



#### Key Strengths

- Strong analytical skills
- Results oriented
- Entrepreneurial
- Strong leader with ability to develop high performance teams
- Collaborative work style

#### Professional Experience

##### **Vice President, Hoa'aina Farm Services LLC, Wailuku, HI**

Nov 2012 – Present,

Hoa'aina Farm Services is a licensed landscaping and civil contractor specializing in providing farm support services. The specialty is irrigation and land prep.

- Responsible for all administrative functions of business including, finance, human resources and business development.

##### **Vice President, Nailena Farms LLC dba The Neighborhood Farm, Lahaina, HI**

Jan 2015 – Present,

Nailena Farms LLC is one of the largest pastured poultry egg farms on the Island of Maui providing fresh eggs to Restaurants, and various retail markets island wide.

- Responsible for sales, finance, human resources, and business development.

##### **Principal Broker, Nikaido Realty Group LLC, Wailuku, HI**

March 2013 – Present

The Nikaido Realty Group LLC is a boutique Commercial Property Management firm specializing in retail and industrial in central Maui.

##### **Land & Property Manager, Maui Land & Pineapple Company, Inc., Lahaina, HI**

August 2005 – November 2012

Maui Land & Pineapple Company (ML&P) is an asset management company. ML&P owns approximately 22,000 acres on the island of Maui on which it operates the Kapalua Resort community and manages the 8,661 acre Pu'u Kukui Watershed Preserve, one of the largest private nature preserves in the state of Hawai'i.

- Manage assets consisting of 22,000 acres consisting of 250,000 SF of commercial space, 5,200 acres arable agricultural land, and 11,000 acres of conservation land.
- Manages operating budget of \$4 million in revenues from the following operating departments: Commercial Leasing, Conservation Management, Utilities and Security.
- Manage the Commercial Leasing Division. Negotiated lease terms, and closed new contracts. Reviewed and managed lease administration for over 80 leases.
- Oversee the company's conservation efforts for the Pu'u Kukui Watershed program integrating educational, cultural, environmental, and community opportunities into management of watershed.
- Oversee the Kapalua Water Company and the Kapalua Wastewater Company both PUC regulated companies that service the Kapalua Resort.
- Manage ML&P's water assets including the 12 mile Honolua Ditch and 8 Mile Kailiili System and network of reservoirs.
- Community relations liaison as it pertains to land management issues.

- Key player in transitioning the company from a resort operations and agricultural company to an asset management company.
- Assisted in \$3.5M renovation for Merriman's Kapalua and the Honolua Store renovation, which received a BIA Award for commercial renovation.
- Development coordinator for long range development projects including Kapalua Mauka, a 900 acre master planned resort residential and golf community.

**General Manager, Hoaloha Na Eha, Ltd. Lahaina, HI**

August 2002 – July 2005

Hoaloha Na Eha, LTD is comprised of the Award winning Old Lahaina Luau, Aloha Mixed Plate, and Hoaloha Productions. At the time the company generated over \$13 Million in annual revenues and had 250 employees.

- Responsible for all business operations including Management, Accounting, Sales, Human Resources, Landscaping, Maintenance, Culinary, and Entertainment.

**Revenue Analyst, The Waldorf-Astoria, New York, NY**

January 1999 – June 2002

The Waldorf-Astoria is a flagship property of Hilton Hotels Corp. Located in the heart of New York City, this hotel has 1,425 rooms, generating over \$125 Million in Room revenue and \$70 Million in Food and Beverage Revenue. AAA Four Diamond Quality Rating.

**Revenue Analyst**

- Assisted Director of Revenue Management in effective and efficient management of room inventory and revenue of a \$125 Million AAA Four Diamond Property
- Analyzed reservation trends to pinpoint opportunities for revenue growth and developed management strategies. Directly responsible for internet sales.
- Member of hotel's Information Technology Board

**Food and Beverage Analyst**

- Responsible for all forecasting and cost management for a \$70 Million Food and Beverage Department; Instrumental in research and analysis for all union negotiations; Developed seven computer programs that were utilized throughout the New York hotel cluster.

**Assistant Food and Beverage Marketing Director**

- Implemented and managed restaurant reservations and marketing office – listed as a “Best Practices in Lodging” by American Hotel & Motel Association.

**Education**

University of Denver – [REDACTED] BSBA; minor in Finance

Lahainaluna High school – [REDACTED]

**Other Technical Training**

Zenger Miller Front Line Leadership, Disney – Excellence in Leadership; CFO – Boot camp; First Hawaiian Bank – Financial Mgmt, CCIM 104 and 102; Franklin Covey Leadership Classes; Ka Ipu Kukui Fellows Program; Licensed Real Estate Broker

**Community Organizations:**

State of Hawaii, Maui Lana'i Islands Burial Council, Council Member

Ka Ipu Kukui Fellows, Advisory Member;