

Toni Repetti, Ph.D., MBA, CHE

Education	University of Nevada, Las Vegas Ph. D. in Hotel Administration	Las Vegas, NV
	Colorado State University Masters of Business Administration	Fort Collins, CO
	University of Nevada, Las Vegas Bachelor of Science in Business Administration <ul style="list-style-type: none">▪ Majoring in Managerial Finance	Las Vegas, NV
Teaching Experience	Assistant Professor	
	May 2012 – Current	University of Nevada, Las Vegas
	<ul style="list-style-type: none">▪ TCA 221 – Hospitality Accounting I – Financial Accounting▪ TCA 420 – Hospitality Financial Management	
	Assistant Professor	
	August 2011 – May 2012	University of Central Florida
	<ul style="list-style-type: none">▪ HFT 2401 – Hospitality Industry Financial Accounting▪ HFT 3431 – Hospitality Industry Managerial Accounting▪ HFT 4464 – Hospitality Industry Finance▪ HFT 6477 – Financial Analysis for Hospitality Enterprises	
	Guest Lecturer	
August 2011 – May 2012	University of Central Florida	
<ul style="list-style-type: none">▪ Casino Cost Control▪ Hotel Auditing		
Instructor		
June 2009 – Current	International Gaming Institute	
<ul style="list-style-type: none">▪ Casino Auditing I (Online)▪ Gaming Cash Flow, Title 31 and SAR, Casino Auditing and Gaming Analysis seminars		
Jan 2008 – July 2011	University of Nevada, Las Vegas	
<ul style="list-style-type: none">▪ TCA 221 – Hospitality Accounting I – Financial Accounting▪ TCA 321 – Hospitality Accounting II – Managerial Accounting▪ TCA 420 – Hospitality Financial Management▪ GAM 426 – Accounting for the Gaming Industry (Online and In person)		
Jan 2006 – May 2006	University of Phoenix	
<ul style="list-style-type: none">▪ Masters of Business Administration (FIN) 540 – Managerial Accounting and Finance Foundation (Online)		

Published Refereed Research

Repetti, T. (2011). Recent research trends in the gaming industry: A focus on casino profits. *UNLV Gaming Research & Review Journal*, 15(2), 91-108.

Dalbor, M. C., Oak, S. & Rowe, T. (2010) How closely is CEO compensation tied to performance? An examination of the U.S. restaurant industry. *Journal of Hospitality Financial Management*, 18(2), Article 2.

Rowe, T., & Kim, J. (2010). Analyzing the relationship between systematic risk and financial variables in the casino industry. *UNLV Gaming Research & Review Journal*, 14(2), 47-57.

Upneja, A., Dalbor, M., Hua, N. & Repetti, T. (2010). Increased interest expense and management's expense preference behaviour of publicly-traded restaurant firms. *Journal of Services Research*, 10, 69-84.

Papers in Review

Repetti, T. (2012). The finance and marketing dilemma: Do promotional allowances actually increase revenue and profits for Atlantic City casinos? Submitted to *Cornell Hospitality Quarterly*.

Repetti, T., & Kim, J. Weathering the storm: A case study of Wynn's financial performance during the economic downturn. Submitted to 2012 ICHRIE Johnson and Wales Case Study Competition and *Journal of Hospitality & Tourism Cases*. (2nd review)

Repetti, T., & Dalbor, M. C. (2012). Testing expense preference behavior by hospitality managers. Submitted to *Journal of Hospitality Financial Management*.

Roe, S., & Repetti, T. Consumer perceptions of resort fees and their impact on hotel selection. Submitted to *Journal of Hospitality Marketing & Management*.

Research in Progress

Repetti, T. The effect of increased competition on an already declining gaming market.

Repetti, T., & Dalbor, M. C. Examining how Nevada casinos adjust payroll with changes in business volumes.

Repetti, T., Roe, S. J., and Gregory, A. A conjoint analysis of consumer preferences about resort fees.

Refereed Conference Proceedings

Roe, S., & Repetti, T. (2012). Consumer perceptions of resort fees and their impact on hotel selection. Poster presented at the 2012 ICHRIE Annual Conference and Marketplace (Providence, RI).

Repetti, T. (2012). Do promotional allowances actually increase profits for Atlantic City casinos? Paper presented to 2012 ICHRIE Annual Conference and Marketplace (Providence, RI).

Roe, S. J. & Repetti, T. (2011). The impact of the 2007-2009 recession on employment and wages on the accommodations and food services industry. Poster presented at the 2011 ICHRIE Annual Conference and Marketplace (Denver, CO).

Repetti, T. Do promotional allowances actually increase profits for casinos? (2011). Poster presented at 16th Annual Graduate Student Research Conference in Hospitality & Tourism (Houston, TX).

Repetti, T., Roe, S. J., & Philander, K. (2010). Impact of complimentary food and beverage on gratuity percentage. Poster presented at the 2010 ICHRIE Annual Conference and Marketplace (San Juan, PR).

Ahlgren, M. & Repetti, T. (2010). Identifying and examining the intransigency of the public's negative perceptions concerning the commercial gaming industry. Poster presented at the 2010 ICHRIE Annual Conference and Marketplace (San Juan, PR).

