**Greg Boucher – Biography**

Mr. Boucher has more than 25 years of both industry and business consulting experience, and writes and speaks regularly on Exit Planning and Strategy and M&A (Mergers and Acquisitions). Greg taught courses for The National Association of Certified Valuation Analysts and The Mid-Market Investment Banking Association for seven years (2007 - 2013). Greg has extensive experience in helping mid-market businesses with Mergers, General M&A, Capital Raises, Recapitalizations, Near-Term Exit planning/strategy prior to an M&A; M&A advisory, strategy development & tactical marketing and business development. Sell-Side & Buy-Side Investment Banking.

Prior to his career in investment banking, Greg spent nearly two decades in corporate and regional strategic marketing roles for start-ups as well as Fortune 1,000 broadband/telecommunications companies. Since 2000, he has served private business clientele in strategic consulting and mergers & acquisition (M&A) services. Greg has strategic marketing, consulting and M&A experience in the construction, retail, internet, mobile tech., broadband, hi-tech, printing & litho, direct mail, government contracting, manufacturing and moving and storage industries.

• Masters Certificate in Business Management, A. B. Freeman Graduate School of Business at Tulane University

• BS in Organizational Communications with an emphasis on marketing and public relations, Missouri State University

• Credentials: Past and Current credentials include: Chartered Mergers and Acquisitions Professional (CMAP); Certified Business Intermediary (CBI); a Certified Machinery & Equipment Appraiser (CMEA), and a Certified Business Counselor (CBC), a Senior Business Analyst (SBA) and a licensed commercial Realtor.

• Currently hold series 7, 63 & 79 securities licenses.

Selected Experience

**Bengur Bryan & Co., Inc., Managing Director**

March 2014 – Present (9 months) Baltimore, Maryland Area

Sell-Side & Buy-Side Investment Banking: Investment Banker -- Extensive experience in helping mid-market businesses with Mergers, General M&A, Capital Raises, Recapitalizations, and Near-Term Exit planning/strategy prior to a sale.

**Founder, President, Immediate Past President, Board Member**

**XPX Maryland**

October 2013 – Present (2 years 1 months) Baltimore, Maryland Area

Launched Maryland chapter of national professional association. Recruited and managed board and misc. responsibilities as president.

**President, Member Board of Directors, Executive Board, Membership Chair, Secretary**

**Association of Corporate Growth (ACG)**

September 2009 – Present (6 years 2 months) Maryland ACG Chapter

Misc. responsibilities including communications and board secretarial duties. Various committee leads and memberships including, membership, events and executive board.

**Managing Director**

**The McLean Group,**

M&A, Growth Strategy Consulting, Investment Banking

The McLean Group

November 2006 – March 2014 (7 years 5 months) Baltimore, Maryland Area

Investment Banker. Extensive experience in helping mid-market businesses with Mergers, General M&A, Capital Raises, Recapitalizations, Near-Term Exit planning/strategy prior to an M&A; M&A advisory, strategy development & tactical marketing and business development. Sell-Side & Buy-Side Investment Banking, Capital Raises.

**Principal, Managing Director**

**StrataSource Consulting Group**

M&A, Strategic Consulting

January 2001 – November 2006 (5 years 11 months) Columbia, Maryland

Sales and marketing development / strategic and tactical management / M&A / investment banking.

Focused in the small businesses arena. Manufacturing, Retail, Printing, Construction, Services Industries. M&A Advisory, Marketing Research, Business Planning & Development, Competitive Analysis, Strategic Planning, Sales & Advertising.

Other Volunteer / Board Experience:

* Project Coordinator, Missouri Veterans, Association, Springfield, MO
* Board Member, Chamber of Commerce, Santa Monica, CA
* Heal the Bay Sponsor/Volunteer, Santa Monica, CA
* Habitat for Humanity, Baltimore, MD
* Mid-Atlantic Business Intermediaries Association (MABIA), Founding Board Member, Programming Chair
* Middle Market Investment Banking Association (MMIBA), Instructor, Member, Program Advisory Board
* Association for Corporate Growth (ACG), Maryland Chapter, President, Vice President, Secretary, Membership Chairman
* Exit Planning Exchange (XPX), Maryland Chapter, Founder, President, Board Member
* National Association of Certified Valuation Analysts, Instructor, Member, Programming Advisory Committee
* Chesapeake Regional Tech Council (CRTC), Board of Directors