

Patrick J. DeMouy
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Background Information

Professional Experience

Owner: **DeMouy Consulting**, a managerial and financial consulting firm founded in 1991. Company develops and assists in the development of short and long term plans to meet client's objectives. Work primarily in the areas of strategic planning, market development, revenue generation, management development, and personnel management. The company provides consulting services to more than 250 municipalities in South Carolina along with several national companies. Developed and consults with the Municipal Association of South Carolina on statewide collection programs for municipalities.

Recent University Projects:

Methyl Hydrate Deposits and Commercial Viability along Coast of South Carolina: Fall 2014 Submitted Research Proposal along with members of University of South Carolina Earth Sciences and Physics departments requesting funding of research on whether methyl hydrate fields located off the coast of South Carolina could be commercially recovered.

Created LEED series for IMBA and AMBA students: Fall 2014 Developed and presented a series of lectures for students on the case analysis process with Focus on analytical and presentation skills. Assisted students in the development of Excel and Power-Point skills.

Development of Virtual Case Competition: Fall 2011 to Present Working with universities in Ireland, Canada, Hong Kong, Portugal, Germany, and the United States to establish a case competition hosted by the Moore School of business that allows teams to compete using tele-presence. This will allow teams around the world to work on business problems in real time without having to travel.

Penn Center, Beaufort South Carolina: Fall 2009 to Spring 2011 Worked with Penn Center, the first school for freed slaves, founded in 1862 to develop programs and content for the center. Focus on development of activities that are both informative and profitable to draw visitors and provide resources necessary to keep center open.

UAV Vera Cruz, Mexico: March 2009 to 2010. Worked with local university to assist students in the development of strategic business plans and identifying potential new products for both their local markets and for potential export.

Homestead Resort Hot Springs, Virginia: September 2005 to April 2006. Developed comparative model for rates and services of competitors in eastern United States. Assisted in identifying services that customers wanted and were willing to pay for versus services that customers were not willing to pay for.

University of South Carolina Medical School Plastination Project: September 2005 to March 2006. Worked with two professors interested in starting a plastination facility at the medical school. Consulted on developing business model, establishing pricing policies, marketing plans, ethical considerations and budgeting. Plastination facility began operation in summer of 2006.

Black Pages USA Columbia, South Carolina: August 2007 to 2012. Competitor of yellow pages directories. Working on developing a program specifically oriented towards opportunities of students at historically black colleges. Program would give institutions greater viability in job market leading to better job opportunities.

Lecturer: University of South Carolina Moore School of Business, 1998 to present.

Courses taught:

Management 371 Principles of Management: 1998 to present

Course covers principles of management theory from scientific management to TQM and six-sigma. Students learn different theories on planning, leadership, organization and control. Students learn about theories of motivation and leadership.

Management 478 Strategic Management: 1998 to present

Course is the capstone course for all business majors. Students need to integrate all of the skills they have developed while at the Moore School of Business. Students will present a minimum of six times during the semester using cases covering a wide range of different business situations. Students are required to work together in teams and develop presentations that last between ten and thirty minutes and be prepared to answer questions about their presentations.

MBAD 701 Business Simulation and Case Competition: 2000 to present

Course develops analytical and presentation skills in preparation for case competitions. Students also work on developing team building skills. Students must be able to integrate all parts of business operations including finance, marketing, management, MIS and supply chain management into solving business problems. Students also learn to recognize potential issues involving the different cultures and business practices in different countries throughout the world.

BADM 780B Development a Business Plans for New or Existing Ventures: 2003 to present

Course works with students to develop business plans from the thought process to the actual establishment of operations. Students are required to develop timelines, pro-forma financial statements, marketing budgets and campaigns and identify potential customers. Students who develop strong business plans will enter business plan competitions in hopes of potentially gaining support for their plans.

Management 479 Entrepreneurship in China: Maymester 2007

Taught course on business practices and entrepreneurship practices in China. Visited companies in Beijing and Shanghai including software developers, medical supply companies and the worlds' largest outsourcer Li and Fung.

Management 490 Integration of Sustainability into Organizations: Fall 2013, 2014, 2015

Course focuses on how sustainable technology can be integrated into organizations. Technology exists that is not only cost effective, but also increases the efficiency of organizations. Too often the technology is not used because of lack of awareness. To be competitive organizations must be aware of what new technologies and services are available and be willing to use it when they are cost effective. Many of these new technologies use less energy and resources making them more environmentally sensitive.

