

---

---

**Insightful Leadership ∞ Valued Relationships ∞ Strategic Acumen ∞ Astute Communicator**

Accomplished executive with over 25 years of strategic management experience in both private and public sectors. 14 years in leadership positions in Hawaii – as Director of Special Projects for Navatek Ltd., one of Hawaii’s largest research and development companies, Director of Economic Development for the City and County of Honolulu and leading spokesperson and lobbyist for Hawaii’s high tech industry. Strong technology and travel industry background with core expertise in strategic planning, business development, government relations and corporate communications.

**PROFESSIONAL EXPERIENCE**

---

---

**Director of Special Projects  
Navatek Ltd.  
2013 to present**

Government relations, corporate communications, and special projects management executive for Navatek as well as all companies within the Pacific Marine family of companies. Navatek, with 49 employees and annual sales of \$17 million, is a subsidiary of privately-owned Pacific Marine, founded in 1944, with 350 employees and annual revenues of \$85 million. Parent company Pacific Marine also owns Pacific Shipyards International LLC, the State’s largest commercial ship repair company.

---

---

**Director of Economic Development  
Office of the Mayor, City and County of Honolulu  
2006 to 2012**

Six years as Cabinet-level Director reporting directly to the Mayor through two Mayoral administrations. Managed over \$1.5 million annual budget and served as key economic development point of contact for the Executive branch and all City departments. Supervised administration of a number of large community grant programs and oversaw all activities of both the Honolulu Film Office and International Relations/Sister-Cities Programs.

**Major Achievements:**

- Successful initiatives in all economic industry clusters: tourism, small business, diversified agriculture, arts & culture, entertainment, sports and technology.
- Led City’s economic development efforts during the Asia-Pacific Economic Cooperation (APEC) activities in November 2011 including representing the Mayor on the APEC Hawaii Host Committee and managing the Hawaii Business Innovation Showcase.
- Managed International Relations/Sister-City Programs with 29 Sister-Cities refocusing efforts on economic-development activities and strengthening Sister-City relationships, resulting in increased activities, participation, and benefits for Oahu. Created first-ever Sister-Cities Summit in 2011 working with all neighbor island Counties and the State of Hawaii.
- Responsible for all Mayor’s activities with the U.S. Conference of Mayors, advancing his leadership roles particularly for the Tourism, Arts, Parks, Entertainment and Sports Committee.

**PROFESSIONAL EXPERIENCE** *Continued***Vice-President****Hawaii Science & Technology Council – Honolulu, HI***2005 to 2006***Executive Director****Hawaii Technology Trade Association – Honolulu, HI***1999 to 2005*

The Hawaii Technology Trade Association (HTTA) was the first trade association formed to accelerate growth of Hawaii's emerging tech industry. For over 7 years since its inception, I led this fledgling non-profit into a well-recognized and highly-regarded 500+ member advocacy group. In 2005, HTTA successfully merged with another group and formed the new Hawaii Science & Technology Council & Institute.

**Major Achievements:**

- My personal commitment and leadership is widely considered to have been an essential dynamic in the early growth of today's local tech industry. Successfully brought companies together and gave them a unified voice, raising their visibility and image. Became recognized and highly-regarded as the leading advocate and industry spokesperson for Hawaii's tech industry.
- Proven effective lobbyist, successfully establishing tech industry's credibility and forming trusted relationships with policy makers, agencies and staff, at all levels of government. Effectively guided strategy development, working with multiple and diverse stakeholders with divergent agendas.
- Most well-known for pivotal lead role in the passage and continuation of Act 221/215 – landmark legislation intended to effect meaningful change in Hawaii's economy and jumpstart tech industry growth in Hawaii. Unparalleled tax incentive program to stimulate investments in local tech companies offering 100% investment tax credit and a 20% refundable R&D credit. Enacted in 2001, my leadership, strategic guidance, and judicious lobbying skills are widely credited for Act 221/215's retention and overcoming on-going controversy, opposition, and annual attempts at changes or elimination.

**Director of Marketing****Thinque Systems Corp./MEI – Los Angeles, CA***1998 to 2000*

Key member of management team for start-up tech company developing sales force automation software for the consumer goods market (subsequently acquired by MEI in 2004.) Primary marketing responsibility but actively involved in multiple areas including investor relations, sales, customer relations, technical development.

- Successfully increased sales and achieved strong brand awareness with innovative strategies and programs.
- Lead development of integrated marketing programs, effective public relations, strong tradeshow activities and creative sales development tools.
- Generated positive reviews and investor interest through strong relationships with industry analysts.
- Developed effective lead generation strategies - resulting in significant sales increases.

**PROFESSIONAL EXPERIENCE** *Continued*

---

---

**Management Supervisor - Toshiba  
Bozell Worldwide – Los Angeles, CA  
1996 to 1998**

Directed \$40 million integrated marketing programs for Toshiba Computer Systems Division for U.S. and Latin American markets. Increased market share and brand image in laptop category through effective management of creative, client, account team, targeted messaging, and strong media planning. Supervised integration of regional campaigns with Toshiba worldwide marketing programs. Lead successful launches of new laptop products and new mobile devices.

---

---

**Account Supervisor  
Ogilvy & Mather Worldwide – Los Angeles, CA  
1990 to 1996**

Account management of marketing and advertising programs for multiple clients: Pacific Bell Communications, American Express, IBM, Microsoft, FHP Healthcare, Hawaii Visitors Bureau, Korean Air, Carnation, Mattel.

**BOARDS, MEMBERSHIPS, AWARDS**

---

---

- Honolulu Festival Foundation, Boardmember, 2010 to present
- CIBER Advisory Board – UH/Pacific Asian Management Institute, 2011-present
- Hawaii Medical Service Association, Boardmember, 2007 to 2010
- FBI Citizens Academy, 2012
- Waikiki Business Improvement District Association, Boardmember, 2007 to 2010
- Fort Street Mall Business Improvement District Association, Boardmember, 2007 to Present
- Oahu Resource Conservation and Development Council, Boardmember, 2007 to Present
- Hawaii Capital Cultural District Association, Boardmember, 2007 to Present
- Oahu Workforce Investment Board, Boardmember, 2005 to 2010
- Hawaii Energy Reliability Advisory Council, Member, 2005 to 2006
- Hawaii Business Roundtable – “Just for the Kids” Committee, Member, 2003 to 2006
- Honolulu Community College – Chancellor’s Executive Advisory Council, Member, 2004 to 2006
- Chamber of Commerce of Hawaii – Education Committee, Member, 2003 to 2005
- Pacific Business News “40 Under 40” Award Recipient 2001 & 2003
- Pacific Century Fellow 2003
- Hawaii Visitor and Convention Bureau’s Kuhina Award 2000

**EDUCATION**

---

---

**B.A. – Legal Studies; B.A. – Psychology**

University of California, Berkeley, CA

Graduated Summa Cum Laude

Self-supported 100% of college education

\* Conversant in Korean Language