

Testimony of the Motor Vehicle Industry Licensing Board

**Before the
Senate Committee on Commerce, Consumer Protection, and Health
Wednesday, May 13, 2020
9:30 a.m.
State Capitol, Conference Room 229**

**On the following measure:
G.M. 696, SUBMITTING FOR CONSIDERATION AND CONFIRMATION
TO THE MOTOR VEHICLE INDUSTRY LICENSING BOARD,
GUBERNATORIAL NOMINEE, RUSSELL WONG,
FOR A TERM TO EXPIRE 06-30-2023**

WRITTEN TESTIMONY ONLY

Chair Baker and Members of the Committee:

My name is Kedin Kleinhans, and I am the Executive Officer of the Motor Vehicle Industry Licensing Board (Board). The Board supports the confirmation of Mr. Russell Wong's reappointment to the Board as an industry member.

Mr. Wong has served on the Board since August 18, 2015, and he has attended 25 out of 29 meetings since his appointment. Mr. Wong is the chief operating officer of a Hawaii licensed and franchised motor vehicle dealership, which brings valuable knowledge about the industry to the Board. He has been licensed as a motor vehicle salesperson since January 25, 2000, and his license is current, active, and in good standing.

Mr. Wong actively participates in discussions of agenda items and shares his considerable knowledge of the financing process. The Board strongly believes that Mr. Wong's interest in serving on the Board, his extensive experience in multiple management roles, and his evident desire to contribute to the industry will continue to enhance the Board's effectiveness. His reappointment will ensure continuity of the Board's efforts to update its licensing rules and to effectively oversee the motor vehicle industry in Hawaii.

Thank you for the opportunity to testify on this measure.



First Hawaiian Bank

Dealer Division

May 8, 2020

Senator Rosalyn H. Baker, Senate District 6
Hawaii State Capitol
415 S Beretania St Rm 230
Honolulu HI 96813-2426

Re: Re-appointment of Russell Wong to the Motor Vehicle Industry Licensing Board.

Dear Senator Baker and members of the Committee on Commerce, Consumer Protection, and Health:

I am writing this letter in support of the re-appointment of Russell Wong to the Motor Vehicle Industry Licensing Board.

I have had a professional relationship with Mr. Wong since 2014 as the primary relationship officer at First Hawaiian Bank for Aloha Auto Group, Ltd. We have an extensive banking relationship with the company and I have had the opportunity to work closely with Mr. Wong over the years.

He has demonstrated good character, sound judgement, and a commitment to not only the business, but the community as a whole. I am confident that he will continue to be a dedicated and valuable member of this board. Please feel free to contact me at (808) 943-4825 or at basato@fhb.com if you have any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read "Barry Asato".

Barry Asato
VP & Wholesale Manager
First Hawaiian Bank
1580 Kapiolani Blvd
Honolulu HI 96814-3715



John Uekawa, President
Dave Roll, Executive Director

HADA TESTIMONY IN STRONG SUPPORT
of GM 696

Relating to the Confirmation of Gubernatorial Nominee Russell Wong
To Serve as an Industry Member of the Motor Vehicle Industry Licensing Board
for a term to expire 6-30-2023
Presented to the Senate Committee on Commerce, Consumer Protection and Health
at the Public Hearing, 9:30 a.m. Tuesday, May 13, 2020
Conference Room 229, Hawaii State Capitol

Chair Baker, Vice Chair Chang, and members of the committee:

The members of the Hawaii Automobile Dealers Association (HADA), Hawaii's franchised new car dealers, appreciate the opportunity to offer **strong support** for the confirmation of Mr. Russell Wong to serve as an industry member of the Motor Vehicle Industry Licensing Board (MVILB), for a term to expire 6-30-2023.

Mr. Wong brings extensive experience in the retail auto industry in Hawaii, combining both dealership management experience and extensive retail auto finance experience.

