



## Presenters, Panelists & Facilitators



### **C. Gail Bassette**

President and CEO of TCE, Incorporated

C. Gail Bassette is President and CEO of TCE, Incorporated, a woman-owned strategic management consulting firm providing a broad range of support and advisory services. Clients include the federal, state and local governments and private entities. Headquartered in Camp Springs, Maryland, TCE's core services include program management, organizational development and training, staffing, security surveillance, and business management solutions. TCE also provides capacity building technical assistance and advisory services to small, minority and women-owned businesses.

Ms. Bassette has more than 25 years of experience as a dynamic, result oriented entrepreneur and visionary with a strong track record of performance in program/project management, business development and contract execution. Ms. Bassette holds a B.A. in Communications Media from Bowie State University; a graduate of the Advanced Minority Business Executive Program, Tuck School of Business at Dartmouth; a graduate of the Transportation Construction Management Institute, Virginia Polytechnic Institute and State University and a graduate of the SBA 8(a) Academy, Howard University School of Business.



### **Carl E. Brown, Jr.**

Executive Director of the Center for Minority Business Development (CMBD) at Prince George's Community College

Carl E. Brown, Jr., has over 20 years of experience in business development, contract management, purchasing and procurement. Mr. Brown earned his MGA in State and Local Government at the University of Maryland, University College, a B.A. in Broadcast Management from Howard University, and several Masters and Executive Leadership certificates and training in contract compliance and management, as well as human resources management.

As Executive Director of the CMBD, Mr. Brown is charged with accelerating the development of minority-owned businesses and expanding the minority entrepreneurial community through a focus on capacity building and cultivating strong business leaders. CMBD is the only program of its kind in the Washington Metropolitan area where the road to minority contracting success starts on the campus of a community college. As a result of his commitment and dedication to the minority business owner, Mr. Brown has had over 500 business owners to register for CMBD workshops and training. Through his guidance and leadership, Mr. Brown has successfully led and graduated CMBD's first class of minority-owned construction firms to compete for large scale construction projects such as the National Harbor.

Prior to joining CMBD, Mr. Brown was the manager of Business Development and the Disabled Business Enterprise (DBE) Program at the Washington Metropolitan Area Transit Authority (WMATA).



### **Malda J. Brown**

Procurement Center Representative (PCR) for the United States Small Business Administration

Ms. Brown has served as Chief of Contracts for five years at the United States Small Business Administration; she furthered her education at Strayer University and continues to expand her knowledge through various training opportunities.

As a PCR, Malda is responsible for overseeing the small business practices of several major Federal Government Agencies, such as the Department of Health & Human Services, Department of Commerce, Department of Justice, Army Core Engineering, Social Security Administration and Walter Reed.

Ms. Brown is also responsible for ensuring that Federal Agencies share a fair portion of purchases to small businesses of all types by counseling, assisting, and recommending that requirements be set aside for Small; Small Disadvantaged Businesses (SDB) and Women-owned Small Businesses (WSB) to name a few. Malda's responsibility is to increase both the dollar value and percentage total of contract awards to small businesses and enhance competition while staying in compliance with Federal Acquisition Regulations (FAR). Ms. Brown has thirty plus years in government contracting and ensuring that small business contracts are in accordance with Small Disadvantaged Business practices.

Ms. Brown is an Advocate for all types of small businesses and a resource for information and advice.



### **Grace Denno**

The Acting Manager of Montgomery County Government's Office of Business Relations and Compliance (OBRC)

The OBRC is directly responsible for developing legislation and policies that aid the growth and success of Small, Minority-, Female- and Disabled Person-Owned Businesses. The OBRC administers the County's social economic and business compliance programs including the:

- Minority-, Female- and Disabled Person-Owned Business (MFD)
- Local, Small Business Reserve (LSBR)
- Living Wage Law
- Prevailing Wage Law programs
- Equal Benefits Law

OBRC's goal is to strengthen competition, business equity and competitive contracting for MBE's and local businesses. She works directly with the offices of the County Executive, County Council, Department Directors, business owners, associations, Chambers of Commerce and other stakeholders to craft a robust business community that is sustainable, compliant and economically successful.



### **Kevin Doyle**

Partner of Lanigan, Ryan, Malcolm & Doyle, P.C.

Kevin provides services to a variety of clients in the construction, government contracting, manufacturing, wholesale, and direct marketing industries. Besides providing his clients with excellent business consulting, Kevin has served as an expert witness and has experience in litigation support, fraud investigation, and claims analysis.

Kevin graduated from Towson University in 1983, earning a Bachelor of Science Degree in Business Administration with a concentration in Accounting. He is a licensed CPA in the District of Columbia, Maryland, and Virginia. He is a member of the American Institute of CPAs, the Maryland Association of CPAs, the Greater Washington Society of CPAs, and an associate member of the Association of Certified Fraud Examiners.



