	35.00%	
Chocolate Chunk Cool	\$3.00	34.24%	
Local Ice Cream	\$8.00	0.00%	
Root Beer Float	\$10.00	0.00%	
Add Protein		33.70%	
Bread & Olive Service	\$12.00	31.16%	
Average COF ⁹		32.49%	

CORE Card

(Cooking Outline Recipe Essentials)

Date: 5.1.2021

Name of Plate: Game Bird Tacos

Ingredients/Description	Unit	Cost / Unit	Quantity	Extended Cost	Brand	Dist	Item#
Guinea Fowl	lb	\$6.00	0.5	\$3.00			
Tomatillos	lb	\$1.20	0.15	\$0.18			
Jalapenos	lb	\$1.35	0.15	\$0.20			
Yellow Onion	lb	\$0.55	0.25	\$0.14			
Lime Juice	oz	\$0.15	0.25	\$0.04			
Kosher Salt	oz	\$0.13	0.15	\$0.02			
Cilantro	bu	\$0.43	0.25	\$0.11			
Red Cabbage	oz	\$0.09	4	\$0.36			
Red Wine Vinegar	oz	\$0.15	1	\$0.15			
Brown Sugar	oz	\$0.10	0.5	\$0.05			
Star Anise	oz	\$0.89	0.15	\$0.13			
All Spice	oz	\$0.57	0.15	\$0.09			
Cinnamon Sticks	oz	\$1.66	0.15	\$0.25			
Corn Tortillas	ea	\$0.06	3	\$0.18			
Watermelon Radish	lb	\$2.95	0.15	\$0.44			
Olive Oil	oz	\$0.54	0.25	\$0.14			
				\$0.00			

Subtotal:	\$5.47
5% Waste:	\$0.27
Total:	\$5.74

Recommended Menu Price:	\$18.00
Gross Profit:	\$12.26
Food Cost %:	31.88%

CORE Card

(Cooking Outline Recipe Essentials)

Date: 5.1.2021

Name of Plate: Wagyu Burger

Ingredients/Description	Unit	Cost / Unit	Quantity	Extended Cost	Brand	Dist	Item#
Ground Beef	lb	\$4.89	0.5	\$2.45			
Burger Bun	ea	\$0.50	1	\$0.50			
Lettuce	hd	\$0.68	0.25	\$0.17			
Roma Tomato	oz	\$0.13	2	\$0.26			
Red Onion	oz	\$0.04	1	\$0.04			
Cheddar Cheese	oz	\$0.36	0.5	\$0.18			
Kosher Salt	oz	\$0.13	0.15	\$0.02			
Stealth Fries	lb	\$1.96	0.5	\$0.98			
Fryer Oil	lb	\$1.23	1	\$1.23			
Ketchup	oz	\$0.36	1	\$0.36			
Mayo	oz	\$0.18	1	\$0.18			
Cucumber	lb	\$1.57	0.15	\$0.24			
Champagne Vinegar	oz	\$0.17	1	\$0.17			
Bacon	lb	\$7.95	0.05	\$0.40			
				\$0.00			
				\$0.00			
				\$0.00			

Subtotal:	\$7.16
5% Waste:	\$0.36
Total:	\$7.52

Recommended Menu Price:	\$19.00
Gross Profit:	\$11.48
Food Cost %:	39.59%

FINANCIAL ACUMEN

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Nashville Night							
						MARGIN \$20,301.25 48.02%	
Program Revenue						Total - Budget	Total - Actual
Program	# of ppl		Program Price				
Nashville Night	350		\$64.95		\$22,732.50	\$22,732.50	
Service Charge on the ticket price	350		\$12.99		\$4,546.50	\$4,546.50	
Cigar Lounge	15		\$500.00		\$7,500.00	\$7,500.00	
Rows 1-4	120		\$62.50		\$7,500.00	\$7,500.00	
						\$42,279.00	\$0.00
Costs							
	# required	# of days/hours	Quantity	Cost			
Chase Rice Flight - est	4	1	1	\$250.00	\$1,000.00	\$1,000.00	
Pat Martin *	3	1	1	\$300.00	\$900.00	\$900.00	
Lodging Pat Martin *	1	4	1	\$750.00	\$3,000.00	\$3,000.00	
Food Costs	350	1	1	\$14.00	\$4,900.00	\$4,900.00	
Chase Rice accommodations & Transport **	4	1	2	\$475.00	\$3,800.00	\$3,800.00	
Extra Labor - Server	6	1	1	\$300.00	\$1,800.00	\$1,800.00	
Extra Labor - Kitchen	4	1	1	\$300.00	\$1,200.00	\$1,200.00	
Construction of Stage that we can store & reuse	1	1	1	\$1,600.00	\$1,600.00	\$1,600.00	
Ambient lighting string lights	1	1	1	\$750.00	\$750.00	\$750.00	
Uplights* Tree of Light (Phillip Claypool)	1	1	1	\$400.00	\$400.00	\$400.00	
Sound Tech	1	1	1	\$300.00	\$300.00	\$300.00	
Rental - 300 chairs + 10 tables and linens	1	1	1	\$1,202.75	\$1,202.75	\$1,202.75	
Cost of wristbands	1	1	1	\$125.00	\$125.00	\$125.00	
Lighting for bar trailers	1	1	1	\$0.00	\$0.00	\$0.00	
Flashlights	1	1	1	\$0.00	\$0.00	\$0.00	
Trays for Food service	400	1	1	\$2.50	\$1,000.00	\$1,000.00	
Paper needs - cups	1	1	1	\$500.00	\$500.00	\$500.00	
Cost of Swag Bag x Cigar Lounge - (not too much)	1	1	1	\$1,000.00	\$1,000.00	\$1,000.00	
						\$21,977.75	Total Est Expenses

Function Worksheet	Event Name	Welcome Home Party		
November 14th 2020	Type	Banquet Party		
	Meal Period	Dinner		
	Old	250		
	Minimum			
Items	Unit Or Measure	Quantity	Unit Cost	Extended Cost
Menu Cost For Food		1	20.36	20.36
sub				20.36
Waste - 10%				2.04
Total Food Cost				22.40
# of Covers		250		
Mark Up % (to retail)			32.0%	
Total Retail				69.99
Retail Per Person, (excluding plus, plus)				69.99
Inclusive price \$				89.41

Labor	Hours	Pay Rate	Extended Cost
Management OH		35.00	
Prep/Cook/Dishwasher			1,300.00
Set Up/Houseman	40.0	11.00	440.00
Server	66.0	10.00	660.00
Busser	30.0	10.00	300.00
Valet	15.0	10.00	150.00
			2,850.00
Benefits		25.0%	712.50
Total Labor Burden	151.0	23.59	3,562.50

P&L				Actual	
				\$	%
Revenues	17,496.88	100.0%		17,449.00	100.0%
Food Cost	5,589.00	32.0%		5,800.00	33.2%
Payroll	3,562.50	20.4%		3,850.00	22.1%
Other Expenses	1,749.69	10.0%		1,000.00	5.7%
Operating Margin	6,585.69	37.6%		6,799.00	39.0%

Entertainment, if		
Cost		3,500.00
Mark Up % (on Cost)		\$1,164.00 Cindy Sheppard Decorations
Bill To Customer		\$500.00 Living Desert
Total Other Cost \$5,164.00		

Operating Margin	\$6,799.00
Total Event	\$1,635.00
Beverage Sales	Total Beverage Profit
\$5,045.00	\$3,228.80
Cost of Beverage Sales	\$1,816.20

Prepared By: _____ Date: _____ Approved By: _____ Date: _____


Committee Member _____ Date: _____

GM or Clubhouse Manager _____ Date: _____

FINANCIAL ACUMEN

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Wing & Barrel Ranch (CA)
 Item Sales Report
 From 11/6/2021 To 11/6/2021



Item Group: Airgun, Archery, Beer, Consignment, Dog Kennel, Equipment Rental, Events, F&B Other, Firearm, Fishing, Flat Range, Food, Guest Fees, Hunting, Liquor, N/A Beverage, Shop Merchandise, Sporting Clay Course, Tobacco, Wine
 Item Category: <All>
 Area: <All>
 Employee: <All>

Item	Units Sold	Sales	Discounts	Net Sales	Tax	Svc Chg
All						
Beer	112.0	\$772.00	\$4.20	\$767.80	\$78.28	\$153.56
Dog Kennel	4.0	\$180.00	\$0.00	\$180.00	\$0.00	\$0.00
Flat Range	21.0	\$662.86	\$0.00	\$662.86	\$48.69	\$0.00
Food	189.0	\$15,948.00	\$137.00	\$15,811.00	\$1,612.75	\$3,162.20
Hunting	77.0	\$1,402.50	\$0.00	\$1,402.50	\$0.00	\$0.00
Liquor	349.0	\$4,760.00	\$474.00	\$4,286.00	\$437.13	\$857.20
N/A Beverage	39.0	\$120.50	\$2.50	\$118.00	\$12.15	\$23.60
Shop Merchandise	79.0	\$8,271.42	\$0.00	\$8,271.42	\$695.81	\$0.00
Sporting Clay Course	19.5	\$1,340.02	\$175.24	\$1,164.78	\$70.95	\$0.00
Wine	52.0	\$1,247.00	\$34.00	\$1,213.00	\$123.74	\$242.60
Totals:	941.5	\$34,704.30	\$826.94	\$33,877.36	\$3,079.50	\$4,439.16

Wing & Barrel Ranch (CA)
 Item Sales Report
 From 11/7/2021 To 11/7/2021



Item Group: Airgun, Archery, Beer, Consignment, Dog Kennel, Equipment Rental, Events, F&B Other, Firearm, Fishing, Flat Range, Food, Guest Fees, Hunting, Liquor, N/A Beverage, Shop Merchandise, Sporting Clay Course, Tobacco, Wine
 Item Category: <All>
 Area: <All>
 Employee: <All>

