

2017 National Philanthropy Day Conference
Presenters

Cathy Alsup, CFRE

Panelist: Putting the Puzzle Together: Grant Writing



Cathy has been with the American Cancer Society for 10 years and has worked in the Hawaii fundraising community for over 20 years. She currently serves as the Senior Director, Major and Planned Giving and has extensive experience in grant writing and management, as both an internal nonprofit grant writer and as a consultant. Cathy was awarded American Cancer Society's Nationwide Major Gifts Director of the Year in 2015 and AFP-Aloha Chapter's Outstanding Professional Fundraiser at National Philanthropy Day 2016. Cathy currently serves as President-elect for the Board of Directors, AFP-Aloha Chapter.

Paula Boyce

Panelist: Putting the Puzzle Together: Grant Writing



Paula has been with the Bank of Hawaii for 45 years and currently serves as its Assistant Vice President & Grants Administrator. During the past 17 years, Paula has managed the grants administration responsibilities for eight private foundations, including Antone & Edene Vidinha Charitable Trust, McInerney Foundation, and G. N. Wilcox Trust, for which Bank of Hawaii is the corporate trustee. Functions include review of solicited & unsolicited funding requests; working closely with various foundation distribution committees; meeting with potential grantees; conducting site visits; and managing the grants philanthropy website.

Mariko Chang

Presenter: Digital Fundraising: How to Apply Traditional Direct Mail Strategies to a Growing Online Audience



Mariko Chang is the Membership and Events Manager for Honolulu Civil Beat, responsible for supporting Civil Beat's mission through online and offline engagement strategies to increase readership and support. Prior to Civil Beat, Mariko held positions at the Hawaii Theatre Center, Hawaii State Foundation on Culture and the Arts and the Cantor Arts Center at Stanford University.

Eric X. Fujimoto, CFP, CFS, MBA

Panelist: How to Connect with Wealth Managers & Professional Advisors



Eric X. Fujimoto, CFP, CFS, MBA, is a Private Wealth Advisor for Ho'ea Wealth Advisory Group at Ameriprise. A graduate of Claremont McKenna College, he has over 20 years of experience working in family finances, retirement planning strategies, and investments. As a Certified Financial Planner, he helps clients balance their planning needs and address their priorities for the benefit of their families and future generations. Eric was named to Barron's® "Top 1,000 Financial Advisors: State-by-State Ranking" in 2013 and 2017.

Pam Funai

Panelist: Putting the Puzzle Together: Grant Writing



Pam is the Senior Program Officer-Community Grants and Investments and leads the Hawaii Community Foundation's Private Foundations Services, supports advisory committees, and manages a portfolio of individual donors and their grantmaking. Prior to joining the Foundation, she worked as a private consultant providing project management services for non-profit organizations in Hawaii and California for 12 years. Pam's professional background is in museums having worked at the Japanese American National Museum and the Japanese Cultural Center of Hawaii.

Monica Grant, CFRE

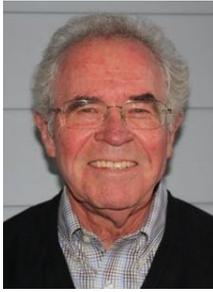
Presenter: Forensic Philanthropy: What Killed Your Donor? How To Extend the Life of Donor Relationships



Monica Grant, CFRE, is the CEO of the San Luis Obispo County YMCA on the Central Coast of California. Monica has over twenty-five years of experience as a nonprofit and development professional, including serving as the VP of Development with the YMCA of Honolulu, and Sr. Director of Development for UC Santa Cruz. Monica has previously managed her own consulting firm, providing fundraising consulting, planning, organizational development, training and facilitation for nonprofits with a focus on capacity building and sustainability. She has presented at national YMCA conferences and was a former trainer for the AFP Hawaii Chapter. She is the current President for the AFP San Luis Obispo Chapter.

Jim Greenfield, ACFRE, FAHP

Presenter: The Fundraising Effectiveness Project and How It Can Help Your Organization



Jim Greenfield's 40-year fundraising career included lead roles in fundraising at three universities and five hospitals on America's east and west coasts. Known as the core contributor of the world's fundraising knowledge base on ethical professional fundraising, he is the author and editor of ten books and more than 40 articles and chapters on fundraising management. Greenfield is among the first to tackle measuring fundraising performance for effectiveness and efficiency.

Kyle Karioka

Panelist: How to Connect with Wealth Managers & Professional Advisors



Kyle Karioka is the Director of Gift Planning for The Salvation Army Hawaiian and Pacific Islands Division. He serves the mission of The Salvation Army by sharing with donors the options they have in stewarding their assets while making meaningful gifts to serve those in need in their communities. These gifts may also benefit donors by increasing their income and reducing their taxes. Kyle has more than nine years of fund development experience, previously serving as the primary local fundraiser for Special Olympics Hawaii.

