The Patsy T. Mink Center for Business and Leadership (MCBL) offers private and small group business counseling to provide individualized assistance to prospective entrepreneurs and small business owners. MCBL counselors are equipped with the business knowledge and experience to provide individuals with practical guidance on an array of entrepreneurial topics or offer creative approaches to small business obstacles.

MCBL’s subject matter experts are able to provide guidance on topics related to: start-up assistance & business planning, access to funding & lending options, business rules & regulations, marketing and cash-flow management.

Our Team
Small Business 06
Leadership 08
Youth Leadership 10
Community 12

Our Mission
To equip women to become successful entrepreneurs and leaders by providing one-on-one business counseling, innovative workshops and unique, specialized programs in a nurturing environment.
Dear MCBL Ohana

As I reflect on the past year, I’m incredibly proud of the work we’ve done and appreciative of those who have made our successes possible. My heartfelt mahalo to the MCBL and YWCA O’ahu team, MCBL advisory board, volunteers, clients, community partners and other supporters for your dedication and commitment to helping women and girls succeed.

This year, we focused on the Hawaiian value *ahonui*, which means “patience to be expressed with perseverance.” With the launch of several pilot programs, we had to work with a lot of grit and determination to power through the challenges. I’m so pleased that our efforts have proven fruitful as we were able to accomplish our goals and have received such positive responses.

Our pilot programs included Innovate My Business (IMB), a 7-week, 45-hour class for entrepreneurs in year one to three of business operation who are interested in product development. We built upon the success of our Girls’ Summit for high school girls by expanding it to YWCA Kokokahi in Kaneohe and on Kauai. Additionally, we now have a Girls’ Summit Youth program, designed specifically for pre-teens, held at YWCA Laniakea, and MCBL leads the charge in the #SHOPSMALLHAWAII community initiative.

As I look toward the next year, I remain committed to continuing and expanding MCBL’s programs and services. I’ll be focusing on securing funding to open a second Women’s Business Center (WBC) in Hawaii at YWCA Kokokahi. There are many aspiring and current entrepreneurs in Windward O’ahu who would benefit greatly from a WBC dedicated to helping them pursue their dreams of owning their own businesses. MCBL and YWCA O’ahu have a tremendous opportunity to fulfill this need and I kindly ask for your support and patience as I work to bring together individual and community supporters to take on this new venture.

Thank you again for another wonderful year and I look forward to another year of impact and growth.

Mahalo,

TERRI FUNAKOSHI
MCBL Director

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OUR TEAM

TERRI FUNAKOSHI
DIRECTOR

COLLEEN MCALUNEY
PROGRAM MANAGER

BRITTANY MONTILLIANO
PROGRAM COORDINATOR

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2018-2019 YEAR TO DATE

2,097 PARTICIPANTS TRAINED

$716,425 ACCESS TO CAPITAL

18 NEW BUSINESSES STARTED

56 JOBS CREATED
The Patsy T. Mink Center for Business and Leadership supports women entrepreneurs through training, counseling, mentoring and access to capital.

**BUSINESS PROGRAMS**

**Launch My Business Series**

Launch My Business Start (LMB) is a 1-day, 7-hour class that focuses on the initial planning phase of starting a new business. Participants will give shape to their ideas in order to turn their concept into a viable business.

Grow My Business (GMB) is a 7-week, 45-hour class for entrepreneurs in year 1 or 2 of business operation. The class helps small business owners understand key principles of business growth and expansion. Learn how to think clearly and objectively about problems and develop solutions that work best for growing businesses. Business owners will participate in highly effective, hands-on exercises that will equip them with the knowledge, tools and resources to manage daily operations effectively.

Innovate My Business (IMB) is a 7-week, 45-hour class for entrepreneurs in year 1 to 3 of business operation who are interested in product development. The class helps small business owners understand key principles of developing their own product. Participants learn how to think clearly and objectively about problems and develop solutions that work best for product launch.

