

# Brochure Supplement for

## David Gladstone

### **Gladstone Management Corporation**

1521 Westbranch Dr., Suite 100

McLean, VA 22102

USA

Phone: (703) 287-5800

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<http://www.gladstonemanagement.com/>

This brochure supplement was last updated on September 28, 2015

This brochure supplement provides information about the above listed individual that supplements Gladstone Management Corporation's ("Gladstone Management" or the "Firm") brochure. You should have received a copy of that brochure. Please contact Jack Dellaflora, Chief Compliance Officer, at (703) 287-5872 or by e-mail at [jack.dellaflora@gladstonecompanies.com](mailto:jack.dellaflora@gladstonecompanies.com) if you did not receive Gladstone Management's brochure or if you have any questions about the contents of this supplement.

## **David Gladstone, Chairman and Chief Executive Officer**

### **Educational Background and Business Experience**

Born: May 30, 1942

Formal Education:

Mr. Gladstone holds a MBA degree from the Harvard Business School, a MA from American University and a BA from the University of Virginia.

Recent Business Experience:

Mr. Gladstone has been our chairman and chief executive officer since he founded the Firm in 2002. Mr. Gladstone is also a founder of our affiliates, including the clients to which we actively provide investment advice (i.e., Gladstone Capital Corporation (NASDAQ: GLAD) and Gladstone Investment Corporation (NASDAQ: GAIN), publicly traded management investment companies that have elected to be regulated as business development companies under the Investment Company Act of 1940, as well as Gladstone Commercial Corporation (NASDAQ: GOOD) and Gladstone Land Corporation (NASDAQ: LAND), publicly traded companies that have elected or plan to elect to be treated as real estate investment trusts (“REITs”) for federal tax purposes). Mr. Gladstone has served as chief executive officer and chairman of the board of directors of Gladstone Capital Corporation since its inception in 2001, of Gladstone Commercial Corporation since its inception in 2003, of Gladstone Investment Corporation since its inception in 2005, and of Gladstone Land Corporation since its inception in 1997.

Prior to founding Gladstone Management and its affiliates, Mr. Gladstone served as either chairman or vice chairman of the board of directors of American Capital Strategies, a publicly traded leveraged buyout fund and mezzanine debt finance company, from June 1997 to August 2001. From 1974 to February 1997, Mr. Gladstone held various positions, including chairman and chief executive officer, with Allied Capital Corporation, Allied Capital Corporation II, Allied Capital Lending Corporation, Allied Capital Commercial Corporation and Allied Capital Advisors Inc. From 1992 to 1997, Mr. Gladstone served as a director, president and chief executive officer of Business Mortgage Investors, a private mortgage REIT managed by Allied Capital.

Mr. Gladstone was the founder and managing member of The Capital Investors, a group of angel investors, but is no longer a member. Mr. Gladstone has co-authored two books on financing for small and medium sized businesses, Venture Capital Handbook and Venture Capital Investing – published by Prentice Hall.

### **Disciplinary Information**

Not Applicable

### **Other Business Activities**

As discussed above, in addition to his roles as chairman and chief executive officer of Gladstone Management, Mr. Gladstone is also the chief executive officer and chairman of the

board of directors of each of the Firm's publicly traded business development companies and REIT clients.

As discussed in the Firm's brochure, the Firm's clients generally acquire and dispose of investments in privately negotiated transactions in which the services of a broker-dealer may be used. When the services of a broker-dealer are necessary or appropriate, Gladstone Management's affiliate, Gladstone Securities, LLC, an SEC registered broker-dealer and FINRA member firm, may be engaged to effect the client's transactions. Mr. Gladstone is a non-managing member of the board of managers of Gladstone Securities and is the indirect owner of that firm, which may create a conflict of interest with the duties he owes to Gladstone Management's clients. Mr. Gladstone is also the chief executive officer, chairman of the board of managers and indirect owner of the Firm's affiliate, Gladstone Administration, LLC, which provides certain administrative services to the Firm's clients. Mr. Gladstone's involvement with Gladstone Administration also may create a conflict of interest with the duties he owes to Gladstone Management's clients. As discussed in the Firm's brochure, to reduce the potential for such conflicts of interest, the Firm has procedures designed and implemented to ensure its supervised persons, including Mr. Gladstone, act in the best interests of the Firm's clients.

