



REGULAR BOARD MEETING  
Wednesday; November 26, 2014

BOARD of DIRECTORS PRESENT:

Chairman Baldyga  
Bartley Jackson  
Robert Hofmann  
Milton Morinaga  
Judith Guthertz  
Oscar Miyashita

Vice Chairman Kloppenburg  
Eduardo "Champ" Calvo  
Theresa Arriola  
Norio Nakajima  
Annmarie Muña

BOARD of DIRECTORS TELEPHONICALLY:

BOARD of DIRECTORS ABSENT:  
Jennifer Camacho – Maternity Leave

GVB MANAGEMENT & STAFF PRESENT:

Karl Pangelinan  
Nadine Leon Guerrero  
Felix Reyes  
Gina Kono  
Brian Borja  
Haven Torres

Nathan Denight  
Meriza Peredo  
Ana Cid  
Joshua Tyquiengco  
Mark Manglona

Colleen Cabedo  
Rose Cunliffe  
Nicholas Yasuhiro  
Regina Nedlic  
Dee Hernandez

Guests:

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❖ Proceedings:

Chairman Baldyga called the regular meeting of the board to order at 4:31 p.m.

Approval of previous board minutes dated November 13, 2014.

Exhibit A

**Director Jackson made a motion, seconded by Director Guthertz, to approve the minutes of November 13, 2014.**

**Motion approved (subject to correction).**




Chairman's Report:

1. **Next board meeting Chairman Baldyga would like to go around the table and have each committee chairperson talk about what their committee had in FY2014 and what their goals are to accomplish in FY2015.**
2. **After GVB board elections, appointment, and the assignment of responsibilities, Chairman Baldyga would like to have a transition meeting with outgoing and incoming board members.**
3. **Chairman Baldyga would like to receive feedback on updating best practices for Executive Committee and the board.**
4. Chairman Baldyga would like to take action on a touting legislation. He pointed out that the touters in Tumon are bothering tourists and had seen them pull/grab customers.
  - a. Chairman Baldyga addressed that the VSO officers could help but we would need to enhance the program and put forth a touting legislation. General Manager Pangelinan mentioned that this was discussed with legal and they said that GVB would be liable if something did happen to the VSOs. From a legal stand-point, VSOs do not have authority. Part of the law needs to be amended to include the VSO officers to issue citations/fines.
  - b. Chairman Baldyga would like to get started on a draft touting legislation and to amend the law to include VSO officers to issue citations and fines.**
  - c. General Manager Pangelinan will check with legal on an analysis/research on what Hawaii and others had done about loitering. Take action and take this out one by one. Need to check with lawyer has to check an analysis with research what Hawaii has done and have a lawyer look into it.
  - d. Chariman Baldyga noted that business don't care about their touters being out there. They are not afraid because there is no penalty and enforcement. We need to amend the VSOs so they can be able to issue citations.
5. **Chairman Baldyga would like to also take action on a loitering legislation.**
  - a. The board discussed loiters sitting and drinking in the Governor Joseph Flores Memorial Park.
  - b. General Manager will see what the issue is with legal on the current situation, what is allowable/an analysis of the law.
  - c. Director Arriola mentioned that these bills should be introduced in the legislature already.
6. Chairman Baldyga announced that the next board meeting on December 11 would be the last board meeting of the year.
  - a. Since December 11 will be the last board meeting of the year, he would like to start the meeting off earlier at 3:00pm to discuss smart goals.
7. Chairman Baldyga announced that he would be sending out a personal survey to board and staff regarding their opinions on improving the bureau.

❖ General Manager's Report:

**Exhibit B**



**HÅFA ADAI**  
GUAM VISITORS BUREAU  
BOARD OF DIRECTORS MEETING  
General Manager Karl A. Pangelinan  
November 26, 2014

**PRELIMINARY MTD Visitor Arrivals**  
**November 1 - 22, 2014**  
**Total: 84,018 (-1.9%)**

% Market Mix	Origin	Pax	% to LY
63.4%	Japan	53,308	-2.9%
24.2%	Korea	20,303	7.2%
4.0%	US/Hawaii	3,397	5.6%
2.5%	Taiwan	2,062	-17.5%
0.9%	China	780	41%
0.4%	Russia	329	-72.4%

## Japan Marketing News

### GVB-KODANSHA MAGAZINE CONTENTS TIE-IN

has been awarded as one of the best advertising campaign in the 'Integrated Communication Division' in the 57<sup>th</sup> Japan Magazine Advertising Award.

**Exhibition:**  
January 9 – March 1, 2015  
**Venue:** Caretta Shiodome Ad Museum  
**Display:**  
GVB – Kodansha Advertising  
WITH on-line contents  
BS-TBS Program  
WITH girls designed dress etc.



## Japan Marketing News

- **TVCM Performance**
  - Senior version was ranked top among travel related commercials in Oct.
  - Nov. in terms of CM favorability.
  - ✦ 283 place among total 3,319 CMs
- **Ranking for Travel related CMs**

Rank	date	Ranking among all	Company	Contents
1	4,Nov,2014	283	GVB	Tourism promotion
2	4,Nov,2014	460	China	Tourism promotion
3	4,Nov,2014	601	JTB	Rurubu travel
4	4,Nov,2014		Toyouma Prefecture	Tourism promotion
6	4,Nov,2014		Baraki Prefecture	Tourism promotion
6	4,Nov,2014		H.I. S.	Imagecup
7	4,Nov,2014		Japan Cruise	Venus cruise
8	4,Nov,2014		H.I. S.	Visitor promotion
9	4,Nov,2014		Expedis Holdings	Expedis Japan
10	4,Nov,2014		Takahagi City Tourism Agency	Tourism promotion
11	4,Nov,2014		H.I. S.	36th anniversary sale

## Japan Marketing News

### Ongoing FY 2015 PR Activities

Estimated total ad value: \$5 million for October  
Estimated total ad value: \$9 million for November

ID	Media Agency / Title	Category	Company	Issue/Details	DOF
1	Dani H. 2/1/14	Ad S	Bureau	Honolulu	Dani H. 2/1/14
2	2/1/14	Ad S	12 Spots	20-1-1	2/1/14
3	1/1/14	Ad S	1/1/14	20-1-1	2/1/14
4	1/1/14	Ad S	2/1	20-1-1	2/1/14
5	1/1/14	Ad S	1/1	20-1-1	2/1/14
6	1/1/14	Ad S	1/1	20-1-1	2/1/14
7	1/1/14	Ad S	1/1	20-1-1	2/1/14
8	1/1/14	Ad S	1/1	20-1-1	2/1/14
9	1/1/14	Ad S	1/1	20-1-1	2/1/14
10	1/1/14	Ad S	1/1	20-1-1	2/1/14
11	1/1/14	Ad S	1/1	20-1-1	2/1/14
12	1/1/14	Ad S	1/1	20-1-1	2/1/14
13	1/1/14	Ad S	1/1	20-1-1	2/1/14
14	1/1/14	Ad S	1/1	20-1-1	2/1/14
15	1/1/14	Ad S	1/1	20-1-1	2/1/14
16	1/1/14	Ad S	1/1	20-1-1	2/1/14
17	1/1/14	Ad S	1/1	20-1-1	2/1/14
18	1/1/14	Ad S	1/1	20-1-1	2/1/14
19	1/1/14	Ad S	1/1	20-1-1	2/1/14
20	1/1/14	Ad S	1/1	20-1-1	2/1/14
21	1/1/14	Ad S	1/1	20-1-1	2/1/14
22	1/1/14	Ad S	1/1	20-1-1	2/1/14
23	1/1/14	Ad S	1/1	20-1-1	2/1/14
24	1/1/14	Ad S	1/1	20-1-1	2/1/14
25	1/1/14	Ad S	1/1	20-1-1	2/1/14
26	1/1/14	Ad S	1/1	20-1-1	2/1/14
27	1/1/14	Ad S	1/1	20-1-1	2/1/14
28	1/1/14	Ad S	1/1	20-1-1	2/1/14
29	1/1/14	Ad S	1/1	20-1-1	2/1/14
30	1/1/14	Ad S	1/1	20-1-1	2/1/14

