



TRADITIONAL CONSULTING • INNOVATIVE RECRUITMENT

GLEN C. TERRY
Consulting CFO

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EXECUTIVE SUMMARY

A seasoned executive with more than four decades of extensive experience in the banking sector, specializing in multi-bank executive management, de novo bank formation, capital markets, and regulatory order corrective action. With a proven track record of leading troubled banks to stability and profitability, negotiating successful M&A deals, and instilling a robust sales culture, Glen is a valuable asset for any organization seeking strategic guidance and operational expertise.

EMPLOYMENT HISTORY & EXPERIENCE

PARTNER, CONSULTING CFO

2024 to Present

Specialty consulting firm that customizes operations management solutions by utilizing part- and full-time staff through contract employment or direct hire.

- Co-leads the Professional Services practice.

PRESIDENT, CEO & DIRECTOR

2017 to 2023

Recruited as a consultant in February 2017, then appointed President, CEO and Director in June 2017. At the time the Bank was operating under a long-standing Office of the Comptroller of the Currency imposed Consent Order.

CONTROLLER

2015 to 2017

Served as Controller for a 97-year-old, family-owned lumber and building materials dealer. Managed all accounting activities, including point of sale transactions, inventory records, accounts receivable, accounts payable, payroll processing, human resources, inventory audits and reconciliation, and credit card processing.

CHIEF EXECUTIVE OFFICER

2013 to 2014

Following receipt of notice of regulatory non-objection, appointed CEO of VCB with responsibility for revising the Bank's strategic plan, directing the Bank's capital raise efforts, improving regulatory relationships, negotiating the sale of the Bank's TARP securities, and successfully addressing regulatory criticisms of the Bank.

PRESIDENT & CEO

2012 to 2015

Created a consulting and advisory firm to function as an advisor and investor in the financial services industry. Advise and assist banks and financial services companies in the creation and implementation of strategic plans, capital analysis and acquisition, and efficiency improvement.

PRESIDENT, CEO & DIRECTOR

2009 to 2012

Created, developed, and implemented the strategic plan to employ Opportunity Bank as a national "inflatable" bank charter to acquire banks through the FDIC's receivership process. Wrote the business plan that supported the request for regulatory approval.

PRESIDENT, CEO & DIRECTOR

2008 to 2009

The bank was in imminent danger of failure due to a critical shortage of liquidity resulting from unsafe lending practices and capital inadequacies. Restored liquidity from a deficit of \$20 million to more than \$180 million of excess.

PRESIDENT, CEO & DIRECTOR

2008 to 2009

Managed and directed the growth of the bank, transitioning the bank from an operating loss to operational profitability. Restructured the organization to focus the bank's staff on acquiring new and maintaining existing business deposit and loan relationships.

SR. VICE PRESIDENT & COMMERCIAL BANKING MANAGER

2007 to 2008

Directed a 16-person lending team and managed a \$450 million portfolio of commercial customers in Napa and Solano counties. Served as a critical link to the former Vintage and Solano Banks following the sale of both banks.

PRESIDENT, CEO & DIRECTOR - Northbay Bancorp

PRESIDENT, CENTRAL PACIFIC REGION – SierraWest Bank

PRESIDENT, CEO & DIRECTOR, Napa Valley Bank

2GO Advisory Group

www.2goadvisorygroup.com

Gate Bank, F.S.B.
Oakland, CA

Foster Lumber Yards, Inc.
Vallejo, CA

Valley Community Bank
Pleasanton, CA

Tarpon Capital
Napa, CA

Opportunity Bancshares & Opportunity Bank

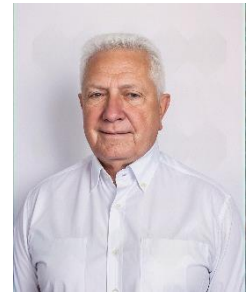
Richardson, TX

Vineyard National Bank
Corona, CA

Tri-Valley Bank
San Ramon, CA

Umpqua Bank

Napa & Solano Counties, CA



EDUCATION

MBA, University of Utah

- Finance and Management

BS, University of Utah

- Political Science (History minor)

Pacific Coast School of Banking

PROFESSIONAL HIGHLIGHTS

- Multi-bank executive management
- Factoring for banks
- De novo bank formation
- Board leadership
- Capital markets expertise
- Commercial real estate lending
- Shareholder relations
- Commercial & industrial lending
- Construction lending
- Revenue diversification
- Regulatory order corrective action
- Regulatory application and approval
- M & A negotiation and structuring
- Sales culture development
- Troubled bank management
- Acquired bank integration
- Low-cost deposit acquisition
- Executive team leadership
- Treasury services
- Efficiency management

2GO Advisory Group



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