### **Charles Eaton**

Director-Corporate Diversity and Community Development for Hensel Phelps Construction Co.

Mr. Eaton has developed an award winning small business capacity building program which has helped Hensel Phelps exceed all their small business municipal and federal subcontracting goals. Mr. Eaton is highly skilled in teaming relationships, including mentor-protégé and joint ventures, and is extremely knowledgeable on unbundling scopes of work to ensure maximum small business participation.

Mr. Eaton has been involved in Maryland projects contributing over \$350 million to MWBE businesses, exceeding overall participation goals by 83%. Nationwide, Mr. Eaton is responsible for Hensel Phelps meeting and exceeding their contract MWBE participation goals which average over \$1 billion annually.



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### **Alfred G. Edwards**

Chairman and CEO of  
Exceed Corporation

Mr. Edwards has thirty-nine years of experience in government contracting with civilian and defense agencies. Served in numerous senior level positions at large, small, and disadvantaged businesses. Served as Vice President of Operations for two small businesses prior to starting Exceed Corporation in 1998, where he is currently serving as Chairman and CEO. Exceed Corporation provides technical and analytical solutions to its government clients.

Edwards owned and operated a gourmet restaurant and retail business for seven years then became a co-founder and limited partner of a computer leasing corporation for five years. Edwards also co-authored "The Minority Career Guide," Peterson's Publications; a book designed to guide minorities through the challenges of corporate America.

Edwards is a native Washingtonian, married with two children.



### **Robert Gatewood, MBA**

President and Founder of  
Gatewood Marketing

Mr. Gatewood has over 25 years of experience in advertising, marketing and business development. He is also a radio talk show host, author, lecturer and web strategist.

Prior to starting his company, Mr. Gatewood served in various corporate capacities, including; President of Tele-Grocery Supermarket, and Senior Vice-President of Marketing for Diet-to-Go. He has also served as a marketing and web consultant for the Federal Aviation Administration, a web consultant for Radio-One, and he currently serves as a workforce development consultant for the National Urban League of New York.

Mr. Gatewood specializes in leveraging an understanding of the marketing metrics into effective customer acquisitions, extended customer lifetime values, and increased business profitability. In addition to his consulting services, Mr. Gatewood's methods of delivering his message include, but are not limited to; his radio talk show, "The Marketing Pulpit", which airs on WOL-AM 1450 in the Washington DC area; his video "Why Most Advertising Doesn't Work"; and his marketing lecture series through the B.O.S.S. (Business Owners Success Series), offered through Prince George's Community College.



### **Linda Kay Simpson Heartley**

Senior Executive Administrator of  
Office of Contracts Management,  
Employment and Training  
Administration, and Department of  
Labor in Washington, DC

Linda Kay Simpson Heartley attended Alcorn State University (Lorman, MS) and the University of Phoenix (AZ) obtaining a Bachelors of Science in Business Management and a Masters of Art in Organizational Management. She is also a graduate of the Industrial College of the Armed Forces (Washington, D.C.) where she received her second masters, a Master of Science in National Resource Strategy. She is a graduate of the Army Management Staff College and has Graduate Certificates in Leadership and Management from the Kellogg School of Business, Northwestern University (Evanston, IL) and the Darden School of Business, University of Virginia, (Charlottesville, VA).

Linda is a member of the National Contract Management Association, Alpha Kappa Alpha Sorority Senior Executives Association and several service and educational organizations. She has worked throughout the U.S. and Western Europe. She is a career civil servant with more than 30 years of service, 28 of those years with the Department of Defense. She currently serves in the Senior Executive Service as Administrator, Office of Contracts Management, Employment and Training Administration, Department of Labor, Washington, DC.

She is married to Theodore (Ted) Heartley and has two daughters.



**Louis G. Hutt, Jr., Esq., C.P.A.**  
 CEO of Louis G. Hutt, Jr. and Bennett,  
 Hutt and Company, LLC

A graduate of Washington University with a Bachelor of Science in Business Administration, Hutt began his career in the St. Louis Office at Ernst and Young. While with Ernst and Young, he was selected to serve as the firm's Visiting Professor of Accounting at Morgan State University.

Hutt attended the University of Maryland School of Law. After completing law school, he established The Law Office of Louis G. Hutt, Jr. and Bennett, Hutt and Co., LLC., Certified Public Accountants based in Columbia, Maryland. Through the auspices of these professional practice units, Hutt provides financial, business and legal representation involving financial accounting, compliance auditing, commercial financing, business acquisitions, and tax controversies. In addition to serving a highly diverse business clientele, Hutt's specialized industry experience includes regulatory compliance for airports governed by FAA; analysis and monitoring of collective bargaining and revenue sharing agreements for NFL Players Association and in other professional sports; public sector enterprise and economic development; private foundations and tax exempt organizations. Hutt hosts The Lou Hutt Show which airs on weekends and Tax Tip Tuesdays on XM Radio.