## Korea Marketing News

### 3 month Forecast

Month	Forecast Pax	Last Year	%Change	Seat Forecast '14	Seat Data '13	% Change Seats
November	28,000	23,967	16.8%	34,693	34,221	1.4%
December	29,000	24,873	16.6%	41,106	34,418	19.4%
January	32,000	28,583	12.0%	49,879	34,040	46.5%

#### Risks

##### November

-KE : Incheon 7 per week = 10,950 (8747-400)  
-Busan KE: Wed, Thu, Sat, Sun = 2,533 (8737-800)  
-Jin Air : Incheon 7 per week = 5,400 (8737-800)  
-Jin Air : Incheon 14 per week = 11,160 (8737-800)  
-UA : Incheon 7 per week = 4,650 (8737-800)

Total 34,693

##### December

-KE : Incheon 7 per week = 11,315 (8747-400)  
-Busan KE: Wed, Thu, Sat, Sun = 2,533 (8737-800)  
-Jin Air : Incheon 7 per week = 5,146 (8737-800, 8777-2000)  
-Jin Air : Incheon 14 per week = 1,775 (8777-2000)  
-Jin Air : Incheon 14 per week = 11,532 (8737-800)  
-UA : Incheon 7 per week = 4,805 (8737-800)

Total 41,106

1 Jan 12/12/13 Data

##### January

-KE : Incheon 7 per week = 11,315 (8747-400)  
-Busan KE: Wed, Thu, Sat, Sun = 2,682 (8737-800)  
-Jin Air : Incheon 7 per week = 11,005 (8737-800, 8777-2000)  
-Jin Air : Incheon 14 per week = 11,532 (8737-800)  
-Busan Jin Air : 1/8 (Thu, Sat, Sun) = 1,440 (8737-800)  
-UA : Incheon 7 per week = 4,805 (8737-800)

Total 49,879

## Korea Marketing News

### 3 month Activities/Programs

- TV Home-shopping
  - Nov. : Bomulsum
  - Dec. : CJ Worldis
  - On cable TV for an 1 hour
- MICE Group
  - Nov. : Value in Korea - 170 pax (New), Fin Con - 200 pax (New)  
Ace Insurance - 250 pax (New), Kwang Dong - 150 pax (New)
  - Dec. : Kumon - 130 pax (New), Computer society - 100 pax (New), Policy process - 100 pax
  - M&Service - 100 pax (New), KT - 180 pax

WCI Monthly total

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	650	850	1200	3500	1160	1135	1625	2451	3115	2750			18,626
2013	1820	780	910	2050	1390	1250	1430	1542	1350	1570			14,092

## Korea Marketing News

### 3 month Activities/Programs

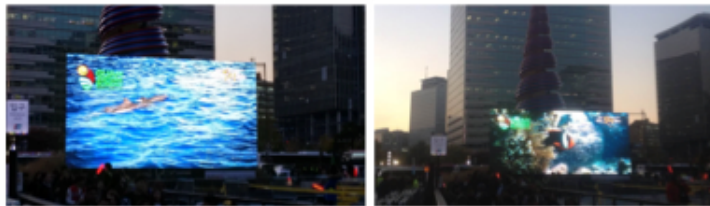
- Golf Tournament
    - Dec. : M. Ba Golf - 100 pax (Leo Palace)
  - United Media Fam on Nov. 27 - Dec. 2
    - With 6 media
  - UA Inauguration Flights Guam Study Tour
    - Hana Tour 20 pax on Nov. 19 - 23
    - Mode Tour 20 pax on Nov. 26 - 30
  - KGTC Fam with Jin Air on Dec. 12
  - Jeju Air Busan Inaugural flight from Jan. 8
    - 2 times per week, every Thur. & Sun.
    - Pre-launching promotion on Dec. 6
    - Busan Christmas Festival in Busan D/T hall in chung-Gu area
    - Ms Guam and cultural dance team
- General Manager Pangelinan mentioned that the golf tournament date is still being finalized. Once he receives the information he will forward to those that may be interested.
  - United media from Korea will be on Guam. We will be hosting a courtesy visit at the GVB office on Monday, December 1<sup>st</sup>.
  - Deputy General Manager, Nathan Denight will attending the KGTC Fam in Korea on Dec. 12.



## Korea Marketing News

### 3 month Activities/Programs

- 2014 Seoul Lantern Festival – Nov. 7 – Nov. 23
  - Advertising GVB video clip on 400" LED at Chongea Plaza
  - GVB Booth with various events at Gwanggyo bridge
  - GM Karl Pangelinan announced event winner on Nov. 22
- Proposal – Sports Events
  - Proposal MOU for Korea Professional Baseball Player Association with GVB
  - Discussing about sending famous MMA fighter TV program on Jan.
  - Consumer Promotion: Guam Cycle Expedition in Feb.



- General Manager Panagelinan pointed out that he just returned from the Seoul Lantern Festival.
- He noted that it was GVB's first time at the festival and had huge media coverage. GVB had commercial time with the festival broadcasting an hour everyday during the duration of the festival.
- There were about 6 million people that attended the festival during its duration and noted that the Guam booth was arguably the most active booth at the festival.

## Korea Marketing News

### Shop Guam Festival Promotion with Airlines



KE



Jin Air



Jeju Air

## Korea Marketing News

### 3 month Activities/Programs

- Consumer Promotion
  - Coca Cola with Home Plus in December
  - Musical “Jump” in January
- Media Advertisement
  - Developing new advertisement format mid. Dec.
  - Wedding 21, Traveller
- Media – TV
  - TV shooting for SGF on Guam: Y-star - Nov. 25 - 27
  - 1 actor, 2 camera, 1 writer, 1 reporter and 1 PR(FTC)

