

MARTHA ROSS, MSW, LSW - Consultant
PO Box 482 Waimānalo, HI 96795-0482
C: 808.265.0373 E: mrosshawaii@gmail.com

RESUME 2019

INDEPENDENT CONTRACTOR PROVIDING CONSULTANT SERVICES FOR ENTREPRENEURS, NONPROFITS AND BUSINESSES TO START STRONG, GROW AND FLOURISH. 1) Workshops* for entrepreneurs, nonprofits and businesses; 2) 1-to-1 assessment & customized help sessions; 3) Business Plan Writing Clinic Series I-IV; 4) Grant writing; 5) Meeting facilitation; 6) Data collection and focus groups; 7) Data synthesis and report writing; and 8) Customized workshops & 1-to-1 sessions with groups and individuals to achieve results.

***Workshops include:** Biz Start-up Checklist, Nonprofit Start-up – The Basics, Business Plan Writing Clinic Series I-IV, Nonprofit Board Training, Grant Writing I-II, Business Plan Write Review, Set Priorities & Goal Driven Work Plans, Budgeting to Flourish, Nonprofit Funds Development Planning, Nonprofit Social Enterprise, Grant Reporting and Sponsorship Tips, plus more.

EXPERIENCE

PRIVATE SECTOR: *LEADERSHIP-ADMINISTRATION-STRATEGY-GRANT WRITING & REVIEW-MANAGEMENT-INTERDISCIPLINARY TEAM COORDINATION-COMMUNITY & GOVERNMENT RELATIONS-COALITION BUILDING-POLICY ANALYSIS & CHANGE ADVOCACY-RESEARCH-GRANT REPORT WRITING-ACHIEVE PROJECT RESULTS-PROBLEM-SOLVING-SYSTEM CHANGE* 37 years

1982 – Present. Consultant. Capacity building for entrepreneurs, nonprofits and businesses, grant writing, business plan writing clinic series, class and workshop curriculum development and lecturer, research, conduct focus groups, report and article writing, data synthesis, community cooperative start-up, leadership and management, training, data and systemic analysis for effective problem-solving and leadership recommendations, identifying and negotiating effective solutions, bridging and strengthening key relationships and coalition building. Full time Independent Contractor May 2013 – September 2015, and at present.

January 2016 to May 2019. Responsible for building capacity of entrepreneurs and organizations to start and grow nonprofits and businesses in Hawaiian communities, as Capacity Building Manager for **Hi'ilei Aloha LLC**. Other duties: workshop development and instruction; 1-to-1 technical assistance; grant writing, implementation and report writing; marketing, and planned, launched, lead and managed the Native Hawaiian Accelerator & CoWork for entrepreneurs, nonprofits and businesses. Grants: USDA RCDI, SBA, SBA Accelerator, ANA.

July 2012 – April 2013. Responsible for programs strategy, budget development, and team leadership in transition period, as Vice President of Programs, **Hawai'i Community Foundation**.

September 1997 - December 1997. Responsible for grant reports and completion of executive administration projects as Assistant to the Executive Director, **Ke Ola O Hawai'i Inc.**

1991 - 1995. Responsible for community & government relations, medical-legal services & interdisciplinary team management, policy advocacy, wrote grants/reports, assisted Director as Administrative Coordinator, **Sex Abuse Treatment Center, Kapi'olani Medical Center.**

COMMUNITY: *LEADERSHIP-COALITION BUILDING-STRATEGY-PROGRAM DESIGN & START UP- ADMINISTRATION-NEGOTIATION & PROBLEM-SOLVING- RESEARCH & WRITING-COMMUNICATION-POLICY ADVOCACY-TEACHING FOR EMPOWERMENT-BRIDGING AND BUILDING RELATIONSHIPS-ACHIEVING RESULTS TOGETHER* 33 years

March 2013 – December 2015. **Waimānalo Market Co-op (WMC)**

March 2013 – September 2013. Pro bono/volunteer & Vice President of the co-op community steering hui that met with community, set up Waimānalo Market Co-op (WMC) infrastructure as a Hawaii consumer cooperative association, non-stock option, pursuant to HRS 421(C). **October 2013 – July 2015,** led Co-op operations as Interim-, and later, General Manager, as an independent contractor and provided some pro bono services as well, opening Co-op doors November 14, 2013. Lead operations: administration, coordination, research, documentation, developing initial organizational infrastructure including policies, procedures, initial applications and brochures, agreements, proposed purchases for steering committee review, co-development of initial business plan and presentation documents, partner building, seeking and meeting with pro bono professionals and potential investors, community relationship building, resource development, plus more. All as part of a hui working together **to start-up a community-driven Waimānalo consumer cooperative and entrepreneur incubator.**