Author to, *The Road to Mega Success: Simple Strategies for Enriching the Bottomline*, an extension of his popular workshops.



**Sharon Moore Jackson**  
 The Minority Business Enterprise (MBE)  
 Compliance and Outreach Manager  
 for the Governor's Office of Minority  
 Affairs (GOMA)

This is Mrs. Jackson's second tour of duty with GOMA. Prior to returning to GOMA in 2007 after beginning her career in the mid-1970's, Mrs. Jackson was the Minority Business Enterprise (MBE) Coordinator for Prince George's County Public Schools, and the MBE Administrator for the State of Maryland Department of Human Resources (DHR).

A seasoned professional, Mrs. Jackson's skill sets are in the area of Small and Minority Business Development, Economic Development, Public Relations/Marketing, Strategic Planning, Event Planning and Teaming/Partnering. Mrs. Jackson brings a wealth of knowledge to the GOMA team. A true advocate for small and minority businesses, she has received numerous awards and citations for her commitment and dedicated service. Among her many honors, includes the Metropolitan Executive & Professional National Registry Who's Who, which profiles executives, professionals and entrepreneurs with outstanding achievements in their occupation, industry or profession. Mrs. Jackson has also been honored as the MBE Advocacy of the Year Award by both the Prince George's County Small Business Initiative (SBI) and the National Capital Minority Business Committee (NCMBC). Most recently, Mrs. Jackson has been accepted into the Leadership Prince George's (LPG) Class of 2012.



**Kalimah Matthews**  
 Signal Financial Federal Credit Union  
 (FCU)

Kalimah Matthews has over 25 years in the Financial Services industry. Beginning her career in retail banking, she has held every position up to and including Branch Manager. In corporate banking; her positions for Allfirst Bank and now Signal Financial FCU have focused on business development in Prince George's County. She also worked for a time in investments, marketing investment and insurance products for a major Wall Street firm.

At Signal Financial Kalimah now focuses on Small Business Development, helping small businesses recover from the economic downfall of the last several years. She specializes in access to capital for small business owners and commercial real estate acquisitions.



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### **Necole Parker**

President & CEO of  
The ELOCEN Group, LLC

Necole Parker primarily focuses on the company's Business Development, Client Management and Quality Control efforts. Her drive and commitment serve to protect the best interests of her clients and adds significant value to overall projects for the company. Necole has over 17 years experience in project management, which extends from a project's pre-concept stages to close-out. Specifically, Ms. Parker has managed more than 11 million square feet of office space comprised of new construction and/or renovations. By applying her comprehensive knowledge of design, construction management, equipment/furniture procurements, installations, space planning, moves and client management, she has successfully completed various large/complex multiphase federal and private sector projects.



### **Keith Singletary**

Owner of two Chick-fil-A franchises in  
Largo, Maryland and Capitol Heights,  
Maryland

Keith Singletary has worked in the areas of Business Operations, Finance/Accounting and Auditing for over twenty five years within various governmental agencies, public and private sectors, non-profits and as an entrepreneur.

Currently as Owner of two Chick-fil-A franchises in Largo, Maryland and Capitol Heights, Maryland, Keith communicates a clear vision of the direction for which his franchises will go. With a sharp eye on development of key management and staff, Keith keeps his more than 140 employees focused on their shared vision for the restaurant and its aggressive long term goals for sales, food quality and customer satisfaction. Together, they plan for future success on a daily basis, which has led to tremendous growth in business. Within four years, the Capital Centre location has received Chick-fil-A's highest honor, Symbol of Success, for sales growth in 2005, 2006, 2007 and 2008. In 2006 and 2007 this location was recognized again for being one of the top performing stores in the chain. In 2008, the Capitol Heights location achieved record sales in its first year.

Keith was featured in the July 2008 issue *Franchising World Magazine* for his accomplishments within the franchise community. Keith has a Bachelor of Science degree in Accounting/Finance from Cheyney University, in Cheyney, Pennsylvania.



### **Shirley A. Williams**

Chief of the Minority and Women's  
Business Opportunity Office

Shirley A. Williams is a native of Albany, Georgia. She has a Bachelor of Arts degree from Albany State University, a Master of Arts from the University of Illinois at Champaign-Urbana, Illinois and a Law degree from The Ohio State University College of Law. She began her professional career as an Instructor of English at Morgan State University (then College). She is a long-term employee with the City of Baltimore where she has held several positions including: Acting/Deputy Comptroller, Deputy Director of the Department of Public Works, Chief of the Management Division in the Department of Law, and currently she is the Chief of the Minority and Women's Business Opportunity Office.

The latter office is responsible for the administration of Baltimore's Minority/Women's Business Enterprise Program. The program has been in existence since 1980, and its provisions were codified into law in 1986. Ms. Williams is responsible for overseeing office operations which include certifying minority and women business enterprises, conducting site investigations, monitoring contract compliance, and conducting various training programs for firms desiring to do business with the City of Baltimore.