

## Gregory J. Tjapkes (chæp-kes)

### **Leadership • Advocacy & Communications • Fund Development**

Nonprofit leader with over fifteen years of experience including extensive fund development ranging from individual gifts, grants and government contracts, also well versed in volunteer and event management, developing strategic individual and organizational relationships.

### **Accomplishments**

#### **Leadership**

- Planning and design oversight for construction of a Community Development Block Grant funded \$1.8 million building project
- As a nonprofit board member fostered confidence of staff and board to formulate a fund development strategy to yield a six-fold increase in revenue
- Conceived concept and led multi-agency team effort for the Hawaii Recovery Walk & Dry Run, and Hina Mauka's annual fundraising dinner
- Directed international and domestic disaster relief and development activities including coordination of volunteers and supplies for Kauai hurricane relief work
- Interim Director accountable for personnel and project management, board briefings, and fundraising performance
- Project management oversight for the full portfolio of public, military and private commercial photovoltaic projects from initial discovery to commissioning.
- Project planning and coordination with various stakeholders including owners, government, facility managers, engineers, electricians and installers

#### **Advocacy & Communications**

- Worked with community stakeholders to organize town hall meetings
- Bridging relationships across community organizations to hold Hawaii's first advocacy walk for addiction prevention, treatment and recovery: 2004-2012
- Organizing Committee: Lt. Governor Duke Aiona's Drug Control Summit, 2003
- Writing: proposals, executive letters, newsletters, letters to editor, op-ed pieces, public testimony and press releases
- Copy writing and art direction for newsletters, brochures, and websites
- Social media advocacy: managing organization's social media presence
- Media: multiple television and radio appearances as invited guest and host

#### **Fund Development**

- Team leadership and preparation of contract winning bids in response to RFPs from the City and County of Honolulu, Kauai County, and the State of Hawaii
- Stakeholder Engagement: Initiated events for Hina Mauka alumni
- Provided team leadership to obtain over \$2 million in Community Development Block Grants, Hawaii State Grants in Aid, and numerous private grants
- Developed portfolio of major donors from direct mail respondents, identified and cultivated major gift prospects in preparation of capital campaign

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## Awards

- 2004 HMSA Ola Pono Award for Community Organization Drug Prevention efforts, as a member of Community Works in 96744
- 2013 Dale Carnegie Golden Book Award, Leadership Training for Managers

## Professional Experience

- Executive Director, Coalition for a Drug-Free Hawaii Honolulu, HI 2017 - present
- Independent Sales Representative, KumuKit Aiea, HI 2013 - present
- Commercial Project Manager, Hawaii Energy Connection Aiea, HI 2012 – 2013
- Development Officer, Hina Mauka Kaneohe, HI 2002 – 2012
- Major Gift Planner, The Salvation Army Mpls, MN 1998 – 2001
- Sales Associate, United Parcel Service Mpls, MN 1994 – 1998
- Field Canyass Manager, Citizens For A Better Environment Mpls, MN, 1993 – 1994
- Interim Director, Kauai Interfaith Iniki Recovery Effort Lihue, HI 1993

## Education

- Master's Degree in Public Administration, Grand Valley State University, Grand Rapids, MI
- Bachelor's Degree in Psychology, Calvin College, Grand Rapids, MI
- Weinberg Fellow, 2018

## Volunteer Experience/Professional Memberships

- 2018 – present: Advisory Board Member, Hawaii Partnership to Prevent Underage Drinking
- 2018 – present: Member, Hawaii State Opioid Initiative, Prevention Workgroup
- 2017 - present: Director, Hawaii Youth Services Network (HYSN)
- 2016 - present: Board President, Mustard Seed Miracle, building affordable homes
- 2014 - 2016: Member BNI Ko'olau Hui, Membership Committee Chair
- 2005 – 2012, 2017- present: First Presbyterian Church of Honolulu: Elder and Chair of Missions: managed budget and strategy for local/global missions, Capital Campaign Team
- 2010 - 2014: Youth Soccer Coach, Kailua AYSO U6, U8 & U10
- 2008 - 2010: Volunteer Mentor/Kaneohe Elementary School with Common Grace
- 2005 - 2006: Director, Innocent/Humanity for Prisoners
- 1998 – 2010: Member, Association of Fundraising Professionals, Director 2003-2004
- 2003 - 2004: Director, Aloha Chapter of the Association of Fundraising Professionals
- 2002 - 2004: Director, Hawaii State Chapter of Mothers Against Drunk Driving
- 2000 - 2001: Director, Golden Valley MN Human Services Foundation