Served as faculty advisor University of South Carolina IMBA Case Team: 2000 to present.

Coached and advised IMBA and undergraduate students participating in case competitions in the United States and Internationally. Only non French speaking school to present in French at John Molson Case Competition, Montreal Canada. Participate annually in competitions in the areas of finance, ethics, not for profit organizations and strategy.

Recent finishes include:

- Top finishing American school John Molson Case Competition 2004, 2005, 2001,2009,2011, 2015, 2018 Semi Finals 1999.2003,2009, 2010, 2011,14,15
- First Place National Hispanic MBA Case Competition 2015
- First Place: John Molson MBA Case Competition 2009
- First Place: Tulane Case Competition 2001, 3rd place 2007, 3rd place 2013, 3rd Place 2016
- First Place: Wake Forest Net Impact Case Competition 2005
- 2nd Place University of Colorado Net Impact Case Competition 2005
- 2nd Place Rutgers Case Competition 2001, 2002
- 2nd Place John Molson MBA Case Competition 2014
- 3rd Place John Molson MBA Case Competition 2015
- 3rd Place University of Denver Ethics Case Competition 2009, Finalist 2011
- Finalist Purdue Supply Chain Competition 2011
- Finalist 2015 National Black MBA Case Competition
- Finalist University of Denver Race and Case 2012, 2013, 2014, 2015, 2016 Case winner 2016
- Finalist Corenet Real Estate Case Competition Fall 2018
- Finalist SEC MBA Case Competition 2014, 2016, 2017

Established Undergraduate Case Team Fall 2006:

Competed in competitions in United States, Canada Singapore, Hong Kong, Thailand, Denmark, Ireland, and Spain, Ireland

Recent finishes include:

- First Place: John Molson Undergraduate Case Competition 2013
- 2nd Place John Molson Undergraduate Case Competition 2015
- 3rd Place John Molson Undergraduate Case Competition 2018
- 1st Place University of Navarra Case Competition 2017
- 1st Place Dublin Institute of Technology Case Competition 2018

- Finalist PWC Tax Case Competition 2011
- Finalist Citi International Case Competition 2013
- Finalist CUIBE Case Competition 2012
- First Place Royal Roads International Case Competition 2009, 2010, 2012
- 2nd Place Stern Investment Case Competition, New York University 2006.
- First Place Greater LA Chamber of Commerce 2006, Finalist 2008
- Finished 2nd Runner Up Thammasat University Case Competition Bangkok, Thailand 2007.
- Finished 2nd Place Nanyang International Case Competition, Singapore 2007.
- Finalist JMUCC case Competition 2008
- Finalist PWC Tax Competition 2011
- 2nd Place Alberta International Case Competition 2016
- 3rd Place Finish University of Alberta Case Competition 2017

Served as faculty advisor to University of South Carolina Women's Lacrosse team:
Fall 2012 to Spring 2016

Served as faculty representative to the University of South Carolina Athletics Department Fall 2004 to present. Met with prospective student athletes to discuss potential majors and courses at the Moore School of Business.

Served as faculty advisor for the Moore School Business fraternity case competition 2014 to present. Wrote cases for and helped organize business fraternity case competition.

Audit Manager: Farm Bureau Insurance Companies 1987-1991
Developed audit program and performed audits for branch offices. Managed two subsidiary companies for the South Carolina Farm Bureau Insurance Companies.

Investment Portfolio Manager: Standard Federal Savings and Loan 1985-87 Managed portfolio in excess of 100 million dollars. Developed and implemented investment strategies including daily trading of portfolio. Activities involved mortgage backed securities, US Treasury notes and bonds, futures and options.

Broker: Smith, Barney, Harris, Upham 1983-85 Developed base of investor clients. Assisted customers in buying and selling of equities, futures, options, annuities and debt instruments

Adjunct Professor: Midlands Technical College 1984-92 Taught courses including:

- **Managerial Accounting**
- **Financial Accounting**
- **Intermediate Accounting**
- **Governmental Accounting**
- **Money and Banking**
- **Introduction to Finance**
- **Investments**

Case Writing:

Langfan Case Competition: Undergraduate Case Competition on constitutional issues.

Whiteside Manufacturing: May 2006 Case involved invasion of privacy of employees and the violation of privacy during the hiring process. The case required the students to develop an understanding of what is and is not permissible in the hiring process. Students also needed to understand the federal bidding process on contracts.