Item	Units Sold	Sales	Discounts	Net Sales	Tax	Svc Chg
All						
Beer	56.0	\$359.00	\$0.00	\$359.00	\$36.53	\$71.80
Consignment	1.0	\$550.00	\$0.00	\$550.00	\$46.75	\$0.00
Dog Kennel	12.0	\$540.00	\$0.00	\$540.00	\$0.00	\$0.00
Firearm	3.0	\$62.19	\$0.00	\$62.19	\$0.00	\$0.00
Flat Range	3.0	\$76.49	\$0.00	\$76.49	\$3.10	\$0.00
Food	279.0	\$14,037.50	\$124.00	\$13,913.50	\$1,419.17	\$2,782.70
Guest Fees	21.0	\$625.00	\$0.00	\$625.00	\$0.00	\$0.00
Hunting	290.0	\$5,352.50	\$0.00	\$5,352.50	\$0.00	\$0.00
Liquor	62.0	\$1,008.00	\$0.00	\$1,008.00	\$102.84	\$201.60
N/A Beverage	83.0	\$285.00	\$5.00	\$280.00	\$28.76	\$56.00
Shop Merchandise						
Accessories	6.0	\$599.00	\$19.50	\$579.50	\$49.26	\$0.00
Clay Shooting Apparel	4.0	\$535.00	\$101.14	\$433.86	\$36.88	\$0.00
Glasses	1.0	\$159.00	\$0.00	\$159.00	\$13.52	\$0.00
Hats	23.0	\$1,075.00	\$120.00	\$955.00	\$81.23	\$0.00
Knives and Tools	5.0	\$627.50	\$0.00	\$627.50	\$53.34	\$0.00
Men's Apparel	11.0	\$2,490.00	\$0.00	\$2,490.00	\$211.69	\$0.00
Retail Firearms	2.0	\$1,199.98	\$0.00	\$1,199.98	\$102.00	\$0.00
Shoes	1.0	\$135.00	\$0.00	\$135.00	\$11.48	\$0.00
Shotgun Ammunition	134.0	\$1,773.66	\$31.56	\$1,742.10	\$148.07	\$0.00
Upland Apparel	4.0	\$978.00	\$0.00	\$978.00	\$83.14	\$0.00
Women's Apparel	7.0	\$2,520.00	\$0.00	\$2,520.00	\$214.21	\$0.00
Item Group Totals:	198.0	\$12,092.14	\$272.20	\$11,819.94	\$1,004.82	\$0.00
Sporting Clay Course	47.5	\$3,215.65	\$292.03	\$2,923.62	\$194.96	\$0.00
Tobacco	3.0	\$135.00	\$0.00	\$135.00	\$13.77	\$27.00
Wine	102.0	\$2,104.00	\$0.00	\$2,104.00	\$214.53	\$420.80
Totals:	1,160.5	\$40,442.47	\$693.23	\$39,749.24	\$3,065.23	\$3,559.90

CONSTRUCTION PROJECTS & OPENINGS

INTRO PARAGRAPH

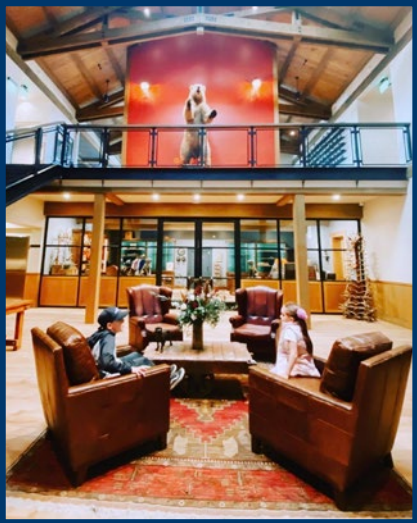
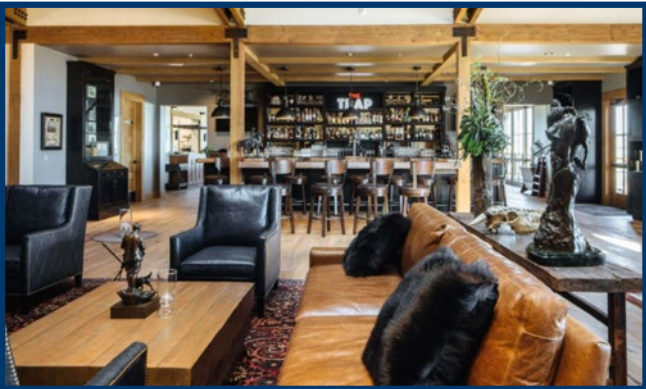
Clubhouse video of our construction:
Video #1 <https://youtu.be/73ftzujAWrM>
Video #2 https://youtu.be/XrBgNl8d_mE



CONSTRUCTION PROJECTS & OPENINGS

INTRO PARAGRAPH

Clubhouse video of completed construction:
<https://youtu.be/R4CDiHNLpkY>



CONSTRUCTION PROJECTS & OPENINGS

INTRO PARAGRAPH

Green Renovation news article

<https://clubandresortbusiness.com/desert-horizons-cc-completes-2m-golf-course-renovation/>



CONSTRUCTION PROJECTS & OPENINGS

GOLF » DESERT HORIZONS COUNTRY CLUB



Work on the second fairway at Desert Horizons Country Club in Indian Wells includes building new bunkers.

LARRY BOHANNAN/THE DESERT SUN

Renovations aimed at updated Desert Horizons

36-year-old course receiving facelift

LARRY BOHANNAN
THE DESERT SUN

Jesse Ayala has worked at Desert Horizons Country Club for 27 years, so few people know the golf course better. And he knows the course could use a bit of an update.

"It needed to be brought up to modern standards is how I would say it," said Ayala, the golf course superintendent for Desert Horizons in Indian Wells.

Giving a face-lift to a golf course that is nearly four decades old is one of the major reasons Desert Horizons and its members are engaged in a two-year renovation effort on the private 18-hole course. It's a path perhaps more golf courses in the desert from that era might want to follow, said the desert resident overseeing the project.

"The bones of the golf course are good," said Clive Clark, a golf course architect and former European Tour player who lives in La Quinta. "But there are several elements that could be improved and brought into what a modern golf course can be and should be."



Clive Clark

For Clark, Ayala and Rick Ruppert, the 31-year head professional at Desert Horizons, the purpose of the work is simple. Many courses built in the desert in the 1970s and 1980s, most built for housing developments or resorts, were fine for their time. But in a more competitive market for both attracting and retaining golfers for public or private courses, improving the golf courses can be a key tool.

"The golf course is 36 years old," Ruppert said of the original 1979 design by Ted Robinson. "It just needed a refresher. It needed to be freshened up."

Or, as assistant pro Chris Eikenberg said, "If you owned a house for 36 years and you did nothing to it, it would look pretty old."

"The golf courses from that era were built for the homes, not as much to be great golf courses," Clark said. "But the competition is different now. A lot of the clubs would like to see their golf courses brought up to today's standards."

While the idea of renovating a golf course might not be new, how the money was raised at Desert Horizons might be unique. The cost of the project is about \$1.7 million, with the costs covered completely by donations from club members.

"It's pretty incredible. It's done by donations," Ruppert said. "It was an email from the club, and the first donation was \$30,000 in 15 minutes. I think it was more about just the members

believing the course needed a refresher."

Ruppert said the donations came both from golf members at Desert Horizons as well as some social-only members. Work this summer is on the front nine of the course, with the back nine scheduled for the same renovations next summer. Clark said the work by Earth Sculptures Inc. of Indio is mostly about modernizing the green complexes of the course.

"In general, I've left the shapes of the greens. They were very good," said Clark, who has designed three other golf courses in the Coachella Valley, including the nearby Celebrity Course at the Indian Wells Golf Resort. "The bunkers needed some work. They were from the early '80s and they can be improved. You can't do greenside and not do the fairway bunkers. They don't match up. Some of the original bunkers there had some really nasty downhill lies, which doesn't really please club golfers. All the new bunkers will be a little flatter."

Ruppert said those bunkers will also be easier for golfers to enter and exit, another example of how the renovations are about improving the members' experience at the course.

Other changes include adding some subtle movement on putts by adding more contour to greens. One major renovation was taking out a hill in the middle of the sixth fairway that obscured a golfer's view of the green and a fronting lake on the 516-yard par-5.



DESERT HORIZONS
Country Club

DESERT HORIZONS
COUNTRY CLUB

Renovation Update
Phase Two

January 5, 2017

Last May the Club's Board of Directors authorized a two phase renovation of our 35 year old golf course, with an emphasis on a complete reconstruction of the green complexes. During the summer of 2016, the front nine greens were completely rebuilt with new drainage, new USGA specified sand and new Tid Dwarf Bermuda grass. All greenside bunkers were rebuilt and several fairway bunkers as well. Several new landscape areas were created and nearly 2,000 perennial plants were installed. In addition, all 18 holes received a newly constructed set of forward tees.

Our renovated front nine opened November 12, 2016 to rave reviews from the membership and tremendous enthusiasm to now complete the Phase Two this coming summer of 2017.

The authorized project budget for both phases is for \$1,800,000. At the beginning of the project, the Board and the Project Management Committee obtained construction and design contracts for a fixed price that covered both phases. Phase One was completed on time and within the budgeted amount. Phase Two is already contracted with a fixed price, and together with a modest amount of contingency, the total project will not exceed the authorized \$1,800,000.

In the spring of 2016, the membership of Desert Horizons, both Golf and Social, responded to this golf course renovation project with voluntary financial participation in the Improvement Fund that totaled \$1,450,000. This amount was set aside in a separate account and has been used only to fund the direct construction and design costs of the project. To date, over 140 Golf and Social members have participated in this Fund.

So at this point we have both a need and an opportunity. The need is for an additional \$350,000 to fund the fixed price contracts related to Phase Two.

The opportunity is to expand the scope of the project to include further enhancements that could be included in the project work during the summer of 2017. Specifically, these enhancements would be expanded landscape and planting areas and the addition of one or more water features. These enhancements would further the beauty and attractiveness of our golf course. The exact amount of these optional enhancements will completely depend upon the amount of money that is available.

Final design work for Phase Two will get underway within the next month. If we are going to expand the project to add more beauty to the course, now is the time.

