Jerry McGinn Appointed as Executive Director of George Mason Government Contracting Initiative

Maury Peiperl, dean of the School of Business at George Mason University, announced the appointment of John G. (Jerry) McGinn, Ph.D. as executive director of the school’s Government Contracting Initiative, effective June 11, 2018.

This appointment continues the School of Business’s investment developing a distinctive academic competency in the GovCon sector. “The GovCon Initiative will serve as a model for aiding in student success in this leading local industry; in leading faculty engagement with government, industry, alumni, and other stakeholders; and raising awareness of our thought leadership in the field of government contracting,” said Peiperl.

As executive director of the Government Contracting Initiative, McGinn will be responsible for developing and expanding the GovCon initiative to full center status within the school. “I am very excited to be joining the George Mason School of Business” said McGinn in an interview with GovConDaily. “This is a great opportunity to establish a first-in-the-nation university center for research, teaching and collaboration on the issues facing the GovCon community. I very much look forward to working with George Mason faculty and students, as well as industry and government stakeholders, on this important effort.”

“This appointment takes the development of a GovCon Center to the next level and will allow us to really accelerate our programmatic activity, scholarship, and produce real content that can usefully shape the industry,” said John Hillen, chairman of the GovCon Board of Advisors, and founding inspiration for this Initiative. Hillen congratulated Peiperl for continuing to show strong support for a vital new center within the school. “This will elevate the school on both sides of this half a trillion dollar a year market — government and business — as well as advance the opportunities for our faculty and students to research and work in this industry,” said Hillen.

To achieve this vision, McGinn will undertake fundraising in support of research scholarships, operations, and outreach, and work with faculty across the university to develop GovCon offerings for undergraduate and graduate programs, certificate programs, and executive development.

McGinn brings to the School of Business exceptional high-level GovCon experience from a career in government, the defense industry, management consulting, policy analysis, and the military. Most recently, he served as the senior career official in the Office of Manufacturing and Industrial Base Policy in the Department of Defense, leading a staff of 70 personnel and managing an annual budget of approximately $200 million in efforts to analyze the capabilities, overall health, and policies concerning the industrial base on which the Department relies for current and future warfighting capabilities. Previous to DoD, Dr. McGinn spent a decade in senior defense industry roles at McGinn Defense Consulting LLC, Deloitte, QinetiQ North America, and Northrop Grumman. Before industry, Jerry served in DoD as Special Assistant to the Principal Deputy Undersecretary (Policy) and as a political scientist at RAND. McGinn has published numerous influential articles and monographs, testified before the U.S. Congress and the United Kingdom House of Commons, presented to senior government and industry audiences
around the world, and is regularly interviewed on critical national security issues. McGinn was commissioned into the U.S. Army and served with distinction as an infantry officer and is a graduate of Ranger and Airborne Schools. He holds a Ph.D., M.S., and M.A. from Georgetown University and a B.S. from the United States Military Academy.

**Government Contracting Initiative Vision Statement**

The George Mason Government Contracting Initiative is building a distinctive competency in the business of government and government contracting at university’s School of Business.

The GovCon market is a huge ($500B+), diverse, sophisticated, and interesting industry representing business issues worthy of specialized academic study, research, and curricula.

The industry is largely based in the Northern Virginia–DC Capital region, employs roughly one in every six professionals in the area, and employs some 10,000 Mason alumni.

Being known for having a distinctive competency in the business of government and government contracting will be a competitive advantage for the George Mason University School of Business and help create a more efficient and effective market for the public good.