



## BOARD OF DIRECTORS REGULAR MEETING

Thursday, April 26 2018 - 3:30pm

Guam Visitors Bureau - Main Conference Room

### BOARD OF DIRECTORS PRESENT:

Director Milton Morinaga	Director Monte Mesa
Director Brad Kloppenburg	Director Young Hong
Director Theresa Arriola	Director Katarina Sgro
Director Samuel Shinohara	Director Bartley Jackson

### BOARD OF DIRECTORS TELEPHONICALLY:

### BOARD OF DIRECTORS ABSENT:

Director Eduardo "Champ" Calvo	Director Satoru Murata
Director Tatsuo Takano	Director William Nault
Director Hofmann	

### GVB MANAGEMENT & STAFF PRESENT:

Jon Nathan Denight	Maura Yi	Rose Q. Cunliffe
Brian Borja	June Sugawara	Karida Brennan
Nico Fujikawa	Colleen Cabedo	Nakisha Garrido
Josh Tyquiengco	Regina Nedlic	Nadine Leon Guerrero

### GVB MANAGEMENT & STAFF TELEPHONICALLY:

### GUESTS:

#### I. CALL TO ORDER

Chairman Morinaga called the meeting of the board to order at 3:52 pm.

#### II. MINUTES OF THE PREVIOUS MEETING

Exhibit A

Director Jackson made a motion, seconded by Director Shinohara, to approve the minutes of the previous board of directors meeting dated April 12, 2018.  
**Motion unanimously approved (Subject to minor revisions)**

#### III. CHAIRMAN'S REPORT

#### IV. PRESIDENT & CEO'S REPORT

# GUAM VISITORS BUREAU PRESIDENT'S REPORT 04-26-2018

## April 2018

April 1-24, 2018 **Total: 92,576 (-4.3%)**

% Market Mix	Origin	2017	2018	% to LY
34.4%	Japan	40,125	31,815	-20.7%
51.3%	Korea	41,866	47,454	13.3%
0.8%	China	1,330	758	-43.0%
0.5%	Hong Kong	1,686	491	-70.9%
1.9%	Taiwan	2,490	1,728	-30.7%
5.8%	US/Hawaii	4,437	5,341	20.4%
1.5%	Philippines	1,760	1,387	-21.2%
0.3%	Russia	186	233	25.3%

Source: Guam Customs Declaration Forms, Processed by the Guam Visitors Bureau.

Note: April 2018 Daily Arrivals reflect Chilian Air arrivals only

## Calendar Year to Date 2018

January – April 24, 2018 **Total: 489,055 (-3.5%)**

% Market Mix	Origin	2017	2018	% to LY
37.0%	Japan	222,902	180,808	-18.9%
46.9%	Korea	200,778	229,408	14.3%
1.4%	China	9,096	7,021	-22.8%
0.4%	Hong Kong	7,345	1,867	-74.6%
1.9%	Taiwan	12,803	9,100	-28.9%
5.7%	US/Hawaii	24,537	27,713	12.9%
1.1%	Philippines	5,597	5,215	-6.8%
0.3%	Russia	1,209	1,670	38.1%

Source: Guam Customs Declaration Forms, Processed by the Guam Visitors Bureau.

Note: April 2018 Daily Arrivals reflect Chilian Air arrivals only

## Fiscal Year to Date 2018

October 2017 – April 24, 2018 **Total: 864,566 (-3.7%)**

% Market Mix	Origin	2017	2018	% to LY
35.7%	Japan	404,491	308,599	-23.7%
48.2%	Korea	352,784	418,497	18.1%
1.3%	China	14,483	11,086	-23.5%
0.5%	Hong Kong	10,843	3,927	-63.8%
1.7%	Taiwan	22,524	15,056	-33.2%
5.4%	US/Hawaii	42,438	46,381	9.3%
1.3%	Philippines	12,624	11,548	-8.5%
0.3%	Russia	2,156	2,818	30.7%

Source: Guam Customs Declaration Forms, Processed by the Guam Visitors Bureau.