## China Marketing News

### Hong Kong Media FAM Tour | Oct 31 – Nov 5, 2014





## China Marketing News

Trade & Media Tea Time Gathering | November 12, 2014



## China Marketing News

Meeting @ US Consulate General Shanghai

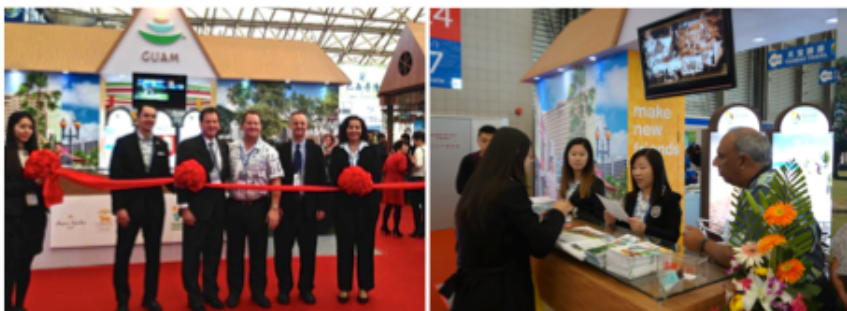


- Meeting held at US Consulate General Shanghai
- Lt Governor, DGM, and MM led meeting
- In attendance were all commercial specialists from all four US consulate offices and US embassy in China – Beijing, Shanghai, Guangzhou, Shenyang, and Chengdu
- Consular Section Chief Jewell Evans also joined in the meeting
- Discussions took place about US promotions and US visa processing

## China Marketing News

### China International Travel Mart (CITM) | Nov 14-16, 2014

- Guam occupied a 36 sqm space
- Exhibitors include Royal Orchid Guam, Top Development Inc, and Easy Travel Guam
- Delegates include Pacific Star Resort & Spa, Leo Palace Resort Guam, Aqua Suites Guam
- Simplified Chinese collaterals were distributed by GVB
- Guam packages were being promoted by travel agencies



## Pacific Marketing News

### PATA Micronesia Chapter Meeting/Election of Officers for 2015-2016 – December 3-5, 2014

December 3<sup>rd</sup> (Wednesday):  
MCA Meeting (GVB)  
Welcome Reception (TBA)

December 4<sup>th</sup> (Thursday):  
Committee Meetings – All day GVB Main Conf. Room

December 5<sup>th</sup> (Friday):  
PATA Gen. Membership Meeting/Election at the CAHA Gallery Showroom, Hagatna  
Join GVB Membership Mixer at 6:00 p.m. (Location TBA)



## Philippine Marketing News

### Philippine Institute of Certified Public Accountants (PICPA)



- Ocular visit for logistical arrangements conference to be held from May 20 – 25, 2015
- 130 pax from Metro Manila
- Met with Coordinators – Ms. Marydith Miguel & Francis Ricamora from SyCip Gorres Velayo & Co., a member firm of Ernst & Young Global Ltd.,
- Travel Agent – EMC One Tours and Ground Operator – Pactours
- Requesting support for a guest speaker from GVB to give a Guam overview on culture, history, tourism attractions, etc.

## Tour of Guam 2014



Event Date: Sunday, November 23rd  
161+ Participants  
Distance: 120KM & 60KM Cycling Event  
Overseas Participants: 20 Japan & Korea  
Event Winner: Peter Lombard







◆ Treasurer's Report: (O. Mivashita)

Exhibit C

**CASH, RECEIVABLES, & PAYABLES POSITION  
FY 2014 & FY 2015 COMPARATIVE REPORT**

FY 2014 (11/25/2013)		Balance	FY 2015 (11/24/2014)		Balance		
CITIBANK OPERATION		\$429,020.84	BANK OF GUAM		\$6,643,773.73		
BANK OF GUAM		\$6,018,244.89	FIRST HAWAIIAN BANK - Membership		\$106,104.41		
FIRST HAWAIIAN BANK - Membership		\$63,542.34	RESONA BANK		\$628,571.89		
RESONA BANK		\$558,679.48	BOG - TAF ACCOUNT		\$2,343,162.53		
CITIBANK - TAF		\$68,013.73	BOG - RAINY DAY FUND		\$1,915,784.57		
BOG - TAF ACCOUNT		\$367,667.34	BOG - FESTPAC Trust Account		\$1,589,456.07		
BOG - RAINY DAY FUND		\$1,675,460.19	MORGAN STANLEY - CD **		\$2,512,062.72		
BOG - FESTPAC Trust Account		\$1,150,311.63	BOG - 2/12 Memorial Fund		\$0.00		
MORGAN STANLEY - CD **		\$2,509,164.48	TOTAL CASH IN BANKS AS OF 11/24/2014		\$15,738,915.92		
BOG - 2/12 Memorial Fund		\$49,728.71	**Morgan Stanley CD Market value as of 10/31/2014				
TOTAL CASH IN BANKS AS OF 11/25/2013		\$12,889,833.63	FY 2014 BUDGET P.L. 32-068			\$ 19,422,134.00	
**Morgan Stanley CD Market value as of 10/01/13			OPERATIONS - \$15,487,134.00				
FY 2013 BUDGET P.L. 31-233		\$16,018,239.00	TAF Special Projects - \$2,000,000.00				
GVB - \$15,238,239.00			PASS THRU APPROPRIATIONS - \$1,935,000.00 (amended per PL 32-181)				
OPERATIONS - \$14,022,384.00			OPERATIONS			TAF Special Projects	Pass-thru
TAF Special Projects - \$1,215,855.00			11/14/13	\$1,161,535.00	\$ 150,000.00	\$ 58,125.00	
PASS THRU APPROPRIATIONS - \$780,000.00			11/15/13	\$1,161,535.00	\$ 150,000.00	\$ 58,125.00	
OTHER APPROPRIATIONS:			11/29/13	\$ -0-	\$ -0-	\$ 7,500.00	
PL 31-270/281		\$320,958.00	12/11/13	\$1,161,535.00	\$ 150,000.00	\$ 63,750.00	
PL 32-057/058/059		\$227,000.00	12/24/13	\$ -0-	\$ -	\$ 3,750.00	
			01/10/14	\$1,032,535.00	\$ 150,000.00	\$ 26,250.00	
OPERATIONS			01/21/14	\$ -0-	\$ -0-	\$ 2,500.00	
11/15/12	\$1,420,199.55	\$121,585.00	\$ 55,253.00	02/11/14	\$ 386,100.00	\$ 150,000.00	\$ 22,500.00
12/17/12	\$1,362,725.00	\$121,585.00	\$ 55,253.00	03/17/14	\$1,936,970.00	\$ 150,000.00	\$ 96,000.00
01/14/13	\$1,011,749.00	\$121,585.00	\$ 19,834.00	04/17/14	\$1,290,535.00	\$ 150,000.00	\$ 80,250.00
02/14/13	\$ 842,725.00	\$121,585.00	\$ -0-	05/09/14	\$ 649,017.55	\$ 150,000.00	\$ 56,250.00
03/13/13	\$1,602,237.00	\$121,585.00	\$ 55,253.00	06/19/14	\$1,161,535.00	\$ 150,000.00	\$ 56,250.00
04/16/13	\$1,891,749.00	\$121,585.00	\$ 55,253.00	08/04/14	\$1,161,535.00	\$ 150,000.00	\$ 56,250.00
05/17/13	\$1,262,725.00	\$121,585.00	\$ 19,834.00	08/12/14	\$1,161,535.00	\$ 150,000.00	\$ 56,250.00
06/12/13	\$2,060,995.00	\$121,585.00	\$ 97,756.00	08/26/14	\$1,050,000.00	\$ 150,000.00	\$ -0-
06/19/13	\$ -0-	\$ -0-	\$ 14,126.00	09/09/14	\$1,161,536.00	\$ 150,000.00	\$ 56,250.00
07/12/13	\$ 945,975.00	\$142,893.30	\$190,552.00	10/03/14	\$ 425,000.00	-0-	\$ 25,000.00
08/12/13	\$1,082,237.00	\$ -0-	\$ 55,253.00	11/05/14	\$ -0-	\$ -0-	\$ 70,500.00
09/11/13	\$ 520,000.00	\$ -0-	\$459,800.74		\$14,900,903.55	\$1,950,000.00	\$ 795,500.00
11/15/13	\$ -0-	\$ -0-	\$ 12,000.00	Total FY 2014 Allotment Received to Date:		\$17,646,403.55	
	\$14,003,316.55	\$1,115,573.30	\$1,083,083.74	Accounts Receivable FY 2014		\$1,775,730.45	
Total Allotment Received to Date:		\$16,201,973.59	FY 2015 BUDGET P.L. 32-181		\$ 23,847,696.00		
Less prior year appropriations received:		(\$1,297,250.04)	Operations - \$20,115,000.00				
Accounts Receivable FY 2013		\$1,661,473.45	Destination Development - \$1,085,000.00				
FY 2014 BUDGET P.L. 32-068		\$ 18,262,134.00	Capital Improvement Projects - \$1,412,696.00				
OPERATIONS - \$15,487,134.00			PASS THRU APPROPRIATIONS - \$1,235,000.00				
TAF Special Projects - \$2,000,000.00			Operations		Destination	CIP	Pass-thru
PASS THRU APPROPRIATIONS - \$775,000.00			10/09/14	\$ -0-	\$ -0-	\$ -0-	\$ 150,000.00
			11/05/14	\$3,274,437.00	\$ 230,562.00	\$1,100,792.00	\$ 212,750.00
				\$3,274,437.00	\$ 230,562.00	\$1,100,792.00	\$ 362,750.00
Total FY 2014 Allotment Received to Date:		\$2,739,320.00	Total FY 2015 Allotment Received to Date:		\$4,968,541.00		
Accounts Receivable FY 2014		\$15,522,814.00	Accounts Receivable FY 2015		\$18,879,155.00		
FY 2013/2014 ACCOUNTS PAYABLE as of 11/25/2013		Amount	FY 2014/2015 ACCOUNTS PAYABLE as of 11/24/2014		Amount		
Asatsu invoices Dec'12 - Sept'13		\$0.00	Asatsu invoices October 2014		\$208,962.61		
Japan Miscellaneous Invoices		\$56,338.65	Japan Miscellaneous Invoices		\$50,464.00		
Guam Miscellaneous Invoices		\$321,014.86	Guam Miscellaneous Invoices		\$569,604.70		
FY 2011/2012 Pass-thru appropriations		\$356,592.27	FY 2011/2012/2013/2014 Pass-thru appropriations		\$296,592.24		
FY 2013 Pass-thru appropriations		\$0.00	FY 2015 Pass-thru appropriations		\$42,475.00		
Encumbered Contracts (not yet incurred)		\$0.00	Encumbered Contracts (not yet incurred)		\$6,280,406.75		
Encumbered Purchase Orders (not yet incurred)		\$35,580.80	Encumbered Purchase Orders (not yet incurred)		\$82,703.49		
FESTPAC Trust Account		\$1,150,311.63	FESTPAC Trust Account		\$1,589,456.07		
Total Payables to date		\$1,919,838.21	Total Payables to Date		\$9,120,664.81		

