

**RESUME**

**Terri Funakoshi**

Terri Funakoshi is a strategic business maximizer. Passionate about helping small businesses develop strategies for entering and remaining competitive in today's marketplace. A forward thinker, always working to improve operations and profitability through proven technology that reduces costs and increases revenue. Known for Innovation through collaboration that contributes and makes a positive impact for our community.

**Career Highlights:**

2023 American Rescue Plan, MBDA \$3M Capital Readiness Grant Award  
2021 Pacific Business News Women Who Mean Business Honoree  
2020 Dept of Commerce, MBDA \$1M Enterprising Women of Color Grant Award  
2020 Wells Fargo \$1.5M Open for Business Grant Award  
2019 Pacific Business News -PBN Non-Profit Leader Honoree  
2018 US Small Business Administration -State of Hawaii Advocate for Women in Small Business  
2017 Small Business Saturday Proclamation from Governor Ige  
2015 Native Hawaiian Arts and Cultural Expo  
2013 Governors Retailer of the Year Award  
2013 Governors Fashion Awards- Outstanding Professional nominee

**Career Experience:**

Current: Chief Operating Officer, YWCA Oahu

Highlights under Terri's Leadership include agency initiatives and innovative programs that are mission aligned, deliver successful outcomes, and community impact, with a focus on operational efficiency, revenue generation, sustainability and employee engagement, training, and well-being.

**Outcomes:**

- Generated over \$5.5 million in grant funding for Business Development
- Received competitive grant funding through innovative programing
- Developed and implemented Social Enterprise Ecommerce program
- Increased agency operational efficiency through technology: 80%
- Employee professional development training course completion: 85%
- Employee well-being engagement: 90%

2019-2020 - Director of Operations and Business Development, YWCA Oahu

Under Terri's Leadership YWCA Oahu was able to pivot day to day operations and programmatic services to create a clean, safe, and efficient environment during the Covid-19 Pandemic, secure federal funding including the PPP Grant for \$525,000 which was forgiven, and secure Wells Fargo \$1.5M Open for Business grant for local small businesses and their employees that were affected by the covid-19 pandemic.



2016-2019 - Director MCBL- Patsy T. Mink Center for Business & Leadership

Under Terri's Leadership MCBL grew substantially year over year. New initiatives and programs were developed that successfully continue today.

Highlights:

- 2016 PTMLA Leadership Alliance Cohort was launched, the only all-woman leadership cohort in the state that aims to increase the number of women leaders into executive positions in Hawaii. Currently there are 90 Mink Leader alumni.
- 2017 Shop Small Hawaii Community Initiative launched, providing free membership to local small businesses to help them thrive through educational workshops, events and promotions. Today we have over 350 small business members.
- 2018 The first Girls Summit Youth was launched addressing middle school girls need for skills in self-efficacy.
- 2019 Secured funding to open a Women's Business Center at YWCA Oahu Kokokahi in Kaneohe, filling a need for small business support on the Windward side of Oahu.

2014-2017 – Founder/President HCRA- Hawaii Culture & Retail Association

An association geared toward helping artists and practitioners with entrepreneur skills to help them start, grow and sustain their craft.

- Number of artisans and practitioners served: 135
- Number of participants reached through events and services: 1056
- Local artisans and practitioner's revenue generated: \$76,400

2001-2014 – Executive VP Hilo Hattie

Founded in 1963, Hilo Hattie became Hawaii's largest retailer, manufacturer and wholesaler of Hawaiian fashions and gifts. Voted by Hawaii's residents as "The Best Place for Hawaiian Fashions" for over 10 years in a row.

Highlights:

- Launched Corporate Sales and Uniform Division- Became largest uniform manufacturer in Hawaii. Accounts included the largest hotel chain and largest private school in the State of Hawaii. First year net sales exceeded budget of \$1 Million.
- Launched Wholesale Division- Secured major accounts. U.S. Military Exchange, national retail chains and international markets.
- Created several proprietary fabrics for aloha wear, still used today.
- Board of Directors- Treasurer
- Generated revenue in excess of \$25 Million Dollars.

## **EDUCATION:**

BS Degree University of Hawaii at Manoa

