



CASWELL VLACHOS GROUP

ACQUISITIONS & MERGERS
BUSINESS BROKERAGE

Gregory Caswell

People that know me well and are familiar with my business career would probably say that I like challenges. I feel like I tend to "run faster" and work best when the stakes are high, the issues are complex and time is short. I think this is a key reason I get along so well with business owners and why I was drawn to M&A work. Entrepreneurs have my enduring respect for their willingness to forsake safer paths for one of life's big quests – the uncertainty, challenges and rewards of business ownership. Working with entrepreneurs, and aspiring entrepreneurs, is a daily source of inspiration. Helping business owners achieve their financial and life goals by bringing about the successful sale of their businesses is both a highly motivating challenge and a source of great satisfaction.

Relative Experience/Highlights:

Sell-side mergers and acquisition advisor managing the sale of operating companies, representing business owners across a broad spectrum of industries and transaction types.

2008 co-founder with Steve Vlachos of the Caswell Vlachos Group, LLC, a sell-side mergers and acquisition advisory firm (partnered with Steve since 2005).

Effective management of many difficult, high-stakes negotiations and complicated transactions, while in banking, consulting and M&A.

Seven years as President/CEO of publicly traded, Portland, Maine based First Coastal Corporation (Coastal Bank), including negotiation of its 2001 sale at a 86% premium to trading price.

Significant responsibility for the financial turnaround of Coastal, previously classified by regulators as "terminally ill" and under a Cease and Desist.

Development of unusual, leveraged recapitalization plan involving a new public stock offering and subsequent NASDAQ re-listing, raising of senior debt and an extraordinary dividend that resulted in Coastal being released from an FDIC cross-guaranty claim - the first time this had ever been done.

Prior to moving exclusively into M&A, conducted a successful business consulting practice, including business capital restructures and management of distressed company sales.

Extensive commercial lending, loan workout and credit administration background, including ten years with First NH Banks/Bank of Ireland (now RBS Citizens) and three years as Chief Lending Officer at Coastal (before promotion to CEO).

Education:

- Graduate American Bankers Association Stonier Graduate School of Banking.
- Graduate, Summa Cum Laude with BA in Business Management, Granite State College, University System of New Hampshire.

Current Affiliations:

- Board of Overseers of the Maine Bar, Board member, July 2010 to present - current Board Chair.
- Pine Tree State Certified Development Corporation, Board member, June 2010 to present - current Board Chair.
- Licensed real estate broker in Maine and New Hampshire