

Wayne K. De Luz

Professional Resumé

EDUCATION

- NORTHWOOD INSTITUTE** Midland, Michigan
- B.B.A., Major in Economics & Automotive Management
- LOYOLA MARYMOUNT** Los Angeles, California
- A.A., Liberal Arts
- TOYOTA UNIVERSITY** Los Angeles, California
- Graduate
- NADA DEALER ACADEMY** Mc Lean, Virginia
- Graduate, Vice President of Class
- ST. JOSEPH'S HIGH SCHOOL** Hilo, Hawaii
- Diploma

EXPERIENCE

- July 2005 - Present **BIG ISLAND MOTORS INC.** Hilo, Hawaii
Owner/President
 - #1 Sales Volume Dealer in the State of Hawaii in 2006 (Hilo Mazda)
 - Highest Market Penetration in Region since 1997
 - President's Award Dealer
 - Mazda, Subaru and Hyundai Franchises
- 2003 - 2005 **HILO-KONA MAZDA/SUBARU & BIG ISLAND TOYOTA INC.**
Vice President of Corporate Operations
- 1993 - 2003 **HILO-KONA MAZDA/SUBARU** Hilo, Hawaii
General Manager/Vice President of Corporate Operations
 - Increased sales from \$2 Million to \$19 Million
 - Highest Sales Penetration in State for both Mazda and Subaru
 - Received the 1994 Presidential Award Winner for Mazda Region
 - Awarded #1 Subaru Dealer in the State in 1997
- 1983 - 1993 **BIG ISLAND TOYOTA INC.** Hilo, Hawaii
Director of Parts and Service/Sales Manager
 - Opened a branch location of parts and service in Kona
 - Implemented company wide in-house computer system
 - increased total fixed operations and profits over 25%

PROFESSIONAL AFFILIATIONS

- Motor Vehicle Dealer Licensing Board, Member, 2000 to 2008
- Hawaii Automobile Dealer's Association (HADA), President 2006-2008
- HADA, Board Member, 1998 to Present
- SBA Small Businessperson of the Year, 2001
- TIME Quality Dealer, State of Hawaii, 2002

REFERENCES

- Stan Matsumitsu, Executive Vice President, The Tony Group
- Dave Rolf, Executive Director, Hawaii Automobile Dealer's Association
- David Honma, Island Vice President, First Hawaiian Bank