

JANUARY TOPIC



# New Opportunities for Growth Capital

## Organizer

**Clark Childers**, Partner, **Cherry, Bekaert & Holland, LLP**

## Presenters

**Kevin B. Jessup**  
Salem

**Michael W. Clarke**  
Access National Bank

**Ted Lauer**  
Access National Bank

The variety and sources of growth capital has dramatically improved in recent years. However, the optimal mix of capital from reliable sources who can work together in the best interest of the company seems to have gotten increasingly difficult. This program provides a fresh perspective on established financing alternatives for senior and subordinated debt along with little known innovations made possible when the Small Business Act of 2010 was enacted into law. This program inventories and profiles financing options serving the owners best interest when faced with growth and strategic challenges.

### KEVIN B. JESSUP

Kevin Jessup joined Salem in 2005 and has more than 15 years of experience lending to and investing in lower middle market firms in the Southeast and Mid-Atlantic. Kevin is responsible for deal origination, portfolio monitoring and management and problem deal resolution.

Prior to joining Salem, Mr. Jessup was a partner in Blue Ridge Investors II, L.P. (and affiliated entities), an SBIC located in Greensboro, NC. While at Blue Ridge, Kevin was primarily responsible for originating debt and equity investments in small privately-held businesses, conducting financial and business due diligence, performing financial analysis, preparing and negotiating legal documentation, monitoring and actively managing investments post-transaction.

Prior to joining Blue Ridge Investors II, L.P. in 1998, Kevin was employed by Wachovia Bank. At Wachovia, Kevin worked in credit operations and on a merger team when Wachovia acquired Central Fidelity Bankshares and Jefferson Bankshares. In credit operations Kevin managed corporate document review, commercial paid loan processing and lien perfection.

Prior to joining Wachovia, Kevin was employed by Central Carolina Bank (now Suntrust). While at Central Carolina Bank Kevin was a Commercial Lending Officer focused on lending to small businesses of less than \$50 million in sales. Kevin also held various Loan Administration positions including Loan Review Analyst and Loan Underwriting Analyst.

Kevin received his B.S. in Finance from the University of North Carolina at Greensboro, where he graduated magna cum laude. Kevin is currently on the Bryan School of Business Alumni Board of Directors at the University of North Carolina at Greensboro. Kevin is also a former National Association of Small Business Investment Companies (NASBIC) board member and was President of the Southern Regional Association of Small Business Investment Companies (SORASIC).

### MICHAEL W. CLARKE

Mr. Clarke is President, CEO of Access National Bank, a business bank that provides credit and cash management services to emerging and mid-size businesses. Mike assembled the business plan and organized investors to start the bank in 1999. He spearheaded multiple capital offerings of \$50 million and provided shareholder liquidity through a listing on NASDAQ (ANCX) in 2004.

Under his leadership, the company has grown its asset base to \$750 million, generates \$100 million in annual revenue and employs 250 people. The company has an outstanding track record of consistent profitability through both prosperous and strained economic periods.

Mike has engineered and supplied hundreds of millions of dollars in capital for small and mid-sized businesses for over 20-years. Prior to organizing Access, he was EVP and Chief Credit

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*Biographies, continued*

Officer of United Bank and Patriot National Bank. He began his career at Crestar Bank with degrees from Virginia Tech in Finance and Marketing.

Mike is active in a variety of community and business organizations. Roles have included: Board Member, Virginia Tech Foundation; Advisory Board, Salem Halifax Capital Partners; Chair & Treasurer, Greater Reston Chamber of Commerce; Founding Member & Chair of the IncSpire Business Incubator; Chair of the Finance Advisory Board at Virginia Tech; Chair & Treasurer of the Adult Community Education Foundation; and a Member of The Pamplin College of Business Advisory Council.

**TED LAUER**

Ted Lauer is a SVP/SBA Department Manager, with Reston, VA based Access National, an locally based community bank. Ted has, in his 25 year career, been in various lending and management positions, most notably with Crestar Bank, Maryland National, Patriot National, and for the last ten years, with Access National Bank. Ted was in charge of SBA Lending at Patriot and leveraged that experience to spearhead a similar program at Access. In fact, Ted's efforts were just recognized by the SBA as Access National was just named the largest dollar volume lender for the 7a program in the SBA's Metropolitan Washington District for the calendar year ending September 30, 2010. Ted holds Bachelor's and Master's degrees in Economics and Finance from Wake Forest University.

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**Neal G. Koller**

President, CXO Forum | President & CEO, PluroGen Therapeutics, Inc. | 443.994.0101 | nkoller@cxoforum.com

**2010-2011 CXO FORUM PRESENTATIONS AND ACTIVITIES.**

SEP	September 16, 2010: Mergers & Acquisitions Organizers: Clark Childers, Partner, Cherry, Bekaert & Holland, L.L.P.; and Alan Croll, CEO, eknow, Inc.
OCT	October 14, 2010: Executive Leadership Organizer: Clay Parcells, President, Executive Leadership Performance, LLC
OCT	October 28, 2010: CXO Forum Fall Membership & Social Evening Chair: Ali Allage, Boost Labs LLC
NOV	November 11, 2010: Smart Growth: Critical Metrics in Organic Expansion Organizer: Ngozi Ironidi, Executive Vice President, NRC International
DEC	December 9, 2010: Maneuvering in the 2011 Economic Environment Organizer: Alicia A. Sutton, Executive Vice President, Omnia Education, Inc.
JAN	January 13, 2011: New Opportunities for Growth Capital Organizer: Clark Childers, Partner, Cherry, Bekaert & Holland, L.L.P.
FEB	February 10, 2011: Global Opportunities
MAR	March 10, 2011 Sales and Marketing Organization
APR	April 14, 2010 CXO Forum Roundtable
APR	April 28, 2011 Spring CXO Forum Membership Drive & Social
MAY	May 12, 2011 Talent: The ABCs in Your Team
JUN	June 9, 2011 Successes & Failures of Explosive Growth: Voices of Experience