Note: April 2018 Daily Arrivals reflect Chilian Air arrivals only

## Japan Market Update

### Capacity Forecast in 2018

(as of 10 Apr 2018)

Data Source: Dip PA & other MI

#### Forecast as of 02Apr18

Total about 640 000 seats

about 3 650 flights

Schedule 575 000 seats

3 300 flights

Charter 64 000 seats

350 flights

vs 2017 -26% (-232 000 seats)



#### Forecast as of 03Mar18

Total about 63 8000 seats

about 3 630 flights

Schedule 575 000 seats

3 300 flights

Charter 63 000 seats

330 flights

vs 2017 -30% (-255 000 seats)



Confidential and subject to change

(as of 10 Apr 2018)

## Air Service Development

### 1. Charter Plan 2018

- Summer charter flights are expected to operate more than 100 times
- More than 350 charters are planned to operate throughout a year
- Capacity growth rate : 193%

### 2. Regular operation

- Continue discussing with full service carriers and LCCs.
- Some carriers based in Asia are considering to operate to Guam.

### 3. South Korea Nationality Carriers

- Fifth freedom rights : Both Jeju Air and T way
- Discussion is still ongoing at the moment.

Confidential and subject to change

### Air Service Development

**Summer Charter Update:**  
 Long-term charter program is planned (summer holiday period)  
 (as of 10Apr 2018)

Airline	Dep. port	Dep. Date	Return Date	Aircraft	Capacity
Twysy	Narita	21-July-18	17-Sep-18	B737-800	188
Jin Air	Narita	21-July-18	30-Sep-18	B737-800	189
Uzbekistan	Nagoya	27-July-18	29-Aug-18	A320-200	148

July - September :  
 • Narita : 24700 seats  
 • Nagoya : 5033 seats  
 • Total : 29732 seats  
 Comparison to LY: 178%



### PR & Marketing - Latest & Upcoming Exposures (GVB/J collaboration)

- March : Print 3 / TV 1 / Cable TV 1 / Radio 1
  - April : Print 4 / Cable TV 6 / Radio 1
  - Targeting F1 ( female aged 20-34 years)
- (One media did not go through GVB/J selected Hotel Santa Fe for tie-in)

TYPE OF MEDIA	NAME OF MEDIA	MEDIA TARGET	LAUNCH DATE
RADIO	FM NORTH WAVE	HONOLULU AREA	09-Mar-18
TV	Total Summer Report	All Nationwide	09-Mar-18
WEB	Asahi Shimbun & Travel	All Nationwide	14-Mar-18
PRINT	MESMO	FJ HOUSEWIVES	22-Mar-18
PRINT	J. Shun	SOCHI AREA DL	22-Mar-18
CABLE TV	Shima RUI	Runners	24-Mar-18
PRINT	KURASHI	F1 F2 HOUSEWIVES	30-Mar-18

TYPE OF MEDIA	NAME OF MEDIA	MEDIA TARGET	LAUNCH DATE
CABLE TV	Shima RUI	Runners	06-Apr-18
CABLE TV	Shima RUI	Runners	13-Apr-18
RADIO	FM NORTH WAVE	HONOLULU AREA	14-Apr-18
CABLE TV	Shima RUI	Runners	18-Apr-18
PRINT	Travel with a Child Japan Guidebook	Family	20-Apr-18
PRINT	CGMCD Colorful Guam Guidebook	OL, Instagrammers	20-Apr-18
CABLE TV	Shima RUI	Runners	27-Apr-18
CABLE TV	Shima RUI	Runners	27-Apr-18
PRINT	Chief Support Traveler	Outdoors	28-Apr-18
PRINT	Family Magazine	OL, Instagrammers	29-Apr-18



Cover page draft of "Colorful GUAM" Guidebook by GENIC

### Japan Market Update

- AKB48 Fan Tour**
- April 20: AKB photo shoot for Instagram
  - April 21: AKB Special Live at "The Beach"
  - April 21: After party at PIC with special award ceremony recognizing AKB members as official InstaGuammers
  - Total participants: 378 (JTB: 315; HIS: 58; Rakuten 3, 1 ace 2)

Travel Agent	By Port				Total
	Narita	Kansai	Chubu	Fukuoka	
JTB AKB Official Tour	250	37	20	8	315
Other Travel Agents (HIS 56 Rakuten 4, 1 ace 2)	60	2	0	0	62
	Total				377



### Japan Market Update

- AKB48 Fan Tour Media Coverage**
- Sankei Sports Newspaper
  - Sports Nippon Newspaper
  - AKB exclusive TV program Nemousu TV covered the event and will air in May (ad value \$30,000,000)
  - Newspaper and web ad value: \$119,379.13
  - Press release ad value: \$81,258.80
  - Total: \$200,637.93
- Instagram Posting**
- Outreach number: 2,935,000
  - Likes: 305,005
  - Comments: 2,436



