BOARD OF DIRECTORS REGULAR MEETING
Thursday, July 27, 2017 – 3:30pm
Guam Visitors Bureau – Main Conference Room

BOARD OF DIRECTORS PRESENT:
Director Milton Morinaga
Director Brad Kloppenburg
Director William Nault
Director Bart Jackson
Director Young Hong
Director Monte Mesa
Director Satoru Murata
Director Theresa Arriola
Director Tak Takano
Director Robert Hofmann

BOARD OF DIRECTORS TELEPHONICALLY:

BOARD OF DIRECTORS ABSENT:
Director Katarina Sgro
Director Sam Shinohara
Director Eduardo “Champ” Calvo

GVB MANAGEMENT & STAFF PRESENT:
Antonio Muna
Brian Borja
Laurette Perez
June Sugawara
Meriza Peredo
Sydney Leon Guerrero
Karida Brennan
Doris Ada
Lisa Linek
Elaine Pangelinan
Colleen Cabedo
Dee Hernandez
Josh Tyquiengco
Nico Fujikawa
Nakisha Onedera Garrido
Nadine Leon Guerrero

GVB MANAGEMENT & STAFF TELEPHONICALLY:

GUESTS:
Jayde Bello – Market Research and Development
Fred Schumann – University of Guam
James Servino – Senator Regine Biscoe Lee’s Office
Joe Mesngon – Senator Dennis Rodriguez’s Office
Alex Aguon – GVB Intern

In the absence of President Denight due to travel, Vice President Muna served as Acting President & CEO.

I. CALL TO ORDER
Chairman Morinaga called the meeting of the board to order at 3:30pm.

II. MINUTES OF THE PREVIOUS MEETING

Exhibit A
Vice Chairman Mesa made a motion, seconded by Director Hofmann, to approve the minutes of the previous board of directors meeting dated June 22, 2017. Motion unanimously approved (Subject to minor revisions)

III. CHAIRMAN'S REPORT

- Chairman Morinaga reported that the Japan market still needs work.
- He also mentioned that he attended a workshop with the FBI. A special agent requested to be invited to all meetings GVB has with GPD moving forward. This would help the FBI in...
their efforts to prevent terrorist activity. Chairman Morinaga asked that we share a calendar of events with them as well.

- Lastly, he reported that we are still in discussions with JMC and JGTA to resolve the bus shelter maintenance issue.

IV. PRESIDENT & CEO’S REPORT

RESEARCH

July 2017
July 1-25, 2017
Total: 101,392 (+4.6%)

<table>
<thead>
<tr>
<th>% Market Mix</th>
<th>Origin</th>
<th>2016</th>
<th>2017</th>
<th>% to LY</th>
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<tbody>
<tr>
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<td>Japan</td>
<td>42,879</td>
<td>50,316</td>
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<tr>
<td>47.4%</td>
<td>Korea</td>
<td>39,568</td>
<td>49,167</td>
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<td>1.8%</td>
<td>China</td>
<td>1,560</td>
<td>1,858</td>
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<tr>
<td>0.7%</td>
<td>Hong Kong</td>
<td>813</td>
<td>881</td>
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<tr>
<td>2.8%</td>
<td>Taiwan</td>
<td>3,260</td>
<td>3,041</td>
<td>-6.2%</td>
</tr>
<tr>
<td>6.5%</td>
<td>US/Hawaii</td>
<td>2,516</td>
<td>5,402</td>
<td>114.2%</td>
</tr>
<tr>
<td>1.0%</td>
<td>Philippines</td>
<td>306</td>
<td>891</td>
<td>-67.5%</td>
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</tbody>
</table>

Calendar Year to Date 2017
January-July 25, 2017
Total: 875,747 (+4.3%)