- o Director Miyashita noted that the \$1.7 million in accounts receivable is mostly from pass thru.
- o Director Miyashita noted that management is consistent in collecting receivables.

- Director Miyashita pointed out that we have a big account payable is due to contracts not yet incurred. (\$6.2 million from the \$9.1 million in payables)
- Director Miyashita noted that half of the \$6.2 million in contracts not yet incurred are from ADK.

**Comparative Statements of Revenues & Expenses  
September 2014, September 2013, & YTD**

	OPERATIONS					SPECIAL PROJECTS			
	September 2014 Actual	September 2013 Actual	YTD as of September 2014	FY 2013 as of September 2013		September 2014 Actual	September 2013 Actual	YTD as of September 2014	FY 2013 as of September 2013
Revenue					Revenue				
GovGuam Allotments	1,621,536.00	548,163.00	15,130,903.55	14,187,316.55	GovGuam Allotments	150,000.00	0.00	2,132,378.00	1,115,573.30
GovGuam Allotments - Pass-thru	116,750.00	451,157.74	897,050.00	906,603.74	Interest Income	155.17	79.48	1,138.45	1,069.51
Federal	0.00	0.00	0.00	17,755.00	Miscellaneous	50.00	0.00	255,228.50	54,125.00
Membership	0.00	0.00	35,400.00	68,400.00	Total Revenue	150,205.17	79.48	2,398,744.95	1,170,767.81
Interest Income	1,177.52	1,449.68	13,980.40	15,482.75	Operational Expenses				
Foreign Exchange Gain/Loss	(0.04)	30.47	(37,563.52)	(15,258.15)	Utilities	16,884.99	37,171.00	70,452.06	85,371.47
CD Morgan Stanley Gain/Loss	370.08	1,004.51	5,497.56	8,295.55	Professional Services	46,332.50	16,968.00	113,249.00	85,018.00
Miscellaneous	47,944.77	30,014.82	310,880.94	412,574.02	Contractual Services	292,229.72	278,779.77	1,235,766.41	1,036,021.71
Consumption Tax	132,312.37	26,428.25	312,426.09	130,097.14	Advertising & Printing	0.00	0.00	240.00	160.00
In-kind Contributions	83,271.69	220,294.18	335,736.20	327,992.25	Miscellaneous	0.85	0.50	14.05	8.30
Total Revenue	2,003,362.39	1,278,542.65	17,002,311.22	16,059,258.83	Total Operational Expenses	355,448.06	332,919.27	1,419,721.52	1,206,579.48
Operational Expenses					Change in Net Assets	(205,242.89)	(332,839.79)	979,023.43	(35,811.67)
Personnel	277,610.47	240,175.48	2,352,392.06	2,054,930.31					
Travel	166,491.50	133,935.37	797,542.29	511,963.37					
Utilities	19,067.71	16,159.89	135,667.82	143,818.95					
Professional Services	3,847,168.31	4,840,879.75	11,319,608.77	9,751,413.36					
Materials & Supplies	16,846.96	32,113.05	166,909.40	106,038.12					
Equipment	15,761.12	31,406.78	76,175.98	52,691.12					
Contractual Services	46,109.46	12,931.86	106,679.65	75,262.87					
Rent/Lease	11,166.72	13,294.06	226,098.35	240,966.64					
Repairs & Maintenance	4,520.30	25,777.11	42,241.85	78,618.70					
Advertising & Printing	15,208.60	19,763.06	126,932.76	116,643.12					
Grants & Sponsorships	51,875.00	42,410.00	592,574.46	835,091.46					
Miscellaneous	92,334.78	67,669.17	392,059.58	425,564.93					
Total Operational Expenses	4,564,160.93	5,476,515.58	16,334,882.95	14,393,002.95					
Non-Operational Expenses									
Community Programs	0.00	0.00	1,888.00	0.00					
In-Kind Contributions	83,271.69	220,294.18	335,736.20	327,992.25					
Consumption Tax	396,114.48	0.00	416,004.44	16,061.36					
Pass-Thru Appropriations	103,625.00	312,589.00	483,300.00	668,835.85					
Depreciation	6,944.44	6,944.44	83,333.28	85,316.53					
Total Non-Operational Expenses	589,955.61	539,827.62	1,320,261.92	1,098,205.99					
Change in Net Assets	(3,150,754.15)	(4,737,800.55)	(6,528,833.65)	568,049.89					

