

Dominic R. Ortiz, CPA, CGMA

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A highly driven Finance Executive with deep operational gaming and hospitality experience. Big 4 Public Accounting Alumni. Expert knowledge in strategic planning, casino technology, business valuation services, governmental accounting and audit, and multi-property gaming management. Excels in public speaking, tribal management development, and corporate gaming strategy. Ensures Board of Director business decisions are grounded in sound financial criteria.

CORE COMPETENCIES

- Strategic Planning
- Public Speaking
- Organizational Leadership
- Expansion Feasibility Studies
- Gaming Business Valuation Services
- Tribal Management Development
- Corporate Banking and Negotiations
- AML Title 31 Policy Design
- Gaming Performance Management
- iGaming and Sportsbook Startup
- Hotel Management
- FBI Track Title 31
- Electronic Data Warehouse Design
- Business Valuation Services

PROFESSIONAL EXPERIENCE

Chief Executive Officer/General Manager

07/21 to Present

Potawatomi Hotel and Casino – Milwaukee, WI

CEO for a large integrated gaming resort with over 2600 slots, 40 table games, 500 room luxury hotel and restaurants.

- Develop a strategic plan to advance the company's mission and objectives and to promote revenue, profitability and growth as an organization.
- Oversee company operations to insure production efficiency, quality, service and cost-effective management of resources.
- Plan, develop and implement strategies for generating resources and/or revenues for the company.
- Oversees the fiscal activities of the organization including budgeting, reporting and audit.
- Develop, mentor and coach program directors and managers.
- Participate in both short and long-term strategic planning of business endeavors which focuses on internal operations.
- Demonstrates effective leadership qualities and management techniques.
- Ensures all business activities are in compliance with Company policies and procedures and Tribal, Federal requirements and any applicable rules and regulations.

Chief Financial Officer

11/2016 to 07/21

Soaring Eagle Gaming Properties and Corporate Services – Mount Pleasant, MI

CFO Soaring Eagle Casino & Resort, Saganing Eagles Landing Casino & Hotel, Soaring Eagle Slot Palace, and Corporate Services for Payroll, Accounting, Accounts Payable, Purchasing, and Warehouse. 3,900 employees, 4,000 Slots, 58 table games, 900+ hotel rooms, indoor/outdoor entertainment, full resort amenities.

- Direct responsibility for all financial accounting and reporting for Government, Casinos, and Economic Development.

- Designed corporate services procurement compliance and tracking system to manage issuance of Cares Act Relief Funding \$40m+.
- Held RFP for iGaming and Sportsbook direct b2c platform
- Implemented CCT integrated with recycler technology to automate all F&B audits which resulted in 20% revenue audit labor reduction and 3% supply expense elimination.
- Provided key business valuation for Hotel and Gaming Expansion adding 148 rooms and 400 Slots which resulted in 19%+ EBITDA increase within the range predicted by the financial model.
- Held RFP for key hotel yielding software and implemented Duetto which resulted in an 8% increase in ADR and 11% in hotel generated ADT.

Assistant General Manager

02/2015 to 11/ 2016

Kickapoo Lucky Eagle Casino – Eagle Pass, TX

Assistant General Manager for a major Class II gaming facilities with 600+ employees, 3,800 Slots, Poker, Restaurants, and a 250-room Hotel.

- Implemented Viz Explorer Slot Viz which resulted in a 4% increase in incremental GGR.
- Designed and recruited a player development team and program building hosted blocks with Host Viz which resulted in 5% increase in incremental trips by top 20% of VIP players.
- Managed expansion efforts adding 800 slot machines, and a new restaurant which increased EBITDA 5%.

Chief Financial Officer

04/2004 – 02/2015

Prairie Band Casino & Resort – Mayetta, KS

CFO for Class III gaming facility with 600 employees, 1,100 slots, 26 table games, 300-room hotel, PGA golf course, convention center, gas station, and restaurants.

- Provided key financial analysis for transitioning from a Harrah's managed property to a Tribally owned and operated property resulting in record setting EBITDA performance.
- Held RFP for all accounting, financial reporting, purchasing, hotel, and marketing systems which resulted in transition into a tribally owned and managed property.
- Designed Board of Directors monthly KPI report resulting in improved transparency and accountability for casino performance and management bonuses.

EDUCATION

The General Manager Program: TGMP 17

Harvard Business School – Boston, MA

Master of Accounting and Information Systems

The University of Kansas School of Business - Lawrence, KS

Bachelor of Science- Accounting and Business Administration

The University of Kansas School of Business - Lawrence, KS

Associate of Arts- Liberal Arts

Haskell Indian Nations University - Lawrence, KS

LEADERSHIP

- AICPA Public Accounting Board of Directors- Current
- CPA Active License-In good standing- Michigan and Texas
- Keynote Speaker for the 42nd US President