

TERRI L. HASDORFF

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SUMMARY

Proven leader with significant experience in business development, government contracting, & international as well as domestic business development and strategy. Terri is a program builder, an accomplished strategist and a facilitator/advisor at the intersection of business, government and social entrepreneurship. Her extensive experience in Congress, the Executive Branch, and numerous federal as well as state agencies have given her a proven track record of successfully navigating all levels of government and accomplishing critical tasks & priorities. *In addition, she has extensive experience with fundraising, political campaign management & running a federal Super PAC. She recently completed the Executive MBA program at Oxford University. This global MBA program with high level participants from 35 countries, is designed to facilitate business relationships with mid-career leaders who are already successful. By combining this powerful network and her extensive knowledge of business strategies, Terri is now looking to utilize these strengths to benefit an organization that aligns with her values and would be a good match for her skills and talents.*

EXPERIENCE

- **Executive MBA, Oxford University, Said Business School, (October 2023)**

- **Capitol Solutions Consulting, LLC (-2019-Present)**

President

SBA certified woman owned small business. A boutique consulting firm designed to assist with government relations, fund development strategies and building strategic partnerships for accessing private and government grant funding & contracts. The firm builds relationships for clients with key U.S. government contacts (including USAID, the US Department of State, DHS, HHS, DOJ, DOD, DOL and ONCDP) and helps to facilitate strategic partnerships for business development. Past clients have included: AidMatrix, USAID, Food for the Poor, The Nomi Network, Campbell University, SIM USA, Project Mercy, Adult & Teen Challenge USA, Banyan Air Service, Aleut Federal, NovaCab/Smartphases, and an INSEAD funded AI project.

- **ARS Aleut Services, LLC (October 2016-September 2019)**

Senior Director for Solutions

ARS, is an Alaska Native Corporation (ANC) 8(a) owned by the Aleutian Islands tribe. 100% of company profits go to benefit the tribal shareholders. Responsible for business development & building strategic partnerships for the ARS family of companies with services including IT/Telecom, construction, environmental remediation & cleanup, liquid natural gas exploration & pharmaceutical drug sales.

- Established relationships for ARS with USAID, DOL, HHS, FEMA, DHA, DOD, MDA, DIA, US Army Corps of Engineers, Eglin AFB, DOE, and other federal agencies as well as large government contractors such as Northrop Grumman, Boeing, Raytheon and others. Built relationships on the State level for ARS with the Governor of Alabama, the Alabama State Finance Director, the Director of the RSA Systems in Alabama, the former head of Alabama EMA, the Speaker of the House in Alabama, the Mayor of Huntsville, several state legislators and with the Alabama Law Enforcement Agency & Redstone Arsenal.

- **Convoy of Hope**

Vice President, Government Affairs (January 2013 – January 2017)

Ambassador, Partner Relations – (February 2017 – August 2019)

- Responsible for all government affairs activities with a focus on building bipartisan relationships in Washington, DC & New York with US Embassies, USAID Mission offices, and at the United Nations.

Oversight and management of fund development strategies related to federal and foundation grant funding and grant writing staff. Responsibilities expanded to also include major donor relations, church relations, building strategic partnerships and facilitating corporate donor engagement.

Major Accomplishments –

- Secured over \$6 million in grants and cash donations and over \$3.5 million in donated food. Expanded internal capacity of the organization to apply for the \$20 million McGovern Dole USDA grant for children's feeding. She also positioned Convoy of Hope to be one of the first NGO's ever to participate in the new FEMA Valor program for rebuilding Puerto Rico which to date has given COH over \$100,000 in building materials and supplies.

- **The United States Agency for International Development**

Director, Center for Faith Based & Community Initiatives (2006-2009)

Presidential Appointment - Top Secret Security Clearance - Reported directly to the White House.

Responsible for the international implementation and oversight of the international Faith-Based & Community Initiative for USAID and the U.S. Department of State. Oversight and management of Center staff. Coordinated outreach to domestic as well as international NGO's for USAID grants worldwide and served as the main liaison to the NGO community for USAID. Orchestrated partnerships for USAID with community leaders around the globe and in the US.