Repetti, T., & Kim, J. (2010). Analyzing the relationship between systematic risk and financial variables in the casino industry. Paper presented at the 15th Annual Graduate Student Research Conference in Hospitality & Tourism (Chantilly, VA).

Repetti, T. (2010). Understanding a slot customer's preference in choosing slot machines. Poster presented at the 15th Annual Graduate Student Research Conference in Hospitality & Tourism (Chantilly, VA).

Kim, J. & Repetti, T. (2009). Profitability, liquidity, and solvency ratio adjustments during economic downturn (2006-2008): Strategies by the top-three high-end and international U.S. gaming companies. Paper presented at the 19th Annual Conference of National Association of Gambling Studies (Canberra, Australia).

Upneja, A., Dalbor, M., Hua, N. & Repetti, T. (2009). Increased interest expense and management's expense preference behavior of publicly traded restaurant firms. Paper presented at the 2009 ICHRIE Annual Conference and Marketplace (San Francisco, CA).

Invited Papers and Conferences

Monaghan, S., Abarbanel, B., Repetti, T., Kalina, A., & Bernhard, B. (2009). Review of the 14th International Conference on Gambling & Risk Taking. *UNLV Gaming Research & Review Journal* 13(2), 63-65.

Lucas, A., Repetti, T. & Abarbanel, B. (2009). Empirical casino operations management research. Presentation for the 14th Annual International Conference on Gambling & Risk Taking (Lake Tahoe, NV).

Grants in Review

Severt, D. E., Repetti, T. & Howlader, R. (2012). The impact of consumer deviance in the lodging industry: The case of mid-scale hotel properties. American Hotel & Lodging Educational Foundation grant. (\$55,930)

Grants Funded

Repetti, T. (2011). Do promotional allowances actually increase profits for Atlantic City casinos? 2011 Internal University of Central Florida grant. (\$2,500). Awarded but did not use any.

Roe, S., & Repetti, T. (2011). Consumer perceptions of resort fees and their impact on hotel selection. 2011 Hilton Foundation Summer Grant. (\$5,000 + expenses)

Grants Not Funded

Hua, N., Dalbor, M. C., & Repetti, T. (2009). Exploring the profitability of and return-on-investment on revenue centers of resort casinos: A meta-analysis and an annual report analysis. Submitted to Harrah Hospitality Research Center.

Awards

Outstanding scientific paper reviewer: Government/Legal/Gaming for the 2012 ICHRIE Annual Conference.

2nd place for poster presentation at the 2011 UNLV Graduate and

Professional Student Research Forum.

1st place for presentation at the 2010 UNLV Graduate and Professional Student Research Forum.

Service

UNLV Hotel Association Student Organization Co-Chair (Fall 2012 – Current)

STAR Certification in Hotel Industry Analytics. UNLV Instructor for pilot program (Fall 2012 – Current)

Global Gaming Expo (2010 & 2012). Las Vegas, NV. International Gaming Institute Representative

Reviewer

- ICHRIE Annual Conference – 2010 & 2012
- Caesars Hospitality Research Summit - 2011
- *International Gambling Studies* - 2010

Industry Experience

Manager of Strategic Planning

Aug 2010 – Oct 2010 Cosmopolitan of Las Vegas Las Vegas, NV

- Responsible for all pre-opening and operating budgets
- Lead on labor forecast and key performance indicators and tracking
- Consulting on implementing new budgeting system

Manager of Financial Analysis & Planning

Aug 2007 – Aug 2008 Ameristar Casinos, Inc. Las Vegas, NV

- Responsible for financial analysis for all new developments and renovations
- Project Corporate Cash Flow Budgets by month for 3 years
- Reviewed budgets and analysis done by all properties
- Consolidated and standardized policies and procedures for 6 properties
- Performed financial analysis for all properties plus Corporate
- Involved in decision making for all strategic planning activities

Project Manager and Product Lead

Nov 2005 – Feb 2007 Infor Seattle, WA

- Successfully manage (on time and within budget) \$50,000 to \$1,000,000 projects
- Professional Services Product Lead and Business Analyst for Talent Management System
- Assist in writing user manuals and documentation for new product
- High customer satisfaction. Individuals I work with personally request me at their new companies

Corporate Director of Finance

Feb 2001 – Nov 2005 Skagit Valley Casino Resort & Semiahmoo Resort Company LLC Bow, WA

- Successfully run all accounting and finance functions for a casino, 2 hotels, 2 golf courses, over 10 restaurants, including Banquets, 4 retail shops, spa, gas station and convenience store, espresso stand, and a construction company
- Responsible for internal and external financial reporting, financial analysis, accounting policies and controls, and bank agreements
- Maintain a profit margin of over 40% by careful analysis and cost reductions

- Project Cash Flow Budgets for all 4 companies for up to 10 years
- Analysis of all new construction projects, ROI, etc. New development projects consisted of a convenience store, gas station, new 41 room boutique hotel, and indoor water park

Certifications

Certified Managerial Accountant (CMA)

Certified Hospitality Educator (CHE)