

**TERRI ANN M.K. MOTOSUE**

WORK ADDRESS	HOME ADDRESS
Ashford & Wriston First Hawaiian Bank Tower 999 Bishop Street, Suite 1400 Honolulu, Hawaii 96813	3269 Alani Drive Honolulu, Hawaii 96822

DESCRIPTION OF CURRENT PRACTICE:	<p>I am currently Of Counsel at Ashford &amp; Wriston, a mid-sized full-service Hawaii law firm founded over 50 years ago. Most of my transactional work is in the commercial space with a focus on real estate development, acquisition and disposition of real estate, and secured and unsecured lending. From time to time, I also assist and provide support on land use and permitting matters, governmental affairs and strategy, and energy regulatory matters. The deal size of my transactions tends to be over \$100 million, and I lead teams of lawyers to service these deals. For the last 10 years, I have worked on Hawaii’s largest utility-scale renewable energy projects, representing the top renewable energy developers. This equates to over \$2B in direct investment in renewable energy projects in Hawaii, over 1,000 construction jobs created, and delivery of over 380 MW of power to Hawaii homes. All these developers are publicly traded U.S. or foreign entities doing business in Hawaii. In 2015, Hawaii became the first state in the county to require that its electric utilities generate power from renewable sources by 2045.</p>
EDUCATIONAL BACKGROUND:	<p>Boston University School of Law - Boston, Massachusetts: J.D. (1998)</p> <ul style="list-style-type: none"> <li>• Editor-in-Chief, <u>Public Interest Law Journal</u></li> <li>• Edward F. Hennessey Scholar</li> <li>• Paul J. Liacos Scholar</li> <li>• Winner, Best Brief, 2L Writing Competition</li> <li>• Intellectual Property Moot Court Team</li> </ul> <p>University of Hawaii - Honolulu, Hawaii: M.A., Political Science (1995) B.A., Political Science, High Honors (1993)</p> <ul style="list-style-type: none"> <li>• Phi Beta Kappa</li> <li>• UH Presidential Scholar</li> <li>• Pi Sigma Alpha (Political Science honor society; chapter founder)</li> <li>• Honors Thesis: <u>Sex Discrimination in the Legal Profession</u></li> </ul>

	<p>University of Massachusetts at Amherst - Amherst, Massachusetts: National Exchange Student (1991-1992)</p> <ul style="list-style-type: none"> <li>• Phi Kappa Phi</li> <li>• Everywoman’s Center (n/k/a Center for Women and Community), Student Presenter and Advocate</li> </ul> <p>Amherst College- Amherst, Massachusetts: Five College Exchange Student (Spring 1992)</p> <p>University of Oxford, Trinity College- Oxford, England: Student (Summer 1992)</p>
<p><b>BAR MEMBERSHIPS AND DATES:</b></p>	<p>Hawaii – 2004 New York – 1999 Washington, D.C. - 1999</p>
<p><b>EMPLOYMENT HISTORY:</b></p>	<p>Ashford &amp; Wriston - Honolulu, Hawaii</p> <ul style="list-style-type: none"> <li>• Of Counsel, 2021-present</li> <li>• Partner, 2017- 2021</li> </ul> <p>Yamamoto Caliboso - Honolulu, Hawaii</p> <ul style="list-style-type: none"> <li>• Partner, 2013- 2017</li> <li>• Chair, Legal Technology Committee, 2013- 2017</li> </ul> <p>Carlsmith Ball LLP - Honolulu, Hawaii</p> <ul style="list-style-type: none"> <li>• Managing Partner, 2008-2011</li> <li>• Partner, 2006-2013</li> <li>• Associate, 2004-2006</li> </ul> <p>King &amp; Spalding LLP- New York, New York</p> <ul style="list-style-type: none"> <li>• Associate, Financial Transactions Practice Group, 2002–2004</li> </ul> <p>White &amp; Case LLP - New York, New York</p> <ul style="list-style-type: none"> <li>• Associate, Corporate and Financial Services, 1998–2004</li> <li>• Overseas Assignment: White &amp; Case Bangkok, Fall 2000</li> <li>• Litigation rotation, 1998</li> </ul> <p>U.S. Securities &amp; Exchange Commission, Boston, MA</p> <ul style="list-style-type: none"> <li>• Law Clerk, Enforcement Division, Fall 1997</li> </ul> <p>Jones Day Showa (f/k/a Showa Law Office) - Tokyo, Japan</p> <ul style="list-style-type: none"> <li>• Intern, Summer 1996</li> </ul>