<table>
<thead>
<tr>
<th>% Market Mix</th>
<th>Origin</th>
<th>2016</th>
<th>2017</th>
<th>% to LY</th>
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<tbody>
<tr>
<td>41.8%</td>
<td>Japan</td>
<td>407,064</td>
<td>437,837</td>
<td>5.1%</td>
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<tr>
<td>41.8%</td>
<td>Korea</td>
<td>282,647</td>
<td>287,143</td>
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<tr>
<td>1.8%</td>
<td>China</td>
<td>17,326</td>
<td>14,341</td>
<td>-16.7%</td>
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<tr>
<td>1.3%</td>
<td>Hong Kong</td>
<td>4,386</td>
<td>11,212</td>
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<tr>
<td>2.0%</td>
<td>Taiwan</td>
<td>34,831</td>
<td>21,032</td>
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<tr>
<td>0.5%</td>
<td>US/Hawaii</td>
<td>44,218</td>
<td>44,950</td>
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<td>1.1%</td>
<td>Philippines</td>
<td>11,257</td>
<td>5,879</td>
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</table>

Fiscal Year to Date 2017
October 2016 - July 25, 2017
Total: 1,286,376 (+4.9%)

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<th>2017</th>
<th>% to LY</th>
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<td>43.3%</td>
<td>Japan</td>
<td>589,720</td>
<td>548,637</td>
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<td>41.8%</td>
<td>Korea</td>
<td>418,022</td>
<td>319,121</td>
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<td>1.8%</td>
<td>China</td>
<td>21,969</td>
<td>19,732</td>
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<tr>
<td>1.2%</td>
<td>Hong Kong</td>
<td>7,105</td>
<td>14,610</td>
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<tr>
<td>2.8%</td>
<td>Taiwan</td>
<td>33,887</td>
<td>31,543</td>
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</tr>
<tr>
<td>5.5%</td>
<td>US/Hawaii</td>
<td>61,145</td>
<td>62,551</td>
<td>2.3%</td>
</tr>
<tr>
<td>1.3%</td>
<td>Philippines</td>
<td>13,251</td>
<td>16,908</td>
<td>27.6%</td>
</tr>
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</table>
Marketing News

**Håfa Adai Study Tour**
- Dates: June 28–July 3, 2017
- Sites: Japan, China, Korea
- Focus: Travel Trade Show and focus on local Signature Event BBQ Block party
- Would not have been possible without a GREAT response and support from industry.
- Complimentary rooms with breakfast, comp and discounted optional tours
- Aims to be a model tour that could appeal to their client base.

**Dangkule na Si Yuos Ma’ker**

GUAM MICE & RESTAURANT ASSOCIATION (GOMRA), JAPAN GUAM TRAVEL ASSOCIATION (JGTA), United Airlines, Japan Air Lines, JAL, KLM, Asiana Airlines, Japan Airlines, Japan Hotel Guam, Pacific Event, Pacific Air, Pacific Air Guam, Sheraton Laguna Guam Resort, Westin Resort Guam, Hyatt Regency Guam, Pacific Beach Club, Bally Corporation, Bally’s Group, DFS Guam, Discover Guam, Fiesta Resort Guam, Fiduciary Marine Park, Guam Plaza Hotel, Hard Rock Cafe, Joe’s Art Bar, Jungle Jim Island, Adventure, Koppang Guam, Lam Lam Tours & Transportation, Lelemae Guam Resort, Micronesia Mall, Oceanic, Jet Casino, Pacific Winds, Park, Encore, Stalas Guam, Golf Resort, Sea Grill & Underwater World, Two Lover’s Point, Zia Guam Inc., Agana Shopping Center, Ameri–Guam International Company, Asia International Travel, Asia Travel, American Samoa, Guam, Premier Outlets and Samoa Resort, Holiday Resort, Hotel Santa Fe, Mafana Ocean, PHR Ken McHorse, ITAC, Guam, Royal Orchid Guam Hotel, Talco Automotive, University of Guam, the University of Guam, and the Guam Museum.

