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FOR IMMEDIATE RELEASE

Snodgrass Partners Joins Tennis Industry Association as a Corporate Partner

HILTON HEAD ISLAND, S.C. (March 23, 2017) — To help tennis providers manage and grow their businesses, including in the important areas of staffing, recruitment, management and leadership, the Tennis Industry Association (TIA) has formed its newest corporate partnership with Snodgrass Partners Inc., an executive search and management consulting firm based in Overland Park, Kan.

As part of its Sports Recruiting and Consulting practice, Snodgrass Partners matches tennis clubs, golf courses and resorts with professionals, operations directors and other management roles. The firm also provides consulting on topics such as property improvements and raising capital. According to Founder and CEO Steve Snodgrass, his firm's partnership with TIA is a natural fit and will add value for members regardless of the size of operation.

"As a past developer/owner of a racquet club, I know firsthand the challenges of hiring and retaining the very best management team for a club's day-to-day operations," Snodgrass says. "Our firm has decades of experience in attracting qualified candidates within a broad range of verticals. In our role as a TIA Corporate Partner, we will ensure the 'right match' for new hires using our vast network of personal contacts in conjunction with our proven methods for identifying and vetting best-fit talent. All of our searches are completed quickly, with discretion and backed by a one-year guarantee."

Snodgrass himself is a former NCAA Division 1 tennis player and coach with more than 20 years of experience as a C-level executive recruiter. His company's team of recruiters and consultants is led by former USTA Managing Director of Player Development and top NCAA administrator Tom Jacobs, and the recruiting staff includes former NCAA players, men's and women's coaches, USPTA/PTR professionals and a network of partners such as famed performance physiologist Dr. Mark Kovacs.

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“We’re pleased to have Snodgrass Partners support the tennis industry as a valued TIA Corporate Partner,” says TIA Executive Director Jolyn de Boer. “We’re confident that TIA members, tennis businesses and providers of all types will find that Snodgrass Partners and its experienced consultants can help provide tailored solutions to their recruitment, leadership development and consulting needs.”

Snodgrass Partners will be present in the Resource Center at the fourth annual Tennis Owners & Managers (TOM) Conference, which the TIA is presenting March 27-29 in Orlando, Fla.

For more information, contact TIA Business Manager Brian O’Donnell at (843) 473-4504 or brian@tennisindustry.org. To learn more about Snodgrass Partners, contact Donna Pirotte at Donna@SnodgrassPartners.com or (913) 219-4144.

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About Snodgrass Partners Inc.

Snodgrass Partners (www.SnodgrassPartners.com) is a specialized Executive Search, Sports Recruiting and Management Consulting firm founded in 2001. Since its inception, Snodgrass Partners has conducted hundreds of successful Executive Search assignments for regional, national and international organizations of all sizes and from a variety of vertical markets. The firm also offers comprehensive management consulting services and alternative solutions for acquiring the best people possible including Recruitment Process Outsourcing (RPO).

About the TIA

The Tennis Industry Association, the not-for-profit trade association for tennis, is THE unifying force in the tennis industry whose mission is to promote the growth and economic vitality of the business of tennis by working closely with its industry partners and in support of the USTA in their development of initiatives to increase tennis participation. Core TIA activities include producing more than 70 U.S. and global research reports annually on participation and consumer/trade research, managing the largest relational database, along with hosting annual TIA Tennis Forum, Leadership meetings and the TOM Conference at major tournaments and events. Visit TennisIndustry.org or call 866-686-3036.

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