

Doña Storey is the president and CEO of Quality Technical Services, Inc. (QTS), a woman-owned small business started in July of 1980. She is also the creator of a new venture, GOVtips LLC, providing expertise in the launching and growing of firms doing business with the Federal government. In addition she is creator of GOVtips.biz an online guide to success in federal contracts and author of the *World's Biggest Customer* book series. In addition, Ms. Storey is a frequent contributor to the Minority Enterprise Advocate (MEA) magazine and blogs on small business and federal contracting issues in Inside Business online. She is also a popular source for media nationwide.



In QTS, Ms. Storey has grown a corporation which has been repeatedly selected to manage high-profile projects nationwide. QTS offers comprehensive workplace consulting services by providing feasibility studies and managing expansions, reductions, reconfigurations of facilities and procuring furniture for federal agencies with contracts ranging up to \$100M in value. For such a small firm, QTS works with some very large customers, including: J P Morgan Chase, Johnson & Johnson, and many major Federal agencies as well as various state and local governments.

QTS was one of the original 12 companies selected for the first DOD Mentor-Protégé (M-P) Pilot Program in 1991. It was her experience in this initial program and a later return to the DOD M-P program that enabled Ms. Storey to design and execute two similar pilot programs. These projects included the Navy Technical Assistance Pilot Program (NTAPP) sponsored by the Department of the Navy and the Business Technical Assistance Pilot Program (BTAPP) sponsored by the Office of the Secretary of Defense (OSD).

NTAPP was a nationwide program targeted at the Navy's shipbuilding requirements for the 21<sup>st</sup> Century and was designed to enhance the technical proficiency and to improve the corporate infrastructure of small businesses that specialized in ship repair, shipbuilding, or ship maintenance.

BTAPP was targeted at 8(a) firms based nationwide. Structured like NTAPP, BTAPP firms represented different business areas and received 32 different training courses delivered by QTS subject-matter experts (SMEs), an outside certified public accountant (CPA) consultant who is a retired DCAA Auditor, and a law firm specializing in employment law.

For the past 18 years, Ms. Storey has played an active role in impacting public policy at both state and national levels. She has been repeatedly appointed or elected to boards and other leadership positions in state and federal government, education and small business associations. As the 2007 National Co-Chair of the Procurement Committee for Women Impacting Public



Policy (WIPP), she assisted the organization in becoming more proficient at finding and making the most of available opportunities. To date, Ms. Storey has made numerous recommendations affecting the revision of federal regulations and has provided testimony for congressionally appointed Commissions. In May 2009 she testified before the House Small business Committee. She is also a popular speaker and has served on several government panels.

## ***Key Positions***

Doña currently holds, or has recently held, key positions in the following business and educational associations:

### **Current**

- Commonwealth of Virginia Small Business Financing Authority – Board Member
- Small Business Administration (SBA) Regulatory and Fairness Board
- Governor’s Supplier Diversity Advisory Board
- Commonwealth of Virginia Governor’s Economic Development and Jobs Creation Commission – *Commission Member*
- Women in Defense Greater Hampton Roads – Small Business Chair
- Small Business Awards Foundation, Inc. – Board of Directors

### **Past**

- Women Impacting Public Policy (WIPP) – *National Co-Chair, Procurement Committee*
- National Association of Women Business Owners (NAWBO) – *National Steering Committee for the Economic Development Forum*
- National Association of Women Business Owners (NAWBO) – *Chair: National Committee for Corporate Matchmaking*
- City of Virginia Beach Minority Business Council – *Council Member (Liaison to Virginia Beach Economic Development Authority)*
- Tidewater Association of Service Contractors – *Executive Board (past 5 years)*
- Tidewater Government Industry Council – *Council Member*
- Salvation Army Advisory Board – *Programs Chair*
- Salvation Army Women’s Auxiliary – *Founding Member*
- Old Dominion University Educational Foundation – *Member, Board of Trustees*
- National Association of Female Executives – *Committee Member*
- Virginia Minority Suppliers Diversity Council – *Council Member*

## ***Awards & Citations***

Doña and QTS have recently received the following awards:

- Lasting Impression Award: Presented to a certified minority business enterprise of the Virginia Minority Supplier Development Council for their outstanding professional image exhibited in the business community – December 2011
- Minerva Award from Small Business Insight Magazine – April 2011



- 50 Women of Power and Influence by Minority Enterprise Advocate (MEA) Magazine – March 2011
- Inside Business Entrepreneurial Excellence Award – 2009
- MIX Magazine Power People of Color Award – 2008
- One of 25 Powerful Minority Women in Business – 2007
- SBA Virginia's Women in Business Champion of the Year – 2007
- Women in Business Achievement Award – 2005, 2003
- US Department of Agriculture Natural Resource Conservation Service's Small Business of the Year Award – 2005
- Old Dominion University Distinguished Alumni Award – 2004
- One of Virginia's Fantastic 50 Businesses of the Year – 2003
- SBA Minority Small Business Person of the Year (Region III) – 2002
- SBA Richmond District Office Minority Small Business Person of the Year – 2002
- Fifty Influential Minorities in Business – 2002
- Outstanding Professional Woman – 2000

## *Speaking Engagements*

Ms. Storey is registered with the National Speakers Association and has been a keynote speaker to commercial and governmental audiences on numerous topics, but especially on all aspects of developing and growing an effective small business. She has often been invited to sit on both national and regional panels. Samples of speaking engagements and panel events include:

- *Workshop Presenter for City of Virginia Beach Minority Business Council "Connect and Grow Your Business" Conference and Expo, - "Business Strategies and Leadership" – Virginia Beach, VA – November 2011*
- *Panel and Workshop Moderator for American Express OPEN Victory in Procurement (VIP) Event – "Mastering the GSA Schedule," and "GSA Schedule 101", Dallas, TX – September 2011*
- *Panel and Workshop Moderator for American Express OPEN Victory in Procurement (VIP) Event – "Mastering the GSA Schedule," and "GSA Schedule 101", Los Angeles, CA – September 2011*
- *"Kickoff Speaker and Panel Member, Small Business Symposium, Armed Forces Communications and Electronics Association (AFCEA), Hampton Roads Chapter – August 2011*
- *"Webinar Presenter, Does the Government Buy What I Sell?" National Webinar for Women Impacting Public Policy (WIPP), Give Me 5 Program - August 2011*
- *"Government Contracting: The Ping Pong Effect," Women' Business Enterprise National Council (WBENC) National Conference and Business Fair, Las Vegas, NV – June 2011*



- Panel Moderator for WBENC's National Conference and Business Fair – "Leveraging Government Representatives" – June 2011
- Panel Moderator for American Express OPEN Victory in Procurement (VIP) Event – "Getting the Most from the GSA Schedule," Miami, FL – June 2011
- Panel Moderator for American Express OPEN – WIPP "Teaming Opportunities for WOSB's" – May 2011
- Panel Moderator for the Women in Defense, GHR 8(m) Boot Camp – April 2011
- Panel Moderator for the March 2011 Tidewater Government Industry Council Exchange Briefing "8(a) Updates"
- Panel Moderator for Women in Defense, GHR "Women Mentoring Women" – February 2011
- "The Ping-Pong Effect," Virginia Business Opportunity Fair- Virginia Minority Supplier Development Council Richmond, VA- May 2010
- House Small Business Committee testimonial, Washington, DC – May 2009
- "Leadership to Meet the Challenges of a Changing World," Asian-Pacific-American Month, Norfolk, VA – May 2009
- "All About the OSDBU," Give Me 5 Training 211, WIPP, Webinar- May 2009
- "The Federal Acquisition Process," DSC-R CON 353, Richmond VA- March 2009
- "The Nine Step Acquisition Process: Adding Value for Federal Customers," Women Presidents' Educational Organization, Washington, DC- March 2009
- "The Five Keys to Success in Federal Contracting," Women Presidents' Educational Organization, Richmond, VA- March 2009
- "Contractor Past Performance: How do we get back to where we were supposed to be all along?" TGIC Exchange Brief- November 2008
- "2008 Department of Defense Procurement Conference," Small Business Panel - May 2008
- "8 Step Buy-Sell Process of Federal Procurement," Small Business Procurement and Development Conference, Virginia Beach, VA- March 2008
- "The Buy-Sell Process," DSC-R CON 353, Richmond, VA- March 2008
- "Marketing to the Federal Government: Developing a Winning Strategy," 2007 WIPP/SBE Council Conference, Washington, DC – September 2007
- "Successful Women: In the Workplace and on the Golf Course," 7th Annual GEICO & Urban League of Hampton Roads, Inc. Women's Golf Clinic – June 2007
- "Fundamentals of Marketing to and Contracting with the Federal Government," GOVBiz 2007 Small Business Conference, Hampton University – July 2007
- "Marketing to the Federal Government: Developing a Winning Strategy," 2007 WIPP/SBE Council Conference, Washington, DC – September 2007
- "Respect: What Is It? How Do We Recognize It?" (Keynote Speaker) National Association of Women Business Owners (NAWBO) Meeting, Town Point Club – November 2006
- "Key Elements for Success in Government Contracting," (Moderator for US Congresswoman Thelma Drake) Veteran Procurement Conference, Old Dominion University – August 2006
- "Small Businesses and Government Contracting," National Contract Management Association Regional Conference, Christopher Newport University – May 2006