**Launch My Non-Profit Series**

Launch My Non-Profit is a business program designed for aspiring social entrepreneurs and new non-profit founders. The class is divided in two parts.

**Non-Profit Toolkit Part 1: What It’s All About?** is for community visionaries that want to launch a new program or initiative to help solve a social problem or enhance quality of life. This first course focuses on how the non-profit business model works for community development, basics of non-profit board development, program planning, and introduction to grant writing for fundraising.

**Non-Profit Toolkit Part 2: Grant Writing 101** is a “how to” workshop for community visionaries. Participants gain a better understanding of how grant funding works. This second course focuses on the steps in the grant seeking and grants management process, grant writing, and covers local and national resources for non-profit funding.

**BUSINESS SERVICES**

**About Business Counseling**

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**About Legal Counseling**

The Patsy T. Mink Center for Business and Leadership and Business Law Corps have partnered to offer small business owners no-cost business legal counseling with an attorney. Seek guidance from a licensed corporate attorney on topics such as: choice of entity, business crisis, for-profit corporations, LLC’s and partnerships.
The Patsy T. Mink Leadership Alliance are women committed to personal growth, professional impact and community leadership

IMPACT
SINCE 2016

56 alumni
MINK
LEADERS
A DIVERSE GROUP OF WOMEN LEADERS REPRESENTING A VARIETY OF INDUSTRIES

As a leader whose top strength is input, I enjoy learning more and applying that knowledge in the future. My favorite sessions included Negotiation, Change Leadership, and Strategic Thinking. I’m looking forward to implementing all that I have learned to become a stronger leader and to develop new leaders both in the community and in my company.

TERI NOBRIGA, SAIC
COHORT 3 MINK LEADER
MCBL ADVISORY BOARD MEMBER (2019-2020)

The Patsy T. Mink Leadership Alliance was launched in 2016 to increase the representation of women executives in Hawaii. Today we celebrate an alumni base of 56 Mink Leaders representing diverse industries including Finance, Health, Energy, Education, Insurance, Legal, State and Government Agencies as well as Entrepreneurs and Non-Profits.

The Patsy T. Mink Leadership Alliance is a 10-month program designed for professional women leaders and entrepreneurs who are committed to personal growth, professional impact, and community change. This program further develops management and leadership skills in an effort to increase the representation of women executives in Hawai‘i. Through facilitated sessions, the cohort will have the opportunity to engage directly with established business professionals and build alliances with fellow Mink Leaders.

PROGRAM OVERVIEW

PROGRAM TOPICS
• StrengthsFinder
• Leadership Matters
• Emotional Intelligence
• Collaborative Team Leadership
• Social Capital Building
• Design Thinking
• Strategic Planning
• Change Leadership
• Courage and Confidence
• Opportunities for Advancement
• Principles of Negotiation
• Financial Business Acumen
• Intrapreneurial Thinking

EXCLUSIVE LEADERSHIP OPPORTUNITIES
• Reserved seating at the Wahine Forum Conference, Hawaii’s top conference exclusively designed for women business leaders
• Exclusive breakout session with the Wahine Forum Conference keynote speaker
• Reserved seating at four Mink Wahine Leadership Series events

YEAR TO DATE

3 leadership alliance COHORTS
31 POSITION ADVANCEMENTS AND CHANGES
504 community service HOURS

FOUNDING SPONSORS

HAWAIIAN AIRLINES
AMERICAN Savings Bank
CENTRAL PACIFIC BANK
First Hawaiian Bank.

PATSY T. MINK LEADERSHIP ALLIANCE
The Patsy T. Mink Center for Business and Leadership believes that there is an opportunity as well as a responsibility to nurture girls of all ages to become the leaders of tomorrow.

**GIRLS SUMMIT (GRADES 9-12)**

The one-day summit is an inspiring and informative gathering for girls of all backgrounds to network with successful female leaders in the community. Through multiple workshops, the young women will explore different career fields, define their personal ambitions, and learn what it will take to achieve them. Girls’ Summit contributes to the betterment of the community by empowering the next generation of women leaders with confidence and leadership skills to serve Hawai‘i and beyond.

