



## **Gary Cosier - Consultant**

### **Current- CEO – Indooroopilly Golf club**

Queensland largest private golf club, duties include:

- Day to day management of 36 hole golf facility
- Budgeting and financial control
- Marketing and sales of membership and Wedding/function business.
- Oversee course maintenance program.
- Member engagement and member events.

63 staff

### **2007-2010 North Lakes Resort Golf Club (Qld) and Macquarie Links International Golf Club (Syd)**

*North Lakes*

A 5 star facility in the north of Brisbane.

Duties:

- Work with land developer (Stockland) to ensure smooth integration of golf resort and real estate development.
- Accounting and Human resource management – 44 staff.
- Sales and Marketing
- Golf course maintenance
- Membership sales
- Day to Day operations

### *Macquarie Links International Golf Club*

Integrated golf course and residential community 45 mins from Sydney owned by same company as North Lakes.

Requested to spend 12 months reorganizing club structure and prepare for sale on behalf of owners.

Cost of operating greatly reduced making property of viable sale option.

Property was sold for \$7.5 mill in 2008

### **International Experience**

**2003-2007**

**CEO -HIST Morocco**

(Hercules International Sports Tangier)

HIST is owned by a Dubai based company.

Duties of the CEO were to ensure the investment criteria was met in line with agreement with Moroccan Government.

The investment amount was USD28 mill and consisted of:

- Building the Tangier Stadium (12000 seats)
- Construction of 52 luxury villas.
- Construction of an international standard sports club and hotel
- Renovation of the Royal Tangier Golf Club situation on the adjoining property
- Management of Royal Tangier Golf Club.
- Provide funding and management for the Moroccan Cricket Federation.

Staff- 200

Additional projects:

Plan and build a multi sports complex in Rabat

Staff 30

Reason for leaving: Returned to Australia for our daughter's entree into final High School and early University years.

### **Japan 1999-2003**

Self Employed- working in Japan developing Western style management strategies for Japanese golf clubs.

Consultancy work - Due diligence reports on distressed golf and hotel assets during bank restructuring on behalf of companies such as:

Goldman Sachs, Lehman Bros and Lone Star Fund Management.

Reports included recommendations on future business strategies and proposed budgets.

### **1993 to 1999**

General Manager/Project Manager for IMG Indonesia ([www.klubgolfsenayan.co.id](http://www.klubgolfsenayan.co.id))

At both Senayan and Takara Golf Clubs

Reporting to: IMG Regional Vice President of IMG (Singapore)

IMG is the world's largest sports management company; the value of the project was in excess of USD10 mill.

The position based in Jakarta was responsible for renovating Senayan Golf Club including :

- Oversee golf course renovation
- Plan and oversee new clubhouse construction and opening.
- New administration systems planning and implementation.
- Train staff in new management and operational procedures
- Develop new business opportunities within Jakarta with inbound tour operators, hoteliers etc.
- Business planning and budgeting

Staff: 350

Targets

- *Build temporary Clubhouse*
- *Build new clubhouse*
- *Renovate Golf Course*

Takara Golf Club was a total start up proposition situated 90 mins from Jakarta, Duties included

- Recruiting local staff
- Completion of golf course construction
- Marketing of memberships to Jakarta based and nearby companies

Other Achievements:

- *International cricketer playing 18 Test for Australia and Vice Captain in 1979*
- *Captain of Queensland and South Australian teams*
- *Victorian Cricket selector*
- *Queensland players Australian Cricket Board representative*
- *Played AFL with Fitzroy / Brisbane Lions*
- *Member of the ABC commentary team*