- Director Miyashita pointed out that \$11 million in professional expenses are due to the additional Russia and China services and the incentive program. We are over \$2 million over last year mostly due to the China incentive program. There is no mention of what the budget is.
- **Chairman Baldyga suggested a smart goal for Accounting include departmental P&L (actual vs budget by department and committee)**



Comparative Balance Sheet  
 September 30, 2014 & 2013

OPERATIONS			SPECIAL PROJECTS		
	September 30, 2014	September 30, 2013		September 30, 2014	September 30, 2013
<b>Assets</b>			<b>Assets</b>		
Current Assets			Current Assets		
Cash & Cash Equivalents	13,870,861.03	16,020,874.65	Cash & Cash Equivalents	1,562,981.36	598,626.33
Accounts Receivable - Appropriations	2,246,230.45	19,520.00	Accounts Receivable - Appropriations	50,000.00	0.00
Accounts Receivable - Other	262,595.02	179,457.12	Accounts Receivable - Other	0.00	0.00
Total Current Assets	16,379,686.50	16,219,851.77	Total Current Assets	1,612,981.36	598,626.33
Long-term Assets			<b>Total Assets</b>	<b>1,612,981.36</b>	<b>598,626.33</b>
Property & Equipment	6,811,860.16	6,895,193.44			
Total Long-term Assets	6,811,860.16	6,895,193.44	<b>Liabilities</b>		
<b>Total Assets</b>	<b>23,191,546.66</b>	<b>23,115,045.21</b>	Current Liabilities		
<b>Liabilities</b>			Accounts Payable	241,120.94	113,801.93
Current Liabilities			Deferred Revenue	50,000.00	141,987.41
Accounts Payable	3,922,183.20	4,766,258.86	Total Current Liabilities	291,120.94	255,789.34
Accounts Payable - Pass-thru entities	321,592.24	503,014.01	<b>Total Liabilities</b>	<b>291,120.94</b>	<b>255,789.34</b>
Deferred Revenue - Appropriations	1,725,730.45	0.00			
Deferred Revenue - Membership	18,500.00	9,200.00	<b>Net Assets</b>		
Total Current Liabilities	5,988,005.89	5,278,472.87	Beginning Net Assets	342,836.99	378,648.66
Long-Term Liabilities			Change in Net Assets	979,023.43	(35,811.67)
Unfunded Pension Cost	0.00	0.00	Total Net Assets	1,321,860.42	342,836.99
Accrued Sick Leave	149,926.82	148,448.06	<b>Total Liabilities and Net Assets</b>	<b>1,612,981.36</b>	<b>598,626.33</b>
Accrued Annual Leave	141,969.39	123,646.07			
Total Long-Term Liabilities	291,896.21	272,094.13			
<b>Total Liabilities</b>	<b>6,279,902.10</b>	<b>5,550,567.00</b>			
<b>Net Assets</b>					
Beginning Net Assets	17,564,478.21	16,996,428.32			
Change in Net Assets	(652,833.65)	568,049.89			
Total Net Assets	16,911,644.56	17,564,478.21			
<b>Total Liabilities and Net Assets</b>	<b>23,191,546.66</b>	<b>23,115,045.21</b>			

 Comparative Statements of Revenues & Expenses  
 October 2014, October 2013, & YTD

OPERATIONS					SPECIAL PROJECTS				
	October 2014 Actual	October 2013 Actual	YTD as of October 2014	FY 2014 as of October 2013		October 2014 Actual	October 2013 Actual	YTD as of October 2014	FY 2014 as of October 2013
<b>Revenue</b>					<b>Revenue</b>				
GovGuam Allotments	0.00	0.00	0.00	0.00	GovGuam Allotments	0.00	0.00	0.00	0.00
GovGuam Allotments - Pass-thru	150,000.00	0.00	150,000.00	0.00	Interest Income	151.81	74.70	151.81	74.70
Membership	63,610.00	24,700.00	63,610.00	24,700.00	Miscellaneous	0.00	0.00	0.00	0.00
Interest Income	1,157.97	1,480.63	1,157.97	1,480.63	<b>Total Revenue</b>	<b>151.81</b>	<b>74.70</b>	<b>151.81</b>	<b>74.70</b>
Foreign Exchange Gain/Loss	(2,145.46)	(1,400.88)	(2,145.46)	(1,400.88)	<b>Operational Expenses</b>				
CD Morgan Stanley Gain/Loss	269.63	868.95	269.63	868.95	Utilities	0.00	0.00	0.00	0.00
Miscellaneous	9,762.53	17,706.00	9,762.53	17,706.00	Professional Services	0.00	0.00	0.00	0.00
Consumption Tax	0.00	0.00	0.00	0.00	Contractual Services	0.00	0.00	0.00	0.00
In-kind Contributions	3,061.47	0.00	3,061.47	0.00	Advertising & Printing	0.00	0.00	0.00	0.00
<b>Total Revenue</b>	<b>225,716.14</b>	<b>43,354.70</b>	<b>225,716.14</b>	<b>43,354.70</b>	Miscellaneous	0.70	0.70	0.70	0.70
<b>Operational Expenses</b>					<b>Total Operational Expenses</b>	<b>0.70</b>	<b>0.70</b>	<b>0.70</b>	<b>0.70</b>
Personnel	138,616.82	129,132.28	138,616.82	129,132.28	<b>Change in Net Assets</b>	<b>151.11</b>	<b>74.00</b>	<b>151.11</b>	<b>74.00</b>
Travel	45,669.73	42,743.48	45,669.73	42,743.48					
Utilities	1,177.44	1,573.06	1,177.44	1,573.06					
Professional Services	106,922.00	78,897.62	106,922.00	78,897.62					
Materials & Supplies	3,027.37	28,478.96	3,027.37	28,478.96					
Equipment	10,932.41	259.98	10,932.41	259.98					
Contractual Services	1,600.00	1,630.00	1,600.00	1,630.00					
Rent/Lease	23,922.35	23,373.14	23,922.35	23,373.14					
Repairs & Maintenance	400.16	741.31	400.16	741.31					
Advertising & Printing	610.00	479.00	610.00	479.00					
Grants & Sponsorships	38,750.00	11,500.00	38,750.00	11,500.00					
Miscellaneous	24,114.39	16,694.40	24,114.39	16,694.40					
<b>Total Operational Expenses</b>	<b>395,742.67</b>	<b>335,503.23</b>	<b>395,742.67</b>	<b>335,503.23</b>					
<b>Non-Operational Expenses</b>									
Community Programs	0.00	0.00	0.00	0.00					
In-kind Contributions	3,061.47	0.00	3,061.47	0.00					
Consumption Tax	0.00	0.00	0.00	0.00					
Pass-Thru Appropriations	150,000.00	0.00	150,000.00	0.00					
Depreciation	6,944.44	6,944.44	6,944.44	6,944.44					
<b>Total Non-Operational Expenses</b>	<b>160,005.91</b>	<b>6,944.44</b>	<b>160,005.91</b>	<b>6,944.44</b>					
<b>Change in Net Assets</b>	<b>(330,032.44)</b>	<b>(299,092.97)</b>	<b>(330,032.44)</b>	<b>(299,092.97)</b>					