**Program Topics:**
- Women in STEM
- Design Thinking
- Finance Savvy
- Alternative Careers
- Art Reflection
- StrengthsFinder
- Torch Design Challenge
- Community Advocacy

**GIRLS SUMMIT YOUTH (GRADES 6-8)**

We believe there is an opportunity as well as a responsibility to nurture girls of all ages to become the leaders of tomorrow. Middle school can be a challenging social passage and we are committed to providing the young women of Hawaii with the tools not just to survive, but to thrive.

It is well known that girls are empowered when they learn and practice creative thinking, decision making skills and reflective learning - skills for self-efficacy. In response we created an inspiring week-long day program for girls entering grades 6 through 8, exploring the themes of sense of self, sense of place, inner power and creativity. The Hawaiian cultural values of “Aloha” underpin all programming.

**Program Topics:**
- Yoga & Mindfulness
- Reading & Creative Writing
- Self Awareness - Self Defense
- Etiquette
- Daily Field Trips
- Community Project Development
- Mentoring
- Advocacy

**IMPACT**

**YOUTH LEADERSHIP**

Since 2015

**GIRLS SUMMIT**

756 high school women empowered

70+ professional women from a variety of fields including STEM, finance, communications, energy, and government

2018-2019 Year to date

More than 1,316 mentoring hours

13 high schools participated (10 public & 3 private)

32 participants trained

405 community and advocacy project hours

**PONY ASKEW**

Girls Summit Youth Parent • Spring 2019

After the week was over Nahe was excited to share about all the powerful women she learned about. I really appreciated that the way the information was provided she was able to retain it and was impacted by it. She was excited to attend each day and connected with new friends in a positive environment.

Patsy T. Mink Center for Business & Leadership | 11
MAKE A BIG DIFFERENCE. The Patsy T. Mink Center for Business and Leadership is proud to be a driving force behind the #SHOPSMALLHAWAII campaign.

IMPACT SINCE 2017

#SHOPSMALLHAWAII MEMBERS

102

MORE THAN
2,500
COMMUNITY MEMBERS ENGAGED

2018-2019 YEAR TO DATE

EDUCATIONAL WORKSHOPS
177 PARTICIPANTS TRAINED

COMMUNITY OUTREACH
19 SMALL BUSINESS EVENTS

#SHOPSMALLHAWAII OWNER BENEFITS

• Access and discounts to #SHOPSMALLHAWAII educational business workshops
• Online promotion on the #SHOPSMALLHAWAII Facebook and Instagram accounts
• Pop-up and showcase opportunities at #SHOPSMALLHAWAII events
• And more!

#SHOPSMALLHAWAII EVENTS

• Hawaii Small Business Fair
• Mana Up
• Honolulu Night Market
• MakeIt! Hawaii
• SBA Small Business Awards

PARTNERS

SIGNATURE SPONSOR

MEDIA SPONSOR

COMMUNITY PARTNERS

RESOURCES PARTNERS

POWERED BY

#SHOPSMALLHAWAII COMMITTEE

Committee Chair: Terri Funakoshi
Events & Promotions Officer: Brittany Montilliano
Committee Members: Viktoria Aniultye, Rachel James, Noela Napoleon, Susan Utsugi
Neighborhood Champions: No’eau Designers, Corrina Travis & Vaalele Malaki
Interns: Kekoa Thater, Windward Community College • Jena Funakoshi, UH Manoa

#SHOPSMALLHAWAII

The mission of #SHOPSMALLHAWAII is to provide business resources and tools to small business owners in Hawaii. #SHOPSMALLHAWAII does this through educational workshops, promotions and special events in collaboration with community partners.

The #SHOPSMALLHAWAII campaign is a year-round celebration of small business owners. Known for its signature celebration on the Saturday after Thanksgiving, “Small Business Saturday” Hawaii®.