Special Thanks to Chairman Moringa, Vice Chairman Mesa, Mayor Holman, Director Klappenburg, and Director Nault.

Marketing News

**JATA Tourism Expo 2017**
- Dates: September 21-24, 2017
- Location: Tokyo Big Sight
- 60 booth spaces

Japan Marketing News

<table>
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<tr>
<th></th>
<th>July</th>
<th>August</th>
<th>September</th>
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<tbody>
<tr>
<td>Rooms</td>
<td>61,000</td>
<td>69,000</td>
<td>54,000</td>
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<tr>
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<td>64,678</td>
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<td>Rooms</td>
<td>-13.64%</td>
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<tr>
<td>Rooms</td>
<td>78,170</td>
<td>86,826</td>
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<td>77,976</td>
<td>96,167</td>
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<tr>
<td>Rooms</td>
<td>200%</td>
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</table>

June 2017 Update

Travel Trade Support

- Special thanks to朝阳市贸促会
- 朝阳市贸促会, China
- 朝阳市贸促会, China
- Special thanks to China

Korea Marketing News
Korea Marketing News

China Marketing News

3 month Forecast

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<th>July</th>
<th>August</th>
<th>September</th>
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<tr>
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<td>15,000</td>
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<td>Last Year</td>
<td>14,000</td>
<td>16,000</td>
<td>5,000</td>
<td>8,000</td>
</tr>
<tr>
<td>% Change</td>
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<tr>
<td>% Change from Last Year</td>
<td>-64%</td>
<td>8%</td>
<td>-78%</td>
<td>8%</td>
</tr>
</tbody>
</table>

China Marketing News

Ellang Alibaba Joint Promotion
- Dates: Jun 19-21 and Sept 10-14, 2017
- Personnel: 22 travel bloggers and media
- Travel bloggers and media invited to experience Guam and post on their social media with a total reach of 100 million
- 100 filming crew filmed 4 episodes of Guam. Two episodes have been released.

China Marketing News

COSMO Bride Shooting Project in Guam
- Magazine read by nearly 80% of all wedding planners in China
- Consumers looking for the latest wedding trends
- Guam scheduled to be covered in September issue

"Beautiful Accident" Movie
- Cross media promotion
- Weibo, Kogop; Huayi, WeChat, V-magazine and at movie premiere night
- Reached 15,804,000 with #MeetBeautifulGuam on weibo
- Leading actresses Gui Lunmei and Quyang Nana recorded promotional videos of Guam.
- Supported by United Airlines

STAR Report by Dr. Fred Schumann (University of Guam), assisted by Jayde Rello (Market Research and Development)
Survey Design

The last SDIR survey was conducted by GV/B in 2010. In conducting the survey in 2017, GV/B was interested in tracking changes in attitudes related to tourism and investigating current issues, concerns, and developments within the tourism industry. The project had these elements:

1. **Qualitative Assessment**: Two focus groups were convened to explore issues important to residents today. The first was comprised of “cultural stakeholders” to discuss issues about tourism that may be affecting the culture of Guam. The second group was among local private and public stakeholders representing local government and business interests.

2. **Quantitative Survey**: More than 1,200 local residents inclusive of 600 Chamarros were interviewed over a four-week period. Survey questions assessed issues identified through the focus groups and tracked changes in terms of importance to GV/B from prior surveys.

3. **Drivers Analysis**: The qualitative survey provided the means to identify what is most important in shaping the attitudes of residents regarding tourism. A two-stage regression analysis was carried out and key drivers of local attitudes were identified.

Sample Construction

Demographics

General Observations: Economic and Tourism Indicators

- Majority of residents view tourism favorably as an industry on Guam.
- Residents also have a positive outlook for the growth of Guam’s economy.
- This year’s survey indicated a greater tendency than in previous years to state that Guam has too many visitors.