Comparative Balance Sheet  
October 31, 2014 & 2013

OPERATIONS		
	October 31, 2014	October 31, 2013
<b>Assets</b>		
Current Assets		
Cash & Cash Equivalents	10,616,338.60	15,197,599.41
Accounts Receivable - Appropriations	22,996,230.45	16,281,654.00
Accounts Receivable - Other	157,263.82	145,106.26
<b>Total Current Assets</b>	<b>33,769,832.87</b>	<b>31,624,359.67</b>
Long-term Assets		
Property & Equipment	6,804,915.72	6,888,249.00
<b>Total Long-term Assets</b>	<b>6,804,915.72</b>	<b>6,888,249.00</b>
<b>Total Assets</b>	<b>40,574,748.59</b>	<b>38,512,608.67</b>
<b>Liabilities</b>		
Current Liabilities		
Accounts Payable	482,667.57	4,238,676.40
Accounts Payable - Pass-thru entities	292,842.24	474,318.90
Deferred Revenue - Appropriations	22,925,730.45	16,262,134.00
Deferred Revenue - Membership	0.00	0.00
<b>Total Current Liabilities</b>	<b>23,701,240.26</b>	<b>20,975,129.30</b>
Long-Term Liabilities		
Unfunded Pension Cost	0.00	0.00
Accrued Sick Leave	149,926.82	148,448.06
Accrued Annual Leave	141,969.39	123,646.07
<b>Total Long-Term Liabilities</b>	<b>291,896.21</b>	<b>272,094.13</b>
<b>Total Liabilities</b>	<b>23,993,136.47</b>	<b>21,247,223.43</b>
<b>Net Assets</b>		
Beginning Net Assets	16,911,644.56	17,564,478.21
Change in Net Assets	(330,032.44)	(299,092.97)
<b>Total Net Assets</b>	<b>16,581,612.12</b>	<b>17,265,385.24</b>
<b>Total Liabilities and Net Assets</b>	<b>40,574,748.59</b>	<b>38,512,608.67</b>

SPECIAL PROJECTS		
	October 31, 2014	October 31, 2013
<b>Assets</b>		
Current Assets		
Cash & Cash Equivalents	1,322,011.53	476,351.01
Accounts Receivable - Appropriations	2,547,696.00	2,000,000.00
Accounts Receivable - Other	0.00	0.00
<b>Total Current Assets</b>	<b>3,869,707.53</b>	<b>2,476,351.01</b>
<b>Total Assets</b>	<b>3,869,707.53</b>	<b>2,476,351.01</b>
<b>Liabilities</b>		
Current Liabilities		
Accounts Payable	0.00	133,440.02
Deferred Revenue	2,547,696.00	2,000,000.00
<b>Total Current Liabilities</b>	<b>2,547,696.00</b>	<b>2,133,440.02</b>
<b>Total Liabilities</b>	<b>2,547,696.00</b>	<b>2,133,440.02</b>
<b>Net Assets</b>		
Beginning Net Assets	1,321,860.42	342,836.99
Change in Net Assets	151.11	74.00
<b>Total Net Assets</b>	<b>1,322,011.53</b>	<b>342,910.99</b>
<b>Total Liabilities and Net Assets</b>	<b>3,869,707.53</b>	<b>2,476,351.01</b>

❖ Report of the Board Committees:

**A. EXECUTIVE COMMITTEE** (*B. Kloppenburg*)

Vice Chairman Kloppenburg made a motion, seconded by Director Guthertz, to ratify Executive Committee's approval for the travel of the GVB General Manager to attend meetings with the Korea Professional Baseball Association during December 1-2, 2014 in Seoul, South Korea. Cost is approximately \$1,607.50 from Acct# #KO-SMD023.

**Motion Approved.**

Marketing	Lodging/MI&E	Total
GVB General Manager	\$657.50	\$657.50
Airfare (\$950.00 x 1 Pax)		\$950.00
	TOTAL	\$1,607.50

**Background:** The Korea Professional Baseball Association (KPBA) is comprised of most of the top-level professional Korean baseball players, including top names that have played in the Major League Baseball in the states.

The General Manager will be meeting with the KPBA Board of Directors to discuss mutual support, including promotions, advertising and PR. These can include support of GVB Korea events with top baseball names and media outreach when the players visit Guam for practice or promotional events.

GVB sees great potential with this opportunity and hopes to use this organization to elevate its posture with professional team followings from Korea.

**Issue:** Board approval for travel required.

**B. ADMINISTRATION & GOV'T RELATIONS** (*J. Guthertz*)

- Nothing to report.

**C. CULTURAL HERITAGE & COMMUNITY OUTREACH** (*T. Arriola*)

- Director Arriola reported that in September CHaCO made an announcement for grants and had closed the application process in October. In the last CHaCO meeting, the committee approved over \$200,000.00 in grants for artisans, sponsorships, and non-profit organizations.
- Director Arriola mentioned that GVB should be proud in supporting these grants. She suggested that we should get press releases out -regarding this- so, the public could be aware of how engaged GVB is with the community.
- She will be working with Josh Tyquiengco, Public Information Officer on coming out with a series of press releases, highlighting what programs GVB supports.
- Director Arriola mentioned that CHaCO's smart goals for FY2015 are focused on FESTPAC 2016. CHaCO will be getting the community engaged and ready for FESTPAC.
- Budget for FESTPAC is set for \$5 million. GVB is working on receiving the \$4 million from TAF; for which, \$2 million would be used towards FESTPAC and the rest to be used towards capital improvement projects. We currently have \$1.5 million out of the \$2 million that has

been received from the TAF. We are still receiving appropriations from FY2012 & FY2013 and from the looks of it; we should be getting the rest of the funds for FESTPAC on time.

- Director Arriola commented that we need the Tourism Chairperson, Senator Tina Muna Barnes, to protect the TAF. The sooner we come up with a wish list of capital improvement projects that we want to do and get it drafted into a bill, the sooner the legislature can go through it. **As a part of the FY2015 smart goals the board should form a bill on utilizing \$2 million from the TAF receivables towards a list of capital improvement projects and to be sent to the legislature.**
- Chairman Baldyga discussed that the Matrix Design Group had been awarded \$850,000.00 by HRRRA (Hagatna Restoration & Redevelopment Authorization), to conduct the Hagatna Master Plan funded by the HOT Bond. Chairman Baldyga commented that the funds are coming out from the hotels in Tumon/Tamuning, yet Tumon/Tamuning doesn't have a master plan. Chairman Baldyga discussed if it would be possible to work out something with GEDA to increase the fee to get a second master plan for Tumon/Tamuning.
  - The board discussed that there may have to be another RFP, because another master plan wouldn't be in the scope that the Matrix Design Group was awarded.

#### **D. SPORTS & EVENTS** (*J. Camacho/N. Taimanglo*)

- Nothing to report.