#### **Additional Compensation**

Not Applicable

#### **Supervision**

Mr. Gladstone's activities are generally monitored by Gladstone Management's Chief Compliance Officer in accordance with the Firm's compliance policies and procedures. In addition, as a member of the Firm's Board of Directors and Investment Committee, Mr. Gladstone's activities are supervised by the other members of those governing bodies.

Gladstone Management's Chief Compliance Officer, Jack Dellafiora, can be reached at 703-287-5872. Terry Brubaker, a member of the Firm's Board of Directors and Investment Committee, can be reached at 703-287-5820.

# Brochure Supplement for

## Terry Brubaker

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## **Terry Brubaker, Vice Chairman, Director, Assistant Secretary, and Chief Operating Officer**

### **Educational Background and Business Experience**

Born: December 3, 1943

Formal Education:

Mr. Brubaker holds a MBA degree from the Harvard Business School and a BSE from Princeton University.

Recent Business Experience:

Mr. Brubaker has been our vice chairman, assistant secretary, and chief operating officer, and a director since the Firm was founded in 2002. Mr. Brubaker also serves in various roles for the clients to which we actively provide investment advice (i.e., Gladstone Capital Corporation (NASDAQ: GLAD) and Gladstone Investment Corporation (NASDAQ: GAIN), publicly traded management investment companies that have elected to be regulated as business development companies under the Investment Company Act of 1940, as well as Gladstone Commercial Corporation (NASDAQ: GOOD) and Gladstone Land Corporation (NASDAQ: LAND), publicly traded companies that have elected or plan to elect to be treated as real estate investment trusts (“REITs”) for federal tax purposes). Mr. Brubaker served as president of Gladstone Capital Corporation from May 2001 through April 2004, when he assumed the duties of vice chairman, chief operating officer, and secretary. Mr. Brubaker also served as secretary or assistant secretary, chief operating officer and a director of Gladstone Commercial Corporation since its inception in 2003, and as president from 2003 through July 2007, when he assumed the duties of vice chairman. Mr. Brubaker has been a vice chairman, secretary or assistant secretary, chief operating officer and a director of Gladstone Investment Corporation since its inception in 2005. Mr. Brubaker has been a vice chairman, assistant secretary, chief operating officer and a director of Gladstone Land Corporation since 2007.

Prior to joining the Firm, Mr. Brubaker founded Heads Up Systems, a company providing process industries with leading edge technology, in March 1999 and served as its chairman until May 2003. From 1996 to 1999, Mr. Brubaker served as vice president of the paper group for the American Forest & Paper Association. From 1992 to 1995, Mr. Brubaker served as president of Interstate Resources, a pulp and paper company. From 1991 to 1992, Mr. Brubaker served as president of IRI, a radiation measurement equipment manufacturer. From 1981 to 1991, Mr. Brubaker held several management positions at James River Corporation, a forest and paper company, including vice president of strategic planning from 1981 to 1982, group vice president of the Groveton Group and Premium Printing Papers from 1982 to 1990 and vice president of human resources development in 1991. From 1976 to 1981, Mr. Brubaker was strategic planning manager and marketing manager of white papers at Boise Cascade. Previously, Mr. Brubaker was a senior engagement manager at McKinsey & Company from 1972 to 1976.

### **Disciplinary Information**

Not Applicable

### **Other Business Activities**

As discussed above, in addition to his roles as vice chairman, director, assistant secretary, and chief operating officer of Gladstone Management, Mr. Brubaker also serves in various capacities for each of the Firm's publicly traded business development companies and REIT clients, including roles as vice chairman, chief operating officer, and secretary.

Mr. Brubaker is also the vice chairman of the board of managers, assistant secretary, and chief operating officer of the Firm's affiliate, Gladstone Administration, LLC, which provides certain administrative services to the Firm's clients. Mr. Brubaker's involvement with Gladstone Administration may create a conflict of interest with the duties he owes to Gladstone Management's clients. As discussed in the Firm's brochure, to reduce the potential for such conflicts of interest, the Firm has procedures designed and implemented to ensure its supervised persons, including Mr. Brubaker, act in the best interests of the Firm's clients.