Why are we doing this project? The Coachella Valley and its many private and public golf courses has become very competitive. In the last few years some courses have closed and some others have been forced to change their operations to remain solvent. At Desert Horizons we have decided to invest in our community and its amenities to preserve our private, member owned golf club and the culture that we so very much enjoy. Our investment in this project will not only enhance our own enjoyment but demonstrates that we are committed to maintaining the value of our community, our real estate and our competitive position in the Valley.

Our investment has not gone without notice or results. Since July 1, 2016 we have 19 new golf members and 13 new social members join our Club. These new members are a clear endorsement that our investment in our golf course and community is the right thing to do.

We all owe a tremendous thanks to the over 140 Golf and Social members that have already decided to invest in this project. A list of these members is attached to this letter, so if you see someone you know, thank them. If you are still considering your participation in this project, now is the time to come forward and join in. If you like what has been done with your investment in Phase One and want to expand Phase Two now is the time to increase your participation.

All you have to do is give your check to Damien and it will be added to the separate account for the improvement project.



Let's finish the project the right way and make the additional investment to further beautify our golf course.

THANK YOU!!!!

Your Board of Directors

Golf Course Improvement Management Committee.

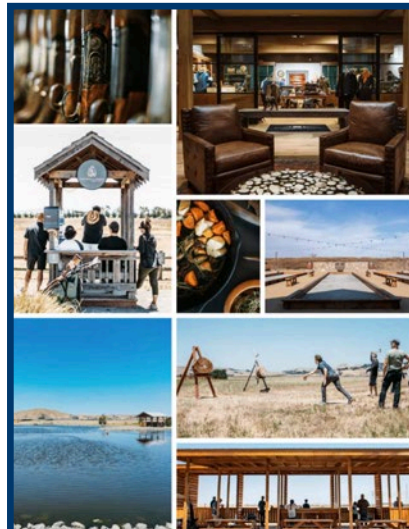
CLUB MARKETING

OLD WEST MEETS NEW WEST

Located in the heart of the Sonoma and Napa Valley wine country, Wing & Barrel Ranch is the newest, most prestigious and exclusive Club on the West Coast. With views of the Mayacmas and Sonoma Mountain ranges, the club is a sanctuary where members can escape to the country and reconnect with their roots. Our mission is to preserve the traditions of the sporting way of life and ensure the opportunity for current and future generations to enjoy the outdoors and this land.

WINGANDBARRELRANCH.COM



INTRODUCING THE SPORTING LIFESTYLE

Set amidst the beauty of California's wine country, the clubhouse is inspired by age-old hunting traditions, expressed in fine wine and exquisite food.

Seasonal bird hunting, year-round sporting clays, Vintner Member gatherings, fine dining, customized shooting instruction, travel programs, dog training and boarding are among the benefits of membership.

Designed with a hunter's sensibilities and a connoisseur's palate, we cater to discerning sportsmen and women, along with their families.

Discover a rich, storied countryside less than an hour from San Francisco's Golden Gate Bridge. Discover our world.



SHOOTING WITH VINTNERS

WORLD CLASS WINEMAKERS

This is not your typical wine country experience. Shoot with California's top winemakers at the ultimate sporting club. No other club brings together so many of the world's finest winemakers, giving members rare insight on this year's harvest and future vintages.



"Meet Ollie was one of the early owner members of Wing & Barrel. I've watched it evolve and I've excited about this opportunity for the owner community and our members, combining hunting, sportsmanship and the great wine of Sonoma and Napa."

David Diannos, Winemaker, Silver Oak Cellars



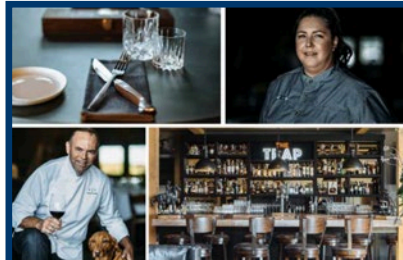
"It's the location that sold me on Wing & Barrel. I have been doing by this beautiful spot in Sonoma for thirty years. I enjoy shooting clays and upland bird hunting. What's special about Wing & Barrel is that it combines sportsmanship with fine wine and food."

Ray Reganville, Winemaker/Owner, Reganville Estate



"I have been going to Wing & Barrel for many years. The program is amazing! I love the outdoors, and this is one way that myself, friends and family can experience the outdoors in a fun and high-end way. Hard to find a place like this. It is something that we cherish."

Michael Brown, Winemaker/Owner, Gray Estate



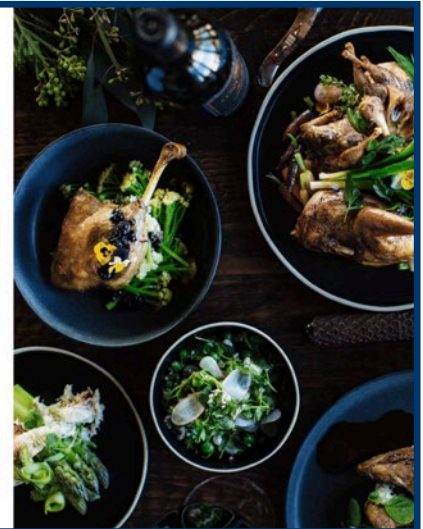
A UNIQUE CULINARY EXPERIENCE

FIELD TO TABLE

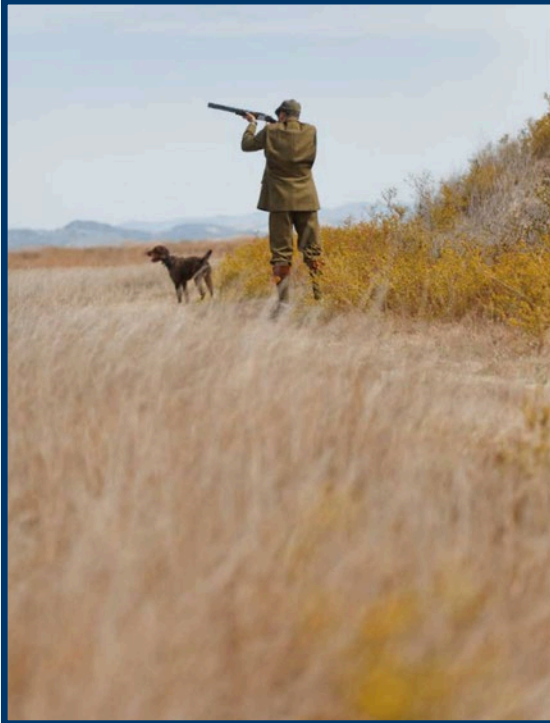
For WBR Executive Chef Victoria Acosta, food has always been at the center of family functions and holiday gatherings. Her passion led her to the California Culinary Academy and then to The Restaurant at Meadowood in St. Helena, CA. Working with Culinary Advisor Chef Charlie Palmer, Acosta showcases seasonal wine country cuisine for our members. The Chef's herb and vegetable garden combined with locally sourced meat, wild game and fish provide exceptional ingredients to create the outstanding meals which can be enjoyed in the dining room, bar and on the deck overlooking the expansive view.

CHEF CHARLIE PALMER

Wing & Barrel Ranch is honored to call Chef Charlie our Culinary Advisor. Influenced by his upstate New York childhood experience working in his family's vegetable garden, Palmer was an early advocate of farm over factory food. Over the years, Palmer combined his creative cooking spirit and flair for business to open 13 notable restaurants across the country and a growing collection of boutique hotels, each reflecting its time and place.



CLUB MARKETING



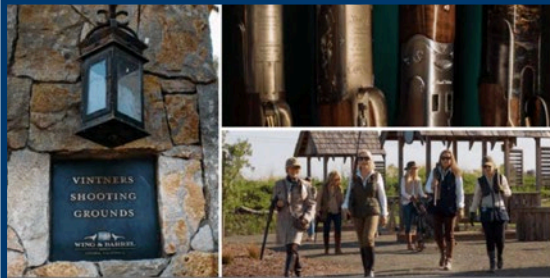
UPLAND BIRD HUNTING

HUNTING FIELDS

Our members have access to 24 hunting fields spread across over 1,000 acres. Our ultimate shooting club offers seasonal pheasant, chukar and quail hunting from October to April, with access to club dogs and handlers for an unparalleled hunting experience.

OUR MISSION

We honor the natural beauty of country life in Sonoma County by being stewards of our land. We appreciate the rugged landscape, hay fields and the surrounding vine-covered hillsides, all of which represent the rich history of the area. The multifaceted use of Wing & Barrel Ranch represents farming, hunting and shooting, taking us back to our roots and reconnecting us with the outdoors.



SPORTING CLAYS COURSE AND RECREATIONAL SHOOTING

THE COURSE

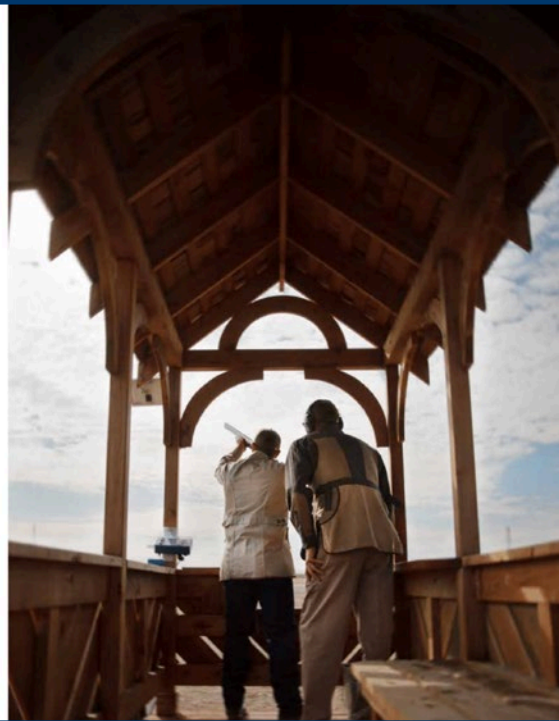
The only West Coast Sporting Clays course of acclaimed designer Chris Batha, The Vintners Shooting Grounds feature 15 fully automated fields, each containing 3 shooting stations and offering over 90 target presentations. Each member is issued a personalized Clays Card pre-loaded for ease of use at the digitally controlled shooting stations. Beretta range guns are available for members and their guests to rent. Our staff is available to arrange for members to have a custom fitting or select a new shotgun from our pro shop.

