

## Jeff Noland Partner



### Select Executive Experience

**Dartpoints Holdings, LLC  
(2012-2021)**

Founder and COO/CFO

**Briar Capital, L.P. (2009-2012)**

EVP and CFO

**Newport Coast Capital Management  
(2005-2008)**

VP of Finance/Operations

**Charles River Associates (2003-2005)**

Senior Associate

### Core Competencies

CFO

Corporate Leadership

Financial Management

Entrepreneurial Mindset

Corporate and Financial Strategy

Mergers & Acquisitions

Capital Raising

Talent Development

Results and Data Driven

Business Valuation

Litigation Support

Financial Modeling

Financial Planning & Analysis

Operational Improvements

Private Equity

### Executive Profile

**Jeff Noland** is a partner in the Dallas/Fort Worth office of SeatonHill. Mr. Noland is an experienced financial leader with nearly 20 years of experience in senior management and executive roles in technology, real estate, and financial services firms with broad experience in small- to mid-sized companies, startups, private equity sales and M&A. Jeff's experience includes extensive work in commercial real estate (acquisitions, development, repositioning, and asset management), technology (data center and enterprise software), financial services (M&A, investment banking, valuation, commercial finance, expert witness services, etc.), and most recently he sold an industry-leading edge data center real estate company to a top private equity firm in the telecom and data center infrastructure space. Additionally, Jeff serves in academia as a top-rated professor at three different leading US universities over the last 13 years and sits of the Global Board of Directors for the Association for Corporate Growth.

**Data Center:** As founder and Chief Operating Officer/Chief Financial Officer, Jeff successfully led and closed a \$1.5 million seed round to finance the buildout of first small-footprint data center real estate properties. He also led and closed a \$3.0 million Series A financing round to facilitate continued growth in the business, a \$5.0 million Series B financing round and, most notably, a \$40.0 million private equity recapitalization of the business. Jeff accomplished the acquisition and full financial/operational integration of a \$5.0 million data center engineering and services business, leading all aspects of finance and operations, including data center asset management, capital raising, mergers & acquisitions, investor relations (multiple family office and institutional investors), establishment of key corporate and legal strategies/frameworks, real estate lease and licensing negotiations, strategic partnerships, channel partnerships, corporate finances, etc. He was recently named to the "Finvest 50: The 50 Global Finance Leaders in Data Centres" \_by Data Economy Magazine.

**Capital Real Estate L.P.:** As Executive Vice President and Chief Financial Officer and Financial Management Jeff oversaw all financial aspects of the company, including bank relationships and reporting, Investor Relations (numerous high net-worth investors), IT, etc. He maintained P&L responsibility for a \$40+ million (assets) commercial finance business. For Mergers & Acquisitions, Jeff led and closed the acquisition of a commercial finance company, gaining all required bank group approvals and consents, constructing all pro forma financials, managing transaction accounting, etc.

For Capital Raising, Jeff 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. He led efforts to launch a \$50 million distressed debt and commercial real estate fund, and created all fund-related documents including PPM, subscription agreements,

*continued*

### Education & Certifications

MBA

The Wharton School,  
University of Pennsylvania

BS, Finance

Miami University

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SeatonHill Partners, LP  
777 Main Street, Suite 600  
Fort Worth, TX 76102

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**For more information contact:**

[jeff.noland@SeatonHill.com](mailto:jeff.noland@SeatonHill.com)



**Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.**

**Jeff Noland**  
Partner



and investor presentations. For Business Development, Jeff 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.

**Real Estate Development/Investment Firm:** As Vice President of Finance/Operations Financial, Jeff's Management/Asset Management Initiatives included negotiating and closing a \$4.2 million refinance package, providing over \$1.0 MM cash-out to owner. He managed several facets for development of a community of semi-custom homes (price points of \$1.5 - \$3.0 million). Jeff implemented CRM system (Salesforce) to better track buyer leads, calling efforts, and overall sales process and developed and oversaw the implementation of policies & procedures to streamline construction, purchasing, design center, and sales operations. He also developed and maintained complex models to manage financial reporting and track budget variances, which were used in reporting to the institutional investor and project lenders. Jeff led all asset management efforts for a 26,700 rsf downtown office building, including negotiation of over 13,400 sf of commercial leases, creating over \$3.4 million in value. Jeff's Acquisitions Initiatives included coordinating all efforts to purchase and convert a 475-room hotel to a senior living facility, with a total deal value of \$55 million. He 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). Jeff's Development Initiatives included oversight for construction of two custom homes (5,000 and 7,000 sf, respectively) with market values of \$4.5 - \$7.0 million. He managed buyout negotiations for numerous trades associated with the job, all entitlement-related activities with the City, and provided daily oversight of on-site supervisors. Jeff coordinated numerous trades in the performance of several City-mandated horizontal development activities, spearheading the negotiation and closing of several key easements with a Country Club. He also coordinated various aspects of the development and sale of 31 custom estate lots (avg. price of \$600,000 for 2/3 acre lots).

## Key Experience

**Data Center / Telecommunications** – Jeff has 10+ years of deep experience in the data center and telecommunications space, having most recently co-founded, built, and sold (to private equity) an edge data center developer/operator, DartPoints. In his role of co-founder/CFO/COO, Jeff oversaw all aspects of finance and operations, including capital raising, investor relations, M&A and M&A integration, corporate strategy, HR and corporate operations. Under Jeff's leadership, the company acquired an integrated three different data center/data center services businesses, while revenues grew from \$0 to \$30 million+.

**Financial Services** – Prior to co-founding DartPoints, he served as Chief Financial Officer for Briar Capital, a Texas-based commercial finance firm, where he oversaw a mid-eight figure balance sheet and negotiated and closed a \$30 million non-recourse credit facility during the height of the 2008-10 credit crisis. Under his leadership, the firm also acquired and integrated another regional finance

company, which helped to grow the firm's services offerings while expanding its geographic footprint. In addition to his experience as CFO for a finance company, Jeff began his career in commercial and investment banking, with primary emphasis on middle-market companies across a wide variety of industries. As a commercial lender, Jeff oversaw a \$100 million loan portfolio while serving the lending and treasury needs of his corporate clientele. As an investment banker, Jeff primarily engaged in M&A and valuation services for a variety of corporate clients.

**Commercial Real Estate Acquisitions & Development** – Jeff also led the acquisition and development initiatives for a California-based real estate private equity firm, creating millions of dollars in value through negotiation, asset management, and capital raising efforts. In addition, Jeff oversaw all real estate-related activities (acquisition and leasing) while at DartPoints as part of the firm's data center buildout strategy.

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SeatonHill Partners, LP  
777 Main Street, Suite 600  
Fort Worth, TX 76102

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**For more information contact:**

[jeff.noland@SeatonHill.com](mailto:jeff.noland@SeatonHill.com)