Favorability Towards Tourism

General Observations: Employment Indicators

- Most residents agree that tourism creates many well-paying jobs.
- Although there is a marked increase in residents agreeing that most industry managers are from Guam these days, there is an increase in the perception that most tourism jobs “don’t offer much chance for advancement.”
Residents perceive there is balance between the benefits from tourism and the preservation of culture, environment, and quality of life.

Perception concerning the number of visitors coming to Guam and the way tourism industry workers are perceived to be treated by visitors show a negative trend.

Results this year show an increase in the proportion of residents agreeing with the statement that Guam has too much crime.
General Observations: GVB

- Ratings of GVB's performance has increased significantly since 2010.
- Residents believe that GVB is doing a good job in promoting Guam and in promoting Guam's culture.
- Residents indicated that GVB should focus on traditions, history and food when promoting Guam's culture to visitors.
- Residents surveyed were familiar with various "HOT Bond" projects and highly agree with the use of Hotel Occupancy Tax revenues for these purposes.
- For future GVB-sponsored community events, residents indicated high interest in Food, Traditions, and Arts/Craft events.

Performance of GVB

- Performance metrics are presented for various aspects of GVB's operation.
- Data is shown for trends over time, highlighting areas of improvement.

GVB Promotion Awareness

- Awareness levels are compared across different categories.
- Visual representation includes bar charts and percentages.

GVB Signature Events

- Engagement levels for specific events are illustrated.
- Comparison of attendance and interest rates.

HOT Bond Projects

- Participation percentage in the projects is visualized.
- Graphs depict project achievements and areas for improvement.

Future GVB-Sponsored Events Interest

- Interest levels are shown for upcoming events.
- Survey results indicate trends and preferences.

Top Cultural Elements of Guam

- Cultural attractions and activities are listed.
- Statistical data on visitor interest is included.

Drivers Analysis

- Drivers impacting tourism favorability are categorized.
- Bar charts show the relative importance of each factor.

- Director Jackson asked about the accuracy of the results considering 46% of participants were unemployed. Dr. Schumann agreed that while this is a valid point, other members of the unemployed participant's household might be employed. Director Kloppenburg added that some of the unemployed participants could also be retired.
- Director Jackson then asked about the Number of Visitors to Guam questions. Dr. Schumann explained that answers were based on perception. The point of this part of the
survey is that there more people who feel that there are just the right amount of visitors than those who feel that there are not enough visitors. Director Hofmann added that this perception may come from road traffic.

V. TREASURER'S REPORT

<table>
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<th>Appropriation</th>
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<th>Balance</th>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pass-Thru</td>
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<td>$ 719,412.81</td>
<td>$ 30,587.19</td>
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<td>$ 31,500.00</td>
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<tr>
<td>TOTAL RECEIVABLES FY 2016</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
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<td>$ 31,500.00</td>
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<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Operations</td>
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<td>$ 174,412.81</td>
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<td>Destination Development</td>
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<td>Rainy Day Fund</td>
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<tr>
<td>TOTAL RECEIVABLES</td>
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Accounts

<table>
<thead>
<tr>
<th>Account Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Bank of Guam - Rainy Day Fund</td>
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<td>Cultural &amp; Sports Ambassador Fund</td>
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<td>TOTAL RESTRICTED</td>
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<td>Bank of Guam - Operations</td>
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<td>First Hawaiian Bank - Membership</td>
<td>$ 108,820.45</td>
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<td>Resona</td>
<td>$ 233,045.85</td>
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<tr>
<td>Bank of Guam - TAF</td>
<td>$ 911,599.35</td>
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<td>Raymond James - CD value as of 06/30/2017</td>
<td>$ 2,344,834.74</td>
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<tr>
<td>TOTAL UNRESTRICTED</td>
<td>$ 20,590,006.81</td>
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<td>TOTAL CASH as of 07/24/2017</td>
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Current Payables

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<td>Guam Invoices</td>
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<td>TOTAL as of 07/24/2017</td>
<td>$ 5,079,500.67</td>
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NOTES

