

VANCE YOSHIDA



Vance Yoshida, MBA, brings extensive experience in the nonprofit sector to his role as a Senior Manager at La Piana Consulting. Before joining the firm, Vance was the Director of External Relations and Development at the Pangaea Global AIDS Foundation, where he developed and implemented strategies for fund raising, development, communications, marketing, and outreach for this startup global HIV/AIDS organization.

Prior to this, Vance served from 1996 - 2002 as Director of Operations for the Tides Center in San Francisco where he managed all aspects of the organization, providing financial, HR (including payroll and benefits administration), insurance, program guidance, contract compliance, and management coaching services to over 350 nonprofit projects and organizations in 43 states, generating \$62 million in annual revenues. While at Tides, he also served as the Program Director, Director of External Relations and New Regional Office Development, and Acting Executive Director. Previously, Vance was CEO of a large horticultural business with 800 employees and operations in several countries.

Over the past 10 years, Vance also developed a successful nonprofit consulting practice specializing in building strong boards of directors with governance structures that focused on the organization's mission and vision. He has served over 75 organizations ranging from small community-based grassroots to large mainstream organizations. His clients have included Asian Americans / Pacific Islanders in Philanthropy, Northern California Grantmakers, National 4-H Council, AARP, the San Francisco Ballet, and the Japanese Community and Cultural Center.

Vance has vast experience in strategic restructuring of nonprofits as an executive director and board member and has consulted with dozens of organizations in the assessment and negotiation of mergers and the integration of merged organizations. In this work, Vance has consulted with a wide variety of nonprofits including arts and cultural, HIV/AIDS, environmental, GLBT, healthcare, social services, and management services organizations.

Vance has served on the boards of many nonprofit organizations including the San Francisco AIDS Foundation, where he served as President from 1991 – 1995 and the San Francisco Chamber of Commerce. Currently, he serves on the boards of Asian Health Services and the Innovation Center for Community and Youth Development.

Vance has an MBA with a focus in finance and marketing from the University of California Los Angeles (UCLA).