The Right to Be Stupid: October 2006 Case involved the argument by many motorcycle riders that they had the right to not wear helmets regardless of the potential consequences. Students were asked to weigh the costs to society and the individuals against the potential restrictions of the rights of the motorcycle riders. The students needed to review laws across the country and also develop plans to address potential resistance of motorcycle riders.

Airline Passengers Bill of Rights: November 2007 Case involved the potential development of an airline passenger bill of rights. The students were required to look at the potential costs and effect on corporate reputation of enacting or not enacting a passenger bill of rights.

Cyclops: October 2009 Case involved the use of a specialized piece of equipment to be used in Haiti after its' devastating earthquake. Students were required to look at the potential loss of a federal contract due to using the machinery in Haiti rather than in a mine area in Pennsylvania.

Gutka: February 2011 Case involved the sale of a tobacco related product in India. Students were faced with the potential threats of the product to its users versus the fact that gutka represented the third highest single source of taxes in India

Eptix Electronics: February 2015 Case involved the use of inventory control models that assisted smaller companies in limiting the inventory holding risks in an industry with shortening production cycles.

The Importance of Provenance: February 2016 Case involved the discovery of artworks that had potentially be acquired at prices well below actual market due to pressure of the German government.

Cases written for other competitions:

Uber: Just Another Corporate Suit: January 2016 Written for the University of Denver ethics case competition. Case involved practice and behaviors of company with respect to determining whether drivers were employees or independent contractors.

Showcase Weekend: Cases written to give potential students the opportunity to see what types of business problems they may foresee in the IMBA program

Equine Development Camps: Fall 2004 Case looked into situation where company was locating camps for teenage sexual predators within proximity to cities and towns without

fully disclosing nature of camp to local government. Case taken from camps developed in North Carolina and Colorado. Case asked students to evaluate responsibilities of local government.

Sponge Bob on Ice: Fall 2005 City of Columbia ballet was looking at putting on a non traditional ballet due to the lack of interest among local schools. Students had to develop a plan for the ballet, set a schedule and ticket prices and come up with a marketing campaign. Worked with director of ballet to identify potential fundraising and overall financial impact of departure from standard productions.

Olives and Wine: Spring 2007 Students were to come up with a potential acquisition and development strategy for a vineyard in the United States. Students also had to develop an operating budget and decide what types of wines they wished to grow. Consulted with several developers in California to identify key success factors in wine industry. Introduced potential of using olive trees as a way to eliminate water usage and run-off of fertilizers by vineyards.

HR Internal Competition

When Life gives you Lemons: Fall 2017 Company ravaged by effects of Hurricane Harvey hitting Houston were asked to develop a strategy for rebuilding the company. The key choices centered on the amount of automation to bring into the company and the effects on the workforce

Darla Moore Fellowship Weekend: Cases to be used by potential students as an evaluation tool in deciding Darla Moore fellowships

What's Not To Like Company: Spring 2005 Company sells products to use as fundraiser for schools. The market is changing and students are asked to look over a group of new products and choose which ones to keep and which ones to replace.

Gel Tyme: Spring 2006 Fertilizer company makes product that works best in arid regions. It is ideal for Iraq. Unfortunately the fertilizer is very stable and is ideal to be used in car bombs. The potential profits are very high and the government is encouraging the company to bid because the fertilizer does not make strong bombs and tracer elements in the fertilizer can be easily tracked back to their source.

Diamond Pet Foods: Spring 2007 Company with plant in central South Carolina accidentally allows mold to grow in pet food harming a number of pets. Students are asked how to address situation. Case based on actual real time events with input from company.

Moore Case Teams Public Presentations: Presentations for student faculty and general public on topical issues

Outlook for Sustainable Energy: December 2007. Graduate and undergraduate students covered nine different areas of sustainable energy. Students talked about the costs, technology, potential and outlook for the following areas:

- a) Biomass

- b) Wind/Solar
- c) Methyl Hydrates
- d) Efficiencies
- e) Batteries/Capacitors
- f) Nuclear
- g) Geothermal
- h) Carbon Trading
- i) Hydrogen

Education

Earned **Masters of Business Administration** from the **University of South Carolina** in 1982. Concentration in Finance

Earned **Bachelors of Science in Commerce** from the **Monroe School of Commerce** at the **University of Virginia**. Concentrations in Marketing, Finance and Accounting.

Professional Designations

Completed **Certified Public Accountants (CPA)** exam in 1989

Completed **Series 7 (Trading of Securities)** exam in 1983

Licensed by the **National Association of Securities Dealers (NASD)** in 1983