



**Alex Doñé**  
**Associate Director for Business Development**

The overall mission of MBDA is to achieve economic parity for the minority business community. In order to achieve this goal, MBDA is focused on building the foundation for the next generation of \$100 million dollar minority-owned companies.

As the Associate Director for Business Development of the Minority Business Development Agency (MBDA) at the U.S. Department of Commerce, Mr. Doñé is charged with overseeing the Agency's business development activities, capital access initiatives and grants and program administration. In FY 2010, MBDA assisted minority businesses in securing nearly \$4 billion in financings and private and/or public sector contracts, which in turn led these minority businesses to create more than 6,300 jobs.

Mr. Doñé is uniquely qualified to lead the Office of Business Development at MBDA. Mr. Doñé began his career at Merrill Lynch & Co. where he spent more than 10 years as part of the company's Consumer & Retail Investment Banking practice. His experience covers a full range of financial and advisory transactions including mergers, acquisitions, divestitures, exclusive sale transactions, general corporate finance advisory and underwriting of equity and debt capital for public and private companies and financial sponsors. As a member of Merrill Lynch's Investment Banking Division, Mr. Doñé has either led or participated in the execution of financial and strategic transactions representing more than \$25 billion in transaction value.

Prior to joining MBDA, Mr. Doñé served as a consultant to Clearlake Capital Group, a privately held investment firm with the mandate to invest \$1 billion. In addition, Mr. Doñé served as Director and Head of Retail Industry Investment Banking at KPMG Corporate Finance, a leading financial services firm providing a wide range of investment banking and advisory services to its clients worldwide.

Mr. Doñé holds an A.B. in Public and International Affairs from the Woodrow Wilson School of Public and International Affairs at Princeton University in Princeton, NJ. While at Princeton, Mr. Doñé was awarded the Martin A. Dale Scholarship for academic distinction and spent a semester at the University of Stockholm researching Sweden's juvenile justice system.

Mr. Doñé is a native of Santurce, Puerto Rico, was raised in the New York City metro area and currently resides in Washington, D.C.