

# PCOA Club Recommendation Form

PLATINUM CLUBS® OF AMERICA 2023 -2024

**Please choose one:**

ADD A CLUB TO THE BALLOT

**Club Name**

Preserve Club and Residences

**Website**

<https://www.preservesportingclub.com>

**General Manager Name**

Philip Santomaro

**Address**

87 Kingstown Road, Rochmond, Rhode Island 02898

**General Manager Email**

ps@mtmcorporation.com

**Phone**

(401) 387-4152



Please explain how *your* club meets the  
**Seven Selection Criteria**

**1. UNIVERSAL RECOGNITION**

We are a growing club, however benefit from memberships around the globe. We have implemented our founders' dream and made it a reality, which is the most amenity rich club on the planet, with top of class amenities & activities throughout the property. We are a Preferred LVX member with global access as a resort, and our membership is comprised of the most discerning clientele. In the past 24 months, we have been published in excess of 75 articles (Forbes, Fortune, Travel & Leisure, Departure, etc, etc)

**2. EXCELLENCE IN AMENITIES AND FACILITIES**

We offer a vast amount of activities throughout our different facilities, and operate them all at the highest level of member and client satisfaction. They include and not limited to:

- 18 hole award winning Executive Golf Course
- Rock Climbing
- Zip Lining
- ATV riding
- Snow Mobiling
- Upland Bird Hunts

Continental High Tower Hunts  
10 Stand Sporting Clays/Warming Hut  
Heli Pad  
2 Har Tru Tennis Courts  
2 Grass Tennis Courts  
2 Pickle Ball courts with Basketball  
Beach Style Volleyball  
Resort Pool and Spa  
2 Regulation Bocce Courts  
Shuffle Board  
Grass Croquet Lawn  
Longest Indoor/Underground automated shooting range in the Nation (150 yards no caliber restriction)  
60 Real Estate Opportunities ranging from 450 square foot tiny homes to 4,500 square foot single family homes, condo's, townhomes, etc  
Makers Mark Hobbit Houses  
Cohiba Cigar Safari Tent  
Laphroaig Scotch Safari Tent  
12,000 square foot Oh Spa!  
Medi Spa (Botox, Emsculpt, Hydro Drip)  
Bentley Motors Off Road Track  
25 Station English Sporting Clays with over 100 clay throwing machines  
16 Stall, 30 acre Equestrian facility  
10 Stocked Fishing Ponds for Fly and Reel Fishing

### **3. CALIBER OF STAFF AND PROFESSIONAL SERVICE LEVELS**

We opened the property with Ocean House Collection as our Property Manager which holds 20 Forbes Stars in total and 1 of 11 global properties to be triple 5 star. All employees were trained to the Forbes 5 star and Relais & Chateau standards. We continue our training on that level, with senior managers that have a decade + work experience at the Ocean House property. We decided to join Preferred LVX and fly their resort flag over R&C mainly due to the demographic of our amenities and our property size being much more vast then they are accustomed to.

### **4. ENGAGEMENT AND COMMITMENT OF MEMBERSHIP**

We have 4 levels of membership with varying price points and access to amenities with the purpose of being as inclusive as possible while maintaining an exclusive atmosphere. All of our real estate owners are members, and we go above and beyond with signature events to ensure that we are club first. Our faithful membership is what the Preserve was built upon, and every decision made for the property and future property with member benefit at the forefront. We offer Annual Range/Dining/Spa membership, next is our clays membership that gives access to the sporting clays facilities as well as the Range. Third is our Ram membership which for all intensive purposes is a "social" membership then finally our Preserve membership which is full access, 365 days per year and comes with an equity piece based on FMV of current initiation fee. Ownership and management collaborate with membership daily to ensure that we are offering, creating, and innovating the most unique amenities at an extremely high service level.

### **5. GOVERNANCE AND PRUDENT FISCAL MANAGEMENT**

Governance is comprised of a Board of Directors, all of whom are founding and existing members of the club.

We are a for profit business model; therefore fiscal management is a priority. Property values have sky rocketed throughout our growing years, and initiation fees have quadrupled. Success of the club and property equally benefits the membership and property owners of the property.

### **6. ADAPTING TO CHANGING TIMES**

The club and resort operate on the innovative side of cutting edge creativity and experiential activities. From creating the platform to automate the longest range in America to our partnerships with Makers Mark, Cohiba, Laphroaig and OhSpa! we are trend setting not trend adopting first and foremost. We also acknowledge times whether it be technology, to CoVid/pandemic concerns with the most thoughtful and luxurious approaches to all situations. We pride ourselves on Safety and Security being our number one priority. We will never die on the "Tradition" sword and will remain fluid to market changes, however do enforce a robust Rules and Regulations portfolio which ensure Safety & Security, protects & engages membership, and truly is an extension to member and staff families.

## 7. OVERALL EXPERIENCE

We continue to engage consultants with decades of experience including but not limited to the likes of Jane Griswold who developed the Forbes Travel training guide. Our goal which we meet and exceed daily is to offer a 5 star white glove outdoor experience to the world. Our exit polls are one of our most beneficial benchmarking tools, and are extremely proud of the Preserve Pride that we have created as a staff and exemplify to our members and clients. Our experiences can also be measured in the amount of overnight guests via Ocean House Collection and/or Preferred LVX convert into memberships as well as property owners. We are humbled from the feedback we have as a growing property, and our growth is a perfect indicator of how our overall experience meets and exceeds expectations each and every day.

In summary, we are a club first who also cater to the public as a resort. Our membership has exclusive access to some of our wonderful activities and experiences, based on membership level. We protect our membership with exclusivity, while they work with us as operators to expose the property to future generations of membership. While we are approaching the down slope of development at our property, we are also developing plans for an additional Preserve in Naples, Florida. With exclusive club reciprocity at the Boca Club and Resort, we are also opening a first class airport lounge at the Westerly State Airport (RI) and plan to operate our private jets to and from Boca/Naples several times per week. Our members are part of the most amenity rich club with a strategic growth plan that compounds what we already have blazed the trail with. We also sell all of our real estate fully furnished and decorated, which speaks to the member being able to show up and enjoy the property 100% of the time. We also operate an HOA, and have full housekeeping, transportation and shopping via our resort staff. Our non resident membership benefits from pre arrival member concierge right through post departure accommodating their every desire, need, and expectation.

Clubs are encouraged to provide a brief presentation on how their Club meets or exceeds the Seven Selection Criteria outlined on this form. For example, Clubs in previous years have utilized fast-loading platforms such as Adobe Spark, Microsoft Sway, a flipbook presentation, or a dedicated webpage on their website.

Upload files or email to: [Cyndie.Heap@ClubLeadersForum.com](mailto:Cyndie.Heap@ClubLeadersForum.com)

**Please upload your optional presentation here.**