

## JEFFREY S. (JEFF) NOLAND

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### EXPERIENCE

#### J.S. NOLAND ADVISORY, LLC

*Managing Director/Owner*

Dallas, Texas

2008-Present

- Providing business valuation, litigation support/expert witness services, interim/fractional CFO services, and general financial advisory to corporations, CPAs, attorneys, investment banks, and private equity funds.
- Qualified as damages/valuation expert in US Federal Court and provided trial testimony in March 2010.

#### SOUTHERN METHODIST UNIVERSITY

*Adjunct Professor of Finance – The Cox School of Business*

Dallas, Texas

Fall 2010-Present

- Teaching a series of valuation and financial modeling classes to SMU Cox School MBA, MS Finance and undergraduate students, having previously led a series of “crash courses” to over 250 students through several student club events.
- Beginning Spring 2013, will also begin teaching undergrad/grad courses on Speculative Markets and Leveraged Finance.

#### THE UNIVERSITY OF TEXAS (DALLAS)

*Adjunct Professor of Finance – Naveen Jindal School of Management*

Richardson, Texas

Fall 2012

- Teaching a series of valuation and financial modeling classes to MS Finance students.

#### THE INVESTMENT BANKING INSTITUTE

*Instructor*

Dallas/Houston, Texas

2008-Present

- Currently teaching a series of four-week intensive courses on business valuation and advanced financial modeling, both to groups of individual students as well as junior analysts of investment banks and/or private equity funds.
- Course topics include company valuations utilizing commonly accepted valuation techniques: (i) comparable public company analysis, (ii) precedent transactions analysis; and, (iii) discounted cash flow (DCF) analysis.
- Instruct students on mechanics and methodologies for building fully-integrated financial models, leveraged buyout (LBO) models, and accretion/dilution merger models, including ability to run operational and capital structure sensitivities.
- Have taught over 1,000 students to date (including analysts from a highly regarded private equity firm), with typical class size of around 20 students for each four-week session, including 28 hours of classroom instruction. Students eligible for CFA and CPA continuing education credit.

#### BRIAR CAPITAL, L.P.

*Executive Vice President and Chief Financial Officer*

Dallas/Houston, Texas

2009-2012

- Financial Management: Oversaw all financial aspects of the company, including bank relationships and reporting, Investor Relations, IT, etc. Maintained P&L responsibility for a \$35.0 million (assets) commercial finance business.
- Mergers & Acquisitions: Led and closed the acquisition of a commercial finance company in 2011, gaining all required bank group approvals and consents, constructing all pro forma financials, managing transaction accounting, etc.
- Capital Raising:
  - Negotiated and closed a \$30 million non-recourse credit facility in a five-bank syndicated transaction during the height of the 2008-10 credit crisis, leading all aspects of the fund-raising and closing process, and serving as primary contact for all lenders and attorneys.
  - Led efforts to launch a \$50 million distressed debt and commercial real estate fund, and created all fund-related documents including PPM, subscription agreements, and investor presentations.
- Business Development: Oversaw the origination of commercial loans to small and medium-sized businesses, as well as commercial real estate loans. Aggregate new commitments exceeded \$50 million.

#### NEWPORT COAST CAPITAL MANAGEMENT, LLC

*Vice President of Finance – Real Estate Development/Private Equity Firm*

Palm Springs, California

2005-2008

Financial Management/Asset Management Initiatives:

- Negotiated and closed a \$4.2 million refinance package in 12/2007, providing over \$1.0 MM cash-out to owner.
- Managed several facets of development of a community of semi-custom homes (price points of \$1.5 - \$3.0 million):
  - Implemented CRM system (Salesforce) to better track buyer leads, calling efforts, and overall sales process.
  - Developed and oversaw the implementation of policies & procedures to streamline construction, purchasing, design center, and sales operations.
  - Developed and maintained complex models to manage financial reporting and track budget variances, which were used in reporting to the institutional investor (ING Realty Partners) and project lenders.

- Led all asset management efforts for a 26,700 rsf office building in downtown Palm Springs, including negotiation of over 13,400 sf of commercial leases in 2007-08, creating over \$3.4 million in value.

#### Acquisitions Initiatives:

- Led all efforts to purchase and convert a 475-room hotel to a senior living facility, with a total deal value of \$55 million.
- Managed all facets of a \$27 million purchase of a 193-room full-service hotel, and architecture of a business plan to entitle, convert to, and sell as a luxury condominium hotel, including funding commitments of \$35 million (both debt and equity).

