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Friday, October 19, 2007

Middle-market investment bank expands to city

Baltimore Business Journal - by [Rachel Sams](#) Staff

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Maryland's healthy government contracting business helped inspire middle-market investment bank the **McLean Group** to make Baltimore part of its national expansion.

The McLean Group has opened a Baltimore office staffed by Greg Boucher, a longtime investment banker and consultant. The firm, based in McLean, Va., has been opening new offices around the country, positioning itself to serve the growing numbers of middle-market businesses whose baby-boomer owners will be retiring and looking to sell their firms.

Maryland's proximity to the federal government makes it a strong region for government contracting businesses, an industry where

McLean has expertise in deals, Boucher said. And Baltimore's growing life science and technology industries give McLean an opportunity to expand in those areas, he said.

McLean defines the middle market as businesses with \$10 million to \$300 million in revenue. Within that group, McLean's "sweet spot" is \$10 million to \$50 million companies, Boucher said.

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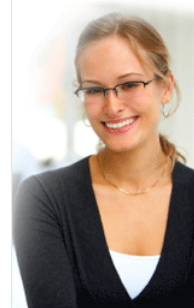
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