EXPERT INSTRUCTION

Wing & Barrel Ranch's dedicated team of instructors are trained to the highest standards and certified by the National Sporting Clays Association. Our instructors are dedicated to welcoming shooters of all levels of experience into the sport, and encourage new shooters to explore the challenge and camaraderie of learning the shooting sports.

PISTOL + RIFLE RANGE

Wing & Barrel Ranch has the only state of the art pistol and rifle range in the Sonoma and Napa area. Our range provides a safe and controlled environment to practice marksmanship with or without instruction.



CLUB MARKETING



EXPERIENCES

TRAVEL

Wing & Barrel Ranch has several convenient commercial and private airports within two hours of the property. These include San Francisco, Sacramento, Oakland, San Jose, Napa Valley and Santa Rosa airports.

Wing & Barrel Ranch has formed partnerships to create travel programs and unique shooting trips exclusively for our members. These adventures offer members the opportunity to experience a distinctive combination of culture and history, while making connections world wide.

SHELLS + CHARDONNAY CLUB

Wing & Barrel Ranch offers women's shooting activities in a comfortable and safe atmosphere. Instructors are on hand to inspire new and seasoned female shooters alike. Not limited to shotguns, courses are also available for self-defense and archery training.

FISHING

The Club offers new and experienced anglers an opportunity to practice the art of fly-fishing in a controlled environment. Hands on courses are available for members and guests.

SPEAKER SERIES

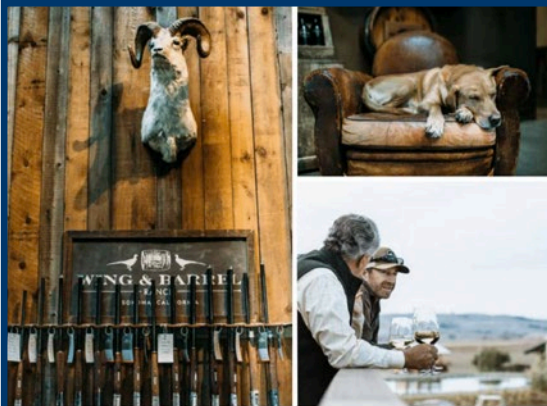
Speaker Series events provide Club members with an opportunity to hear from distinguished sporting, political, historical and cultural leaders in the country today.

GUN FITTING + INSTRUCTION

Our preferred gunmakers, Beretta and Purdey, offer our members an array of shotgun options from a standard over and under, to a bespoke side by side, beautifully crafted to the highest standards. Our members have access to some of the top gun fitters and instructors in the world.

WINEMAKER SERIES

Members enjoy seasonal Winemaker lunches, dinners and tastings paired with world class wines from our Vintner Members that showcase the most exceptional culinary examples from the region.



BECOME A MEMBER

The Membership process is similar to other private clubs, but this is a different and very special experience. Membership is non-equity, inheritable and transferable. A membership deposit is submitted with your application. General and Corporate Memberships offer two designations: Hunting and Sporting Clays, or Sporting Clays only. Once your application and deposit are received, the Membership Committee reviews each application focusing on the applicant's alignment with the club's desire to be stewards of the land, preserve the traditions of hunting and shooting, and a general desire to embrace the sporting lifestyle.

Membership is limited to just 400 members. Construction of the new member's clubhouse began in June 2019 and is now complete.

For questions or to submit your application for membership:
CONTACT WENDY@WINGANDBARRELRANCH.COM | 707.732.4832



MEMBERSHIP PRICING

GENERAL MEMBERSHIP \$125,000
Once your General Membership application is approved by the Membership Committee, the initiation deposit is due in full.

CORPORATE MEMBERSHIP \$300,000
This membership includes three general membership designees. Once your Corporate Membership application is approved by the Membership Committee, the initiation deposit is due in full. Corporate Membership designees must be an employee, owner or investor of the member company. Each designee pays monthly dues as described below.

OUT-OF-STATE MEMBERSHIP \$75,000
Available at a reduced rate for those who live 51%+ outside of CA. Reduced hunting dues are \$325/mo, which includes 25 birds and 500 clays. Reduced non-hunting dues are \$250/mo, which includes 500 clays. Out-of-state members can visit up to 12 times per year.

JUNIOR MEMBERSHIP \$75,000
Available at a reduced rate for those under 40 years old.

All membership deposits are refundable (i) 100% after 30-years or (ii) 80% (i.e. 20% transfer fee) after resignation from the club and resale of membership by the club in accordance with the club's Membership Plan.

FOLLOWING PAYMENT OF INITIATION DEPOSIT, MONTHLY DUES WILL COMMENCE AS FOLLOWS:

HUNTING + CLAYS MEMBERSHIP
Includes 1,000 clays per year + 20 pheasants / \$475 PER MONTH
OR
SPORTING CLAYS-ONLY MEMBERSHIP
Includes 1,000 clays per year / \$400 PER MONTH

FAMILY & GUEST USE

All memberships include use by the member, spouse and their children, and may be inherited by a spouse, adult child or grandchild without the club transfer fee. Guest fees will apply to all guests who are accompanied by the member.

For questions or to submit your application for membership:
CONTACT WENDY@WINGANDBARRELRANCH.COM | 707.732.4832

CLUB MARKETING

INTRO PARAGRAPH

Nationally featured articles:

<https://mydigitalpublication.com/publication/frame.php?i=713049&p=40&pn=&ver=html5>

Wing & Barrel Ranch

Sonoma, Calif.

Wing & Barrel Ranch began in 2012 as a preservation effort to relocate the historical Black Point Sportsman Club from the Sears Point Wetlands to its current location in Sonoma's wine country.

As a result of the relocation, the ranch now has 1,000 acres of amenities for its 400 members, including dog training and boarding, personalized shooting instruction on a sporting clays course and seasonal, upland bird hunting.

CEO Darius Anderson and Mike Sutsos Sr., a champion hunting dog

trainer, founded Wing & Barrel Ranch with a vision: to create a place for members to gather, celebrate life, tell stories and be a part of history in an area with history that dates back to the Old West.

To achieve this vision, Anderson turned to a San Francisco architectural firm that specializes in full-service projects and to Keith Wicks, a master painter and commercial artist whom Anderson has known for more than 20 years.

And so began a collaboration to imagine the ways in which they could best use space and materials to create an exclusive, 18,000-square-foot clubhouse.

"We wanted people to come enjoy various aspects of the clubhouse as they

participated in a wide array of activities," said Damien Gallardo, general manager. "And we wanted them to enjoy an entire day at the ranch. After all, it's a way of life — not just a hunting club."

With this in mind, Wicks and the architecture firm began construction in June 2019. In January 2021, the clubhouse was completed. With its redwood exterior, the clubhouse resembles buildings one would have seen long ago in the Old West.

Since the clubhouse sits only 1 foot above sea level, a massive, 4-foot-thick foundation was built to protect it from flooding. Additionally, to meet local flood codes, all doors on the first floor have water-tight seals.

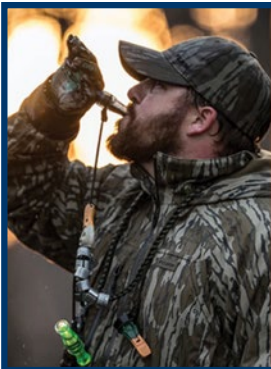
An expansive deck captures the ranch's extraordinary views of Sonoma Creek and the Sonoma Mountains, as well as views of the surrounding park-like setting, which includes custom-designed bocce ball courts.

Anderson also had hundreds of trees planted around the property, including olive and natural scrub oak trees. And, to provide members with even more outdoor enjoyment, the property now has a 1-acre fly-casting pond designed by Josh Frazier, a club investor who owns Leland Fly Fishing Outfitters.

"From an exterior perspective, there's no other clubhouse — or club, for that matter — that has the look and feel of Wing & Barrel Ranch," Anderson said. "Its Old West charm is second to none."



CLUB EVENTS



OCT 17, 2021
DUCK CALL CLINIC
WITH MARTY FISCHER

Whether you're a duck hunter looking to improve your sport, a birder hoping to spot ducks or an amateur, the art of the duck call is something every hunter should learn.

REGISTER ON THE MEMBER PORTAL



DECEMBER 16-18, 2021
WBR | TRAVEL EXCURSION
Northumberland, UK

Join us for one of the most amazing shooting opportunities in the UK hosted by the Duke of Northumberland at Alnwick Castle, best known for the sets of Harry Potter and Downton Abbey. Guests will be treated to exceptional service from the Duke's staff throughout the trip.

RESERVE YOUR SPOT TODAY!



OCT 30, 2021
WBR | SPECIAL GUEST SERIES
PAPPY & CO

Join us as we welcome bourbon inspired lifestyle brand, Pappy & Co, founded by the great granddaughters of Pappy Van Winkle. Celebrate the heritage and legacy with a morning hunt, brunch, happy hour + trunk show, and the main event - an intimate dinner with Chef Charlie Palmer and The Van Winkles.

REGISTER ON MEMBER PORTAL



AUG 25-29, 2021
GUEST INSTRUCTOR:
MARTY FISCHER

Join NSCA Level III Instructor and professional wing shooter Marty Fischer for sessions specifically geared to help you improve your wing or clay target skills.

REGISTER ON THE MEMBER PORTAL



SAT, OCT 30, 2021 | 6pm
THE DINNER

Join the Van Winkles, Chef Charlie Palmer, Arista Winery, Mauritsen Wines and Limerick Lane Cellars for a special six-course dinner event by Chef Charlie Palmer, each course to be paired with Van Winkle 20, 15 & 12 year exclusive bourbon and world-class wines that will be sure to tantalize your palate.



AUG 21-22, 2021
LEONARD LOGSDAIL
BESPOKE TAILOR

Schedule your measurement with Leonard Logsdail, one of the most widely respected suit-makers in the business. If you've seen The Wolf of Wall Street, The Irishman, The Good Shepherd, HBO's Succession, Hugh Jackman at the Oscars or Denzel Washington in American Gangster, you've seen a Logsdail suit.

