

## **Entrepreneurship 201: Beyond the Basics**

### **Guest Speaker Biographies**

#### **Diane G. Dempsey**

**Director, Small Business Relations, BAE Systems**

Ms. Dempsey holds an MBA with a career spanning over twenty five years in the field of procurement, subcontracts and supplier diversity. She serves on several boards and committees for organizations that advocate for small business. In addition Ms. Dempsey has served as an adjunct professor for various colleges/universities teaching the full scope of business administration courses.

Diane recently received three awards for leadership in the small business community:

**Advocate of the Year – Virginia Minority Supplier Development Council**

**Outstanding Contribution Award – Veterans in Business Conference, Community Business Partnership Founder’s Award - The Parren J. Mitchell Foundation**

Ms. Dempsey enjoys reading, boating & jet skiing.

#### **Deric Mims**

**Senior Vice President, SunTrust Bank, Small Business Resource Center**

A native Washingtonian, Deric has spent the last 31 years in banking helping small and mid-sized firms with their financial, management and growth needs. Adding to his experience as a successful banker, Deric also brings with him over 20 years as a small business owner. A graduate of The George Washington University with a degree in Business Administration, he has since held various retail, credit administration and commercial lending management positions with banks in the D.C. Metro area. Throughout his banking career he has served as an advisor to a number of business, professional and service organizations, receiving numerous awards for distinguished service.

Mr. Mims directs SunTrust’s involvement with federal, state and local technical assistance and loan programs for business, including the SBA and various multi-bank lending consortia and micro-loan funds in the greater Washington/Baltimore area. In support of increasing access to capital for the area’s small businesses, Deric serves as Chairman of the loan committees for the Prince George’s County Financial Services Corporation, Business Finance Group and Community Business Partnership. Deric is also a member of the loan committees of the R.I.S.E. Program, Harford County Revolving Loan Program, Harford County Economic Development Loan Fund and Baltimore County Small Business Loan Fund. In addition, Deric represents SunTrust Bank on the Arundel Business Loan Fund Bank Alliance.

Deric is a volunteer instructor and guest lecturer for the Small Business Development Centers at George Mason University and Howard University, where he is also a member of the Advisory Board. He has served in the same capacity at the Community Business Partnership in Springfield, Virginia, Women’s

Business Center of Northern Virginia, Women Entrepreneurs of Baltimore, American University's Small Business Management program, U.S. Department of State Career Transition Center, George Washington University's MBA/Executive MBA Group Project Presentations and Prince George's Small Business Initiative.

Deric is Chairman of the board of directors for the Community Business Partnership and is the Chairman of the R.I.S.E. Program Advisory Board. He serves on the Advisory Boards of the Minority Business Enterprise Center and SBA's Washington Metropolitan Area District Office, where he is chairman of the Prince George's County Subcommittee. He is also a member of the Steering Committee for the Small Business Network of the Greater Washington Board of Trade and also served as a member of the 2008 Board of Directors of the DC Chamber of Commerce.

Honors include:

**Guiding Small Business Growth Award** – awarded by the Greater Washington Board of Trade

**Certificate of Appreciation** – awarded by the Maryland State Rehabilitation Council for his commitment to the employment and economic independence of people with disabilities

**Strategic Partner of the Year** – awarded by the DC Minority Business Enterprise Center

**SunTrust Cares Volunteer Achievement Award** - awarded by SunTrust Bank

**Silver Anniversary Service Award** – awarded by the Prince George's Financial Services Corp.

**Volunteer of the Year Award** – awarded by the Women's Business Center, DC where other honorees included Senator Hilary Clinton and Dr. Faye Coleman Brown

**Certificate of Appreciation** – awarded by the Center for Entrepreneurship at Southeastern University

**Award for Outstanding Service** – awarded by the Reid Community Development Corp.

**Lender of the Year** – awarded by the Prince George's Financial Services Corp.

## **David Krauskopf**

**Business Counselor, SCORE**

Mr. Krauskopf is an experienced entrepreneur and general manager of profitable privately held companies. Mr. Krauskopf was the general manager of Apple Computer in Russia from 1993 to 1999 and owned the exclusive representative rights for Apple Computer in Russia and the Ukraine. David also founded a printing and press room solutions company in Russia in 1996. In 2000 he developed a high end boutique resort in Belize, Central America, which he still owns. Hamanasi Resort ([www.hamanasi.com](http://www.hamanasi.com)) is an award winning resort that was ranked in 2009 as the number one hotel for romance in Central and South America by TripAdvisor.com. Mr. Krauskopf is currently a board member and executive of LATISTA Technologies ([www.latista.com](http://www.latista.com)) in Reston, VA. In addition he is an angel investor member of New Vantage Group in the DC area. He is a SCORE ([www.score.org](http://www.score.org)) volunteer business counselor in partnership with the Fairfax County Economic Development Authority. David received his MBA from the Kellogg School of Management (Northwestern University) and an undergraduate degree in management from Miami University.

## **Catherine W. Riley**

### **Vice President, Marketing, Fairfax County Economic Development Authority**

Catherine Riley is the Vice President of Marketing for the Fairfax County Economic Development Authority, which is one of the most successful local development programs in the US. She has overall responsibility for the strategic planning, project management and budgeting for the agency's three marketing divisions which include the National, International, and Small and Minority Business programs. She has managed a successful team that has generated over 42,000 new jobs in Fairfax County over the last four years, including the headquarters relocations for Hilton Hotels, CSC, and VW America.

Prior to her promotion to Vice President in 2002, Ms. Riley served as Director for the International Division at the Fairfax County Economic Development Authority. She started the agency's overseas investment program and established the first FCEDA foreign office in Tokyo, Japan. During her time as Director, Ms. Riley opened 5 more overseas offices and her team announced over 12,000 new jobs for Fairfax County.

Ms. Riley serves on the Board of Directors for the British American Business Association (BABA), as well as its Executive Committee. She chairs the Strategic Planning Committee for BABA and serves on its Program Committee. In addition she serves on the Board of Directors for the Reston Chamber of Commerce and the Executive Committee. She was also asked to serve on its Transition Team and the Chamber's Nominating Committee.

Cathy is a graduate of Leadership Fairfax and is a member of the Northern Virginia Technology Council, Women in Technology, the American Marketing Association, IEDC, the George Mason University Communications Advisory Council, and the Virginia Economic Developers Association.

Ms. Riley earned her degree from Penn State University and has completed additional training in real estate, management and economic development.

## **Steve Tate**

### **Principal, Capital Properties, LLC**

Capital Properties, LLC is a full service Commercial Real Estate Company experienced in all aspects of commercial brokerage including office, warehouse and retail transactions. Capital's primary focus is the representation of clients in the acquisition of office space. Capital has been headquartered in Fairfax County since inception in 1990.

Licensed in 1987 in Virginia and Maryland, Steve Tate is Capital's owner and principal broker. Since opening the firm, Steve has expanded Capital's client list to include a variety of small to medium-sized businesses including home builders, service firms and non-profit associations. A native Washingtonian raised here in Northern Virginia, Steve has excellent firsthand knowledge of the Fairfax County real estate market and its constantly changing conditions.