#### **E. MEMBERSHIP DEVELOPMENT** (*J. Camacho*)

- General Manager Pangelinan reported that December 5 is the membership mixer and will be held at the Hyatt. The membership elections would be on January 6, 2015.
- Vice Chairman Kloppenburg mentioned that the board would have to do a year-end report soon.

#### **F. RESEARCH**

- General Manager Pangelinan introduced the new Research Analyst 1 Nicholas Yasuhiro to the board.

#### **G. JAPAN MARKETING** (*M. Morinaga / N. Nakajima*)

Committee Minutes dated November 19, 2014

#### **Exhibit D**

- Director Morinaga reported that last week he had an ESTA meeting with CBP. Director Nakajima, General Manager Pangelinan, TIR Meriza Peredo, and Marketing Officers Nadine Leon Guerrero and June Sugawara, attended and questioned CBP why GVB was not advised on the removal of the ESTA line.
- They were told that the CBP Director, Mr. King had left and that a temporary stand-in, Mr. Lowe, made the decision to get rid of the ESTA line. They mentioned that there was no reason to have an ESTA counter for Guam and Saipan, because they are the only ones with a visa waiver. Another issue that Director Morinaga pointed out was that they said that the ration of ESTA users were minimal -where 1 out of 5 people has ESTA.
- There will be a JGTC meeting next week. This will be the final meeting of the year for which he will be absent. Director Nakajima will be the one to explain the situation with the ESTA line.

- The board discussed getting an ambassador to direct people into the proper lines. There needs to be better queue management.
- To better understand the situation, Director Moringa reported that GVB has been invited to visit during peak hours to assess what improvements need to be made.
- General Manager Pangelinan discussed with the board that there are three programs that the traveler can choose from: Guam/CNMI visa waiver (most common), ESTA (good for 2 years/faster line/required in U.S. Mainland), or Global Entry (special line/but lengthy process to obtain). However, Japan is not a global entry country.
- The problem with these programs is that the travel agent has a hard time explaining. They need to communicate that they have an option. If we just tell them that ESTA is better, then maybe people will sway towards ESTA more. If travel agents are selling ESTA for Guam/CNMI, people will get upset to see that we don't have one right now. They might go back to the agent and ask for a refund.
- This isn't a problem for just Japanese visitors this also concerns Korean travelers as well. This issue should be brought up at the next KGTC meeting.
- General Manager Pangelinan noted that there is an ambassador program in play right now where we can do queue management properly. We need to relook at the GVB contract with the airport and do a walk-through to look into the ambassador program and what quality service we would like to go forth with.
- **Japan and Korea Chairs will meet with JGTC and KGTC respectively regarding CBP. General Manager Pangelinan will look into the ambassador program at the airport.**
- **Chairman Baldyga suggested that Japan marketing give JGTC a list of concerns from last year and a status update of what the current situation is.**

#### **H. KOREA MARKETING (O. Miyashita)**

- Director Miyashita reported that the last KMC meeting was on November 7 and the next KMC meeting will be on December 16.
- By the end of the year the seating capacity from Korea will be about 500,000 due to upgrading equipment from Jeju Air. Jeju Air will be starting their flights from Busan in January and hopefully we can sustain the momentum.
- Director Jackson commented that he's been doing some research where it seems that there is a lot of home stays (from 29-50 homes being open to tourist) they are completely unregulated and run within the Korean businesses. Money doesn't benefit the economy of Guam, it doesn't contribute to HOT, and it just goes to those that are operating. This issue needs to be brought up in the next KGTC meeting. GVB's role in should be to regulate this and to find a way to tax it.
- General Manager Pangelinan and Director Miyashita just had an interview with Guam Business News the other day. They will be coming out with a series on the outlook of each of our markets. They started with the Korea market and they will probably be getting a hold of the committee chair for interviews soon.

**Director Miyashita made a motion, seconded by Director Calvo, to amend the November 13, 2014 board approved motion for the travel of GVB senior management to attend the**



Busan City Christmas Festival / Jeju Air Pre-Inaugural Promotion Event in Busan, South Korea (December 6, 2014) and to add one night/two days for Seoul meetings. Cost is an additional \$468.75 from Acct# #KO-SMD023.

**Motion Approved.**

Original motion approved by BOD: Nov. 13, 2014

Marketing	Lodging-Busan	M&IE-Busan	Total
Deputy GM Nathan Denight	\$291.25 x 1 nite	\$188.75 x 2 days	\$668.75
Airfare	Domestic: Seoul/Busan		\$350.00
	TOTAL		\$1,018.75

Revised motion.

Marketing	Lodging	M&IE	Total
Deputy GM Nathan Denight	\$287.50 x 1 nite/Seoul	\$185.00 x 2 days	\$657.50
	\$291.25 x 1 nite/Busan	\$188.75 x 1 day	\$480.00
Airfare	Domestic: Seoul/Busan		\$350.00
	TOTAL		\$1,487.50

**Background:** The initial motion was for senior management to spend one night/two days in Busan.

This motion requests an additional night/two days to be spent in Seoul, prior to the Busan event.

The Deputy General Manager will travel to Seoul a day earlier to meet with the Korea GSA and his PR, Advertising and Promotions sub-contractor to review and discuss strategies for the remainder of FY2015.

Jeju Air has confirmed and scheduled its inaugural, direct flight from Busan to Guam on January 8, 2015.

To help drive travel from Busan to Guam, Jeju Air is requesting GVB's support with a cultural dance team and a Miss Guam to perform on stage at the Busan City Christmas Festival and where a pre-Inaugural Promotion Event is being scheduled.

In return, Jeju Air will provide round-trip tickets from Guam to Incheon for the Guam delegation, extensive Busan region media coverage before and after the event, and will have Guam travel promotions coverage on board all Guam bound Jeju Air in-flight pamphlets.

**Issue:** Board approval for travel required.

#### I. NORTH AMERICA & PACIFIC MARKETS (A. Muna)

- Director Muna reported that the PATA Micronesia Chapter will be on Guam from December 3-5. She also reported that the committee had canceled that the NAP meeting on December 3 to make way for a Micronesia Cruise Association (MCA) meeting.
- Director Muna reported that she had discussed with Gerry Perez to have the MCA come up with firm goals and objectives so it could be intertwined with what the NAP committee is doing.
- Director Morinaga commented that he read an article that Hawaii is experiencing a decline in cruise-shipping. Instead of having many ships they have a few luxury cruises.

#### J. GREATER CHINA MARKETING (B. Kloppenburg)



- Vice Chairman Kloppenburg reported that we have a new marketing representative in China.
- United-Shanghai has started with occupancy at 29%. Currently working on the United airline incentive program with GIAA. The forms have been finalized and working on the agreement.
  - Chairman Baldyga suggested that with the 10-year visa program just enacted, it would be devastating to have United pull back on their flights to Shanghai if they don't get the numbers that they need. If United were to pull out in a couple of months it would set back our initiatives 2-3 years. We need to make sure that we work together on a plan.
  - Chairman Baldyga mentioned that he and General Manager Pangelinan met with United's Wally Dias and Sam Shinohara for a China strategic meeting with United last week.
  - Chairman Baldyga suggested that maybe we could shift some money from our China budget to support United in whatever way we can.