Founded in 2010 by American Express and now adopted by many communities and governments, the #SHOPSMALLHAWAII campaign is a national, year-round celebration of small business owners everywhere.
In 2019, MCBL provided instruction at 6 Boots to Business sessions at various military bases on Oahu.

In November 2018, MCBL hosted the Salute to Veterans – Hawaii Veteran Small Business Awards.

**AWARDS + RECOGNITION**

2018 Holomua Award
MCBL was presented with the Holomua Award in recognition of outstanding support for the Boots to Business program.

2018 Boots to Business Instructor of the Year Runner-Up
Noela Napoleon, MCBL's Lead Business Counselor and Instructor, was a runner-up for the national 2018 Boots to Business Instructor of the Year award presented by the U.S. Small Business Administration.

Adventures in Small Business is a collaborative effort by the U.S. Small Business Administration Hawaii District Office, the Hawaii Small Business Development Center, the Patsy T. Mink Center for Business and Leadership, and the Veterans Business Outreach Center of the Pacific to showcase the stories of local entrepreneurs and small businesses.

Adventures in Small Business streams live on ThinkTech Hawaii, on the Internet at 11am (HST) every Thursday. ThinkTech Hawaii’s mission is to be the leading digital media platform raising public awareness and promoting civic engagement in Hawaii.

**COMMUNITY:**

**BOOTS TO BUSINESS**

Veterans own nearly 1 in 10 of all U.S. small businesses. The Boots to Business program in Hawaii is managed by the Veterans Business Outreach Center (VBOC) of the Pacific and the Institute for Veterans and Military Families at Syracuse University.

Boots to Business (B2B) is an entrepreneurial education and training program offered by the U.S. Small Business Administration (SBA) as part of the Department of Defense’ Transition Assistance Program (TAP). B2B provides participants with an overview of business ownership and is open to transitioning service members (including National Guard and Reserve) and their spouses. MCBL is proud to partner with the VBOC of the Pacific to help facilitate this entrepreneurial program.

Hawaii ranks #5 in the nation for the B2B Veteran Outreach Program. The program is free for participating installations to service members and their dependents transitioning or retiring from the U.S. military.

In 2019, MCBL provided instruction at 6 Boots to Business sessions at various military bases on Oahu.

In November 2018, MCBL hosted the Salute to Veterans – Hawaii Veteran Small Business Awards.

2019 SBA Small Business Advocate for Veteran Owned Small Business
On May 3, 2019, Noela Napoleon was recognized at the 32nd Annual SBA Awards as the SBA Small Business Advocate for Veteran-Owned Small Business.

**IMPACT**

**SINCE 2018**

Laurie Sumiya
Artist

Hillary Darby
Bella Ke Yoga

Ria Huang Nguyen
Cuu Long II

Kimberly Bradley
One Stop Titanium

Noela Napoleon
Frozen Fun LLC

Adrian Tam
Bao Tai’n

Laurie Sumiya
Artist

Hillary Darby
Bella Ke Yoga

Ria Huang Nguyen
Cuu Long II

Kimberly Bradley
One Stop Titanium

Noela Napoleon
Frozen Fun LLC

Adrian Tam
Bao Tai’n

Byron Goo
Tea Chest Hawaii

with Susan Utsugi
Central Pacific Bank

Angel and Brian Foster
Island Olive Oil Company
As a special non-profit partner for the Hawaii Business Magazine’s Wahine Forum Conference, the Patsy T. Mink Center for Business & Leadership (MCBL) hosts four Mink Wahine events throughout the year as an extension of the event. The events focus on various leadership issues and topics that are relevant to professional women in Hawaii.

MCBL is now offering three luncheons as a poolside chat format and a year-end pau hana to enable attendees to deepen their connection with featured speakers and hosts and network with each other.

