

Country Club Bank affiliates CC Capital Advisors and The Capital Corporation will merge



Two Country Club Bank affiliates announced they will merge.
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Two affiliates of Country Club Bank will merge to create one of the busiest investment banking groups in the Midwest.

The affiliates are The Capital Corp., which focuses on advising the buying and selling of community banks, and CC Capital Advisors, which advises clients involved in general commercial mergers and acquisitions. The two entities closed a combined total of 18 transactions in 2021.

The decision to merge came after Country Club Bank held a series of strategic planning sessions. The two affiliates shared a broker/dealer license and compliance and data resources, and they do similar activities. They just never shared an office space.



John Hense is managing director of CC Capital Advisors, the investment banking business for Country Club Bank.



Bob Wray is managing director of The Capital Corp., a bank mergers and acquisitions practice at Country Club Bank.

"We just never have really worked together like we should," Capital Corp. Bob Wray said. "It just made sense to come together, share some more resources and create more opportunities to work together on some projects. When I visit banks, they often have board members who own other businesses. If they're thinking about selling their businesses, they probably aren't thinking about calling The Capital Corporation, because we focus on banks. But if we're one organization, we think we can generate more opportunities. We could also save some of the headaches that come with having two sets of financials and everything else that end of the day all rolls up under the same broker dealer company anyway."

CC Capital Advisors Managing Partner John Hense said merging under one brand is less confusing to clients.

"This is really a good opportunity for us to work together a lot more closely, share more resources, co-market, and just be a much bigger investment banking entity in the Midwest," Hense said.

Wray and Hense will co-manage the merged entity, which will operate under the CC Capital Advisors brand. The merged entity will have 15 employees and will have its office in the CC Capital Advisors space at 2001 Shawnee Mission Parkway, Suite 110, in Mission Woods. Phone numbers and e-mail addresses will stay the same for now.



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