Major Accomplishments –

- Asked by USAID Administrator to represent the U.S. Government and USAID at the Third High Level Forum on Aid Effectiveness in Accra, Ghana and also at the International Conference on Financing and Development in Doha, Qatar.
- Successfully provided Congressional testimony on behalf of USAID before the House International Relations Committee.
- Worked closely with the USAID Global Development Alliance and on behalf of the USAID Administrator to help facilitate key public-private partnerships. High level of expertise in Corporate Social Responsibility programs. Established relationships with entities such as Walmart Foundation, UPS Foundation, Dow Chemical Company, Kate Spade, Land O'Lakes Corporation, and many others.

- **State of Alabama, Office of the Governor**

Executive Director, Office of Faith-Based & Community Initiatives (2003-2006)

Recruited by the Governor of Alabama to build the first Office of Faith-Based & Community Initiatives for the State of Alabama. Responsible for the implementation of the Alabama Faith-based & Community Initiative, oversight and supervision of the Alabama AmeriCorps, Citizen Corps and Homelessness programs and initiatives. Responsible for engaging communities all over the state, managing over 35 federally funded sub-grantees and a direct staff of 13. Tasked with oversight and management of a \$4.5-million-dollar budget.

Major Accomplishments –

- Established the first Office of Faith-Based & Community Initiatives for the State of Alabama. Office was pointed to as a model for the rest of the nation by the White House & replicated by Governors of other States.
- Established the first Alabama Statewide Interagency Council on Homelessness & served as its Chair
- Appointed by the Governor as a member of the Alabama Homeland Security Task Force.
- Established a nationally recognized system for Alabama that was used for coordination of all volunteers and donations during Hurricane Katrina for donations to Alabama, as well as Mississippi and Louisiana.

- **2002 Gubernatorial Campaign**

District Team Leader – Riley for Governor (2002)

Director of grassroots outreach to 7 counties. Responsible for direct management of a team of 35 County Team Leaders and 200 Precinct Team Leaders. Coordinated campaign activities, bus tour, ballot security and election results monitoring. Selected to assist Transition Chairman, Sen. Bill Cabaniss (current Amb. to the Czech Republic) with appointing state cabinet secretaries.

- **Congressman Mark Souder (IN-4)**

U.S. House of Representatives, Washington, DC

Senior Advisor (2000)

Responsible for all Education & the Workforce Committee work. Served as advisor to the Congressman on a wide range of policy issues including Judiciary, Foreign Affairs, and House Appropriations. Responsible for all Faith-Based Initiative/Charitable Choice legislation issues

Major Accomplishments –

- Developed strategy & regular briefings for the Congressman on all Education & the Workforce Committee bills, hearings etc.
- Worked with the Congressman to attach Charitable Choice language to two major appropriations bills. Established policy for Charitable Choice that later became the basis for the Faith-Based Initiative, a national initiative embraced by both President Bill Clinton and President George W. Bush.
- Advised the Congressman on a wide variety of policy initiatives and successfully navigated the Appropriations process on numerous occasions.

- **Congressman J.C. Watts, (OK-4)**

U.S. House of Representatives, Washington, DC

Deputy Director – House Republican Conference (1999)

Responsible for hiring, training and direction of staff. Advisor to Executive Director on management, budget & policy issues. In Director's absence, attended House Leadership meetings and was given signature authority for the Congressman on Conference documents. Assisted the Director in writing Conference communication strategies, coordinated Member outreach and House Republican Conference Leadership events.

Major Accomplishments –

- Worked with the Congressman to coordinate targeted outreach to Members of Congress on a wide variety of policy initiatives.
- Recruited & hired top notch staff to fill several critical positions within the HRC.
- Served as a liaison to the House Leadership for the Congressman and represented his agenda & goals successfully.

- **Congressman Robert Aderholt (AL-4)**

U.S. House of Representatives - Washington, DC

Legislative Assistant (1997-1999)

Responsible for all legislation and speech writing concerning the following issues: Foreign Affairs, Religious Freedom, Juvenile Crime, Welfare, Healthcare/Medicare, Social Security, Immigration, Children & Family issues, Veterans, and Education. Handled a wide variety of Appropriations Committee work including the D.C. Subcommittee of Appropriations.