Benefits:
• Gain valuable insights and knowledge in a variety of topics relevant to professional women
• Learn from and be inspired by women entrepreneurs, business owners and community leaders
• Network with attendees

**WAHINE LEADERSHIP SERIES TOPICS**

**INDISPENSABLE LEADERSHIP**
MODERATOR: Rachel James, Project Manager, Hawaii Center for Advanced Transportation Technologies
SPEAKERS: Tayne S.Y. Sekimura, Senior Vice President and Chief Financial Officer, Hawaiian Electric Company
Katie Chang, Executive Director, Center for Tomorrow’s Leaders
Raquel Hicks, Director, Organization Effectiveness, Hawaii Pacific Health

**GRIT + RESILIENCE**
MODERATOR: Donalyn Dela Cruz, Vice President of Communications, Strategies 360
SPEAKERS: Colleen Hanabusa, Former U.S. Representative, 1st Congressional District, State of Hawaii
Jennifer Sabas, Owner, Kaimana Hila

**COURAGE IN LEADERSHIP**
MODERATOR: Karen W. Nakasaka, Director of Membership, State of Hawaii
SPEAKERS: Grace K. Hao, President & Co-Founder, Coach Excellence School

**INSPIRED LEADERSHIP**
MODERATOR: Maria Borje-Bonkowski, Regional Compliance Officer, Kaiser Foundation Health Plan, Inc.
SPEAKERS: Rusty Komori, Author, Leadership Consultant, Tennis Professional
Ashley Ishimura, Vendor Risk Analyst, Bank of Hawaii

The Patsy T. Mink Center for Business and Leadership is an official Toastmasters Club #06051726, Area #7, Division #8, District #49. In 2018, we were proud to achieve our Distinguished Club status.

Toastmasters International is a world leader in communication and leadership development. The organization has helped more than 4 million men and women become more confident in their speaking and leadership skills. Membership now exceeds 345,000, with 15,500 clubs in 142 countries.

Every Toastmasters club mission is: “We provide a supportive and positive learning experience in which members are empowered to develop communication and leadership skills, resulting in greater self-confidence and personal growth.”

Benefits:
• Improve public speaking and leadership skills
• Increase self-confidence and personal growth
• Networking with members comprised of entrepreneurs, small business owners, and various professionals

**2018-2019 OFFICERS**

President • Teri Funakoshi
Vice President of Education • Teri Fabry
Vice President of Membership • Eileen Zorc
Vice President of PR • Teri Funakoshi
Secretary & Treasurer • Colleen McAluney
Sergeant-At-Arms • Kamaka Pili
The Patsy T. Mink Center for Business and Leadership's annual fundraiser features our Launch My Business alumni and client showcase. At this event, these clients have the opportunity to test market new business ideas. MCBL also raises awareness of its programs and services, including the Patsy T. Mink Leadership Alliance, Girls’ Summit, Girls’ Summit Youth, and #SHOPSMALLHAWAII. The event is also a networking opportunity for the Patsy T. Mink Leadership Alliance to apply the skills they just learned in their Social Capital Building session.

Our 5th Annual Downtown Uncorked fundraiser was held on Friday, November 9, 2018 at YWCA O’ahu, Elizabeth Fuller Hall. MCBL partnered with the Veterans Business Outreach Center (VBOC) of the Pacific to honor the winners of Hawaii Veterans Small Business Awards.

On October 1, 2018, Governor Ige signed a Proclamation declaring the Saturday after Thanksgiving (November 24, 2018) as “Small Business Saturday” in support of #SHOPSMALLHAWAII.
The Patsy T. Mink Center for Business and Leadership was established by YWCA O‘ahu, the U.S. Small Business Administration and a community of partners to become the only Women’s Business Center (WBC) in Hawai‘i. WBC’s are designed to assist women in starting and growing small businesses, and seek to “level the playing field” for women entrepreneurs who still face unique obstacles in the business world.

All leaders must find the courage within themselves to broaden their comfort zone. By exercising a willingness to be vulnerable, you open yourself to opportunities for growth.

Grace Hao
WAHINE LEADERSHIP SERIES
COURAGE IN LEADERSHIP

Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA. All MCBL events and services are provided on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least 2 weeks in advance. Please call (800) 695-2635 to request arrangements.
WOMEN helping women SUCCEED

WWW.MCBLHAWAII.ORG