Note 1: $2,292,217.33 Rainy Day Fund
$2,009,670.33 Rembursable Rainy Day Expenses - Japan

Note 2: $511,543.82 Cultural and Sports Ambassador Fund
$519,000.00 Cultural and Sports Ambassador expenses - reimburse Operations
$471,643.82

Note 3: $1,418,543.82 Morgan Stanley/Raymond James - CD
$861,542.00 Board approved $86,542 on 07/23/15 for Department Revenue & Tax Auditors
$700,000.00 Board approved $700,000 on 02/25/16 for Pale San Vitores Road Bus Shelter Project
$50,000.00 Board approved $50,000 on 07/16/16 for Pale San Vitores Road Bus Shelter Project
$50,000.00 Board approved $50,000 on 03/01/17 for Planning, Architectural and Engineering Services for Tumon Bay Improvement
$50,000.00 Ex Com approved $50,000 on 04/07/17 for Streetlight Project Management
$142,000.00 Board approved $142,000 on 04/11/17 for VSS Supplemental Budget Request
$57,000.00 Board approved $57,000 on 06/15/17 for Guam Basketball Federation FIBA U17 Championship Hosting
$644,043.82

July 24, 2017
 Acting President Muna reported that we are on track with our appropriations.

 Director Jackson received word that some members of the legislature feel expenditures from the Tourist Attraction Fund are too focused on tourism when they need to be used to benefit the island more.

 Vice Chairman Mesa was concerned that the cash position did not reflect all expenditures approved by the board. He specifically asked about the balances of the Rainy Day Fund and Morgan Stanley/Raymond James - CD as the Accounts section and the NOTES section of report do not match. Acting President Muna explained that the NOTES section illustrates encumbrances made by the board, but they have yet to be paid. Director Jackson suggested adding the word ‘Encumbered’ to the NOTES section of the cash position moving forward.

VI. REPORT OF THE BOARD COMMITTEES

A. EXECUTIVE COMMITTEE

Vice Chairman Mesa made a motion, seconded by Director Jackson, to ratify Executive Committee’s travel approval for Lt. Governor and one staff from Lt.’s Office to attend the Kashiwa Festival from July 28-30, 2017. (Estimated cost of travel $4,835.90 from Account# JA-TTC009).

Motion approved

<table>
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<tr>
<th>Description</th>
<th>Cost</th>
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<tbody>
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<td>Airfare: $1,000.00 x 2 pax</td>
<td>$2,000.00</td>
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<tr>
<td>Per Diem:</td>
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<tr>
<td>Lodging $276.00 x 2 nights + 30% x 1 pax</td>
<td>$717.60</td>
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<tr>
<td>M&amp;E $227.00 x 3 days + 30% x 1 pax</td>
<td>$885.30</td>
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<tr>
<td>Lodging $276.00 x 2 nights x 1 pax</td>
<td>$552.00</td>
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<td>M&amp;E $227.00 x 3 days x 1 pax</td>
<td>$681.00</td>
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<tr>
<td>Total</td>
<td>$4,835.90</td>
</tr>
</tbody>
</table>

Background: In keeping with our Friendship Agreement signed in 1991, a group of students from Kashiwa comes to Guam every year. Promoting cultural exchange programs, a delegation will be sent to Kashiwa to share Guam’s culture with the Kashiwa International Relations Association. This group in turn comes to Guam.

Issue: Board approval needed for all travel.

PATA EXECUTIVE BOARD MEETING IN JULY 2017

Vice Chairman Mesa made a motion, seconded by Director Jackson, to ratify Executive Committee’s approval to amend previously approved travel for President & CEO Jon Nathan Denight to attend the PATA Executive Board meeting on July 2017 in Bangkok, Thailand to include travel to Tokyo, Japan for GVB Japan Administrative Meetings. (Cost is approximately $1,541.25 from account no. JA-SMD008.)