### **Additional Compensation**

Not Applicable

### **Supervision**

Mr. Brubaker's activities are generally monitored by Gladstone Management's Chief Compliance Officer in accordance with the Firm's compliance policies and procedures. In addition, as a member of the Firm's Board of Directors and Investment Committee, Mr. Brubaker's activities are supervised by the other members of those governing bodies.

Gladstone Management's Chief Compliance Officer, Jack Dellafiora, can be reached at 703-287-5872. David Gladstone, a member of the Firm's Board of Directors and Investment Committee, can be reached at 703-287-5858.

# Brochure Supplement for

## David Dullum

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## **David Dullum, Executive Managing Director**

### **Educational Background and Business Experience**

Born: March 11, 1948

Formal Education:

Mr. Dullum holds an MBA degree from Stanford Graduate School of Business and a BME from the Georgia Institute of Technology.

Recent Business Experience:

Mr. Dullum has been a senior managing director since February 2008. Mr. Dullum also serves in various roles for the clients to which we actively provide investment advice (i.e., Gladstone Capital Corporation (NASDAQ: GLAD) and Gladstone Investment Corporation (NASDAQ: GAIN), publicly traded management investment companies that have elected to be regulated as business development companies under the Investment Company Act of 1940, as well as Gladstone Commercial Corporation (NASDAQ: GOOD), a publicly traded company that has elected or plans to elect to be treated as a real estate investment trust (“REIT”) for federal tax purposes). Mr. Dullum has served as president of Gladstone Investment Corporation since April 2008. Mr. Dullum has been executive vice president of Gladstone Capital Corporation since October 2010. Mr. Dullum has also served as executive vice president of Gladstone Commercial Corporation since July 2010. Mr. Dullum served as a member of the boards of directors of Gladstone Capital Corporation from 2001 to 2015, of Gladstone Commercial Corporation from 2003 to 2015, and of Gladstone Investment Corporation from 2005 to 2015.

Prior to joining the Firm, Mr. Dullum was a partner of New England Partners, a venture capital firm, from 1995 to 2009. From 1976 to 1990, Mr. Dullum served as managing general partner of Frontenac Company, a venture capital firm.

### **Disciplinary Information**

Not Applicable

### **Other Business Activities**

As discussed above, in addition to his role as executive managing director of Gladstone Management, Mr. Dullum also has served in various capacities for each of the Firm’s publicly traded business development companies and one of the Firm’s REIT clients, including roles as president and executive vice president.

As discussed in the Firm’s brochure, to reduce the potential for such conflicts of interest, the Firm has procedures designed and implemented to ensure its supervised persons, including Mr. Dullum, act in the best interests of the Firm’s clients.

### **Additional Compensation**

Not Applicable

### **Supervision**



Mr. Dullum's activities are generally monitored by Gladstone Management's Chief Compliance Officer in accordance with the Firm's compliance policies and procedures. In addition, as a member of the Firm's Investment Committee, Mr. Dullum's activities are supervised by the other members of those governing bodies.

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# Brochure Supplement for

## Robert Cutlip

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## **Robert Cutlip, Executive Managing Director**

### **Educational Background and Business Experience**

Born: November 29, 1949

#### **Formal Education**:

Mr. Cutlip holds an MBA degree from the University of Southern California, an MS from Vanderbilt University, and a BSE from the United States Air Force Academy.

#### **Recent Business Experience**:

Mr. Cutlip has been an executive managing director since June 2012. Mr. Cutlip also serves in various roles for the clients to which we actively provide investment advice (i.e., Gladstone Commercial Corporation (NASDAQ: GOOD), a publicly traded company that has elected to be treated as a real estate investment trust (“REIT”) for federal tax purposes). Mr. Cutlip has served as president of Gladstone Commercial Corporation since June 2012.