**K. RUSSIA & NEW MARKETS (B. Jackson)**

- Director Jackson reported that there was a Russian Fam at the end of October.
- Director Jackson reported that HIS announced that they are starting charter service from Vladivostok and Khavarovsk and will begin February 12, 2015. Frequency every 10 days through August. Challenge is that currency had depreciated about 30%. There had been 25% + cancellations for the new years holiday because of the currency.

**L. DESTINATION MANAGEMENT (R. Hofmann)**

- Deputy General Manager, Nathan Denight reported that we are working on the Tumon street lights. Lights should be in by January and should be up by February or March.
- Finished assessment of all the sidewalks and crosswalks, bids have been prepped and hoping to get out in December, probably start construction in January.
- We are finalizing agreement with highest rated proposer for the bus shelters. Had a meeting just earlier in the week with them. They will be presenting on three options to the board during the next board meeting on December 11.
- We have launched beach signs at the Governor Joseph Flores Memorial Park, Tumon precinct, and Matapang Beach. We have also donated a Jet Ski and truck to DPR so they can be better equipped in patrolling the beach area.

❖ **OLD BUSINESS**

- **Chairman Baldyga would like the board to go through the action items. He would like to clean it up at the next board meeting.**

❖ **NEW BUSINESS**

- No new business.

❖ **EXECUTIVE SESSION**

- No executive session.

❖ ANNOUNCEMENT

**Upcoming Board Meetings:**

- Thursday, December 11, 2014 at 3:00pm, GVB Main Conference Room.
- Thursday, January 8, 2015 at 4:00pm, GVB Main Conference Room.
- Thursday, January 22, 2015 at 4:00pm, GVB Main Conference Room.

**Events:**

- November 27, 2014 = Thanksgiving Day (GVB Closed)
- November 28, 2014 = Black Friday (GVB Closed)
- December 3-5, 2014 = PATA Micronesia Executive Meetings
- December 5, 2014 = Membership Mixer (Hyatt)
- December 25, 2014 = Christmas (GVB Closed)

❖ ADJOURNMENT

Director Calvo made a motion, seconded by Director Jackson, to adjourn the meeting. Meeting adjourned at 5:46 p.m.

**Motion Approved.**

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Ms. Theresa C. Arriola, Secretary of the Board of Directors

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Board Minutes respectively submitted by Colleen Cabedo, Executive Secretary

**Action Items:**

**BY MANAGEMENT**

- General Manager Pangelinan to come up with a plan and budget to improve the welcoming experience at the airport. (7/10/14) Also, to make a list of public signs that needs improvement. (7/24/14)
  - Ongoing. (9/11/14)
- ~~Management to make a presentation on the guest satisfaction research report. (8/14/14)~~
  - ~~Was in General Manager's report on 9/11/14 board meeting, but will be presented at a later board meeting. (9/11/14)~~

- Management to schedule the breakfast briefing for incoming Senators after the elections (8/14/14).
  - Director Guthertz suggested that this breakfast briefing occur after the senators are sworn in. Swearing-in is on January 3, so she suggested to have this mid-January. (11/13/14)
- Management to make a presentation on the Christmas lights for this year (8/14/14).
  - General Manager Pangelinan mentioned that this would be saved for another board meeting. (9/11/14)
- Management to direct the vendor to utilize a single shade of gray and green and to paint a full surface when covering over graffiti to avoid “patches” of mis-matched color (8/14/14).
  - Ongoing. Waiting on GTA and GPA. (9/11/14)
- Management to accelerate and prioritize the cut offs and the bus shelters (8/14/14)
  - General Manager Pangelinan reported that the bus shelters are out and live. The bus cut outs should be out on the streets in the coming weeks. (9/11/14)
- Management to present bus shelter design ideas to the Board (8/14/14)
  - Ongoing and to present sometime in October 2014. Once we select the firm. The design will go out to the board. (9/11/14)
- Sports & Events Committee to brainstorm new major event ideas for next year (8/14/14)
  - Will be having a brainstorming session in the next couple of weeks. (9/11/14)
- ~~○ Chairman Baldyga noted that VSOs be introduced to the board at the next board meeting. (9/11/14)~~
  - ~~▪ VSOs were present at the membership meeting on 10/7/14.~~
- Chairman Baldyga noted that he would like to have a Paint Guam initiative when rainy season is over. Would like to take it upon us to spruce up retaining walls that need water-blasting/cleaning and painting. Would like to pick one or two colors to uniformly paint the retaining walls in Tumon. Perhaps, use this as a springboard to go to the Lieutenant Governor’s Office to see if he could support us by getting the paint stores to offer us discounts. Chairman Baldyga would like to see this take action from January – March 2015. (9/11/14)
- Management to work with agriculture on replanting trees next spring. (9/11/14)
- Chairman Baldyga would like to get a snapshot on the status of each committee’s top 3-4 smart goals from the past year. He would like to know where we are at, what needs to be finished by the end of the year, and to start thinking about next year’s goals. (10/9/14)
- Chairman Baldyga would like to see a snapshot of each committee’s budget breakdown for FY15. (10/9/14)
- Addressed that we have \$1.5 million approved for capital improvement projects, but would like to have a breakdown of what our projects may be by next board meeting. (10/9/14)
- He wants to make it a priority to have a banner and loiter law enacted by the end of the year. (10/9/14)
- Vice Chairman Kloppenburg bought a smog-testing machine and has a group of bus companies that are willing to participate in testing their emissions. Chairman Baldyga requested that Vice Chairman Kloppenburg craft a proposed emission legislation. (10/9/14)

- Chairman Baldyga suggested on coming up with a list of projects and to put together bills indicating that when the TAF money is available, it would be used to fund those projects. (11/13/14)
- Chairman Baldyga commented for the next board meeting we should have a discussion on our finances. (11/13/14)
- Chairman Baldyga would like to have all the FY15 Smart Goals from each committee be circulated to the board electronically and to be discussed at the next board meeting. (11/13/14)
- Chairman Baldyga suggested a smart goal for Accounting include a departmental P&L (actual vs budget by department and committee)
- Chairman Baldyga would like to also take action on a draft loitering legislation. (11/26/14)
- Chairman Baldyga would like to get started on a draft touting legislation and to amend the law to include VSO officers to issue citations and fines. (11/26/14)
- Next board meeting Chairman Baldyga would like to go around the table and have each committee chairperson talk about what their committee had in FY2014 and what their goals are to accomplish in FY2015. (11/26/14)
- After GVB board elections, appointment, and the assignment of responsibilities, Chairman Baldyga would like to have a transition meeting with outgoing and incoming board members. (11/26/14)
- Chairman Baldyga would like to receive feedback on updating best practices for Executive Committee and board. (11/26/14)
- The board recommended that as a part of the FY2015 smart goals, we should form a bill indicating that GVB would like to utilize \$2 million from the TAF receivables towards a list of capital improvement projects and to be sent to the legislature. (11/26/14)
- Japan and Korea Chairs will meet with JGTC and KGTC respectively regarding CBP. General Manager Pangelinan will look into the ambassador program at the airport. (11/26/14)
- Chairman Baldyga suggested that Japan marketing give JGTC a compiled list of all the concerns were from last year and a status update of what the current situation is. (11/26/14)
- Chairman Baldyga would like the board to go through the action items. He would like to clean it up at the next board meeting. (11/26/14)