Motion approved

<table>
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<tr>
<th>Per Diem</th>
<th>Tokyo</th>
<th>Lodging</th>
<th>Nights</th>
<th>M&amp;E</th>
<th>Days</th>
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<tr>
<td>President &amp; CEO</td>
<td>$345.00</td>
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<td>$283.75</td>
<td>3</td>
<td>$1,541.25</td>
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Total: $1,54125
Background: GVB President & CEO will travel to Bangkok, Thailand via Tokyo, Japan to attend the PATA Executive Board meetings. While in Tokyo, Nathan is scheduled to meet with GVB Japan Director Satomi Yamamoto, the GVB Japan Sales Team, and GVB’s Japan PR/Advertising agency, ADK, to address current FY2017 performance, sales activities, and PR/Advertising campaigns. Additionally, Nathan will maximize this opportunity to discuss the strategic direction of FY2018’s sales and marketing promotions and campaigns per the GVB BOD and the GVB Japan Marketing Committee. FY2018 is fast approaching and now is the most opportune time for planning ahead in order to keep Japan market’s activities aggressive and dynamic.

Issue: Board approval required for all travel.

B. GREATER CHINA

Committee minutes dated July 14, 2017 

Director Jackson made a motion, seconded by Vice Chairman Mesa, to authorize the President and CEO as Chief Procurement Officer of GVB to negotiate with the highest-ranking qualified Offeror in response to GVB RFP 2017-007, Tourism Destination Marketing Representation Services in China, and if successful, to enter into a contract. 

Motion approved

Background: This agency will act as GVB’s representative and liaison office in China for the purpose of promoting Guam tourism and achieving visitor arrival goals. The renewal of the Agency’s contract after the first fiscal year will be based on the Agency’s receipt of a satisfactory performance evaluation from GVB, the availability of funds, and a determination of need. The budget amount may vary year to year and is subject to change. The contractual obligation of both parties in each fiscal period succeeding the first is subject to appropriation and availability of funds.

Issue: Board approval required.

- Director Jackson asked what is budgeted for representation services for China. Marketing Manager for China Nadine Leon Guerrero stated that we currently pay $236,000.
Committee minutes dated July 11, 2017

- Director Nault reported that in the most recent JMC meeting, Mr. Yamashita of Arluis shared that there is a decrease in the wedding market, but the team will continue to promote it with new chapels set to open this year.
- The team also discussed the new hotel being built next to Tumon Sands Plaza. The hearing for this hotel was initially scheduled for July but it has been postponed until September. The hotel will feature 250-300 rooms.
- JMC and JGTA have also been discussing the bus shelter maintenance issue. Vice Chairman Mesa and Acting President Muna noted that all bus shelters should be completed by the end of September.
- Director Jackson suggested that we have a board session solely for the Japan team to explain to the rest of the directors what is being done to improve the current state of the Japan market. The board needs to be more informed about what is being done to resolve this issue because they are accountable. Moreover, Guam cannot survive without a strong Japan market. Director Arriola added that she would like to know what strategies are being used to increase numbers in a different segment of the population in Japan and/or to slow the decline. Chairman Morinaga agreed that a board session would be beneficial but needs to discuss the details with President Denight.

D. KOREA

Committee minutes dated June 20, 2017

Committee minutes dated July 11, 2017

- Director Jackson reported that the team has a number of upcoming activities including a US Commercial Service Officer from the US Embassy in Korea who will be coming to Guam and speaking at the GVB membership meeting in August.
- He touched on the events around the Air Seoul launch that is scheduled for September and a couple upcoming missions in Korea.

E. MEMBERSHIP & COMMUNITY OUTREACH

- Director Kloppenburg reported that our next quarterly membership meeting will be on August 15 at the Westin Resort and Spa.
- We are currently accepting 2018 membership renewals and applications.
- As of today, we have 393 members.

