

BIOGRAPHY

Stuart A. Smith III

National Director – Business Value Strategies



Contact Information

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Expertise In

- Mergers & acquisitions
- Closely held business valuation
- Business planning and governance

Stuart leads strategic family business advisory services at Wilmington Trust and serves as the National Director – Business Value Strategies for M&T Emerald Advisory Services™. In that capacity, he collaborates with planning and wealth management colleagues to develop comprehensive, holistic strategies and solutions for clients and prospects with family business holdings.

Prior to joining Wilmington Trust in 2019, Stuart was a Managing Director in the M&T Investment Banking Group, where he co-founded the Bank's M&A/Corporate Finance business in 2001 and was Co-Head of the team since 2014. Stuart has more than 25 years of diversified financial services experience including senior and subordinated debt raises, private equity raises, mergers and acquisitions, and leveraged buyouts across a wide range of industries. Earlier in his career, Stuart was a Director in the Consumer and Industrial Products Group at PricewaterhouseCoopers Securities, the investment banking division of PricewaterhouseCoopers, where he worked from 1993 until 2001. He began his career at First National Bank of Maryland in the Private Banking Division.

Stuart holds an MBA from Georgetown University, where he was elected to Beta Gamma Sigma for academic achievement, and a BA in History from the University of Virginia. He is actively involved in the Baltimore community and is currently the President of the Board of Trustees for the Loyola-Notre Dame Library and Treasurer and Board Member of Gilchrist Hospice Care. He also serves on the finance committee of the Greater Baltimore Medical Center. Stuart formerly served in a number of capacities on the Board of Trustees for Integrace, Inc., a not-for-profit senior care business that was headquartered in Maryland.