

## Contact

9207 Bell Ave.  
Yakima, WA 98908  
509-961-9645 (Mobile)  
dflink33@gmail.com

[www.linkedin.com/in/davidflink](http://www.linkedin.com/in/davidflink)  
(LinkedIn)  
[www.yvpub.com](http://www.yvpub.com) (Company)

## Top Skills

Government Relations  
Project Coordination  
Sales Management

# David Flink

General Manager | Community Media, Regulatory Compliance &  
Business Operations | Yakima Valley  
Yakima, Washington, United States

## Summary

I've spent 30+ years running operations across industries that most executives never touch — charitable gaming, regulated entertainment, community media, and small business consulting. What ties it all together is a simple reality: complex operations with real compliance stakes, real budgets, and real teams don't manage themselves. At 25, I became the youngest bingo hall manager in Washington State. By the time I left the gaming industry, I'd helped a linked bingo company generate over \$34 million in sales, raise \$8 million for charitable organizations, and reduce operating expenses by \$80,000 through technology and process improvements. I also worked directly with state legislators to draft rules that legalized linked bingo games — the kind of regulatory work that takes equal parts patience, relationship-building, and deep industry knowledge. For the past 20 years, I've served as General Manager of Yakima Valley Publishing, overseeing all editorial, production, advertising, and operations for a community-focused media company. Running a local publication in today's media environment requires the same skills any complex operation demands: keeping revenue healthy, managing a lean team, maintaining vendor and customer relationships, and adapting constantly. I'm a graduate of Seattle University (BA, Business Management) and the Leadership Yakima program. If you're looking for an experienced operations leader who's built and managed teams across multiple industries, navigated regulatory environments, and kept businesses running through decades of change — I'd enjoy a conversation.

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## Experience

Yakima Valley Publishing  
General Manager  
August 2006 - Present (19 years 10 months)  
Yakima County, WA

As General Manager for a locally owned, community-focused newspaper, I oversee the daily operations and ensure the smooth functioning of all business activities. My responsibilities include managing and hiring staff, as well as providing training and support to new employees. I coordinate all aspects of sales, editorial content, and production for the newspaper and its related publications. Additionally, I ensure timely printing and delivery to both the newspaper printer and the USPS. I handle invoicing for advertisers, manage account follow-ups, and oversee subscription renewals and mailing list updates to ensure the continuity and growth of our readership.

### Sharky's Pizza Shack

Project Manager

May 2015 - March 2017 (1 year 11 months)

Yakima, Washington, United States

I handled all bookkeeping responsibilities and prepared detailed monthly reports for the owner, ensuring financial accuracy and transparency. In addition, I provided management and operational guidance, offering recommendations to optimize business performance and ensure smooth day-to-day operations. I conducted quality assurance checks to maintain the highest standards for both facility operations and product quality. Additionally, I supported the owner of Yakima Valley Publishing, Inc., where I perform similar duties, combining these responsibilities with my role as General Manager to try and drive success across both businesses.

### Super D Bingo

Director of Bingo Operations

June 2011 - August 2012 (1 year 3 months)

I developed and implemented strategic marketing plans that were designed to increase sales and enhance net profit. I prepared the annual budget for the bingo hall and presented it to the board of directors for approval. Additionally, I conducted audits of pulltabs and bingo sessions to identify discrepancies, including any losses or overages from employee sales, ensuring all transactions complied with Gambling Commission rules and regulations. I ensured the organization maintained adherence to all Gambling Commission requirements and compliance standards. I was responsible for pre-screening, interviewing, and training new employees, fostering a well-prepared team. I collaborated with external vendors to secure the best pricing on services and products, optimizing operational costs. I held regular employee meetings to gather feedback, promote teamwork, and address operational concerns. I provided annual performance reviews to assess

employee growth and development. Additionally, I tracked and managed inventory essential to bingo and pulltab operations, ensuring everything was secure and properly accounted for.

### Washington Charity Satellite Bingo, Inc., Kent

General Manager

October 1999 - July 2006 (6 years 10 months)

Washington, United States

I managed day-to-day operations for the premier linked bingo company in the U.S., serving as the liaison between the company and the Washington State Gambling Commission. I conceived and implemented marketing plans to drive sales and attendance, directly supervised 10+ employees, and provided guidance and evaluations.

I traveled statewide quarterly to visit participating organizations, addressing questions and concerns. I also oversaw product distribution, ensuring efficient and timely delivery through optimal channels.

Since the game's inception, the company achieved over \$34 million in sales, awarded \$17 million in prizes, and helped charitable organizations raise more than \$8 million for their programs.

I played a key role in promoting the Linked Bingo concept in multiple states, collaborating with legislators to write rules and regulations that allowed linked bingo games. I attended trade shows and workshops to enhance my industry knowledge and skills.

By implementing new technologies and streamlining operations, I reduced expenses by over \$80,000 while maintaining positive results.

### Super D Bingo

General Manager

December 1998 - October 1999 (11 months)

Responsible for the day-to-day operations of the bingo hall. Created marketing plans and implemented them to raise awareness of bingo and increase customer base. Supervised the ordering of all products to be sold and had extensive knowledge in the auditing of the all cash business.

Had annual sales in excess of \$3 Million.

Helped raise awareness of bingo and the charitable causes it raises money for.

Attended monthly meetings with the Gambling Commission and brainstormed different ideas to better the bingo industry in Washington State.

### Harrah's Skagit Valley, Bow - Casino

## Casino Supervisor

October 1995 - December 1998 (3 years 3 months)

- Supervised table games and bingo operations. Responsible for keeping company assets safe and in compliance with state, tribal and federal laws. Direct supervisor for 6 bingo workers and provided performance evaluations quarterly. Made sure the needs of customers were taken care of and that they had the best experience possible.

Original Team Member that helped open the casino, specifically the bingo hall. Helped train employees, ran day-to-day operations with team of supervisors. Took all game classes and was eligible to supervise all casino games.

## Yakima Greenway Foundation

General Manager

May 1992 - October 1995 (3 years 6 months)

Responsible for the day-to-day operations of the bingo hall. Responsible for following the Washington State Gambling Commission rules and regulations. Reported directly to Board of Directors of Charitable Organization about fundraising activities. Directly supervised up to 15 employees.

Board Member of the Washington Charitable and Civic Gaming Association.

Graduate of the Leadership Yakima program.

Manager of the number one Yakima, WA bingo hall in terms of gross sales.

Youngest Washington bingo hall manager at the age of 25.

## Seattle Junior Hockey Association

Sales Associate

June 1982 - May 1992 (10 years)

Sold product and assisted customers while providing the best customer service possible. Used proven sales techniques to help increase sales and profits for charitable bingo hall.

Proved value to company by ten-year tenure.

Started working in snack bar and worked my way up to pulltab salesperson.

Able to speak in front of large crowds of people.

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## Education

Seattle University

BA, Business Management · (1986 - 1990)