He is currently the Vice President and President-Elect of the Hawaii Gift Planning Council.

Micah Kāne

Special Address Speaker



Since joining Hawai'i Community Foundation CF in January 2016, Micah Kāne has served as president and chief operating officer leading the executive team and day-to-day operations. Kāne has held numerous leadership roles in both the private and public sectors. On July 1, 2017, Micah Kāne became HCF's new Chief Executive Office replacing Kelvin Taketa, who led the foundation for the past 19 years. Kāne also served as the chief operating officer at Pacific Links International, helping to grow both local and international operations for the company. As chairman of the Hawaiian

Homes Commission and Department of Hawaiian Home Lands, he oversaw many important development projects to increase access to home ownership for Native Hawaiians. Kāne has also served on a number of private and nonprofit boards including as a former HCF board member for seven years. Currently, he serves as a Trustee for Kamehameha Schools and a Board of Director with Hawaiian Electric Company. Kāne is a graduate of Kamehameha Schools and Menlo College, and he received his MBA from the University of Hawai'i.

Dana Kokubun

Panelist: Putting the Puzzle Together: Grant Writing



Dana Kokubun has over 25 years of fundraising and program management experience for community-based and national non-profit organizations in Hawaii and California. As owner of Dana Kokubun Grant Writing Services, she has been an independent grant writer since 2003, and has successfully secured grants for human services, environmental protection, economic development, youth, and housing organizations in Hawaii.

Sandra Lacar

Presenter: Driving Change Starts with You



Sandra Lacar is a senior human resources leader with more than 35 years of industry experience. She brings expertise in change management, values-based program and organizational development, executive management, and strategic planning. For the past 15 years, Sandra has successfully lead employees at all levels through organizational changes as a certified Change Cycle trainer and consultant, in the areas of new management leadership, program closures/downsizing, personnel reductions, business restructuring, shifting corporate culture, and business success and growth. She led the formation of the Human Services Action Council, the Coalition for a Drug Free Hawaii, and was a Vice President at Servco Pacific Inc.

Jeeyun Lee, MSW

Panelist: Multichannel Fundraising Integration Strategies



Jeeyun Lee is the Executive Director at the Hawaii Nature Center and has a Bachelor's Degree in Social Relations and Public Policy from Michigan State University (James Madison College) and a Master's Degree in Social Work from Monmouth University specializing in international and community development. She has over a decade of experience in the non-profit sector working with our community's most vulnerable populations including youth identified as at-risk, individuals diagnosed with mental health and/or substance abuse disorders, and people living with HIV. In her spare time, she enjoys hiking, surfing, spearfishing, and volunteering at local non-profits with her 6-year-old son Kaimakana.

Jen-L Lyman, Esq., CTFA

Panelist: How to Connect with Wealth Managers & Professional Advisors



Jen-L Lyman, Esq., CTFA, recently joined Hawaii Community Foundation by way of First Hawaiian Bank, where she spent the previous 14 years and served as Vice President & Team Leader in their Personal Trust Division. Jen-L is well known and highly regarded in the professional advisor community. She was the top business developer in the Trust Division and has strong connections and comfort in working with high-net worth clientele, their families and advisors. Jen-L sits on the boards of Bishop Museum, Goodwill Industries, the Hawai'i Women's Legal Foundation and the Miss Hawaii Organization.

Mike Majestic

Panelist: Multichannel Fundraising Integration Strategies



It's a brutal ordeal of sweat, steel, and pavement. No, not the commute to work. The Seattle to Portland Bicycle Classic. Two hundred lung-searing, thigh-shredding miles in two days on a racing bike. Mike did it, just to test himself. Just as he changed careers to fundraising. And now as Account Director at TrueSense Marketing, armed with his marketing background, he's doing fundraising strategy, testing, metrics, growth planning, and more for big charities. Keeping the wheels turning for clients. Powering up hills, past the it-can't-be-done obstacles. And stretching out over the handlebars in a sprint, eyes locked onto that big win.

Ka'iulani Murphy

Plenary Speaker



Ka'iulani Murphy, originally from Waimea on Hawaii Island, graduated from Kamehameha in 96 and has a Hawaiian Studies degree from the University of Hawaii at Manoa. She is a Polynesian Voyaging Society Education Specialist and an Instructor at Honolulu Community College where she teaches Hawaiian Studies – Voyaging. She found the Polynesian Voyaging Society in 1997 when she enrolled in Hawaiian Studies Voyaging class. She had the opportunity to sail on Hōkūle'a when she was taken out for sea trials to Molokai. When she didn't get seasick, like the majority of the rest of the class, she applied for a job with PVS and started working the summer of 2008. Her first deep-sea voyage was from Tahiti back to Hawai'i in 2000 and she recently was part of the Malama Honua Worldwide Voyage sailing legs 5, 21 and the return Voyage from Tahiti to Hawaii.

