



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 as to why I get along so well with business owners. They have my enduring respect for their willingness to forsake safer paths for one of life's big quests – the uncertainty, challenges and rewards of entrepreneurship. Working with entrepreneurs, and aspiring entrepreneurs, is a daily source of inspiration. Helping them achieve their financial goals through the facilitation of successful business sales transactions is both a highly motivating challenge and a source of great satisfaction.

Relative Experience/Highlights:

2008 co-founder, with Steve Vlachos, of Caswell Vlachos Group, LLC, a mergers and acquisitions firm focused on providing its clients with outstanding results and service

Named Associate of the Year while working with prior mergers & acquisitions firm

Successful business consulting practice, including management of distressed business sales

Seven years as President/CEO of publicly traded Coastal Bank

Significant responsibility for financial turnaround of Coastal, which was identified by banking regulators as being "terminally-ill"

Developed and executed \$9.7 million leveraged recapitalization plan that released Coastal from FDIC cross-guaranty claim (and threat of FDIC seizure), the only time this has ever been accomplished
Negotiated 2001 sale of bank at favorable terms – 86% premium to then-current trading price
As chief Lending Officer, prior to being named CEO, managed Coastal's workout of troubled loan portfolio - in excess of 90% of banks facing Coastal's non-performing asset levels failed

Extensive commercial lending and loan workout background, including ten years with First NH Banks (now Citizens)

Have successfully managed a large number of difficult, high-stakes negotiations, while in banking, consulting and mergers and acquisitions

Graduate of American Banker Association's Stonier Graduate School of Banking
Graduated Summa Cum Laude with BA in Business Management from University of New Hampshire's College for Lifelong Learning

Past President and Board member of Big Brothers/Big Sisters of Southern Maine