GM Duties: Working with outstanding Member-volunteer teams and Board (seated March 2014), social work student interns, community volunteers, farmers, artists and pro bono professionals, **Waimānalo Market Co-op** open four days per week; manage store from opening to closing, followed by simple booking keeping and accounting; bill paying; work with pro bono CPA; and anything needed to help WMC grow strong, including meet with, prepare follow-up, and strengthen relationships and procedures with farmers, artists/crafters consignees, value-added venders, entrepreneurs, volunteers, Waimānalo Health Center-HCC Health Grant, and other Waimānalo organizations, as well as Department of Health, UH CTAHR, HPU SSW, EDA, OHA, SCORE, potential lenders/investors, Laulima Center, Kokua Market, Feed The Hunger, pro bono professionals. Collaborative leadership and team work achieved WMC growth to 125 Members, 82 local farmers/yard growers and value-added vendors and 65 local artists and crafters. Co-op Chairperson, General Manager and team achieved \$80,000.00 USDA 2-year grant for expansion of Co-op famers' market tables for direct sales, and other grants. **August – September 2015 -** Trained and assisted new general manager and WMC Board with fiscal, banking, bill paying, assisting CPA, plus, as independent contractor. **October – December 2015 -** pro bono volunteer.

2005 – 2012. Led the partnership among Office of Hawaiian Affairs, Ke Ali'i Maka'āinana Hawaiian Civic Club and interns/volunteers to research and compile information on Hawaiian Ali'i diplomatic missions to Washington, D.C., as Bureau Chief and Special Assistant to the CEO, supervision of project coordinator and writers, resulting in two publications and research collected for a third.

2004. A founding member of **Ke Ali'i Maka'ainana Hawaiian Civic Club**, first Hawaiian Civic Club in Washington D.C., Virginia, Maryland area. Membership of 60+ and its President and leadership hosted the 2012 Association of Hawaiian Civic Club convention in D.C.

1993 - 2002. Executive Director-volunteer, **Violence Prevention Consortium (VPC)**. **1997 – 2000.** President, **Awareness Foundation & VPC Board of Directors**. **1993 – 2002.** VPC Co-Founder/Leader. Led the VPC, a collaboration of 200+ individuals and agencies/organizations, to achieve a systemic approach to prevent violence in our homes, schools and communities through primary prevention. With the Hawai'i Women's Coalition and the Women's Caucus of the Hawai'i legislature, VPC achieved passage of resolutions. Outcomes included *Violence Prevention Curriculum Initiative* pilots in 5 schools statewide, coordination of the Unified Approach to Violence Prevention in Hawaii and 5-Year Plan, and two publications the *Hawaii School-Based Violence Prevention Plan* and *Demonstration Project Components for Hawaii School-Based Violence Prevention Curriculum Development & Integration*.

1991 - 2002. Member, **Hawai'i Women's Coalition**. Co-Chair **1995-1996**. Community coalition worked in conjunction with the **Women's Caucus of Hawai'i Legislature**. Leadership, advocacy, team work, negotiation and coalition mobilization resulted in successful introduction and passage of legislation addressing sexual and domestic violence, health and social and economic justice.

1982 - 1986. Co-founded and co-facilitated the first counseling-educational/support empowerment groups for battered women on O'ahu, **Maluhia O'Wahine**.

GOVERNMENT SECTOR: LEADERSHIP-ADMINISTRATION-MANAGEMENT-FEDERAL OFFICE START-UP-CREATIVE PROBLEM-SOLVING-COMMUNITY & GOVERNMENT-ALLIANCE BUILDING-OUTREACH & EDUCATION- COALITION BUILDING-WRITING-GATHERING COMMUNITY INPUT- POLICY RESEARCH, ANALYSIS, & SYNTHESIS-STRATEGY DEVELOPMENT, ADVOCACY & SYSTEM CHANGE 18+ years

Sept. – December 2015. **Workforce Development Council**, DLIR-SOH, Employment Analyst

Office of Hawaiian Affairs, Native Hawaiian empowerment, public trust organization, State of Hawai'i:

May 2010 – June 2012. Special Assistant to the Chief Executive Officer.

March 2009 – April 2010. Director, Planning, Research & Evaluation.

January 2003 – March 2009. First Bureau Chief, started and led the Washington, D.C. Bureau.

December 2000 - September 2001 and February 2002 – January 2003. Chief of Staff, Office of the Chairperson, Board of Trustees (BOT).

November 1997 – September 2000 and October 2001 - January 2002. Trustee Aide

March 1996 to June 1997. Deputy Administrator of Programs.

1995 - 1996. Executive Director, **Hawai'i State Commission on the Status of Women**, administratively attached to the Office of Lt. Governor.

