

Toni Repetti, Ph.D.

Office: 4505 S Maryland Parkway, Box 456021, Las Vegas, NV 89154-6021

Phone: 702-895-4408

Email: toni.repetti@unlv.edu

EDUCATION

Ph. D. in Hotel Administration

University of Nevada, Las Vegas, Las Vegas, NV

Dissertation: "Adjusting Payroll with Changes in Business Volumes: An Examination of Nevada Gaming Properties"

Masters of Business Administration

Colorado State University, Fort Collins, CO

Bachelor of Science in Business Administration

University of Nevada, Las Vegas, Las Vegas, NV

Major: Managerial Finance

TEACHING EXPERIENCE

Assistant Professor

May 2012 – Current

University of Nevada, Las Vegas

- TCA 221 – Hospitality Accounting I – Financial Accounting
- TCA 321 - Hospitality Accounting II – Managerial Accounting
- TCA 420 – Hospitality Financial Management
- HOA 705 – Financial Analysis for the Service Industries
- MHA 618 - Principles of Casino & Gaming Management

Assistant Professor

August 2011 – May 2012

University of Central Florida

- 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 - Casino Cost Control
- Guest Lecturer - Hotel Auditing

Instructor

June 2009 – Current

International Gaming Institute

- Casino Auditing I (Online)
- Casino Auditing II (Online)
- Gaming Cash Flow, Title 31 and SAR, Casino Auditing and Gaming Analysis seminars

Jan 2008 – July 2011

University of Nevada, Las Vegas

- 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)

Refereed Publications

1. **Repetti, T.**, Roe, S. J., and Gregory, A. (2015). Pricing strategies for resort fees: Consumer preferences favor simplicity. *International Journal of Contemporary Hospitality Management*, 27(5), XX-XX.
2. **Repetti, T.**, & Jung, S. (2014). The importance of finance and accounting competencies: The gaming industry's perspectives. *Journal of Hospitality Financial Management*, 22(1), 4-17.
3. **Repetti, T.**, & Dalbor, M. C. (2014). Do rooms managers exhibit expense preference behavior in Nevada casinos? *Journal of Human Resources in Hospitality & Tourism*, 13(4), XX-XX.
4. Roe, S., & **Repetti, T.** (2014). Consumer perceptions of resort fees and their impact on hotel selection. *Journal of Hospitality Marketing & Management*, 23(5), 564-578.
5. **Repetti, T.**, & Jung, S. (2013). Building the first gaming master's program: An industry perspective. *UNLV Gaming Research & Review Journal*, 17(2), 63-79.
6. **Repetti, T.** (2013). The finance and marketing dilemma: Do promotional allowances actually increase revenue and profits for Atlantic City casinos? *UNLV Gaming Research & Review Journal*, 17(1), 1-12.
7. **Repetti, T.**, & Kim, J. (2013). Weathering the storm: A case study of Wynn's financial performance during the economic downturn. *Journal of Hospitality & Tourism Cases*, 2, 42-55.
8. **Repetti, T.** (2011). Recent research trends in the gaming industry: A focus on casino profits. *UNLV Gaming Research & Review Journal*, 15(2), 91-108.
9. Dalbor, M. C., Oak, S. & **Repetti, 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), 1-17.
10. **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.
11. Upneja, A., Dalbor, M., Hua, N. & **Repetti, T.** (2010). Increased interest expense and management's expense preference behavior of publicly-traded restaurant firms. *Journal of Services Research*, 10, 69-84.

PAPERS IN REVIEW

1. **Repetti, T.**, & Jung, S. Cross-border competition and the recession effect on Atlantic City's gaming volumes. Submitted to *UNLV Gaming Research & Review Journal*. In 2nd review July 7, 2014

2. Philander, K., Abarbanel, B., & **Repetti, T.** Consumer spending in the gaming industry: Evidence of complementary demand in casino and online venues. Submitted to *Cornell Quarterly* on August 20, 2014.
3. Green, A. J., & **Repetti, T.** Clickers – Strategy for active learning in a hospitality classroom. Submitted to *Journal of Hospitality, Leisure, Sport & Tourism Education* on July 22, 2014.

RESEARCH IN PROGRESS

1. Gregory, A., **Repetti, T.**, & Roe, S. J. Consumer behavior regarding resort fees: an investigation of intention, preference and influence. Presented at Tourism Summit conference in December 2013, revising for a Fall 2014 submission
2. **Repetti, T.**, Dalbor, M. C., Singh, A. K., Bernhard, B. Do gaming firms overstaff during good times? Submitting to *Journal of Hospitality Financial Management*
3. **Repetti, T.** Are casino departments overstaffed? Presented at iCHRIE Annual Summer Conference
4. **Repetti, T.** How the recession affected Nevada gaming resorts. Submitting to *Journal of Travel Research*

REFEREED CONFERENCE PROCEEDINGS

1. **Repetti, T.** (2012). Do promotional allowances actually increase profits for Atlantic City casinos? 2012 Annual International CHRIE Summer Conference Proceedings. Retrieved from http://www.chrie.org/data/files/gallery/ContentGallery/2012_ConferenceProceedings.pdf
2. Upneja, A., Dalbor, M., Hua, N. & **Repetti, T.** (2009). Increased interest expense and management's expense preference behavior of publicly traded restaurant firms. Proceedings from 2009 ICHRIE Conference. Retrieved from <http://scholarworks.umass.edu/refereed/Sessions/>

REFEREED CONFERENCE PRESENTATIONS

1. **Repetti, T.**, Roe, S. J., & Werner, W. (2014). *Tipping issues and trends in hospitality*. Symposium at 2014 iCHRIE Annual Summer Conference and Marketplace, San Diego, CA.
2. **Repetti, T.** (2014). *Are casino departments overstaffed?* Paper presented at 2014 iCHRIE Annual Summer Conference and Marketplace, San Diego, CA.
3. Philander, K., **Repetti, T.**, & Abarbanel, B. (2014). *The relationship between online and offline gambling: Is the new medium cannibalizing the old?* Paper presented at 2014 iCHRIE Annual Summer Conference and Marketplace, San Diego, CA.
4. **Repetti, T.**, & Green, A. (2014). *Do iclickers in the classroom increase student performance?* Paper presented at 2014 West Federation CHRIE Regional Conference, Long Beach, CA.