### Japan Market Update

- Sado Island Toki Marathon**
- Saturday, April 22 in Niigata, Japan
  - Guam delegaton Brian Borja and local elite runner Manami Iijima (first female finisher for 10k race)
  - 5th year of sister-race agreement
  - 2,200+ participants
  - Opportunities flier distribution to promote Ko'ko' races, Guam booth on race day, meet with Mayor of Sado Motohiro Miura, Sado Sports Association, and Sado City Board of Education



### Guam Chamber of Commerce

GVB President and CEO Nathan Denight was the guest presenter at the Guam Chamber of Commerce General Membership meeting for a tourism and Japan market update on Wednesday, April 25.





**Guam Micronesia Island Fair**

- GMIF turns 30
- GVB signature event from May 2-6 at Paseo de Susana in Hagåtña
- Delegations from CNMI, Chuuk, Kosrae, Marshall Islands, Palau, Pohnpei and Yap to return
- Theme: "We are Micronesia"
- Featured attractions:
  - Food & Beverages/ Food trucks
  - Arts & crafts
  - Storytelling & Live Art
  - CAHA Masters
  - Sakman Chamorro w/ Mario Borja
  - Free wi-fi courtesy of GTA
  - Heineken Beer Garden
  - Wall Garden
  - Games & rides
  - Live cultural performances and local entertainment from our region



- Director Jackson is concerned with the decline in the Japan market demand. Vice Chairman Mesa disagreed, the demand is there but for an affordable price point to compete with other travel destinations. Director Jackson said the demand is what's on the books; the demand for a lower price point is not good enough. Director Shinohara shared everybody's prices are higher during peak season because the demand is there. Vice Chairman stated it is GVB's responsibility to find a charter that will offer an attractive rate for both consumers and businesses and get them to Guam. GVB needs to create the demand.
- Chairman Morinaga stated different airlines within Japan were satisfied prior to the start of LCCs. Once LCCs entered the market, the demand shifted. Other destinations with bigger marketing budgets have the power to subsidize LCCs and travel agents incomparable to Guam. Chairman Morinaga pointed out UA prices from Japan to Hawaii are still cheaper than Japan to Guam. Director Shinohara stated that Guam is not being forsaken; UA has put big investments into Guam and continue to do so. Chairman Morinaga stated airlines need the guarantee that seats will be filled and in turn travel agents need the assurance the seat they sell will be there 90 days out. Director Shinohara explained Guam as a destination has become more expensive over the years, not just the airlines. Director Arriola added it is our job is to create the demand in Japan, and asked do we have strategies in place to do so? President Denight stated a lot of factors affect the number of our visitor arrivals. JMC has been working closely with airline partners to continue services to and from Japan (major cities), they have been discussing the pricing issue with UA and UA has been cooperative. GVB has been collaborating with travel agents on promotions and packages to advertise throughout the country.





V. TREASURER'S REPORT

Exhibit B

EXHIBIT B

FY 2018						
	Appropriation	Received to Date		Balance		
Operations	\$ 18,750,216.00	\$ 8,074,711.17	43%	\$ 10,675,504.83		57%
Sustained Marketing - Korea	\$ 4,000,000.00	\$ 1,454,545.44	36%	\$ 2,545,454.56		64%
Destination Development	\$ 1,085,000.00	\$ 522,083.31	48%	\$ 562,916.69		52%
GVB Cruise Ship Industry Development Program	\$ 50,000.00	\$ 20,833.31	42%	\$ 29,166.69		58%
Rainy Day Fund	\$ 200,000.00	\$ 83,333.31	42%	\$ 116,666.69		58%
Cultural & Sports Ambassador Fund	\$ 200,000.00	\$ 83,333.31	42%	\$ 116,666.69		58%
Pass-Thru	\$ 790,000.00	\$ 329,166.36	42%	\$ 460,833.64		58%
<b>TOTAL RECEIVABLES FY 2018</b>	<b>\$ 25,075,216.00</b>	<b>\$ 10,568,006.21</b>		<b>\$ 14,507,209.79</b>		

Accounts

**RESTRICTED**

Bank of Guam - Rainy Day Fund <sup>1</sup>	\$ 1,640,607.26
Cultural & Sports Ambassador Fund <sup>2</sup>	\$ 258,710.67
GVB Cruise Ship Industry Development Program	\$ 10,253.02
<b>TOTAL RESTRICTED</b>	<b>\$ 1,909,570.95</b>

