SVB Financial Group

Silicon Valley Bank Names Darrell Glasco Venture Capital Relationship Manager

Atlanta, GA -- Jan. 26, 2000 - Silicon Valley Bank, a wholly owned subsidiary of Silicon Valley Bancshares, has named Darrell Glasco Venture Capital Relationship Manager in its Southeast Division. The Southeast Division serves over 300 venture-backed emerging technology and life sciences companies through its Atlanta headquarters and its regional offices in West Palm Beach, Fla., Research Triangle Park, N.C., and Reston, Va.

Glasco will be the focal point for establishing stronger relationships between the Bank and the Southeast venture capital community, facilitating referrals and creating opportunities for the Bank and venture firms to work together in promoting the region's emerging technology companies. Glasco will assist the Bank's Southeast Division in matching its emerging technology clients with the appropriate venture capital firms within the region and with firms on both coasts.

"If I had to write a job description for myself, this would be it," said Glasco. "The Bank is a great organization and a good fit for my passion of serving emerging technology companies."

Most recently, Glasco was vice president of Economic Development for the Metro Atlanta Chamber of Commerce, where he developed relationships with venture capital firms and encouraged their growth in the Atlanta area. He also served as vice president of Economic Development for the Greater Austin Chamber of Commerce.

While in Austin, Glasco was a significant influence in Silicon Valley Bank's decision to open a regional office in Austin to serve local emerging growth technology companies. "Darrell comes to us with a wealth of experience in the local technology community and will contribute greatly to our ability to serve our emerging technology clients," said Tom Vertin, division manager of Silicon Valley Bank's Southeast Division. "He understands the challenges facing emerging technology companies and nuances of the investor/entrepreneur relationship. The venture capital community is central to our efforts in the Southeast. With Darrell's assistance, we will communicate more frequently and meaningfully with the venture capital firms of the Southeast."

Glasco was a judge for the Ernst & Young Entrepreneur of the Year Award and a former member of the Texas Economic Development Council. He earned his bachelor's degree in architecture from Texas Tech University and a master's degree in community and regional planning from the University of Texas in Austin.

Silicon Valley Bank serves emerging growth and middle market companies in targeted niches, focusing on technology and life sciences, while also addressing other specific industries in which it can provide a higher level of service and better manage credit through specialization and focus.

The Bank operates throughout the Silicon Valley: Santa Clara, Palo Alto and Sand Hill, the center of the venture capital community in California. Other regional offices within California include: Irvine, Los Angeles, Napa Valley, San Diego, San Francisco, Santa Barbara, and Sonoma. Office locations outside of California include: Phoenix, Arizona; Boulder, Colorado; West Palm Beach, Florida; Atlanta, Georgia; Chicago, Illinois; Boston, Massachusetts; Minneapolis, Minnesota; Durham, North Carolina; Portland, Oregon; Philadelphia, Pennsylvania; Austin, Texas; Dallas, Texas; Northern Virginia; and Seattle, Washington.

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