

# George A. DeCourcy

## Financial Executive and Educator

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- 25 years experience – multi-disciplined
  - CFO for both public and private companies
  - Public Board of Directors experience; credentials of financial expert
  - International Experience
  - Real Estate & Technology P&L experience
  - Degrees in Economics, Finance & Accounting, Executive MBA
  - Adjunct Faculty (Univ. of Texas at Dallas) in Accounting and Finance AACSB certified Professional.
  - CPA (current) with Big firm experience
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### **Career Summary**

Starting as a CPA with a national firm, Mr. DeCourcy has held positions of increasing responsibility including CFO of a public company. He has had direct P&L responsibilities and worked in several industries. He has been an entrepreneur, starting several companies and is known as a dealmaker, negotiator, team leader and well-rounded financial professional.

#### **University of Texas at Dallas, 2009 –**

Resident Fellow in the Center for Finance Strategy Innovation; Adjunct faculty – School of Management

#### **X-Change Corp, CFO and Board member, 2007 – 2008**

X-Change Corp is a publicly traded company. AirGATE, its operating subsidiary, focuses on specialized enterprise wireless technology solutions in the area of RFID, notably for the oil and gas industry. Responsibility for all financial matters, public filings, investor relations, Sarbanes-Oxley, IT and HR. *Notable: Closed numerous financings for the company including PIPE (private investment in public companies) and PPM (private placement memorandum) deals.*

#### **Carriage Financial, President, 2002 – 2006**

The company arranges business and real estate financing transactions for middle market companies. Contacts with financial community, investor funding sources, lending institutions etc. Responsible for all facets of operations. *Notable: Structured real estate and operating lines for auto industry supplier in difficult market.*

#### **Anacom Communications, Inc., President and CFO, 1995 – 2001**

Anacom (now part of Intuit) was one of the first and most respected Internet payment-gateway companies, processing credit card transactions for merchants. The company also developed an ACH acceptance program, browser based shopping cart system, file download/payment methodology and extensive real-time reporting modules for Internet vendors. *Notable: Co-founder; built company to solid profitability and sold to public enterprise. Authored widely reproduced article, “The ABC’s of eCommerce”. Contributing author to “Understanding Internet-initiated ACH Debits” by the National Automated Clearing House Association. Numerous speaking engagements.*

#### **Senior Living Properties, CFO and Executive Vice President, 1992 – 1994**

Designed strategic plan for creation of a publicly traded Real Estate Investment Trust, (REIT), specializing in the senior housing industry. Involved in property acquisition, underwriter negotiations and structuring. *Notable: Led New York underwriter negotiations.*

## **Trizec Corporation, Senior Executive/Project Finance, 1989 – 1991**

Responsible for up-front design, financial feasibility and joint venture negotiations for a \$500 million mixed-use planned development for a Trizec subsidiary in downtown Vancouver, Canada. *Notable: Repositioned and redesigned complex, \$500 million multi-use development project for major North American development company. Created a one-of-a-kind "flagship" opportunity designed to attract long-term international capital investment and address political issues. Presented concept to board level management of Mitsubishi Corporation and Japan Airlines in Tokyo, obtaining introductions to potential key "anchor" investors.*

## **Corporate Finance Inc., Senior Associate, 1987 – 1988**

Specializing in asset based financing, mergers/acquisitions and workouts for this boutique investment banking firm. *Notable: Negotiated purchase of national computer parts reseller.*

## **Delsanter Development, CFO, 1985 – 1986**

Responsible for restructuring all property loans and ownership positions, during market downturn. *Notable: Substantial work-out experience. Restructuring of numerous development loans; corporate re-organization.*

## **Triland International Inc., CFO and Executive Vice President, 1981-1984**

Responsible for financial, legal and administrative functions, managed 50 employees for a 60 company land/commercial development group with an asset base of \$500 million. *Notable: Co-founder; structured, negotiated and drafted 100+ joint venture transactions with private/institutional investors; performed analysis, negotiated transactions, secured financing and oversaw planning of numerous large developments including the prestigious Valley Ranch, a 2,400 acre master-planned, mixed-use community.*

## **Arthur Andersen & Company, Tax Manager, 1975 – 1981**

Focused primarily on large real estate companies. Also gained experience in the manufacturing, investment and banking. *Notable: Transferred from Toronto to Dallas to deal with international Real Estate practice.*

## **Education, Professional Credentials and Memberships**

Carleton University: Accounting & Finance – 1 <sup>st</sup> Class Honors	Bachelor	Scholarship
Carleton University: Economics – With Distinction	Bachelor	Scholarship
Ontario School of Accountancy -	Graduate	
University of Texas at Dallas:	Executive MBA	Numerous awards

AACSB: Bridge Program meeting accreditation standards as “Professionally Qualified” faculty

Honors: Senate Medal for Outstanding Academic Achievement, Numerous academic scholarships and recognition awards.

### **Professional Designations Earned:**

Certified Public Accountant	Texas
Chartered Accountant	Ontario, Canada

### **Memberships and affiliations have included:**

- National Association of Corporate Directors
- American Finance Association
- AICPA and CICA
- Financial Executives Int’l (Board member)
- World Affairs Council
- TechAmerica
- Dallas Real Estate Council
- Real Estate Executives Association
- North Dallas Chamber of Commerce
- Mensa member
- National Automated Clearing House Association (“NACHA”)

Also served on Tech Committee for the local school district and as a youth baseball coach.