REGISTER ON THE MEMBER PORTAL



JULY 31, 2021 | 5pm
WBR SPEAKER SERIES
Joan Higginbotham

Join us for a very special evening with Joan Higginbotham, electrical engineer and a former NASA astronaut. She flew aboard Space Shuttle Discovery mission STS-116 as a mission specialist and is the third African American woman to go into space.

REGISTER ON MEMBER PORTAL



OCTOBER 16, 2021
WBR | GUEST CHEF SERIES
CHEF LAURA COLE

James Beard Award-nominee and Top Chef contestant, Laura Cole brings her flair for local, fresh, sustainable Alaska cuisine to WBR. Owner of 229 Parks Restaurant in Denali National Park, Cole will share her experiences from kitchens around the world.

REGISTER ON MEMBER PORTAL

CLUB EVENTS



SILO CONCERT SERIES
WING & BARREL RANCH

JULY 4TH CONCERT + CELEBRATION | 2PM
Celebrate Independence Day at our FIRST live music concert event with Bay Area pop, rock & soul band favorite, ConTigo. Bring your lawn chair or a blanket, and don't forget your dancin' shoes! Enjoy Lobster Rolls, Corn Dogs, Street Corn, Hand Pies + more - fun for the whole family.




OCT 22 + 24, 2021
WBR | SPEAKER SERIES + WILDLIFE EVENT
DR. EVAN ANTIN
Join us for a special presentation by Dr. Evan Antin, star of the Animal Planet television series "Evan Goes Wild." Come hear stories about his wildlife adventures, conservation activities + more! The kids of WBR are invited for a special presentation from Dr. Evan Antin at WBR Tortoise House located near the WBR Pond.
REGISTER ON THE MEMBER PORTAL




DEC 16, 2021 | 12:30PM
WBR | GUEST CHEF SERIES
DUSTIN VALETTE + J. ROCHIOLI VINEYARDS
Chef Dustin Valette honed his craft in some of the most celebrated restaurants on the West Coast, including the Michelin-starred Aqua in San Francisco and Napa Valley's Bouchon. With three generations of dedication to the land, Rochioli Vineyards and Winery has earned the reputation as one of Sonoma County's finest wineries.
REGISTER ON MEMBER PORTAL




AUGUST 7, 2021 | 3-5pm
WINEMAKER SHOOT
FIVE-STAND SHOOT
Join us for pre-dinner Five-Stand Shoot with Chateau Montelena CEO Bo Barrett + Winemaker, Matt Crafton. After, get to know Bo and Matt in casual conversation with wine, cheese and charcuterie.
RESERVE YOUR SPOT TODAY!




JUNE 13, 2021 - 3pm
BOCCE TOURNAMENT
Be a part of the fun, excitement, and sportsmanship of the wonderful game of Bocce. This will be a bracket tournament with a double-elimination format.
REGISTER ON THE MEMBER PORTAL




NOV 13, 2021
WBR | GUEST CHEF SERIES
CHRIS COSENTINO
Celebrity chef and winner of Top Chef Masters, Chris Cosentino is a passionate author, chef, cyclist and philanthropist. He is co-owner of Jackrabbit in Portland, Acacia House in Napa Valley, and Rosalie in Houston Texas. Known for his strong commitment to sustainable principles and humanely-raised meats and an avid researcher of ancient culinary lore.
REGISTER ON MEMBER PORTAL




SEPT 1, 2021 | 5pm
WBR NASHVILLE NIGHT WITH
CHASE RICE
Join us for a fun-filled evening with American country music singer, songwriter, Chase Rice. With more than 2 million albums sold, he has established himself as a powerful force in Nashville and beyond. Chef + pitmaster, Pat Martin will be visiting from Nashville to cook a traditional-style West Tennessee whole-hog barbecue.
REGISTER ON MEMBER PORTAL




SEPT 17-19, 2021
BERETTA PREMIUM GUNS
SEPT 17, 3-5pm - Join us for an afternoon with Beretta Firearms for a complimentary Five-Stand Shoot
SEPT 18 - TRAP SHOOT CLINIC
Join the Beretta Pro Staff to demo the latest premium collection of guns. Register for one of two time slots to secure your spot!

GOLF EVENTS

INTRO PARAGRAPH

TURKEY SHOOT OUT GRAND OPENING GOLF TOURNAMENT

Saturday, November 16th
8:30 a.m. Shotgun Tournament

Sign up as a Team or as a Single and the Pro Shop will pair you.

Four Person Team Shamble Format with 70% Handicap being used.

Par 3's	3 Scores Count
Par 4's	2 Scores Count
Par 5's	1 Score Counts

MEN
Blue Tees (Men can move up a Tee; Handicaps will be adjusted)

CONTESTS:
Longest Drive: Hole 5 & Hole 14
Closest to The Pin: Hole 3 & Hole 16

WOMEN
Green Tees

CONTESTS:
Longest Drive: Hole 1 & Hole 15
Closest to the Pin: Hole 9 & Hole 12

GROSS & NET CHAMPIONS

Limited to 124 Players
RESERVE YOUR SPOT TODAY
Sign Up in the Pro Shop or Call 760.340.4651.



\$40.00 Entry Fee, includes:
Prizes, Lunch and Beer & Wine**





You are invited to participate in the
Ted Robinson Memorial Classic

THURSDAY, JANUARY 25TH
Pairings Party 5:30 p.m.
No Hot Cocktails & Action Stations

FRIDAY, JANUARY 26TH
Breakfast 7:00 a.m.
Omelet Bar
Shotgun Golf 8:30 a.m.
Lunch 12:30 p.m.

SATURDAY, JANUARY 27TH
Breakfast 7:00 a.m.
Eggs Benedict
Shotgun Golf 8:30 a.m.
Lunch 12:30 p.m.

\$175.00 PER PERSON


GROSS DIVISION
NET DIVISION

DEFENDING GROSS CHAMPIONS
Bill Simmons | George Chase

DEFENDING NET CHAMPIONS
Donald Dreuske | Steve Goldstein

*Ted Robinson Memorial Classic funds the
Desert Horizons Employee Scholarship Fund*

Team Buy-In



**AWARDS FOR
Men's Winner &
Women's Winner**

*Masters 9-Hole
Par 3 Challenge*

Sunday, April 9th, 2017
8:30 a.m. Shotgun | Net Tournament Event
Handicaps will be Adjusted | Limited to 44 Players
\$10.00 Entry Fee

The Masters Golf Challenge will be a test of your golfing skills -- with fast greens and even scarier pins, here's your chance to experience Augusta right here at DHCC.

- ▶ Shotgun Par 3 9-Hole Golf Tournament: All holes will be from 100-140 Yds.
- ▶ Greens will be cut and triple rolled for a Stimp Rating of 13.
- ▶ Pins will be placed in a tough Sunday position.

Following a challenging round of golf, the same Menu (and pricing) of the Masters Tournament will be available for lunch. We will award the winners of our 9-Hole Golf Challenge with a "DHCC Designed Green Jacket."

Watch the Final Round of the Masters Tournament on a 10'x12' screen during Lunch and Awards Ceremony.

INDEPENDENCE
DAY
GOLF
TOURNAMENT

Saturday, July 1st

9-Hole Golf Tournament

7:30 a.m. Shotgun Start
Scramble Random Draw

\$10 Cash Buy-In for Tournament
Closest to the Pin Contests
Miracle Putt Available for Purchase

5:30 p.m. BBQ Dinner to Follow, includes:
Hot Dogs | Hamburgers | Ribs

Please Sign up in the Golf Shop

GOLF EVENTS

Welcome Home GRAND OPENINGGOLF TOURNAMENT.....

Saturday, November 17th
8:30 a.m. Shotgun Tournament

Sign up as a Team or as a Single and we will pair you.

Four Person Team Shamble Format with 70% Handicap being used.

Par 3's	3 Scores Count
Par 4's	2 Scores Count
Par 5's	1 Score Counts

MEN
Blue Tees *Men can move up a Tee; Handicaps will be adjusted*

Contests:
Longest Drive: Hole 5 & Hole 14
Closest to The Pin: Hole 3 & Hole 16

WOMEN
Green Tees

Contests:
Longest Drive: Hole 1 & Hole 15
Closest to the Pin: Hole 9 & Hole 12

GROSS & NET CHAMPIONS

Limited to
124 Players

\$35.00 Entry Fee, includes Prizes, BBQ and Beer & Wine

MAKE YOUR RESERVATION TODAY
Sign Up in the Pro Shop or Call 760.340.4651.

DESERT HORIZONS PRO EXHIBITION GOLF EVENT

Thursday, April 4th, 2019
9 Hole Golf Competition at 3:00pm

Featuring:
Rick Ruppert | Matt Urban | Grant Bolin


First Place: \$300.00
Second Place: \$150.00 | Third Place: \$50.00

Member Donations Needed for this fun event. (i.e. cash, gift cards, wine, etc.)
Each hole will have a designated prize.

Please email Damien Gallardo at dgallardo@deserthorizonscc.com to pledge a donation for this fun event.

Carts will be available at no charge to follow all the action.

Pick The Winner to Receive a Complimentary Cocktail!



Golden State Professional Golf Tour DESERT HORIZONS COUNTRY CLUB

GOLDEN STATE TOUR // DESERT HORIZONS COUNTRY CLUB
April 9th - 12th, 2018

Monday, April 9th
Member Pro/Am | Special Welcome Dinner
Limited Spots Available for Pro/Am - Sign up today!
\$100 per person includes: Pro/Am Tee Prizes, Welcome Dinner with Hosted Beer & Wine Bar
A portion of this fee pays for the Professional Golfers Welcome Dinner.
After March 20th, Pro Am Will Open to Social Members for the Remaining Open Pairings at \$150.00 per person.

Tuesday, April 10th
Round #1

Wednesday, April 11th
Round #2 | Cut 1/3 of the field & ties for final round


Thursday, April 12th
Final Round

We are looking for Member Housing Hosts for Golden State Tour Players.
If you are interested in being a host for this tournament, please contact Kathy Simmons at katsg@aol.com or by cell phone at 760-861-0067.

