



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 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:

2008 co-founder with Steve Vlachos of Caswell Vlachos Group, LLC.

Successful representation of business owners across a broad spectrum of industries and transaction types with respect to the marketing and sale of their businesses.

Effective management of many difficult, high-stakes negotiations while in banking, consulting and mergers and acquisitions.

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

Significant responsibility for financial turnaround of Coastal, which had been under a Cease and Desist and classified as "terminally ill" by banking regulators.

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

Successful business consulting practice, including business capital restructures and management of distressed business sales.

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

Education:

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

Affiliations:

- Board of Overseers of the Maine Bar, Board member – July 2010.
- Pine Tree State Certified Development Corporation, Board member – June 2010.
- Licensed real estate professional in Maine and New Hampshire.