**UNRESTRICTED**

Bank of Guam - Operations	\$ 12,031,272.85
First Hawaiian Bank - Membership	\$ 67,007.82
Resona	\$ 388,516.22
Bank of Guam - TAF	\$ 520,640.24
Raymond James - CD value as of 3/31/2018 <sup>3</sup>	\$ 2,548,374.94
<b>TOTAL UNRESTRICTED</b>	<b>\$ 15,555,812.07</b>

**TOTAL CASH as of 4/23/2018**

**\$ 17,465,383.02**

Current Payables

Asatsu Invoices (DEC - MAR)	\$ 3,756,915.19
Japan Invoices	\$ 160,768.40
Guam Invoices	\$ 515,096.18
Pass-Thru	\$ 17,499.99
Encumbered Contracts	\$ 3,070,056.00
Encumbered Purchase Orders	\$ 133,712.89
<b>TOTAL PAYABLES as of 4/23/2018</b>	<b>\$ 7,854,048.65</b>

NOTES

**NOTE 1**

\$1,640,607.26	Rainy Day Fund
<del>(\$184,234.64)</del>	Rainy Day expenses Japan - reimburse Operations
<b>\$1,456,372.62</b>	

**NOTE 2**

\$258,710.67	Cultural and Sports Ambassador Fund
<del>(\$26,100.00)</del>	Cultural and Sports Ambassador expenses - reimburse Operations
<b>\$232,610.67</b>	

**NOTE 3**

\$2,548,374.94	Raymond James - CD
<del>(\$1,169,250.98)</del>	PAID - China airline incentive program and market advertising
<del>(\$300,000.00)</del>	PAID - Sponsorship Guam Football Association
<del>(\$20,000.00)</del>	PAID - GEDA Imagine Guam Masterplan Overlay
<del>(\$842,642.84)</del>	PAID - Pale San Vitores Road Bus Shelter Project
<del>(\$28,783.52)</del>	PAID - Planning, Architectural and Engineering Services for Tumon Bay improvement
<del>(\$75,000.00)</del>	PAID - Sponsorship Guam Basketball Federation FIBA U17 Championship
<del>(\$10,000.00)</del>	PAID - Hagatna maintenance and streetscape project for GMIF
<del>(\$57,357.16)</del>	BALANCE - Pale San Vitores Road Bus Shelter Project
<del>(\$45,340.44)</del>	BALANCE - Planning, Architectural and Engineering Services for Tumon Bay Improvement
<b>0.00</b>	

April 23, 2018



- o Director Shinohara and Finance Director Cunliffe reported the audit was release from OPA two Sundays ago and the bureau had a clean audit with no significant findings.

## VI. REPORT OF THE BOARD COMMITTEES

### A. EXECUTIVE COMMITTEE

#### MICRONESIA ISLAND FORUM

Vice Chairman Mesa made a motion, seconded by Director Arriola, to ratify travel for the GVB Director of Global Marketing and one (1) Marketing Manager to attend the Micronesia Island Forum (MIF) in Saipan from April 25-27, 2018. The forum will take place simultaneously with the PATA Micronesia Chapter 1<sup>st</sup> Tri-Annual Membership Meeting from April 24-26, 2018. Guam Visitors Bureau Board of Directors approved the motion for travel to participate in the PATA Micronesia Chapter meeting and therefore, no further expenses required for approval.

**Motion approved**

**Background:** The Guam Visitors Bureau (GVB) will be participating in the PATA Micronesia Chapter 1<sup>st</sup> Tri-Annual Membership Meeting from April 24-25, 2018. GVB Board of Directors has approved the motion for GVB's participation in the tri-annual meetings for 2018 and because the Chapter meetings are taking place around the same time as the Micronesia Island Forum (MIF), there are no additional costs for travel expenses.

The PATA Micronesia Chapter will be participating in the MIF meetings, and more importantly, through the host island, will be presenting on the regional marketing and promotional efforts during the Regional Tourism Council committee meeting on April 26, 2018.

The Micronesia Island Forum brings together the six Governors and three Presidents of Micronesia, as well as policy representatives from the CNMI, Guam, Republic of Palau, Republic of the Marshall Islands and the Federated States of Micronesia, to discuss regional cooperation on a variety of issues that concern the region.