This is going to be a special event and we look forward to our members participating in all the fun activities.

A Golden State Tour Event

44-900 Desert Horizons Dr, Indian Wells, CA 92210
760.340.4646 • www.deserthorizonscc.com



GOIN TO THE NIGHTCLUB

Couples Invitational Tournament **February 1 & 2, 2019**

\$1200 per Team of Four Persons

INCLUDES:

- \$200 Worth Tee Prizes per Team
- Practice Round Day of Your Choice Prior to the Tournament
- Two Tournament Rounds per Player

Grab Your SoulMate for a Supremely Good Time!

<p>February 1 12:30 p.m. Shotgun</p> <p>Men Scramble/Ladies Scramble Holes 1 - 9</p> <p>Modified Chapman (Hit, Switch & Pick) Couples Holes 10 - 18, 1 Cross, 1 Net/Hole</p> <p>Closest to Hole: Men #3, Ladies #9¹</p> <p>Deuce Pot for Any Gross Score of 2 or Less²</p> <p>Paella Lunch</p> <p>Drinks on the Course³</p> <p>Cocktails & Appetizers following Golf⁴ (Dinner Not Included)</p> <p><small>¹Team Cash Buy-In Awards \$50 Buy-In per Team ²Includes Beer, Wine, Sodas & Water ³Includes Beer, Wine, or House Cocktail</small></p>	<p>February 2 8:30 a.m. Shotgun</p> <p>Jack & Jill Holes 1 - 18</p> <p>Better Ball of Men & Better Ball of Ladies Gross & Net</p> <p>Long Drive: Men #14, Ladies #15¹</p> <p>Skins: Payout for Any Net Skin; Ladies & Men²</p> <p>Breakfast Sammies</p> <p>Silvano's World Famous Bloody Marys Drinks on the Course³</p> <p>Awards Includes 30-Day Guest Golf Membership Dinner with Wine Service in Main Dining Room Jackets Requested</p> <p>Dancing to "Prestige" A Motown Favorite!</p>
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Don't Be Late for the Soul Train! Entry Deadline: January 24, 2019
Sign Up in the Pro Shop.

FOOD & BEVERAGE

INTRO PARAGRAPH



FOOD & BEVERAGE



November 6, 2020

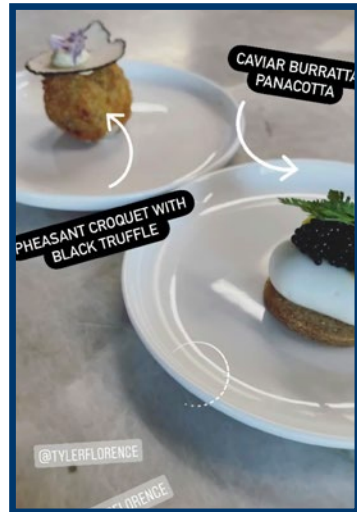
Appetizer
Tier 2 Nicolas Golden Reserve Caviar
 béarnaise, olive-cream, foie gras, hard-boiled chicken egg,
 minced shallot, Meyer lemon zest
Auxiliary Course

One
Webb Pheasant Salad
 shaved beets, pickled herbs, Bernier Farm arugula,
 baby lettuce, chicory, truffle vinaigrette
Rochford Sauvignon Blanc

Two
Robb & Co. Roasted Cavatelli
 Sonoma County wild mushrooms, shallot confit,
 parsley, Reggiano parmesan, mushroom reduction
Rochford Pinot Noir

Three
Charred Filet Mignon
 brown butter-cauliflower, romanesco,
 Rafanelli olive oil-fingerling potatoes, celeriac purée,
 bordelaise sauce
King Salmon Optional
Flux Cabernet Sauvignon

Four
Apple Tarte Tatin
 Vermont vanilla bean crème Chantilly
Hearst Late Harvest Zinfandel



ELITE GUESTS & INFLUENCERS

INTRO PARAGRAPH



MULTI-GENERATIONAL ACTIVITIES

INTRO PARAGRAPH



IN-N-OUT BURGER

DESERT HORIZONS COUNTRY CLUB

IN-N-OUT DAY

Saturday, March 31st from 12:00 p.m. - 2:00 p.m.

Join us at Desert Horizons as we bring the In-N-Out experience to you!
Enjoy the same delicious hamburgers that are served in stores.

Meals Must Be Purchased Before Event - Last Day To Purchase Is March 28th.

Hamburger Meal	\$10.00
Cheeseburger Meal	\$11.00
Double-Double Meal	\$12.00
Grilled Cheese Meal	\$10.00

All Meals include Chips & Drink

Please Call Receptionist To Purchase Your Meal: 760.340.4646.

SPRING CARNIVAL

Saturday, March 31st, 2018 | 2:00 p.m. - 5:00 p.m.
\$10.00 per child

Must have wristband to participate in Carnival

- Pony Rides
- Water Slide
- Jump Castle
- Carnival Games
- Dunk Tank
- Mobile Zoo Show
- Video Game Trailer



Please purchase wristbands ahead of time with Receptionist by calling 760.340.4646.

DESERT HORIZONS COUNTRY CLUB

DESERT HORIZONS KIDS CATCH & RELEASE FISHING DERBY



Friday, March 30th, 2018

AGE DIVISIONS
3-7 year-old 5:00 p.m. - 5:45 p.m.
8-14 year-old 5:45 p.m. - 6:30 p.m.

Fishing poles provided for first 20 kids signed up in each age division. Other children encouraged to bring their own fishing poles.

Prizes will be awarded for **Largest Fish** in each age division.

KID'S BUFFET
Pizza, Pasta & Salad
Kids \$10.95** | Adults \$18.95**
Available from 6:30 p.m. - 8:00 p.m.


DHCC Members and Immediate Family are encouraged to participate.

We will be fishing in the lake directly behind the Clubhouse

Register Your Child
Call 760.340.4646

DESERT HORIZONS COUNTRY CLUB

World Famous Dueling Pianos Performing at Desert Horizons Country Club



The Killer Dueling Pianos
DINNER, MUSIC & COMEDY SHOW


Wednesday, November 22nd
5:00 p.m. - 6:00 p.m. Cocktails
6:00 p.m. - 7:00 p.m. Three Course Dinner
7:00 p.m. - 9:00 p.m. Music & Comedy Show

Three Course Dinner:
Steakhouse Salad
Filet Dijonaise
Apple Croustade with Vanilla Ice Cream and Caramel Sauce

\$47.95++ per person

Don't miss out on this Interactive, Music and Comedy Show - Buy Your Tickets Now!

Call Receptionist at 760.340.4646 or email Reception@DesertHorizonsCC.com.



MULTI-GENERATIONAL ACTIVITIES

EASTER Weekend

AT DESERT HORIZONS COUNTRY CLUB

Friday, March 30th


Kids' Fishing Derby: 5:30 p.m.
Kids' Pasta & Pizza Buffet: 6:30 p.m.
Movie on the Driving Range Moana: 8:00 p.m.

Saturday, March 31st

DHCC Dog Show: 9:30 a.m.
In-N-Out Burger: 12:00 p.m. - 2:00 p.m.
Kids Carnival: 2:00 p.m. - 5:00 p.m.
\$10.00 per child | Purchase wristband ahead of time

Sunday, April 1st

Easter Brunch: 10:00 a.m.
Kids' Easter Egg Hunt:
0-3 Years Old | 12:00 p.m.
4-7 Years Old | 12:15 p.m.
8-12 Years Old | 12:30 p.m.



Multi-generational activity videos

Turkey Trot:
<https://youtu.be/lpOgYmo6Q8k>

Happy Hour Crab Races:
https://youtu.be/cy8_goRCuKA

Concert on the Driving Range:
<https://youtu.be/MecJ1jzsRTk>

DHCC Fly Fishing:
<https://youtu.be/01OvGPpOoKQ>



WBR KIDS AND FRIENDS:
SUMMER ADVENTURE AWAITS!

FLAG RAISING, SCAVENGER HUNTS, FISHING, ARTS + CRAFTS,
ARCHERY, MARKSMANSHIP, SHOTGUN + HUNTING CRAFT
FIRST AID, DOG TRAINING, STORYTELLING + MORE!

SESSION 3 | AUGUST 9-13
Ages 10-15. Lunch and snacks will be provided daily.

REGISTER ON THE MEMBER PORTAL




Apple Technology Class

Tips & Tricks for the iPhone and iPad
Monday, Nov 13th
3:00p.m. - 5:00 p.m.

Tips and Tricks for the iPhone and iPad - This introductory overview is a great way to make sure that the foundation for your iPhone or iPad is secure. We'll look at the physical device, dictating messages and shortcuts for editing them, using the basic apps most efficiently, and shortcuts that you can set up in Settings. This workshop is meant for both first time users and for those experienced with their devices. We'll make sure that everyone leaves more confident with their technology!

Photography on your iPhone and iPad
Monday, Nov 27th
3:00p.m. - 5:00 p.m.

Photography on your iPhone and iPad - Our mobile devices carry some of the most powerful cameras and organizational systems out there. We'll look at all the ways to use the Camera app and then dive into how the Photos app helps you organize your memories so you can find them and share them in the future. This workshop is a lot of fun and will empower you to go out and start creating immediately after the workshop is over!

To sign up for an Apple Technology Class, please contact the Receptionist at 760.340.4646 or email Reception@DesertHorizonsCC.com.







Calling All Dog Lovers!




**Register for the 1st Annual
Desert Horizons Country Club
Dog Show and Parade**

Saturday March 31st, 2018
Stop by the Office to Pick up an Application
\$20.00 Entry Fee per dog will be charged to your Club Account

Entry Deadline is March 15th, 2018

No Pet? Bring the family and enjoy Dog Show from 9:30am-12:00pm and then stay for World Famous In N Out Burgers.

