

GAIL BASSETTE, Federal Procurement Center Project Director

Gail Bassette is an accomplished executive and performance-driven entrepreneur with 25 + years as CEO of public and private organizations providing fiscal, operations, procurement, marketing, small business development and government related services. She is passionate about helping small and minority businesses grow faster and smarter, creating jobs and building vibrant communities.

She leads the MBDA Federal Procurement Center, helping minority firms involved in high growth industries with rapid growth potential gain access to federal contracts, key contacts, and business intelligence to successfully compete to win federal contracts. The FPC provides technical business services including (but not limited to) the development of a pool of federal contracting opportunities; direct matching of opportunities with qualified/vetted MBEs; relationship management and deal sourcing initiatives (e.g., industry clusters); educating MBEs on the benefits of strategic growth alternatives (e.g., mergers, acquisitions and/or joint ventures); MBE advocacy; and, providing service referrals to MBEs of all sizes.

Before joining the Center, Ms. Bassette served as Cabinet Secretary of Maryland Department of General Services where she was responsible for an annual budget of nearly \$1 billion, managing over 650 employees. She spearheaded the State's first Business and Entrepreneur Training Summit, and as Secretary, she increased contracts for small and minority firms by 55%, totaling over \$100 million.

Ms. Bassette was also the owner of a successful management consulting firm primarily contracting with state and federal government agencies. She received several national and state awards for her work; the Women Business Enterprise Award from the U.S. Department of Transportation in 2004; the Mid-Atlantic Region Top 100 Minority Business Enterprise (MBE) Award in 2013 and 2010; and in 2007, was featured in Inc. Magazine as one of the 500 fastest growing private companies in the U.S.

She served on the Obama Administration's Interagency Task Force on Federal Contracting Opportunities for Small Businesses and as an advisor to the U.S. Department of Transportation, Office of Civil Rights to develop a national small and disadvantaged business enterprise program.

Ms. Bassette holds a Masters in Entrepreneurship and Technology from the University of Maryland and has received two Honorary Doctorates degrees in Humane Letters from the University of Virginia in Lynchburg, VA and from the Lighthouse Christian College in District Heights, Maryland.