

# Bridget Harmon

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Phone: [REDACTED]

## EMPLOYMENT:

May 2023 – Present

**Derby City Gaming Hotel and Derby City Gaming Downtown - Louisville, KY**  
*Vice President / General Manager*

May 2018 – May 2023

**Fair Grounds Race Course and Slots – Finance, New Orleans, LA**  
*Senior Director of Finance*

- Responsible for accounting, analysis and reporting for the Fair Grounds Race Course, Casino and 15 OTB (Off-Track Betting) locations throughout the New Orleans area
- Prepare and work with department managers on the yearly budget for the Fair Grounds property along with our 15 OTB locations
- Prepare annual plan presentation for CDI executive team
- Developed and prepared monthly presentations for senior leadership that were presented to the CEO and CFO of Churchill Downs Incorporated
- Developed new analytical reports and tools for Special Event P&Ls, Video Poker Revenue, Video Poker machine needs and Overtime Tracking
- Responsible for Cage and Money Room Operations; assumed money room operations from mutuel department resulting in over 50% reduction in shortages
- Developed and implemented admissions audit that reduced theft and increased revenue
- Instrumental with reopening FG Casino and Racetrack after COVID-19 shutdown in 2020, and reopening after Hurricane Ida closure in 2021
- Responsible for pari-mutuel purses for both Thoroughbred meet and Quarter horse meet; Thoroughbred meet purse value of \$31M
- Instrumental in achieving record EBITDA in 2021 of \$37.8M for Fair Grounds despite COVID, city restrictions and hurricane closures
- Aided in finding and opening new OTB location in Slidell, LA in 9 days to secure potential HRM location in St. Tammany parish
- Responsible for beer inventory and accounting for Jazz Festival held at Fair Grounds
- Prepared numerous capital requests including game capital purchase that resulted in higher revenues for Video Poker
- Managed revenue audit team to ensure accuracy with zero Louisiana State Police issues

February 2011 – May 2018

**Fair Grounds Race Course and Slots – Finance, New Orleans, LA**  
*Financial Analysis Manager*

- Prepared and worked with department managers on the yearly budget for the Fair Grounds property along with our 11 OTB locations
- Prepared capital justifications and NPV analysis for new OTB opening in Westwego, LA
- Developed and prepared presentations for senior leadership that were presented to the CEO and CFO of Churchill Downs Incorporated
- Designed new forecast model to aid in short-term and long-term forecasting projections
- Educated OTB managers on overall Fair Grounds financials along with their individual OTBs financials and PO process
- Partnered with Human Resources on developing new procedures for payroll coding
- Instrumental in improving the PO (purchase orders) process with reduction of non-PO invoices with a reduction of 30% in 1<sup>st</sup> year and 39% in 2<sup>nd</sup> year
- Developed and executed ideas to attract younger demographics to Fair Grounds
- 2017 Team Leader of the Year for Fair Grounds Race Course and Slots

July 2008 –  
February 2011

**Harrah's Louisiana Downs / Horseshoe Bossier City – Finance, Bossier City, LA**  
*Planning and Analysis Manager*

- Worked with department managers on effective use of labor that resulted in reduction of 387 FTEs and \$14.3M annual savings
- Managed a new marketing proforma and post-analysis process allowing marketing to be more efficient in preparing promotional calendars
- Aided in implementation of zoning analysis for Horseshoe that allowed effective targeted reinvestment
- Prepared capital justifications and NPV analysis for new projects including a 3<sup>rd</sup> party restaurant that was approved and opened in 2010 at Horseshoe Bossier City
- Prepared and mentored colleagues on the capital and operating budget process for over 150 departments
- Developed and prepared presentations for senior leadership that were presented to the CEO of Harrah's Entertainment
- Effectively managed the P&A department with less staff while consistently producing successful results; P&A department won Team of the Quarter for first time ever in 2010

November 2006 –  
July 2008

**Harrah's Louisiana Downs / Horseshoe Bossier City – Finance, Bossier City, LA**  
*Senior Financial Analyst*

- Increased productivity time for weekly GGR, NR, OI, and EBITDA forecast for Harrah's NWLA properties
- Trained department managers and P&A peers on the forecast process
- Worked with all departments on the 2007 annual budget for Harrah's and Horseshoe
- Designed and developed a long-range financial planning model
- Analyzed operating income for new business ideas, and aided in development of methods to increase their profitability
- Developed and executed ideas to attract younger demographics to LAD

September 2005 –  
November 2006

**Harrah's Louisiana Downs / Horseshoe Bossier City – Finance, Bossier City, LA**  
*Financial Analyst*

- Worked with non-gaming departments on increased food and beverage profitability for Harrah's Louisiana Downs and Horseshoe Bossier City
- Responsible for both properties' 2006 food and beverage budget
- Reduced the process time for forecast process by adjusting the forecasting models
- 2006 Employee of the Quarter

**EDUCATION:**  
May 2007

**University of Louisiana Shreveport, Shreveport, LA**  
*Master of Business Administration*

December 2001

**University of Southern Mississippi, Hattiesburg, MS**  
*Bachelor of Business Administration in Accounting,*  
*Bachelor of Business Administration in Management*