

Paul S. Gass

Paul is a strategic entrepreneur with a strong background and history of success in supporting small businesses and non-profit organizations. He is the founder of two dynamic companies in the financial services industry, and also established The Help & Profit Company, Inc., which makes small New England real estate developments. I had planned to do import/export programs between China and America, and formed the America-China Advantage, LLC, which also promoted educational exchange programs, but elected to focus on other areas.



As the founder, president & CEO, and chairman of Eaton Financial Corporation, Paul grew a small-ticket equipment leasing company into a public company and a listing on the NASDAQ stock exchange. The company had \$600 million in assets, 77,000 customers, and 17 full-service offices nationwide when it was acquired by AT&T Capital Corporation 15 years after its founding. Paul remained as president of the Leasing Services Division, the newly formed, wholly owned subsidiary of AT&T, expanding the Division to over 300,000 small business customers and \$3 billion in assets, with an annual growth rate of more than 50% per year for 5 years.

He was also the founder, president, and CEO of Bankvest Capital Corporation, a company providing equipment and lease financing services to small businesses through equipment manufacturers, vendors, and financial service providers. In less than five years, Bankvest became an organization with assets of \$550 million, with over 150 employees nationwide serving more than 13,000 customers.

Paul has dedicated 31 years of his career to Advocates, Inc., a leading non-profit provider of services to individuals with disabilities, serving as a member of the senior management team following 24 years of service on the Board of Directors. He supported the restructuring of the agency's bank debt to gain \$2.5 million in cash liquidity, and secured federal, state, municipal, individual, and corporate grants/donations of \$4-\$5.5 million annually to improve and expand facilities and services. The company has grown from \$18 million to \$90 million in revenues.

He holds a bachelor of science degree in finance from Babson College. He is a founding member of Advocates, Inc.; a member of Rotary International; a member of the Board of Overseers at Danforth Museum of Art; a member of the Babson College Board of Trustees/Overseers and member of the Advisory Board for 35 years. He serves on the Advisory Board of the Chabad Center; and a member of the Board of Directors of Boston Center for Jewish Heritage.