

# Kirk Cavarra

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Driven Outdoorsman, with a track history of success in many hunting ventures. Looking to move into a full-time guide position with a proven and established Outfitter. Currently a successful Waterfowl and Big Game guide with keen knowledge of what it takes to produce results in defining strategies that lead to success for the client. Experience in developing and running several hunting clubs which would allow me handle independent circumstances without the need of training or being managed. Excellent leadership qualifications: charismatic, skilled at leading and developing hunting strategies and clients to exceed goals. Persuasive communicator, influencer, and genuine relationship-builder. Hunting recognitions include P&Y, B&C, State and Harvest Certifications.

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## **Current Waterfowl Inventory**

- Trailer Sponsored by Big Al Decoys
- Canada Decoy inventory includes: 35 dz Silos, 3 dz Bigfoot, 3 dz Avian Feeders, 8 dz B&W Silos, 3 dz GHG Shells, 3 dz GHG Resters, 15 dz Canada Socks, 3 Lucky Duck Flappers on remote (real goose wings and feathers on back of each) and 4 Deck Boss Flyers
- Snow Decoy inventory includes: 10 dz snow socks, 5 dz snow silos and 1 dz SX Snow FB Decoys
- Duck Decoy Inventory includes: 1 dz fb Mallard Decoys, 2 dz Mallard Silo Decoys, 2 dz Mallard socks and 2 Lucky Duck Mojos
  - Speckle belly Decoys includes: 2 dz Speck Silos and 1 dz Speck fb Decoys
    - Currently using A-Frames and have 6 homemade pit lids

All decoys are flocked and painted annually with UV paint added on all white patches.

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## **PROFESSIONAL EXPERIENCE**

**Owner - Cavarra Insurance and Retirement, Inc, Brighton, CO • 03/2007 – Present**

**Big Game Guide – Colorado • 08/1999 – Present**

Guide Elk, Deer and Bear hunts for outfitters in several units, including West Elk Wilderness and Maroon Bells Wilderness. Eastern Colorado plains deer and antelope. Success rate 98% of all species.

**Waterfowl Guide, Brighton, Denver, CO • 06/2020 – Present**

Independent Contracted Guide for Goose Hunting Guide Service and Club membership. Club currently has 22 members. Weekly guided goose hunts on over 1,000 acres of leased land. Direct liaison between club, outfitting service and landowners. Currently sponsored by Sitka and Big Als decoys.

**Waterfowl Guide and Admin, Dark Timber Outfitters Merino, CO • 06/2016 – 05/2020**

Developer and Administrative Manager for Hunting Guide Service and Club membership. Club had approximately 20 members. Developed Marketing plans and social media. Developed for owners Members Applications, Rules and Regulations, Reservation Systems and Membership administration. Guided waterfowl hunts and big game hunts.

**Waterfowl and Big Game Guide, Comstock Hunting Club, Sargent, NE • 05/2002 - 02/2006**

Responsible on a season basis to guide upland, waterfowl and Big Game hunters in Central Nebraska. Areas include Sandhills, Taylor, Broken Bow, Sargent and Comstock. Hunting consisted of all game and all types on over 110,000 private and leased acres. One of Cabelas private hunting referrals and destinations.

**Meridian Services Hunting Company, Sargent, NE • 05/1999 - 02/2002**

President

Responsible for the start-up of several Hunting Operations including the development of operating plans, sales programs, budgets and marketing. Established footholds for later growth and development. Primary focus included generation of sales related to annual memberships and daily fee clients. **Trained and developed waterfowl and upland guides, dogs and hunting strategies.** Supervised and hired a crew of 20 employees to perform daily duties relating to the mission of the business. Directed social events and membership activities. Responsible for the development of strong repeat and client referral programs. Created and launched company sales initiatives, marketing plans, branding materials and three different web sites. Oversaw daily hunts and game inventory.

Hunts included Big Game (Elk, Mule Deer, Whitetail, Bear, Buffalo), Waterfowl, Upland (Pheasant, quail, chukar, dove) and Turkey

- Awarded 2001 *Lodge of the year*, as an *ORVIS* endorsed hunting operation for excellence in customer service and overall experience.

**Fishing Guide – Meridian Company, Crested Butte, CO • 05/1999 - 02/2002**

Fly fishing guide on the Gunnison River, Almont River, Taylor River and Black Canyon of the Gunnison.

**Crested Butte Country Club, Crested Butte, CO • 05/1986 - 08/1999**

General Manager

Managed 4-Star Resort including day to day operations of administration, accounting, golf shop, food and beverage, grounds, membership and fitness. Hired, trained and supervised performance and development of numerous staff members, upwards of 75, to improve the retention of positive, goal-achieving employees. Produced and implemented employee customer service skills and instituted policies for member and guest satisfaction. Supervised millions of dollars in capital purchases and improvements, which included a \$2.2M capital purchase/improvement program. Developed and supervised the implementation of a four-year sales program increasing membership and daily sales.

Director of Golf

Responsible for profitability of golf operations. First three years increased profit margin by an average of 28% per year. Managed all aspects of retail merchandising. Led efforts to negotiate major discounts with vendors to increase retail sales, while lowering cost of goods. Developed and supervised the implementation of successful golf outings and public relations events.

- Sales Merchandiser of the Year – 1994, 1995
- Teacher of the Year - 1995
- Player of the Year – 1994, 1995
- Treasurer for Colorado Western P.G.A. (served 3-year term)

**HUNTING, FISHING AND CLUB DEVELOPMENT  
REFERENCES AVAILABLE UPON REQUEST**

**PHOTOS INCLUDED UPON REQUEST**