From 2010 to present, Mr. Wong serves as the Chief Operating Officer of Aloha Auto Group, Ltd., a company which operates franchised new car dealerships on all of the major Hawaiian Islands—Oahu, Maui, the Island of Hawaii, and Kauai.

Previously, from 2007 – 2009, he served as General Manager of Midpac Auto Center on Kauai—a Ford, Lincoln-Mercury, Mazda dealership, and from 2000-2007 as Vice President & General Manager/Partner of Jackson Auto Group—which included Volvo, Lincoln-Mercury, Pontiac and Isuzu dealerships.

His extensive banking background comes from serving as Vice President and Corporate Banking Officer for the Bank of Hawaii from 1998 – 2000, and as Vice President and Manager of the bank's Auto Finance Division from 1995-1998.

Prior to that service, Mr. Wong served from 1985-1995 as a Branch Manager for Ford Credit in Honolulu.

Mr. Wong obtained his M.B.A. in Finance from the University of Missouri-Kansas City in 1985, and has a B.B.A. in Business Economics & Quantitative Methods from University of Hawaii,

Manoa—1983. He also is a graduate in the class of 1979 from Kamehameha Schools, and has a Diploma of Graduation from the Graduate School of Retail Bank Management, CBA, 1998.

His professional memberships include: Director, Better Business Bureau, Hawaii; Director, Kakaako Improvement Association, Representative, Western U.S. Isuzu National Dealer Council, Member National Automobile Dealers Association; and Member, Hawaii Automobile Dealers Association.

It is a privilege to offer the association's support for the confirmation of Mr. Russell Wong for this MVILB industry position.

Respectfully submitted,

David H. Rolf

For the members of the Hawaii Automobile Dealers Association

(1) Why do you want to be a member of the Board?

I have served on the Motor Vehicle Licensing Board since 2015. It is important to be engaged in the community and volunteering to serve on boards is gratifying.

(2) What do you perceive are the roles and responsibilities of a member of the Board?

- We review, ratify and approve motor vehicle industry licenses
- We provide input on Bills relating to HRS Chapter 437 – Motor Vehicle Industry Licensing Act
- We are currently discussing amendments and updating of Hawaii Administrative Rules Chapter 86.
- Per Chapter 91, HRS, we review and approve Adjudicatory Matters relating to Motor Vehicle Licenses.

(3) In what ways do you feel that you can help protect the consumer?

It is our duty as board members to be sure that all licensees properly uphold the requirements of the law and hold any licensee that violates those requirements accountable by taking action against their license if violations are proved.

(4) Given your understanding of the roles and responsibilities of a Board member, why do you believe that you are qualified for the position? Please include a brief statement of your skills, expertise and knowledge that would aid you as a member of the Board.

I have extensive experience in the automotive industry with a background in finance and believe I provide good insight and value to the board meetings.

(5) What do you hope to accomplish during your term of service?

I expect to provide valuable input and insight that will assist in analyzing matters that come before the board so that we can make fair and reasonable decisions.

(6) Name three qualities that best describe you and how these qualities will benefit the Board.

- a. Analytical – able to review and analyze data quickly – provide comments and opinions to enhance board discussions.

- b. Fair and reasonable – I always try to understand both sides of any issue prior to making decisions
- c. Integrity – I approach all matters with a strong sense of core values.

(7) Name a previous experience you've had that will be beneficial as a Board member.

In addition to my 1st 4 year term on the Motor Vehicle Licensing Board, I have previous experience serving on the following organizations

Director – Better Business Bureau – Hawaii
Director – Kakaako Improvement Association
Charter Commission – County of Kauai
Board of Review – County of Kauai

(8) Can you foresee any possible conflicts of interest that could arise during your service on the Board? How would you overcome conflicts of interest?

As an Industry Member, if there are any licensing issues that come up relating to Aloha Auto Group, Ltd. (Aloha Kia) I will recuse myself from any discussion, comment or decision on those matters.