	<p>The White House - Washington, DC</p> <ul style="list-style-type: none"> <li>• Intern, Office of Media Affairs, Summer 1994</li> </ul>
<p>SPEAKING ENGAGEMENTS:</p>	<p>Moderator, “Hawaii Commercial Real Estate Market Overview: Pandemic Impact and Outlook” (webinar), February 18, 2022. Program summarized the 2021 Hawaii real estate market and forecasted what’s ahead for Hawaii in 2022 in the office, industrial, residential, and retail markets.</p> <p>Moderator, “Hawaii State Bar Association Benefits and Recent Developments” (webinar), May 20, 2022. Presentation of legislative bills that the Hawaii State Bar Association supported which passed in the 2022 Hawaii legislative session.</p> <p>Moderator, “Swaps 101,” October 14, 2022.</p> <p>Program Chair, Hawaii State Bar Association Annual Convention, October 14, 2022. Organized and coordinated three sessions for the Convention, including “Condominium Law Update” (overview of recent changes in condominium law) and “Commonly Negotiated Provisions in Purchase &amp; Sale Agreements” (mock negotiation of select concepts and provisions in PSAs).</p> <p>Program Chair, RPFSS Annual Meeting, to be held November 4, 2022. This program will feature keynote speaker Dr. Toan Phan, Ph.D., Senior Economist of the Federal Reserve Bank of Richmond, who will speak on “Climate Risks in the U.S. Financial System” which will highlight the effect and impact of climate change on our financial institutions.</p> <p>Moderator, “Real Estate Litigation Update” (webinar), to be held December 2, 2022. Program will give an overview of recent Hawaii cases involving real estate and land use law.</p> <p>Career Symposium, "Preparing for your Bright Future," 2014 and 2015. Led roundtable discussions with high school students about a career in law as a real estate lawyer and other career and law-related topics. Only lawyer invited to participate in symposium; other Hawaii-based professionals in various fields and businesses were invited. Event was sponsored by the U.S. Central Intelligence Agency, the Girl Scouts of Hawaii, and the National Association of Asian American Professionals.</p> <p>Organizer and moderator for "Successful Strategies to Achieve Diversity in Your Organization" at the ABA’s 2006 Annual</p>

	Meeting in Hawaii, featuring partners from major law firms and in-house lawyers of Fortune 500 companies who had successfully implemented cutting-edge diversity policies.
LEGAL PUBLICATIONS:	N/A
BAR ACTIVITIES:	<p>Hawaii State Bar Association (HSBA), Real Property &amp; Financial Services Section (RPFSS). RPFSS is the largest section of the HSBA and is the only real estate focused section of the HSBA.</p> <ul style="list-style-type: none"> <li>• Chair (2022)</li> <li>• Chair, Website Committee (2022)</li> <li>• Board of Directors (2019-2022)</li> </ul> <p>The Website Committee of RPFSS was a one-person committee that worked with the website designer for six months to fully redesign the RPFSS website to provide more content, improved navigation, more visuals/photos, etc. The current RPFSS website is <a href="http://www.rpfss.org">www.rpfss.org</a>. To compare, the old website was: <a href="https://web.archive.org/web/20190629163057/http://hawaiiirealpropertysection.com/">https://web.archive.org/web/20190629163057/http://hawaiiirealpropertysection.com/</a></p> <p>National Asian Pacific Asian Bar Association (NAPABA)</p> <ul style="list-style-type: none"> <li>• Board of Governors (2021-2023)</li> <li>• Member, Administration, Policy &amp; Programs Committee (2021-2023)</li> </ul> <p>American Bar Association (ABA), Section of Business Law, Ambassador Program (2002)</p> <p>Asian American Bar Association of New York (AABANY), Board of Directors (2000-2003)</p>
PROFESSIONAL RATINGS:	N/A
TEACHING ACTIVITIES:	N/A
COMMUNITY SERVICE AND PRO BONO ACTIVITIES:	<p><u>Non-Profit and Government Commission Board Service:</u></p> <p>Commission on the Status of Women, State of Hawaii, Commissioner (2019- 2023). Appointed by Governor David Ige and confirmed by the Hawaii State Senate.</p> <p>Child &amp; Family Service, Board of Directors (2010-2020). CFS is</p>

one of Hawaii's oldest non-profits and is the largest non-faith based social service provider in Hawaii. Served on the Lobbying Committee (2010-2020) (met with Hawaii lawmakers at the State and County levels to advocate for various issues and legislative proposals supported by CFS).

Hawaii Heritage Center, Board of Directors (2018-present). HHC is a Chinatown-based non-profit founded to preserve the history and culture of the diverse ethno-cultural groups of Hawaii. Drafted Amended and Restated Bylaws of HHC (2022).

The Hawaii Theatre, Member, Board of Directors (2008-2010). The Hawaii Theatre is a historic theatre built in 1922 that still hosts events today.

HoMa (Honolulu Museum of Art, f/k/a Honolulu Academy of Arts), The Guild, Honolulu, Hawaii (2008), Member, Board of Directors

East Harlem Tutorial Program, tutor (2002- 2003)

Hui Ho'ihī (University of Hawaii Domestic Violence Prevention Program), Director and Founder, 1994-1995. Name of the organization means "the group coming together for the cause of respect" in Hawaiian. Created and implemented a domestic violence prevention program for teenage students. Lobbied the Hawaii Legislature for passage of domestic violence assistance legislation and presented an oversized postcard addressed to the legislature signed by University of Hawaii students urging passage of the legislation. Honored at Aiea High School for contributing to the community. Hui Ho'ihī won a "Do Something" Grant from actor Andrew Shue.