F. NORTH AMERICA & PACIFIC MARKETS

G. RESEARCH

Director Jackson made a motion, seconded by Director Hofmann, to authorize the President and CEO as Chief Procurement Officer of GVB to enter into a contract with the lowest responsible and responsive bidder for GVB IFB 2017-006.

Motion approved

Background: The project consists of furnishing all necessary labor, materials, equipment, tools and services for the PRINTING OF GUAM CUSTOMS AGRICULTURE DECLARATION FORMS as generally described in the Scope of Work to print, package and deliver the Guam Customs/Agriculture Declaration Form on an as needed basis as directed by the GVB Research Department.
Issue: Board approval required.

H. RUSSIA & NEW MARKETS

- Director Jackson reported that the Russia market picks up in the summer. We have a regular Russian presence so business is somewhat like last year. With Donald Trump and Vladimir Putin's relationship, we can expect good things from this market.

I. VISITOR SAFETY & SATISFACTION

- Director Hong reported that the RFP for the Visitor Safety Officer Program will be announced during the first week of August.
- Video production for the Visitor Industry Professional Program commenced and the first set of drafts will be submitted during the first week of August.
- We will be providing financial support for the Southern Guam Soil and Water Conservation District.
- Tour Guide Certification will take place from August 7 to August 14 at GCC.
- The HERO Awards will be on Friday, July 28 at the Hilton Resort and Spa. Seventy-nine individuals have been nominated.
- New crosswalk signs will be installed throughout San Vitores Road. Signs will be translated for all source markets. The deadline to respond for this RFQ is July 31.

J. CULTURAL & HERITAGE

K. SPORTS & EVENTS

- Director Nault reminded the board that the Ko'ko' Half Marathon will be on October 29 in Agana.

L. ADMINISTRATION & GOV'T RELATIONS

- Director Jackson touched on the possible minimum wage increase. He stated that the Guam Chamber of Commerce and the Guam Hotel and Restaurant Association have been working directly with Speaker Cruz on this issue. Director Jackson stated there will either be a $0.45 or $0.50 increase to Guam's minimum wage effective January 1. Furthermore, tip credit will be adjusted to $8.25 meaning restaurant servers will not be impacted by the increase if their tips can be offset by the same amount.

M. DESTINATION MANAGEMENT

- Vice Chairman Mesa reported that of the 495 streetlights that need repairs, 374 have been completed. He advised the board to report any issues they come across to Destination Specialist for Infrastructure and Maintenance Doris Ada.
- He also thanked the team for their expediency in fixing the damaged road near T Galleria. The team will need to put out an RFQ for a more permanent solution for the road issues.
- Lastly, he reported that the signage proposal that was submitted to the legislature and the Governor's Office is for the hotel zone only.

VII. OLD BUSINESS

VIII. NEW BUSINESS
IX. EXECUTIVE SESSION

X. ANNOUNCEMENTS

Announcements:

- Quarterly membership meeting: Tuesday, August 15, 2017 (Tentative)

Upcoming Board Meetings:

- Thursday, August 10, 2017 at 3:30pm, GVB Main Conference Room
- Thursday, August 24, 2017 at 3:30pm, GVB Main Conference Room

XI. ADJOURNMENT

Director Hofmann made a motion, seconded by Director Kloppenburg, to adjourn the meeting. Meeting adjourned at 4:33pm.

Motion unanimously approved

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

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Board Minutes respectively submitted by Karida Brennan, Executive Secretary
Action Items:

1. VSS Committee to find solution for lighting issue along beaches
   - Lighted sidewalks
   - Lights provided by hotels, but not projected over water

2. Assignment of the Chairperson for the Administration and Government Relations Committee

3. Management to look into drafting rules and regulations for signage in bus shelters

4. Management to facilitate meeting with GVB, GIAA, and GEDA regarding the current situation in the Japan market

5. Management to schedule a board working session to discuss tourism capital improvements → Completed on June 22, 2017