Major Accomplishments –

- Worked with the Congressman to successfully handle highly controversial policy issues that were a major source of concern in his district.
Drafted a weekly op-ed under his name for the newspapers in his district for over two years. Drafted legislation & Amendments for the Congressman on several issues. Advised the Congressman on a wide variety of policy initiatives and successfully navigated the passage of several DC Subcommittee of Appropriations bills & amendments for the Congressman.

- **Chief Administrative Officer**

U.S. House of Representatives - Washington, DC

Administrative Assistant (1995-1997)

Appointed by the CAO to serve as his AA (which on Capitol Hill is like a Chief of Staff).

Responsibilities included working with major vendors to the U.S. House of Representatives, assisting with contract negotiations, delegation of projects to senior level CAO staff, coordinating press, hiring and training of staff, recruiting personnel and outsourcing major functions of the U.S.H.R. Acted as a liaison between the CAO and House and Senate Leadership, Members of Congress and Congressional

Staff. Advised CAO and assisted with high level decision making process for implementing major reforms on the U.S. House of Representatives.

Major Accomplishments –

Worked with the CAO to bring historic reform to the U. S. House of Representatives. Assisted with oversight of a \$1 billion annual budget and all non-legislative operations of the U. S. House of Representatives that included over 14,000 employees, and impacted 21,000 journalists, and 3 million tourists per year.

- Downsized and outsourced functions that had been riddled with waste, fraud and abuse. By implementing business-based reforms we were able to save over \$148 million per year in taxpayer money and as such, the U.S. House of Representatives became a model for the operation of 44 national parliaments around the world and our work was named one of the Top 100 Innovations in American Government by the Ford Foundation and Harvard University.
- Developed a strong network of relationships with Members of Congress and their staff as well as a close working relationship with the House Leadership Offices.

- **The White House, Office of Public Liaison - Washington, DC**

Assistant to the Deputy Assistant to the President for Public Liaison (1991-1992)

Assistant to the chief liaison for the White House to Veterans, Law Enforcement, Education and Conservative & Religious groups. Organized White House briefings between special interest groups and the President, drafted Presidential briefing papers, scheduling requests and talking points.

Major Accomplishments –

- Organized & coordinated roundtable discussions for the President with major faith leaders.
- Developed relationships with faith leaders from every denomination across the United States.
- Drafted briefing papers and talking points for the President on numerous occasions.

- **Presidential Advance Team- Los Angeles, CA (1991)**

Worked to coordinate Presidential site visits to Malibu, Los Angeles and Beverly Hills. Provided staff support to the “California White House” – the on-site operations for the White House while the President was in California.

- **U.S. Department of Labor, Office of Federal Contract Compliance Programs (OFCCP) Washington, DC**

Assistant to the OFCCP Director (1991)

Responsibilities included research for the Glass Ceiling Project and the Americans with Disabilities Act, compiling OFCCP directory, and editing/writing nationally distributed newsletter, *The OFCCP Outlook*.

EDUCATION

- **Oxford University, Executive MBA program graduate (2023)**
- **Harvard University, Kennedy School of Government, Senior Executives program Graduate**
- **Samford University - Birmingham, AL - B.S. in Bus. Admin, Minor in Marketing**
- **Library of Congress Legislative Training Institute Graduate**
- **People to People International Youth Exchange Program (July 1987)** Selected to participate in three-week youth exchange visit to the Soviet Union.
- **Presidential Leadership Scholars Program–** Chosen out of 900 applicants in 2015 to be one of 60 in the inaugural class. This bipartisan leadership program is hosted by four presidential libraries with formal training from the business schools of Harvard, Georgetown and Kellogg along with personal interaction and instruction from former President’s George W. Bush, President George H. W. Bush and President Bill Clinton, along with many former Cabinet members such as Sec. Condoleezza Rice, Sec. Bob Gates, Sec. Alexis Hermann, Sec. Donna Shalala, and others. www.presidentialleadershipscholars.org