- *“Welcome to Your Future,”* (Keynote Speaker) Graduating Senior Class Breakfast, Old Dominion University – May 2006
- *“Leadership & Management: Values and Processes,”* Graduate Program in Hospital Administration, Eastern Virginia Medical School – January 2006
- *Panel Discussion on Women’s Issues,* Naval Sea Systems Command (NAVSEA), Woman-Owned Small Business (WOSB) Conference, sponsored by the Program Executive Officer (PEO) Submarines – October 2005
- *“Women Changing America,”* 11<sup>th</sup> Transportation Battalion, 1<sup>st</sup> Annual Women’s History Celebration: Fort Story, Virginia Beach, VA – 2005
- *“Living in a Diverse Community and World,”* Founder’s Week 2005: Oceans of Diversity, Ocean Lakes High School, Virginia Beach, VA – 2005
- *“Success as a Woman-Owned Small Business Defense Contractor,”* Women’s History Month Event, Women’s Business Center of the Capital Area, Washington, DC – 2003
- *“Government Contracting – How to Sell to the Nation’s Biggest Buyer,”* Entrepreneurs Forum of Hampton Roads – 2003
- *“Leaders – the Stewards of Integrity,”* (Keynote Speaker) Economic Empowerment & National Women’s Leadership Conference, Minority Business & Professionals Network, Washington, DC – 2003
- *“Small Business Advocacy Programs,”* National Contract Management Association, Hampton Roads Chapter – 2002
- *“17<sup>th</sup> Annual Minority, Women and Small Business Enterprises Conference,”* Dormitory Authority, State of New York – 2002
- *“How To Differentiate Your Company as a Commodities Vendor,”* State of New York Minority Business Enterprise Fair, Albany, NY – 2002
- *“Creating Strategic Alliances,”* Navy Technical Assistance Pilot Program Symposium Panel Discussion – 2002
- *“Effective Marketing to the Federal Government,”* Navy Technical Assistance Pilot Program Symposium Panel Discussion – 2002
- *“Strategic Positioning to Grow a Small Business,”* Tidewater Association of Service Contractors Exchange Briefing – 2002
- *“How To Get the Most Out of the Mentor-Protégé Program,”* DOD Mentor-Protégé National Conference – 2002
- *“We Are Surrounded By Opportunity in Virginia,”* NASA – 2001
- *“The Navy Technical Assistance Pilot Program,”* NetOp Expo – 2001
- *“Small Business and the Corps – A Win-Win Situation,”* U.S. Army Corps of Engineers, North Atlantic District Conference – 2001
- *“Small Business Issues,”* Tidewater Association of Service Contractors – 2001
- *“8(a) Program As Seen from a Woman-Owned Small Business Perspective,”* Mid-Atlantic Regional Council for SADBUs, Philadelphia, PA – 2000
- *“Telling It Like It Is,”* Women in Business Forum, TRADOC, US Army – 2000