Pro Bono Work:

Seascapes Program (Marine Conservation). Acted as pro bono counsel to Conservation International's ("CI") first Hawaii project called Seascapes. CI is a global conservation organization which was founded in 1987 and is currently operating in 44 countries. Seascapes is an initiative by CI to support the establishment of marine management regimes which are designed to ensure the future of healthy ecosystems and the diversity and abundance of marine life. Responsibilities as pro bono counsel include advising CI on the federal and state requirements for formation of a mitigation project to repair and restore coral reefs in Hawaii and Micronesia (2008)

	<p>Afghanistan Commercial Law Project, Asia Law Initiative, American Bar Association. Reviewed and commented on Afghanistan’s proposed secured transactions law (2003).</p> <p>Anti-Trafficking Project, United Nations Economic &amp; Social Commission for Asia and the Pacific. Presenter at UNESCAP’s regional seminar in Bangkok, Thailand, on “Using Legal Instruments to Combat Trafficking in Women and Children” (2001-2002).</p> <p>Advocacy With Legal Momentum (f/k/a NOW Legal Defense and Education Fund). Drafted amicus curiae brief filed in a state appellate court regarding the intersection of domestic violence and child custody (1999).</p> <p>Asylum Advocacy. Won asylum for a Kosovo refugee (1999).</p> <p><u>Conference and Other Work:</u></p> <p>Conference Co-Chair, Inaugural “State of Women in Hawaii” Conference, July 22, 2022. Organized this first-ever conference in response to the lack of opportunities during the pandemic to unite the women of Hawaii. Keynote speaker was U.S. Senator Mazie Hirono. Other speakers and topics were: “Diversity, Equity and Inclusion” by Dr. Akemi Glenn, Rafia Zakaria and Ku’ulani Keohokalole; “Abortion at the U.S. Supreme Court and What Comes Next” by Jen Rasay, Staff Attorney, Center for Reproductive Justice based in Washington, D.C.; “Worker’s Rights” by Wendy Chun-Hoon, Director of Women’s Bureau, U.S. Department of Labor; Overview of the Missing &amp; Murdered Native Hawaiian Women &amp; Girls Preliminary Report by Nikki Cristobal, Ph.D; “Island Pulse” featuring reports by all Hawaii county women’s commissions, including from Maui, Hawaii Island, Kauai, Honolulu and the University of Hawaii.</p> <p>“Protecting Survivors of Domestic Violence and Their Children” – Legal Training and Conference, Co-Organizer (2011). Created the training and obtained funding for the program to increase the number of pro bono lawyers who represent survivors of domestic violence. Collaborated with Legal Aid and the Domestic Violence Action Center.</p>
<p><b>POLITICAL ACTIVITIES:</b></p>	<p>Held political office as elected member of the Manoa Neighborhood Board of the City &amp; County of Honolulu (1993-95). Won the seat in a contested race. The neighborhood board is</p>

	<p>charged with establishing policy and providing oversight for the Manoa area, including making recommendations concerning any development/sustainable communities plan, zoning, permitting and other land use issues.</p> <p>Instrumental in legislative efforts to pass Bill 39 at the Honolulu City Council relating to a reduction of real estate property taxes for qualified renewable energy facilities. Without Bill 39, all renewable energy facilities on the Island of Oahu would be forced to shut down due to the Honolulu City &amp; County’s newly adopted approach to tax renewable energy facilities at the second highest real property tax rate, which was a departure from previous years. Due to the intensely political nature of the issue (e.g., RP tax department experienced a severe decrease in collections of RP taxes during the pandemic) and the significant negative impact on the renewable energy industry in Hawaii, it was a very challenging situation to resolve. Met and negotiated with City &amp; County of Honolulu real property tax officials regarding the Bill, led internal client discussions regarding same, worked with the client’s lobbyist to strategize, etc. (Nov. 2021)</p>
OTHER MEMBERSHIPS:	<p>American College of Mortgage Attorneys (ACMA)</p> <ul style="list-style-type: none"> <li>• Fellow (2023 to present)</li> <li>• Hawaii State Provincial Chair (October 2024)</li> </ul>
HONORS:	<p>“Best Lawyers in America” in Real Property (2019, 2020, 2021) and Corporate Law (2023).</p> <p>“20 for the Next 20” Award, Hawaii Business magazine. Recognized as one of 20 people to watch over the next 20 years (2010).</p> <p>“40 Under 40” Award, Pacific Business News (2010).</p> <p>Best Lawyers Under 40 Award, NAPABA (2008).</p>
ATTACHMENTS:	N/A
PERSONAL:	<p>Born and raised in Hawaii, but has no tan to speak of. Hobbies include Pilates and international travel. So far my travels have taken me to South Africa, Botswana, Zambia, Thailand, India, Japan, South Korea, Hong Kong, China, England, France, Turkey, Peru, Ecuador, Norway, Artic Circle, Bermuda, Greece, Spain, Morocco, New Zealand, Fiji, Italy, Netherlands, Switzerland, Austria, Hungary, Czech Republic, Cambodia, Singapore, and</p>

	Vietnam.
WRITTEN MATERIALS:	N/A