



Nelson Scott, CCM

Chief Operating Officer and Chief Analyst Strategic Energy Systems

Nelson A. Scott, CCM graduated from the University of Denver with a BSBA in Hotel, Restaurant and Resort Management. He launched his career at Cherry Hills Country Club in Cherry Hills Village, Colorado. He has experience in all facets of Club Management and as a General Manager for top clubs including Pinehurst, Fox Hill and Columbine Country Club.

Johnson & Wales University selected Nelson as an Adjunct Professor for a comprehensive educational program in Private Club Management at the Denver Campus. He also started their first student chapter of the Club Managers Association of America, which still thrives today. He is a Certified Club Manager and is active with CMAA.

He has served many positions with the Mile High Chapter of CMAA, most recently as President. As President of the chapter, Nelson established a partnership with the American Culinary Federation to create a charitable annual fundraiser event that benefited both organizations' charitable arms. The ACF honored Nelson Scott with the 2008 Award of Advancing Culinary Excellence. He is well respected in the industry being published multiple times in *The Boardroom Magazine*, and conducting numerous CMAA chapter education symposiums.

He presently serves as Principal and Manager of Cole & Scott, a consulting firm dedicated to improving financial, operational and strategic results within the private club industry. Nelson Scott and Clayton Cole founded Strategic Energy Systems (SES) in 2010 and have been helping clubs and commercial buildings reduce their energy consumption between 35-55% ever since. With their team of lighting engineers, mechanical and professional engineers, master electricians and product specialists, SES can provide a comprehensive approach in reducing one of the highest cost areas in private clubs.

Technology and the Club – Significantly Reduce Utility and Maintenance Expenses Using Retrofit Technologies

- How much clubs spend on utilities and where they're spending it
- Proven retrofit technologies
- Federal, state and local Incentives
- LED retrofit process and examples
- Financing alternatives utilizing system savings



Bob Nugent

Senior Consultant
MAP Consulting

Bob Nugent has worked with organizations large and small for over 30 years. He works in many industries including aerospace, construction, engineering, healthcare, banking, insurance, real estate, manufacturing, transportation, staffing, government, non-profit, and solar energy. He has had a very diverse background with over 25 years in the Food Industry and the Internet and Technology arena. Bob attended University of Massachusetts Amherst and University of Southern Illinois (Carbondale).

Proven Principles of Ethics, Character, Integrity and Loyalty

Featuring the movie, *A Few Good Men*

Packed with powerful scenes and pivotal breakthrough moments, you will analyze the fundamental elements of ethics, character, integrity, loyalty and honor and the role they play in your organization. Examine the role that leaders play in creating a culture where conscience, loyalty and honor can successfully coexist. Assess your level of precision, coordination and alignment within your organization and how it impacts overall execution.

Learning Outcomes

- Learn effective leadership through character analysis in the movie
- Understand the importance of values in organizations
- Motivate team members through effective leadership
- Identify pivotal moments when group dynamics change
- Highlight the importance of conscience and values in decision making
- Examine the power of conviction in critical decision points