#### Development Initiatives:

- Oversaw construction of two custom homes (5,000 and 7,000 sf, respectively) with market values of \$4.5 - \$7.0 million:
  - Managed buyout negotiations for numerous trades associated with the job, all entitlement-related activities with the City of Rancho Mirage, and provided daily oversight of on-site supervisors.
- Coordinated various aspects of the development and sale of 31 custom estate lots (avg. price of \$600,000 for 2/3 acre lots):
  - Coordinated numerous trades in the performance of several City-mandated horizontal development activities.
  - Spearheaded the negotiation and closing of several key easements with Mission Hills Country Club.

#### **CHARLES RIVER ASSOCIATES, INC. (formerly InteCap, Inc.)**

Palo Alto, California

Senior Associate

2003-2005

- Oversaw financial analysis and development of expert witness report critical in winning a \$1.2 billion judgment against a major U.S. financial institution.
- Managed and coordinated all aspects of the intellectual property and licensing analyses which our expert witness testimony enabled the client to collect in excess of \$600 million in damages from Intel, Dell, Gateway, and HP, among others.
- Cases handled spanned a wide variety of industries, including consumer banking, securities, software, semiconductors, PC hardware, real estate, air cargo services, HVAC equipment, home security systems, and numerous others.
- Key responsibilities included project management, client relationship management, financial modeling, expert opinion drafting, economic analysis, in-depth online research, and, to a lesser extent, document management.

#### **SIEBEL SYSTEMS, INC.**

San Mateo, California

Senior Manager, Business Development

2001-2003

- Structured and negotiated inbound software licensing transactions with leading third-party software vendors across nearly all software verticals. Closed over 100 licensing transactions while at Siebel.
- Chosen to lead all MBA recruiting activities during 2002 and 2003 at Wharton, Harvard, MIT, Kellogg, Chicago, Stanford, and Berkeley. Successfully coordinated on-site interviews of over 200 candidates over two days in each year.
- Promoted to Senior Manager before any other employee in the 2001 MBA class of 100 employees.

#### **HOWARD, LAWSON & CO. (now a subsidiary of Bank of America)**

Philadelphia, Pennsylvania

Investment Banking Associate

1996-1999

- Chosen to lead several advisory projects, including (i) valuation of options in connection with a \$200 million IPO; and, (ii) defense of a hostile takeover of a public company.
- Closely advised senior management of private and public corporations having revenues of \$10 million to \$1 billion and operating within highly diverse and niche industries.
- Repeatedly chosen to serve as project manager for various projects, often times serving as supervisor to other employees with far greater seniority within the industry.

#### **PNC BANK, N.A.**

Pittsburgh and Philadelphia, Pennsylvania

Corporate Banking Officer

1994-1996

- Selected to manage a highly profitable \$500 million loan portfolio following the departure of a senior lender.
- Initiated and structured acquisition and working capital financing for clients and prospects with revenues of \$25-250 million.
- Promoted to Banking Officer before any other person in my credit training class.

### **EDUCATION**

#### **THE WHARTON SCHOOL, University of Pennsylvania**

Philadelphia, Pennsylvania

Master of Business Administration Degree

May 2001

Triple Major: Entrepreneurial Management, Finance, and Managing Electronic Commerce

Activities: Head Writer - Wharton Follies (student-produced musical comedy); Panel Coordinator - Wharton Private Equity Conference; Member of Entrepreneurship, Private Equity, Technology, Electronic Commerce, Finance, and Wine Clubs

#### **MIAMI UNIVERSITY**

Oxford, Ohio

Bachelor of Science Degree, Major in Finance

May 1994

GPA in Major: 3.6/4.0, Dean's List (3.5 or better GPA)

### **ADDITIONAL ACTIVITIES**

- Selected to serve as a judge for *D Magazine's "Financial Executive of the Year Awards,"* Spring 2012.
- Association for Corporate Growth (ACG) Board Member and Programs Committee Chair, DFW Chapter, 2010 - Present.
- Guest Lecturer at Southern Methodist University, 2010-11.
- Guest Speaker at Texas Christian University, 2009.
- Frequent speaker to business owners and CEOs on topics concerning valuation and M&A issues.
- Formerly an Assistant Golf Professional for a 300-member exclusive private country club.
- Formerly a Professional Ski Instructor and nationally ranked competitive junior ski racer (slalom and giant slalom).
- Interests include distance running (completed a half marathon in March 2012; training for full marathon in December 2012), fitness, golf (+1.0 handicap index), ski racing, wines, cooking, and reading.