IN N Out Burger
Will be on site serving their famous cheeseburgers from 12:00pm-2:00pm
(IN Out Burger Tickets Need to Be Purchased Ahead of Time with Receptionist)

For Your Canine Companions who Have Passed Away since 2011,
Please send His or Her Name for our Memorial

RSVP 760-340-4646

MEMBER COMMUNICATIONS

INTRO PARAGRAPH



LETTER FROM THE GM

As we transition into the summer, I always take this time to reflect on the season and start to turn my focus to next season. It's been said that great clubs aren't made by the quality of amenities but by the quality of people. And although Desert Horizons has wonderful amenities, a top-notch golf course, and extraordinary events, the people truly make this club spectacular. Desert Horizons has exceptional Members with strong bonds and a passion for excellence. That excellence is something we are striving for, and while we turn to the summer, the staff begins to focus on what we can do to enhance your experience next season. During our weekly manager meetings, we have already begun to develop items that will significantly improve the Member experience for the 2019-2020 season. I am blessed to work with a senior management staff that is willing to understand the vision and consistently produce new and exciting ideas.



Looking forward to next season, we have some exciting changes taking place in the Food & Beverage department. As these plans develop, we will update members with information via summer communications.

Are you staying in the desert all summer? We have some new options to keep you busy! Starting June 1, 2019, we have a golf reciprocal relationship with The Lakes Country Club. DHCC Golf Members can golf at The Lakes Country Club at no charge. For dining, we have arranged for our members to have dining privileges at Marrakesh Country Club on Wednesday and Saturday evenings. Also, we've arranged for dining privileges at Ironwood Country Club on Friday evenings. As most of you are aware, our Food & Beverage outlets will close after the July 4th holiday.

Beginning June 1st, the Administrative Office will be moving to our Summer Hours. Those hours are as follows: Monday-Thursday: 9:00am-2:00pm and Friday: 9:00am-12:00pm.

If you have any questions over the summer, please don't hesitate to email me at dgallardo@deserthorizonscc.com or contact me at 760.340.4646 ext 210.

As I close, I want to say thank you for all the support and positive affirmation I receive from the Members of DHCC. The way you have welcomed my wife and our family is nothing short of amazing. We are blessed to be at DHCC and are grateful for everything this spectacular club has provided.

At Your Service,

Damien Gallardo
General Manager

LETTER FROM THE GM

DEAR MEMBERS,

What a start to the season we have had around here. We have had so much fun, providing a First Class Private Club Experience for all the Members of DHCC. I am blessed to be surrounded by amazing staff, who gets our vision and goes out and executes on a daily basis.



The weather is currently warming up and the course is really starting to green up and fill in. With some procedural changes, the golf course will only get better as the season progresses. Jesse Ayala and his team have done a tremendous job and we can't thank them enough for all their hard work and dedication.

Our Food & Beverage Team have really stepped up their game this year. Our beloved Junior, has transitioned into the restaurant supervisor role nicely. It is a pleasure to see how well Sergio, Jacky and Junior combine their enthusiasm and skills in planning and executing events on a weekly basis.

While we are already half way through the season, there are a lot of exciting events planned in the upcoming months. Please check your calendar and look for the "On The Horizons" e mail that comes out every Monday detailing the upcoming events.

The Golf Operations Staff continues to work hard to exceed our Members expectations. With Rick leading their way, the team is really starting to gel and we know they will make your golf experience first class.

I want to say thank you to all the Members who made donations for the "Golf Staff Challenge". Without your generosity, events like this would never happen. Thank you for the support.

The Desert Horizons Professional Golf Tournament dates are April 9th-12th. This is going to be a week of fun and excitement and we encourage all our members to participate and be a part of this tournament. There is a major title sponsor for this event, and we are going to draw high quality golf professionals. The Pro Am will take place on Monday April 9th for an afternoon shotgun (limited to 60 members/participants). One other way that you can participate is by housing a player during the week. If you have any interest in housing a professional golfer, please call Kathy Simmons at 760-773-9515 for more information.

One other item that I need to mention relates to rules and regulations at the Club. **Pets are not permitted in the Clubhouse or any other premise of the Club, including the Golf Course.** The exception to this rule is for designated pet friendly events (i.e. yappy hour, dog show, etc). We thank you in advance for adhering to the rules of DHCC.

In closing I want to thank all the members of Desert Horizons Country Club for their willingness to help out wherever they are needed. Not only do we have an amazing staff to keep everything moving, but our members' willingness to join in makes us the perfect team.

Damien Gallardo, General Manager



COVID-19 SAFETY & VIRTUAL EVENTS



Wing & Barrel Safety Precautions

Do not come to Wing & Barrel Ranch if you have a fever, cough, are feeling ill, or if you fear that you have been exposed to the Covid-19 virus.

To comply with County and CDC guidelines, we must institute the following changes to our procedures and protocols during this time, until directed otherwise:

Please submit your reservation day and time request via email to mikejr@wingandbarrelranch.com

Gate will be closed at the entrance; a code will be provided to Members for access onto the property upon making a Sporting Clay Reservation.

Each reservation will have a maximum of 2 people and will have a specific start time. There will be a maximum of 20 people allowed on the property at a time, and reservations will be in 30-minute increments to allow distance between each reservation.

Reservation date and time assigned to Member upon request and availability.

Members will be required to begin at station #1 and work their way through the 15 stations of the course clockwise. You do not have to shoot all 15 stations, but we ask that #1 be your starting point.

Pushcarts will be available for Members. After each use, a staff member of Wing & Barrel will wipe down and sanitize pushcart.

Polaris rentals are available. After each use, Polaris will be sanitized by Wing & Barrel Staff Member.

Member and guests' temperature will be taken via infrared thermometer before you are allowed to access sporting clay course. Anybody with a temperature of 100 degrees or above will not be permitted access to sporting clay course.

Face masks/coverings are always mandatory to protect yourself and others. If you do not have a cover, we have them available in the Clubhouse.

Hand sanitizer and wipes will be available at all touchpoints. We ask that you wipe everything down before use and once you have completed using card readers, Promatic control, pushcarts, and shell retrieval pole.

6 ft social distancing always when interacting with staff or non- family members.

Bottled water will be available on Sporting Clay Course for Members.

Gun rentals and shells will be available from the club.

No lessons will be available.

Clubhouse use will be limited to 4 members at a time for restroom use, ammo purchases, and retrieving or dropping off Promatic Card. No congregating or food service in the clubhouse.

All charges will be Member Account or Credit Card.

***Waiver detailing all items above will need to be read and digitally signed by Members and guests before using Sporting Clay Course.**

COVID-19 SAFETY & VIRTUAL EVENTS

Staff Guidelines

- Each employee should call or email HR if at any time they could answer yes to any of the below questions and thus be at risk of being sick or carrying COVID-19:
 - Have you, or anyone in your family, been in contact with a person that has tested positive for COVID-19?
 - Have you, or anyone in your family, been in contact with a person that is in the process of being tested for COVID-19?
 - Have you, or anyone in your immediate family, traveled outside of the USA within the last two (2) weeks?
 - Are you having trouble breathing, have a dry cough, or have flu-like symptoms?
- Per CDC recommendations, **if any answer, "yes," employees should not go into work.** They will not be allowed to return to the ranch without a letter verifying, OK to return to work status.
- No large group meetings: limit all meetings to four people or less and are to be held with 6-feet of the distance between individuals.
- To help stop the spread of germs:
 - Cover your mouth and nose with a tissue when you cough or sneeze.
 - Put your used tissue in a wastebasket.
 - If you do not have a tissue, cough or sneeze into your upper sleeve, not your hands.
 - Remember to wash your hands after coughing or sneezing
 - Avoid unnecessary contact with others
 - Use disposal paper tissue and no-touch disposal trash receptacles.
 - Clean hands often with an alcohol-based hand sanitizer that contains at least 60- 95% alcohol or wash hands with soap and water for at least 20 seconds.
 - Perform routine cleaning:
 - Routinely clean all frequently touched surfaces in the workplace, such as workstations, countertops, and doorknobs. Use the cleaning agents that are usually used in these areas and follow the directions on the label.
 - Use disposable wipes so that commonly used surfaces (for example, doorknobs, keyboards, remote controls, desks) can be wiped down by employees before each use.

Wash your hands often with soap and water for at least 20 seconds, especially after being around Members and guests, or after blowing your nose, coughing or sneezing.

Avoid touching your eyes, nose, and mouth with unwashed hands.

Staff temperature will be taken upon arrival to work. Any employee with a 100-degree temperature or above will immediately be sent home.

Gloves will be available and recommended for staff members.

All staff must wear masks while at Wing & Barrel Ranch.

Staff will practice 6 ft social distancing with Members and each other.

Staff will regularly be cleaning and disinfecting areas where Members come into contact.

The team will make sure they are wiping down all areas that Members and guests come into contact. The following items are priority: all door handles, Polaris after each use, restroom sink and counters, mobile pos, and pushcarts.

COVID-19 SAFETY & VIRTUAL EVENTS



QUARANTINE VIRTUAL TRIVIA

**WEDNESDAYS
AT 6:00 P.M.**


Gather Your Family Team
Work Together to Correctly
Answer Trivia Questions

Meet Us Online
Game Starts Promptly at 6:00 p.m.
Use the ZOOM App
Link to Join will be Sent via Email

WING & BARREL
RANCH
SONOMA, CALIFORNIA

6600 NOBLE ROAD, SONOMA, CA 95476 | WWW.WINGANDBARRELRANCH.COM

Covid Virtual Trivia
<https://youtu.be/qHICUK8EvLI>



WING & BARREL RANCH SONOMA, CALIFORNIA

VIRTUAL HAPPY HOUR & LIVE ENTERTAINMENT

SATURDAY, APRIL 11 AT 5:00 P.M.

