

Special Advertising Section

Love What You Do and Success Will Follow

Linda Moorehead, President & CEO
Blackhawk Management Corporation

Linda Moorehead's secret for success isn't secret at all. It's really quite basic: Do something you love; look at the entire picture and know the inside of your company; surround yourself with people who are more knowledgeable than yourself; treat employees with respect; and treat clients with respect.

Using these basic tenets, the dynamic president and CEO of Blackhawk Management Corporation, headquartered in Houston, took the business from \$1.5 million in the red to \$35.5 million in business since she took the helm in 2003. The woman-owned SDB (small disadvantaged business) has nine operating sites across the United States and in Iraq and Afghanistan. The company specializes in engineering, information

technology, logistics and maintenance, and program management, supplying services to the Department of Defense, NASA and various other organizations and companies.

As a little girl in Potts Camp, Mississippi, did she ever dream she'd be heading a company that supports the efforts of the U.S. Army and NASA's International Space Station? "No," says Moorehead, "but growing up, everyone said I was different, and I guess I was."

Growing up in a time when "women weren't supposed to do things like that," Moorehead found herself working in a local bank at the age of 17. At the age of 24, she was on the bank's board of directors. "Women were supposed to get married and have children. I did both, but I felt I had to do something more."

Armed with a degree in psychology and sociology and a love of people, Moorehead specialized in human resource management. After moving to the Houston area, she worked for several NASA suppliers and gained an overall understanding of the contracts management business. But it was her people skills that helped her succeed in many areas. "Your employees are your biggest asset. You have to hire skilled people and respect their abilities. If your employees like working, they will do a good job. If they do a good job your clients are happy," says Moorehead.

"If you have happy clients, your business will thrive."

Moorehead doesn't just talk the talk. She's a hands-on manager. "The first thing I did when I took over the company was gather all the managers together from around the country to get a view of the whole picture." Because Moorehead worked at the company for several years before purchasing it, she already

knew the strengths of the employees and had ideas about what could be done to make it profitable. Her insight was invaluable.

Although management skills are a big part of her success, Moorehead also has the support of her family. Being an owner and CEO is a 24/7 job. Moorehead considers herself fortunate because she's able to enjoy the best of both worlds. Her husband, Stan Moorehead, leads BLACKHAWK's marketing; while son Gregory Gray serves as human resources manager, and son Michael Gray serves as operations manager.

"Bottom line is, I absolutely love what I do," says Moorehead. "If you don't love what you do, no matter what it is, you won't do it well. You have to love what you do and success will follow."

President and CEO Linda Moorehead's management savvy took Blackhawk Management Corporation from \$1.5 million in debt in 2003 to a thriving \$35.5 million business in 2007.



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Success is a family affair for Linda Moorehead pictured with her sons Gregory and Michael Gray, and her husband Stan Moorehead.