A. Kam Napier

Plenary Interviewer



A. Kam Napier has been the Editor-in-Chief at Pacific Business News since April 2014. Napier previously was with Honolulu Magazine as their editor and with Becker Communications prior to that. Napier oversees all news operations and content for PBN. He was born and raised in Hawaii and holds a bachelor's degree from the University of Hawaii at Manoa and also attended Southern Methodist University Cox School of Business.

Ben Nishimoto

Presenter: Digital Fundraising: How to Apply Traditional Direct Mail Strategies to a Growing Online Audience



Ben Nishimoto is the Director of Philanthropy for Honolulu Civil Beat, responsible for leading the fundraising strategy for the newsroom's recent transition to nonprofit status, which involves communicating the impact of local nonprofit journalism to prospective individual, foundation and business supporters. Prior to Civil Beat, Ben was the Vice President of Advancement at PBS Hawaii, where he played a role in the station's capital campaign while also overseeing annual fund strategies.

Jennifer Oyer, CFRE

Moderator: Multichannel Fundraising Integration Strategies



Others. That's what you notice when you first meet Jennifer. You'll be hard pressed to find someone else who puts others above themselves more than her. As Chief Development Officer at The Salvation Army, Jennifer's focus on building relationships – internal and external – allows her to advocate effectively on behalf of The Salvation Army, one of the largest social services organizations in Hawaii that is in the business of serving others. Recognized by Hawaii Business Magazine's 20 for the Next 20: Hawaii's People to Watch in 2017, Jennifer has a proven track record in nonprofit experience. Her passion to serve others and the community, combined with 15 years of driving strategy, execution, and building incredible teams, makes her *really* good at her job. Just ask others.

Melissa Pavlicek, J.D., SHRM-CP

Presenter: Advocacy Hacks



Melissa Pavlicek, J.D., SHRM-CP, is the president of Hawaii Public Policy Advocates, LLC. She is an attorney and government affairs professional who represents clients before the state legislature, regulatory agencies and local governmental bodies. She was named the U.S. Small Business Administration's Women in Business Champion for the State of Hawaii. She has served as an adjunct professor at Chaminade University. Her firm serves as the executive director for non-profit organizations, including the Society for Human Resource Management Hawaii Chapter and the Building

Owners and Managers Association Hawaii.

Gail Perry, MBA, CFRE

Featured Presenter: Rock the Boat: 5 Face-to-Face Fundraising Conversations that Inspire Your Donors To Give Generously



Gail Perry, MBA, CFRE, is an international fundraising consultant, keynote speaker, trainer and philanthropy leader. She is a leader in the new breed of fundraisers who are on the cutting edge of fundraising today. Her Fired-Up Fundraising approach, developed over the past 30 years as a nonprofit philanthropy expert, has helped organizations raise hundreds of millions in gifts. Gail's practical and refreshing approach to raising money in today's world pulls from the very latest innovative strategies. She leads energizing fundraising workshops and board retreats around the globe. Gail

particularly enjoys working with nonprofit board members; introducing them to a new perspective on fundraising and how they can be successful.

Curtis K. Saiki, Esq.

Panel Facilitator: How to Connect with Wealth Managers & Professional Advisors



Curtis K. Saiki, Esq. has over 20 years of charitable planning, estate planning and tax experience. He is the General Counsel & Vice-President of the Hawai'i Community Foundation, the State's largest grant making organization. Prior to joining the Foundation, Mr. Saiki ran the Wealth Planning Department of First Hawaiian Bank. He practiced in the Trust & Estates Departments of both Cades Schutte and Kobayashi, Sugita & Goda. Mr. Saiki has chaired the Board of Taxation Review, Oahu District, and both the Tax and Probate and Estate Planning sections of the Hawai'i

State Bar. Mr. Saiki is an Adjunct Professor, teaching Trusts & Estates at the University of Hawaii School of Law.

Cindy Sakai

Presenter: Driving Change Starts with You



Cindy Sakai is co-owner and co-founder of TH!NK LLC, an award-winning business talent and development company that has delivered transformational workplace solutions to hundreds of Hawaii companies for since 2000. Cindy brings years of expertise as a senior leadership coach, collaborating with island leaders to develop programs that create highly engaged employees, maximizing teamwork, innovation and creativity to produce positive results. Cindy possesses a remarkable talent for always bringing out the best in people and helping them self-discover their true potential.

Karen Woods

Presenter: Multichannel Fundraising Integration Strategies



Karen Woods is the Territorial Director, Direct Response Marketing at The Salvation Army, Western Territory and is a Direct Marketing professional with over 15 years of experience in fundraising in the areas of strategic marketing and analysis, grants, events, and direct marketing. A varied background on both the agency side of the business as well as within nonprofit organizations has provided the opportunity to view data from both perspectives and make recommendations that support the goal and resources of the nonprofit.
