

Bridget Harmon

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 1st year and 39% in 2nd 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 3rd 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