Prior to joining the Firm, Mr. Cutlip served as managing director of the southeast and mid Atlantic region for Sealy & Company, LLC, a real estate investment and operating company, from 2010 to 2012. From 2009 to 2012, Mr. Cutlip was a founding principal of Attentus Advisors, a real estate advisory consulting firm. From 2006 to 2008, Mr. Cutlip served as managing director and then executive vice president of North American Operations at First Industrial Realty Trust, a publically traded industrial real estate investment trust. From 2003 to 2006, Mr. Cutlip served as senior vice president of Highwoods Properties, a publically traded real estate investment trust. From 2001 to 2003, Mr. Cutlip served as vice president of real estate at Progress Energy, an energy company. From 1993 to 2001, Mr. Cutlip held several management positions at Duke-Weeks Realty Corporation, a publically traded real estate investment trust, including senior vice president of development of Weeks-Atlanta from 1993 to 1997, president of North Carolina Operations for Duke-Weeks from 1997 to 1999, and regional executive vice president from 1999 to 2001. Mr. Cutlip was vice president, principle-in-charge, at Paragon Group, Inc. from 1985 to 1993.

### **Disciplinary Information**

Not Applicable

### **Other Business Activities**

As discussed above, in addition to his role as executive managing director of Gladstone Management, Mr. Cutlip also serves as President of Gladstone Commercial Corporation, one of the Firm’s publicly traded REIT companies.

As discussed in the Firm’s brochure, to reduce the potential for such conflicts of interest, the Firm has procedures designed and implemented to ensure its supervised persons, including Mr. Cutlip, act in the best interests of the Firm’s clients.

### **Additional Compensation**

Not Applicable

**Supervision**

Mr. Cutlip's activities are generally monitored by Gladstone Management's Chief Compliance Officer in accordance with the Firm's compliance policies and procedures. In addition, as a member of the Firm's Investment Committee, Mr. Cutlip's activities are supervised by the other members of those governing bodies.

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# Brochure Supplement for

Robert Marcotte

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## **Robert Marcotte, Executive Managing Director**

### **Educational Background and Business Experience**

Born: August 26, 1958

Formal Education:

Mr. Marcotte holds a BSBA from Georgetown University.

Recent Business Experience:

Mr. Marcotte has been an executive managing director since December 2013. Mr. Marcotte also serves in various roles for the clients to which we actively provide investment advice (i.e., Gladstone Capital Corporation (NASDAQ: GLAD), a publicly traded management investment company that has elected to be regulated as a business development company under the Investment Company Act of 1940). Mr. Marcotte has served as president of Gladstone Capital Corporation since December 2013.

Prior to joining the Firm, Mr. Marcotte served as an executive vice president and co-head of asset management for MCG Capital, a publically traded business development company, where he was employed from 2002 to 2013. He also served on MCG Capitals investment committee from 2007 to 2013. From 2001 to 2002, Mr. Marcotte served as chief financial officer of Aleron, Inc., a wholesale internet access and network services provider. From 1998 to 2001, Mr. Marcotte served as vice president of corporate finance of Goldman Sachs & Co., an investment banking, securities and investment management firm. From 1992 to 1998, Mr. Marcotte served as director of project and lease financing of Merrill Lynch & Co., a financial management and advisory company. From 1986 to 1992, Mr. Marcotte served as senior vice president of project financing at GE Capital, the financial services unit of General Electric. Mr. Marcotte was a banking officer at Mellon Bank from 1980 to 1986.

### **Disciplinary Information**

Not Applicable

### **Other Business Activities**

As discussed above, in addition to his role as executive managing director of Gladstone Management, Mr. Marcotte also serves as President of Gladstone Capital Corporation, one of the Firm's publicly traded business development companies.

As discussed in the Firm's brochure, to reduce the potential for such conflicts of interest, the Firm has procedures designed and implemented to ensure its supervised persons, including Mr. Marcotte, act in the best interests of the Firm's clients.

### **Additional Compensation**

Not Applicable

### **Supervision**

Mr. Marcotte's activities are generally monitored by Gladstone Management's Chief Compliance Officer in accordance with the Firm's compliance policies and procedures. In addition, as a member of the Firm's Investment Committee, Mr. Marcotte's activities are supervised by the other members of those governing bodies.

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