CONNECT WITH YOUR WING & BARREL FAMILY

HAPPY HOUR TO INCLUDE:

- LIVE ENTERTAINMENT
WITH ANDREW STEEL FROM
THE HIT MOVIE "WISH MAN"
- FEATURED WINERY
GHOST BLOCK
AND TASTING NOTES
WITH ANDREW HOXSEY
- SPECIAL WINE OFFER
TO ALL MEMBERS WHO
JOIN THE CALL
- CLUB UPDATES
WITH DAMIEN GALLARDO
- WRAP UP Q&A
WITH DARIUS ANDERSON

**NOTE: HAPPY HOUR VIA ZOOM.
LINK WILL BE EMAILED ON APRIL 11TH AT 12:00 PM.**

WING & BARREL
RANCH
SONOMA, CALIFORNIA

6600 NOBLE ROAD, SONOMA, CA 95476 | WWW.WINGANDBARRELRANCH.COM

Covid Ghost Block Virtual Wine Tasting
<https://youtu.be/Zp90epa9U8g>



VIRTUAL TEXAS HOLD 'EM POKER TOURNAMENT

MONDAY, MAY 4TH AT 7:00 P.M.
\$50.00 BUY IN, CHARGED TO YOUR ACCOUNT

GAME PLAYED VIA APP: POKERR 2

1ST PLACE:
12 POINTS + CASE OF WINE (\$600.00 VALUE)

2ND PLACE:
6 POINTS + 6 BOTTLES OF WINE (\$300.00 VALUE)

3RD PLACE:
3 POINTS + 3 BOTTLES OF WINE (\$150.00 VALUE)

OVERALL WINNER AFTER 8 WEEKS IS
WING & BARREL VIRTUAL TEXAS HOLD 'EM CHAMPION
AND WINS GOLDEN HORSESHOE

SIGN UP WITH DAMIEN AT DAMIEN@WINGANDBARRELRANCH.COM
AFTER SIGNING UP, DAMIEN WILL SEND YOU THE CREDENTIALS TO JOIN

WING & BARREL
RANCH
SONOMA, CALIFORNIA

INTRO PARAGRAPH



Education Credit Transcript

Date: 11/01/2021

Credits Earned From: 08/01/2014

Credits Earned To: 11/01/2021

Mr. Damien Gallardo
General Manager
Wing & Barrel Ranch
6600 Noble Rd.
Sonoma, CA 95476

Credit Type: AA

Source	Date	Description	Location	Credits
50C070121	07/01/2021	Golden State Chapter - Own Your Development		1.00
50B060121	06/01/2021	Golden State Chapter Business Meeting		1.00
21CMAAMEMB	01/01/2021	2021 CMAA Membership		2.00
50B102020	10/20/2020	Golden State Chapter Business Meeting		1.00
50B032420a	03/24/2020	Golden State Chapter Education - Webinar: Team Development on Steroids		2.00
50B032420	03/24/2020	Golden State Chapter Business Meeting		1.00
50B030320	03/03/2020	Golden State Chapter Business Meeting		1.00
20CMAAMEMB	01/01/2020	2020 CMAA Membership		2.00
50B120919x	12/09/2019	Golden State Chapter Business Meeting		1.00
50B100919	10/09/2019	Golden State Chapter Business Meeting - LAN Thermal Club		1.00
50B100119	10/01/2019	Golden State Chapter Business Meeting - LAN Lake Arrowhead CC		1.00
50B091819	09/18/2019	Golden State Chapter Business Meeting - LAN Chaparral CC		1.00
50B090519	09/05/2019	Golden State Chapter Business Meeting - LAN The Springs Club		1.00
50B083019	08/30/2019	Golden State Chapter Business Meeting - LAN La Quinta Club		1.00
50B082219	08/22/2019	Golden State Chapter Business Meeting - LAN (Toscana)		1.00
50B080619	08/14/2019	Golden State Chapter Business Meeting - LAN (Desert View)		1.00
50B062819	06/28/2019	Golden State Chapter Business Meeting - LAN (Andalusia)		1.00
50B021919j	02/19/2019	Golden State Chapter Business Meeting		1.00
19CMAAMEMB	01/01/2019	2019 CMAA Membership		2.00
050B103018	10/30/2018	Golden State Chapter Business Meeting		1.00
50A102218	10/22/2018	Golden State Chapter Annual Meeting		1.00
050bus041018	04/10/2018	Golden State Chapter Business Meeting	Thunderbird CC	1.00

Education Credit Transcript

Date: 11/01/2021

Credits Earned From: 08/01/2014

Credits Earned To: 11/01/2021

Mr. Damien Gallardo
 General Manager
 Wing & Barrel Ranch
 6600 Noble Rd.
 Sonoma, CA 95476

Credit Type: CHP ED

Source	Date	Description	Location	Credits
050CE081214B	08/12/2014	Golden State Chapter Education	Bermuda Dunes CC	1.00
050CE080514	08/05/2014	Golden State Chpater Education	The Reserve Club	1.00
Subtotal by CHP ED:				94.10

Credit Type: CMI

Source	Date	Description	Location	Credits
50W102020a	10/20/2020	Golden State Chapter Workshop: Adaptive Leadership Pt. 2		6.00
50W030320	03/03/2020	Golden State Chapter Workshop - Cyber & Physical Risk Mgt for Your Club		6.00
17208	09/23/2019	BMI1 Club Management September 2019		30.00
18CF1864	03/05/2018	The Real Club Managers of CMAA	San Francisco	1.00
18CF1862	03/05/2018	Understanding Financial Statements	San Francisco	1.00
18CF1854	03/05/2018	A Look at Today's Fine Wine Business and Where it is Headed	San Francisco	1.00
18CF1852	03/05/2018	Community Outreach	San Francisco	1.50
BMI310/16/2017	10/16/2017	BMI - General Manager/Chief Operating Officer	Michigan State University	30.00
050ws052217	05/22/2017	Golden State Chapter Workshop	The Duke Hotel	6.00
050ws051716	05/17/2016	Golden State Chapter Workshop	La Quinta Resort and Club	6.00
050ce101315	10/13/2015	Golden State Chapter Education	Aria Resort & Casino	6.00
Subtotal by CMI:				94.50

Grand Total for Gallardo Damien: 242.60

LETTERS OF RECOMMENDATION

November 4, 2021

To Whom It May Concern,

I am writing this letter as a testament to the professional qualities of Mr. Damien Gallardo. Having known Damien in both a professional and personal capacity for well over a decade, I can speak with utmost confidence as to his technical acumen and personable style of management. Damien has led a highly successful team at Wing & Barrel Ranch for a number of years, and his leadership has earned the club a prestigious standing amongst the most well-known private clubs in California.

Damien is also an ardent supporter of the club industry and dedicates a considerable amount of his personal time giving back to the industry through active involvement in professional trade groups and charitable endeavors. As a high-profile member of The Golden State Chapter of the CMAA, Damien is consistently recognized as one of the sounding boards for up-and-coming general managers in our industry. His guidance and knowledge hold high value amongst the wide network of club professionals in California.

My company works with over 400 golf and private clubs throughout the nation and having worked with hundreds of club managers over the past 20 years, I would enthusiastically endorse Damien Gallardo as a more than qualified candidate to lead a club into the future. I believe that his strong work ethic and high moral character distinguish him amongst any field of qualified candidates.

It would be my pleasure to expound on my experience with Damien should you have any specific questions. Please feel free to contact me via telephone or email.

Best Regards,

Keith Dudum
President, Dudum Financial & Insurance Services Inc.
(925) 284-9900
keith@dudumfinancial.com

LETTERS OF RECOMMENDATION

Destiny

RE: Damien Gallardo

To Whom It May Concern:

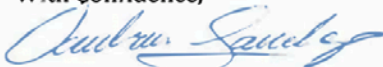
As a Pastor to Damien I am writing this letter to reveal the great man that he is outside of his corporate environment. First off, good character and integrity can become more of a performance that takes place at the work place but I believe it's truly defined when a person clocks out. Some of the most successful people in life have obtained the position of success because of who they were both on and off the field so to speak. I write all this because that's Damien. I've heard of his success at work but I've witnessed many great things about him outside of that environment by observing Damien at the church as well as a husband and father at home.

Damien has been committed and consistent in not only attending Destiny but also in serving at the church by being a part of our setup and tear down process for the church as well as coming to our EQUIP classes for leaders. To me this speaks volumes because he was willing to go beyond just sitting and receiving by serving and giving back. This let me know that the heart of Damien was a selfless one willing to carry the weight of ministry so that others can enjoy a service; he wanted to be a part of making a difference. I was actually surprised that a man with his knowledge and experience as a General Manager would be willing to help setup and tear down because most in his position like to remain in a position of authority rather than do the labor but again that's the heart of Damien, willing to do what it takes even if it means doing extra to make it happen.

Some of the greatest leaders in this world today have a very unique quality about themselves that keeps taking them to success after success and that is a leader with a servant's heart, which Damien represents at Destiny. Damien didn't come in to the church as a "I Know It All" but he came with humility, willingness, and passion which has earned him the honor and respect of others including myself. Anyone who considered Damien as a candidate for a certain position may want to do more than consider because he would definitely be successful and a blessing to not only those he would be leading be also those he would be serving.

Please don't hesitate to call me if you have any questions.

With Confidence,



Andrew Sanchez
Assoc. Pastor at Destiny Church
C: 760.289.2339 | E: andrew.sanchez@destinychurch.tv

LETTERS OF RECOMMENDATION

To whom it may concern:

It is my privilege to provide you with this letter of recommendation for Damien Gallardo.

Damien and I first met when he interviewed for the position of General Manager at de Anza Country Club, a private, member-owned club in the Southern California desert. While Damien had extensive training and experience in all aspects of hospitality management, he had not previously managed all aspects and the rather unique “personality” of a private member-owned club.

Because Damien was joining de Anza right at the beginning of a new season, he had to manage every aspect of club operations including those functions new to him. He did this by very effective team building, great listening and communications skills, and a lot of very hard work.

Damien has proven himself time and again to be an effective leader with excellent interpersonal skills with both members and staff, an ability to learn quickly and apply his knowledge expertly while keeping things fun and entertaining for everyone.

Finally, I would like to also commend Damien’s wonderful family who not only supports him in every way but also add their own charm and good spirits to all the family events in which they participate.

Please feel free to contact me at your convenience if there’s any further information you require.

Sincerely,

Mark Vonarx
Past Board President
De Anza Country Club
Email: pinwizmark@gmail.com
Mobile: 719 331-0964