

## Curriculum Vitae David Carroll

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### **Bus Industry Experience**

David Carroll has served since April 2008 as president of **GroundTranz**, a management consulting firm that provides resources to ground transportation companies, financial institutions and investors across North America. *GroundTranz* works with companies ranging from \$5 million to \$1 billion in revenue and advises in multiple company processes including strategic plan development, business and operations analysis & restructuring, asset redeployment, revenue growth strategies, and personnel development. *GroundTranz* also performs fleet appraisals, due diligence reviews, litigation support, and develops business valuations and exit strategies for privately held business owners.

Carroll was Executive Vice President and founding shareholder of **Coach America**, the largest charter & tour company in North America from its inception in 2003. Carroll has over 30 years experience in multiple sectors related to the transportation industry. At Coach America, Carroll was responsible for the purchase and sale of equipment, acquisition of eight new portfolio companies, and management of six operating companies in the Northern and Western US. Carroll also developed the crew contract transportation segment, which led to a six-fold revenue growth of that area and became one of the most profitable business segments for Coach America. He assisted with the sale of the company to **Fenway Partners** in early 2007.

A consultant from late in 2001, Carroll worked with motorcoach industry companies and manufacturers to develop marketing plans and new business strategies. Early in 2003, he assisted the private equity firm, **Kohlberg & Company** of New York with the acquisition of the assets of Coach USA's South Central and Western operations, which became the basis for Coach America.

From 1998 until late in 2001, Carroll held the positions of Vice President – Equipment and Senior Vice President - Acquisitions and Business Development for **Coach USA, Inc.**, the largest ground transportation provider in North America. As head of business development, Carroll acquired nearly one third of the 100+ companies engaged in charter, tour, school, taxi, line haul and contract operations that were purchased by Coach USA since it commenced operations in 1996. Coach USA generated approximately \$1.0 billion in revenues with a fleet of more than 12,000 vehicles, and was acquired by Stagecoach Holdings PLC of the United Kingdom in 1999.

Between 1993 and 1998 Carroll was executive vice president and chief operating officer of Dallas-based **MCI Financial Services**, a subsidiary of Motor Coach Industries, the largest manufacturer of intercity motorcoaches in North America. MCI Financial Services provided leasing and financing programs for operators of new and used coaches.

Carroll was a founding partner of **Continental Asset Services Inc.** in 1991 that acquired the assets of **BusLease, Inc.**, a manager of 1,150 intercity coaches for private investors nationally. Served as executive vice president and chief operating officer of the business until it was sold to Motor Coach Industries, the coach manufacturing unit of The Dial Corp in 1993.

**Other Business Experience and Education**

Before entering the motorcoach business, Carroll held financial, marketing and management positions with U.S. Leasing Corp., Purolator Services and Merrill Lynch.

Member, Association for Corporate Growth.

Degree in Political Science from Drake University in Des Moines, Iowa.

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