



BLACKBRIAR
A D V I S O R S L L C



Stuart Ducote – *Managing Director*

Professional career comprised of over thirty years serving Chief Executive and Chief Financial Officer of public and private, emerging growth, startups and middle-market companies in the energy, technology, franchise, financial and manufacturing industries.

Prior to joining BlackBriar from 2012 to 2016, Stuart served as Chief Financial Officer of E2 Energy Services, a newly formed company organized to build, own and operate gas processing facilities in the midstream sector of the natural gas industry. He oversaw a capital raise of \$300 million, all banking relationships, accounting, finance and administrative functions. He interfaced with investors in sale/MLP dropdowns of selected assets.

Prior to E2, Stuart was a partner at Tatum, LLC where he served in multiple senior financial and operational consulting roles including:

- CFO at Enerven Compression Services, a \$50 million in revenue company, where he was responsible for all banking relationships, accounting/finance functions, administration and interface with investment bankers. Resolved covenant issues with banks, negotiated new bank facilities and assisted with investment banking activities to a sale of the Company. Reorganized accounting department and interface with operations, reduced time required in monthly close process and established rolling 13-week cash flow projection process.
- CEO and CFO of United Mortgage Trust, a publicly-held \$150 million mortgage loan REIT, where he is responsible for over-sight of the Operating Advisor's activities, financial reporting and compliance activities.
- Financial Advisor to United Central Bank, a \$3 Billion commercial bank, to provide technical accounting for the acquisition of a failed bank through the FDIC. He was responsible for all acquisition accounting including mark-to-market, deferred taxes, goodwill and establishment of methodologies for regulatory and compliance reporting activities. His responsibilities also included preparation of the initial Call Report following the acquisition and preparation of bid package for an additional acquisition.
- Financial Advisor to Collin Bank including amending Primary Service Area for business plan to expand the Bank's PSA, evaluation of an acquisition candidate for the CEO and preparation of a Letter of Interest.

Prior to Tatum, he was co-owner of Ultra Realty, a privately held firm specializing in acquisition, renovation and development of residential properties.

Prior to Ultra Realty, Stuart served as CFO for Humitech International Group, Inc. rapidly growing international franchise operation, where developed and installed reporting systems and procedures, negotiated with franchisees, was responsible for regulatory compliance and treasury functions. He obtained debt financing to acquire mining operation and establish manufacturing facilities and operations.



Stuart Ducote - Managing Director, BlackBriar Advisors LLC (Cont'd)

Prior to Humitech, Stuart served as CFO and Financial Advisor to People Solutions, Inc., where he restructured the company in preparation for capital raise and merger/acquisition activity. He successfully modified the company's capital structure, stock options, benefits and compensation models and completed one acquisition during his engagement.

Prior to People Solutions, he served as CFO of Jobs.com, a technology start up, where he directed a multiple capital raises in excess of \$110 million from investors such as CBS, Idealab Capital Partners and Adecco. Under Stuart's direction, the company successfully built national brand recognition and positioned the company as one of top five national internet companies in the U.S; prepared for an initial public offering; negotiated partnerships with Yahoo, AOL and many others; and completed the acquisition of two other dot.com companies acquiring the jobs.com name and a wholesale position in the online job market.

Prior to Jobs.com his career included the following roles and accomplishments:

- Trustee, CEO and CFO for family trust, where he was responsible for oversight of operating companies in oil & gas, manufacturing, real estate acquisitions and development; project and product development for the oil and gas industry and power generation industry; arranged project and corporate financings, business plans, corporate strategies and managed cash flows.
- CEO and CFO of Provident Bancorp of Texas, Inc., he directed the formation, acquisition and operation of numerous financial institutions; successfully merged numerous banks into a multi-bank holding company; developed and directed strategic planning and implementation, including corporate growth, securing investors, raising capital and managing all regulatory matters.
- Partner and Owner of CPA firm heavy consulting in the oil & gas sector including E&P, drilling and service companies. Assisted clients in acquisition, merger & start-up of small financial institutions.
- Senior Manager with Ernst & Young (Arthur Young) with emphasis on energy industry including Fortune 100 companies.

Education and Certifications:

- Bachelor of Business Administration in Accounting, University of Texas
- Texas Real Estate Broker

Affiliations and Memberships:

- Preston Center Rotary Club

Contact Information:

Office: 214.599.8600

Cell: 214.435.5444

Email: sducote@blackbriaradvisors.com

3131 McKinney Ave., Ste. 600, Dallas, TX 75204

Email: sducote@blackbriaradvisors.com

Phone: 214.599.8600

www.blackbriaradvisors.com