5. Jung, S., & **Repetti, T.** (2014). *The importance of finance and accounting competencies: The gaming industry's perspectives*. Paper presented at 19th Annual Graduate Student Research Conference in Hospitality & Tourism, Houston, TX.
6. Gregory, A., **Repetti, T.**, & Roe, S. J. (2013). *Consumer behavior regarding resort fees: an investigation of intention, preference and influence*. Paper presented at 2nd World Research Summit for Hospitality and Tourism, Orlando, FL.
7. **Repetti, T.**, & Jung, S. (2013). *The effect of cross-border competition on Atlantic City gaming volumes*. Paper presented at 2013 ICHRIE Annual Conference and Marketplace, St. Louis, MO.
8. **Repetti, T.**, Roe, S. J., and Gregory, A. (2013). *A conjoint analysis of consumer preferences about resort fees*. Paper presented at 2013 ICHRIE Annual Conference and Marketplace, St. Louis, MO.
9. 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.
10. 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.
11. **Repetti, T.** (2011). *Do promotional allowances actually increase profits for casinos?* Poster presented at 16th Annual Graduate Student Research Conference in Hospitality & Tourism, Houston, TX.
12. **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.
13. 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.
14. **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.
15. **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.
16. Kim, J. & **Repetti, T.** (2009). *Profitability, liquidity, and solvency ratio adjustments during an 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.

INVITED NEWSPAPER CITATIONS

1. Garrison, M. (2014, January 27). Why do luxury hotels charge for Wi-Fi, but cheap hotels don't? Marketplace. Retrieved from <http://www.marketplace.org/topics/business/ive-always-wondered/why-do-luxury-hotels-charge-wi-fi-cheap-hotels-dont>
2. Sylvester, R. (2013, February 21). Caesars to start charging resort fees, says guest demanding them. Las Vegas Sun. Retrieved from <http://m.lvsun.com/news/2013/feb/21/caesars-hotels-will-start-charging-resort-fees/>

INVITED PAPERS AND CONFERENCES

1. **Repetti, T.** (2013). *Competitive edge: The role of analysis in gaming management*. Presentation at G2E 2013, Las Vegas, NV
2. **Repetti, T.** (2013). *A new era: The Masters degree in Gaming Management at UNLV*. Presentation at G2E 2013, Las Vegas, NV
3. 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.
4. Lucas, A., **Repetti, T.**, & Abarbanel, B. (2009). *Empirical casino operations management research*. Presentation at the 14th Annual International Conference on Gambling & Risk Taking, Lake Tahoe, NV.

STUDENT COMMITTEES

1. Jung, S. (2012-current). *A comprehensive examination of effects on internationalization in a risk context: The restaurant industry*. **Ph.D. Dissertation committee**
2. Szeto, P. (2014 – current). *Race & Sports book marketing strategy*. **Professional Paper, Chair**
3. Dubois, K. (2013). *Union wage effects in the Las Vegas leisure industry*. **Professional Paper, committee member**
4. Shores, L. (2013). *Assessing revenue managers' level of trust in information systems: An exploratory study of Las Vegas casino resorts*. **Thesis, committee member**
5. Millan, J. (2013). *Performance analysis of food and beverage operations*. **Professional Paper, Chair**
6. Oldfield, S. (2013). *“Do you know who I think I am? Celebrity impersonators and their identities in celebrity culture*. **Professional Paper, committee member**

GRANTS FUNDED

- Numerous internal
- 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 APPLIED FOR 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

- Best conference paper for “The effect of cross-border competition on Atlantic City gaming volumes” at 2013 ICHRIE Annual Conference.
- 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

- Working with UNLV’s Center for Business and Economic Research on Non-gaming revenue survey for resorts. Presented to NHLA awaiting response on grant funding
- NHLA Education Committee Member and Guest Speaker
- UNLV Gaming Management Association Student Organization Faculty Advisor (Fall 2012 – Current)
- UNLV Red Cross Student Organization Faculty Advisor (Spring 2013 – Current)
- STAR Certification in Hotel Industry Analytics. UNLV Instructor for pilot program and student certification (Fall 2012 – Current)
- Global Gaming Expo, Las Vegas, NV. International Gaming Institute Representative (2010 - 2013)
- UNLV Graduate & Professional Student Association Research Forum Judge (2013-2014)
- UNLV Hotel Association Student Organization Co-Faculty Advisor (Fall 2012)
- Reviewer
 - UNLV Gaming Research & Review Journal: 2012 – current
 - International Journal of Contemporary Hospitality Management: 2013 - current
 - Tourism Review: 2013 – current
 - Graduate Education & Graduate Student Research Conference in Hospitality and Tourism: 2012 - current
 - ICHRIE Annual Conference: 2010 - current
 - Caesars Hospitality Research Summit: 2011
 - International Gambling Studies: 2010
 - Journal of Quality Assurance in Hospitality & Tourism: 2014

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 managed (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 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)
- Certification in Hotel Industry Analytics (CHIA)