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# Virginia investment bank opens local office, eyes deals

Charlotte Business Journal - by [Will Boye](#)

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**The McLean Group**, an investment-banking firm based in McLean, Va., recently opened a Charlotte office manned by Ben Howatt.

The firm, which has 20 offices nationwide, advises middle-market companies -- those with \$10 million to \$300 million in annual revenue -- on mergers and acquisitions, raising capital and other services.

Howatt most recently managed his own investment-banking firm and consulting firm, **The Howatt Group**. That business will continue. But under his new arrangement, The McLean Group will have first right of refusal on any deals.

Howatt decided to team with The McLean Group because of its resources. The firm has a large database of companies that is continually updated. Plus, it provides an infrastructure and staff to support Howatt's transactions in the Charlotte market.

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