OTHER GOVERNMENT SECTOR: ADVOCACY-COUNSELING-COURT ACCOMPANIMENT & TESTIFYING-POLICY ADVOCACY-SYSTEM CHANGE-COMMUNITY EDUCATION-COALITION BUILDING-INTERDISCIPLINARY TRAINING-PROGRAM DESIGN & START-UP 9 years

Department of the Prosecuting Attorney, City & County of Honolulu:

1987 – 1991, Designed and Coordinated the Victim-Witness Assistance Volunteer Program, and 1982 – 1987, Advocate & Counselor for victims & witnesses of violent crimes, Victim/Witness Kokua Services, Department of the Prosecuting Attorney, City and County of Honolulu.

RESEARCH/ANALYSIS/SYNTHESIS/WRITING/ TRAINING/TEACHING:

2011-2012. Completed synthesis of input from constituent groups for charter school strategic plan.

2004. Kanuha, Valli Kalei and Ross, Martha. *The Use of Temporary Restraining Orders (TROs) as a Strategy to Address Intimate Partner Violence*. Violence and Victims. 19 (3) 343-356 2004.

January 2002. Completed research, compilation, analysis and report for the Department of Health, State of Hawai'i entitled, VIOLENCE PREVENTION SERVICES IN HAWAII: REPORT & RECOMMENDATIONS FOR THE DEPARTMENT OF HEALTH, MATERNAL AND CHILD HEALTH BRANCH OF FAMILY HEALTH SERVICES DIVISION TO ASSIST WITH PLANNING.

July 1998 – May 1999. Principle Investigator/Co-Researcher, funded by the Bureau of Justice Statistics, U.S. Department of Justice, conducted & published a study, RESTRAINING ORDERS SOUGHT IN THE CITY & COUNTY OF HONOLULU, for the Attorney General, State of Hawai'i.

1998. Access to Justice Report, mandated by the Hawai'i State Legislature. Commissioned by the Access to Justice Committee. Researched and prepared by Ross, Martha and Gold, Joy.

1991. Ross, Martha and Glisson, Charles, Ph.D. *"Bias in Social Work Intervention with Battered Women"*, Journal of Social Service Research, Vol. 14(3/4) 1991.

1991 - 1994. Adjunct faculty for the **University of Hawai'i School of Social Work**. Developed the curriculum – taught Social Work Perspectives on domestic and sexual violence to master level students. 1990. Lecturer for **Chaminade University**. Co-developed the curriculum on crime victimization for students with a criminal justice major. 1987 – 1997 & 2000. Supervision and instruction of student interns seeking degrees in social work, criminal justice and political science.

EDUCATION/TRAINING/CERTIFICATION

Completed Workshop on building nonprofit capacity to achieve fund development needs. National Development Institute. November 13 -14, 2017

Completed Association of Procurement and Technical Assistance Centers (APTAC) training to build entrepreneur capacity to obtain government contracts & grant agreements and meet requirements. APTAC. November 5 – 8, 2017

Awarded Business Incubation Management Certificate for fulfillment of curriculum

requirements. International Business innovation Association. June 21, 2016

Completed Other Continuing Education including social work ethics, other social work, MS Excel Beg & Adv'd, Project Planning, 2015 – 2019

Completed Federal Contracting Readiness Series. Small Business Administration, Nov 2015

Executive Coaching. Leadership & achieving results. Barbara Pellegrino, PCC. 2012-2013

Ho'oponopono. Malia Craver, Haku Ho'oponopono & Culture Director. Queen Lili'uokalani Children's Center. 2000

University of Hawai'i at Mānoa. Master of Social Work, emphasis in research and direct practice conferred in 1986. Council on Social Work Education (CSWE) accreditation. Thesis: **Determinants of Social Workers' Judgments About Battered Women.**

The Pennsylvania State University. Bachelor of Arts in Social Welfare conferred with distinction in 1978. CSWE accreditation.

COMMUNITY SERVICE/PROFESSIONAL & COMMUNITY AFFILIATION/HONORS

2015 -Present Commissioner, Governor Appointed, Crime Victims Compensation Commission. July 2019 – Present: Elected Chairperson

3/ - 9/2013 Community Steering Hui, Vice President, Waimānalo Market Co-op, a Hawai'i consumer cooperative association, entrepreneur incubator and social enterprise.

Present Member, National Academy of Certified Social Workers; Member, National Association of Social Workers & Hawai'i Chapter

Present Founding Member/Member Ke Ali'i Maka'āinana Hawaiian Civic Club

Present Member, League of Women Voters

2003 – 2010 Member, Hawai'i State Society of Washington, D.C.

2008 Honored by the Association of Hawaiian Civic Clubs for 5.5 years of policy advocacy and education on Hawaiian issues in Washington D.C.

2001- 2002 President, Board of Directors, Awareness Foundation, Inc. Vice-President/Director 1999 to December 2000

1990 NASW-Hawai'i Chapter Award for Outstanding Practice in Criminal Justice

REFERENCES: Furnished upon request