

PATRICK SCOTT BERO

Phone: (248) 393-4297

Fax: (248) 393-4297

913 Shrewsbury Drive
Clarkston, Michigan 48348

Mobile: (248) 425-1485

E-mail: Pbero@comcast.net

Education: UNIVERSITY OF NOTRE DAME GRADUATE SCHOOL OF BUSINESS Notre Dame, IN

Master of Business Administration May 1996

Concentration: Finance G.P.A.: 3.73

- Recipient of University of Notre Dame Hesburgh Graduate Scholarship
- Notre Dame Council on International Business Development
- Graduate Assistant for Dr. Carl Mela, Assistant Professor of Marketing, College of Business

UNIVERSITY OF NOTRE DAME COLLEGE OF BUSINESS Notre Dame, IN

Bachelor of Business Administration May 1990

Concentration: Finance G.P.A.: Major - 3.3 Overall - 3.0

- Outstanding College Students of America
- Dean's List - College of Business Administration
- Speech Training through Notre Dame Educational Media
- Alumni Relations Coordinator – AIESEC

Experience: STRATEGIC PARTNER MANAGEMENT CONSULTING April 2001 - Present

Founder, President

Organization Objectives:

- Utilize financial analysis and business process re-engineering to provide superior returns to client stakeholders.
- Emphasize value creation through revenue growth, cost containment and superior customer service.
- Conduct competitive assessments that seek to identify organization strengths and weaknesses.
- Increase market penetration through geographic information systems analysis and the creation of marketing programs that are designed to capture underserved market segments.
- Identify underperforming segments of the asset base and reallocate those resources to more value added activities.
- Develop human resources policies and procedures that establish clear expectations of performance, measure employee performance against those expectations, and reward employees who exceed expectations.

Recent Engagements:

- Identified the value of a proposed entertainment facility and provided negotiation support for a client in Calgary, Alberta, Canada that resulted in the client doubling their share of value from the proposed facility.
- Evaluated the size of the existing and potential future gaming market in Washington State.
- Evaluated the feasibility of hospitality developments in Alberta, Canada and New York State.
- Studied the size and current market penetration for a hospitality client in Green Bay, Wisconsin and outlined strategies for capturing unsatisfied market demand.
- Assessed the organization structure of a mid-size company and recommended modifications that would improve asset security, customer service, and productivity while positioning the firm for future growth.
- Developed a staffing reporting system for a mid-size company that would improve customer service, productivity and employee turnover.
- Conducted a business process improvement initiative that increased the E.B.I.T.D.A. margin by 12.4 percent in the first year.
- Served as the chief financial advisor for negotiations of a \$600 million development that resulted in the client's position changing from receiving 53% to 94% of the project's value over the life of the agreement.

Clients Served:

Entertainment Industry Coalition of Washington State
Deloitte. - Chicago
Deloitte. - Edmonton
Great Canadian Gaming, Inc.
Greektown Casino

Illinois Department of Revenue
Nisku Inn and Conference Centre
Oneida Tribe of Indians of Wisconsin
Rocky Mountain Heritage Developments
Samson First Nation

DELOITTE & TOUCHE MANAGEMENT SOLUTIONS June 1996 - April 2001

Management Solutions & Services Practice Chicago, IL

Manager: September 1999 – April 2001 *Senior Consultant:* June 1996 – August 1999

Specialized in financial analyses, operations forecasting, economic modeling, productivity enhancement, new venture feasibility studies, capital budgeting and strategic planning.

Sample Engagements:

- Created strategic business plans for proposed resort developments in Europe and North America.
- Determined the fiscal, economic and social impacts of industry expansion and contraction for several state and municipal governments.
- Conducted process improvement initiatives designed to increase productivity and enhance customer service.
- Analyzed the direct, indirect and induced economic impacts derived from industry expansion in the cities of Kansas City, Missouri and Detroit, Michigan.
- Assessed the impacts of proposed changes in state tax policy for various industry and trade associations.
- Prepared numerous valuations for use in real estate transactions, financial restructuring, and dispute settlements.

Clients Served:

Alberta Association of Casino Operators	Colorado Casino Operators Association	Nakano Foods, Inc.
Apollo Real Estate Advisors	CS First Boston	Olympus Real Estate
Bass Hotels & Resorts	GE Capital	Oneida Tribe of Indians of Wisconsin
Blue Cross Blue Shield of Michigan	Gemstone Properties	RREEF Funds
Boyd Gaming Corporation	Grupo Sonae	S. Dakota Legislative Research Council
Calgary Exhibition & Stampede	Hyatt Hotels Corporation	Stratosphere Corporation
City of Detroit	LaSalle National Bank	St. Croix Band of Chippewa Indians
City of Kansas City	Loews Hotel Holding Corporation	Transwestern
CoinCo	Louis Bull First Nation	

MIRAGE RESORTS INCORPORATED March 1991 - June 1995

Treasure Island Hotel and Casino Las Vegas, NV

Financial Analyst February 1993 - June 1995

- Part of the initial management team charged with opening the property.
- Coordinated the implementation of our company's strategic plan with department heads and established operational timelines to facilitate an efficient and cost effective opening.
- Designed a productivity reporting system and monitored property-wide staffing, which contributed to Mirage Resorts being rated the most productive travel/hotel and gaming company by Forbes in 1995.
- Conducted departmental operational reviews and formulated long-term strategic plans that were structured to increase efficiency and improve customer service.
- Created staffing budgets based on productivity analysis which helped to increase productivity by 10%.
- Prepared profitability analyses for all hotel and casino events designed to assess overall performance and determine future investment options.
- Analyzed various trends in gaming and operations at the request of the Chief Financial Officer.

Golden Nugget Hotel and Casino Las Vegas, NV

Financial Analyst March 1991 - February 1993

- Generated in depth monthly expense analysis used to track departmental procurement procedures.
- Created staffing budgets based on productivity analyses which helped to increase productivity by 8%.
- Analyzed various trends in gaming and operations at the request of the Vice President of Finance.

**Related
Experience:**

NOTRE DAME COUNCIL ON INTERNATIONAL BUSINESS DEVELOPMENT Notre Dame, IN

Co-Founder and Chairman September 1988 - May 1990

- Established first of its kind student organization at Notre Dame designed to foster enhanced educational opportunities for all members of the student body.
- Participated in the development a long-term strategic plan for the college of business administration.
- Organized guest speaker appearances for round table dinners and formal presentations for the College of Business Advisory Council.
- Directed the establishment of overseas internships for Notre Dame and Saint Mary's students.