

Harold J. Patterson, III

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Professional Experience

Vision Technology Management
Beaufort, SC

August 1987 to Present

Vision Technology Management is a Web Hosting, Development and Marketing company with customers throughout the United States. We also provide consulting to small businesses in the Low Country area on computer and telecommunication systems. Sister companies include Southeast Getaway www.segetaway.com and Womens-Wellness www.womens-wellness.com .

Fripp Island Resort
Fripp Island, SC

March 1993 to June 2003

General Manager, Director of MIS, Food and Beverage Director

Areas of responsibility include Resort Property Management and rentals for 300 homes and villas, 1900 Member Private Club, two Championship Golf Courses, Real Estate, Maintenance, Marina with dockage and Dry Storage, Rentals for Golf Carts and Boats, 6 Restaurants, Youth Recreation Program, 4 Retail Stores, Racquet Club with 8 Clay Courts and 2 Hard Courts, 6 Pools and a variety of other operations. Significant changes by new ownership required strong crisis management skills and effective communication of goals, policies, procedures and changes to customers and staff.

- Successfully transitioned the company through new owner acquisition. Played an integral role in turning the corporation from a net operating loss of \$850 thousand to a \$3.5 million profit.
- Restructured the Property Management department to improve quality of units and significantly reduce guest and owner complaints
- Created the Food and Beverage Division from three problem restaurants. Turned a \$200,000 per year combined loss into first year profit of \$150,000 on combined annual sales in excess of \$2,000,000.
- Created many special functions for Food and Beverage sales, including an annual Wine Festival, Comedy Dinner Theater, etc.
- "Most Innovative User Award" from First Resort Software for the development of an island wide Point of Sale system.

Atlantic Computer Corporation
Hilton Head, SC

February 1990 to March 1993

Systems Analyst

Sales installation and support of PC based hardware and software solutions for business. Primary area of expertise was accounting software systems.

- #1 in sales last two years
- Sold, installed, converted and supported accounting systems to Construction Companies, Marina Operations, Wholesale Distribution Operations, Food and Beverage outlets, Retail Management, Resort Operations and many others.

Rivagale Inn
Franconia, NH

August 1987 to December 1990

Owner and Operator of Country Inn with 2 restaurants, lounge and 10 guest rooms located in the heart of the White Mountains. Entrepreneurial venture that provided extensive background and knowledge in the hospitality field as well as how to manage the bottom line.

Eastland Bank
Woonsocket, RI

August 1981 to August 1987

Vice President and Director of the Audit Department, reporting to the president. The position provided broad exposure to the banking business with reporting responsibility and interaction with the Board of Directors and senior management.

Old Stone Bank
Providence, RI

August 1976 to August 1981

EDP Auditor and Department Head. The position provided extensive experience in the systems development process and the review and development of control systems. Started career as COBOL programmer.

Skills

Computer Systems

Successfully installed and/or converted many software applications for the Resort, Golf, F&B, Accounting and other industries. Developed the ability to maximize effectiveness of end users through training, development and effective utilization of reporting systems. Working knowledge of Network and PBX administration. Gained a broad knowledge of multiple end user application systems.

Control Systems

Ten years of Internal Auditing provided a unique opportunity to evaluate, design and implement management control systems. This has proven invaluable in the daily management of areas under my responsibility.

Accounting Systems

Gained a thorough knowledge of a variety of accounting systems and how to effectively use them to reach managerial goals and objectives. Auditing provided an understanding of accounting control systems. The Country Inn provided entrepreneurial accounting skills necessary to maximize profitability while minimizing costs. Accounting Software Sales provided a detailed knowledge of a variety of small businesses and their unique requirements for managerial accounting. Food and Beverage provided a detailed understanding of cost controls and the need for frequent management reporting. The General Manager position uses the combination of experience to effectively control the organization and maximize profitability.

Education

Bryant College
Smithfield, RI

Graduated May 1976

Bachelor of Science in Business Administration, major Systems Management