

# JANAS

consulting

**Michael A. Givens, Management Consultant**  
**Honolulu Office**

Mike Givens has more than 35-years of experience in tourism, hotel and resort, and time share management and consulting. He managed the financial turnaround of resorts in Molokai, Hawaii; Pago Pago, American Samoa; and French Polynesia. At Janas consulting, his focus is to serve clients in the Visitor Industry and related businesses.

Mike pioneered a condominium resort chain on the neighbor islands of Hawaii as President and co-owner of Condominium Resorts Hawaii, Ltd. He expanded the chain to become the third largest outer-island condominium resort management firm. He profitably sold the company.

Mike has been a Hawaii Real Estate Broker for more than 25-years. He has been successful in hotel to condominium and condominium to time share conversions. He is an expert in the Time Share Industry. As broker-manager of the Kauai office of Time Share Resales Hawaii, Mike consistently produced high sales volume in the re-sale of Time Share interests on the Island of Kauai.

He was General Manager of the Inter-continental Pago Pago Hotel, American Samoa where he oversaw the financial turnaround and upgrading of the property. He arranged financing for the construction of a 90-room addition. Mike made the 220-room property profitable with occupancy of more than 80%.

As Director and General Manager of Bali Hai Hotels, French Polynesia (Tahiti), Mike was responsible for overall marketing and operations of four hotels located on three islands. He converted two into condominium units and a third into Time Share.

He has owned, expanded and sold a management company, restaurants, a rental car company and a resort hotel. Mike serves on the Board of Directors of the 1,100 room Ala Moana Hotel/Condominium.

Mike is a former member of the Hawaii Hotel Association where he was a Director; the Hawaii Visitors Bureau, the Hawaii Hotel Sales Managers Association; and the Waikiki Junior Chamber of Commerce of which he was President. He is a past member of The American Society of Travel Agents (ASTA) and the Pacific Area Travel Association (PATA).

Mike received a Bachelor of Business Administration and Economics degree from Washington State University with a major in Hotel Administration. He is a Hawaii licensed Real Estate Broker and a Member of the Kauai Board of Realtors.

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Mike is skilled at recognizing operational problems and implementing solutions. He is skilled at conversions of hotels into condominiums and time share properties.