The three-day event will feature presentations from all nine island jurisdictions and several key federal and regional partners. Topics discussed include the state of the region's health care, telecommunications, renewable energy, regional workforce development, transportation and more.

**Issue:** Board approval needed.

### B. ADMINISTRATION & GOV'T RELATIONS

- o Chairman Morinaga stated the Guam Medical Association (GMA) will conduct a meeting on funding options for the Guam Memorial Hospital (GMH). He is concerned with the voiced opinion of Dr. Vince Akimoto proposing to have \$30 million from the TAF to be allocated to fund GMH. President Denight said the discussion will be monitored in the event GVB will have to make a stance against Dr. Akimoto's statement. Director Arriola added GVB can make a comment but all opinions need not an individual response. It is important GVB have an approved a budget plan with the legislature to push our agenda.
- o Chairman Morinaga reported a measles outbreak in Japan, 80 cases in Okinawa, contracted from a Taiwan flight attendant. President Denight to check with DPHSS for measles vaccination and to monitor the situation. Director Jackson reassured the board that all children in the US must have their shots/vaccination before entering school.

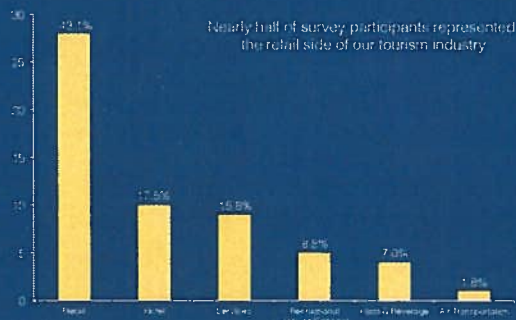
### C. RESEARCH

## 2018 SALES TAX MEMBERSHIP SURVEY

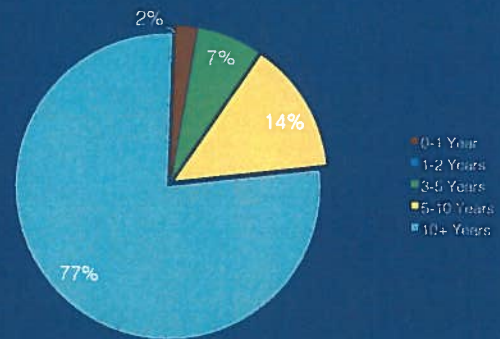
### BACKGROUND AND METHODOLOGY

- With the passing of P.L. 34-87, a survey measuring the impact of imposing a "General Sales Tax" was sent to all GVB members on April 2, 2018.
- As of April 25, 2018 a total of 47 membership representatives have participated in the self-administered survey.
- The margin of error for a sample of 47 is +/- 11.0 percentage points with a 90% confidence level. Meaning there is 90% likelihood that their responses would not differ by +/- 11.0 percentage points.

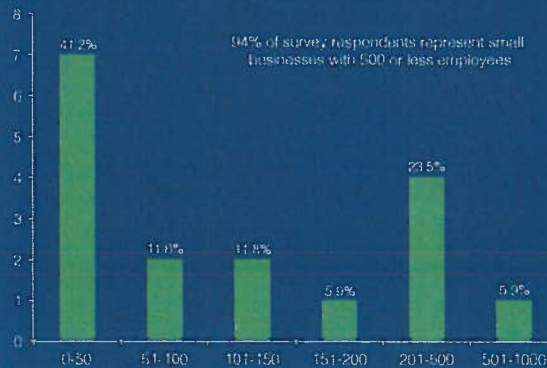
### BUSINESS PROFILE - TYPE OF BUSINESS



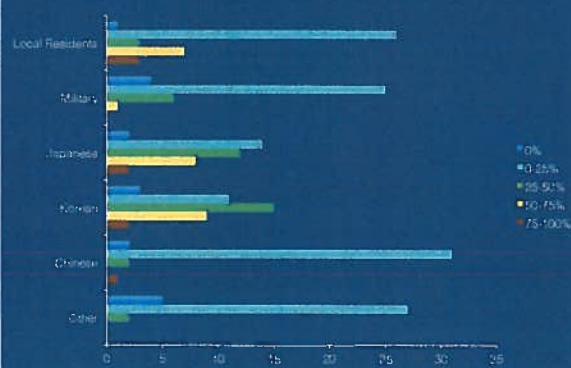
### LENGTH OF EXISTENCE

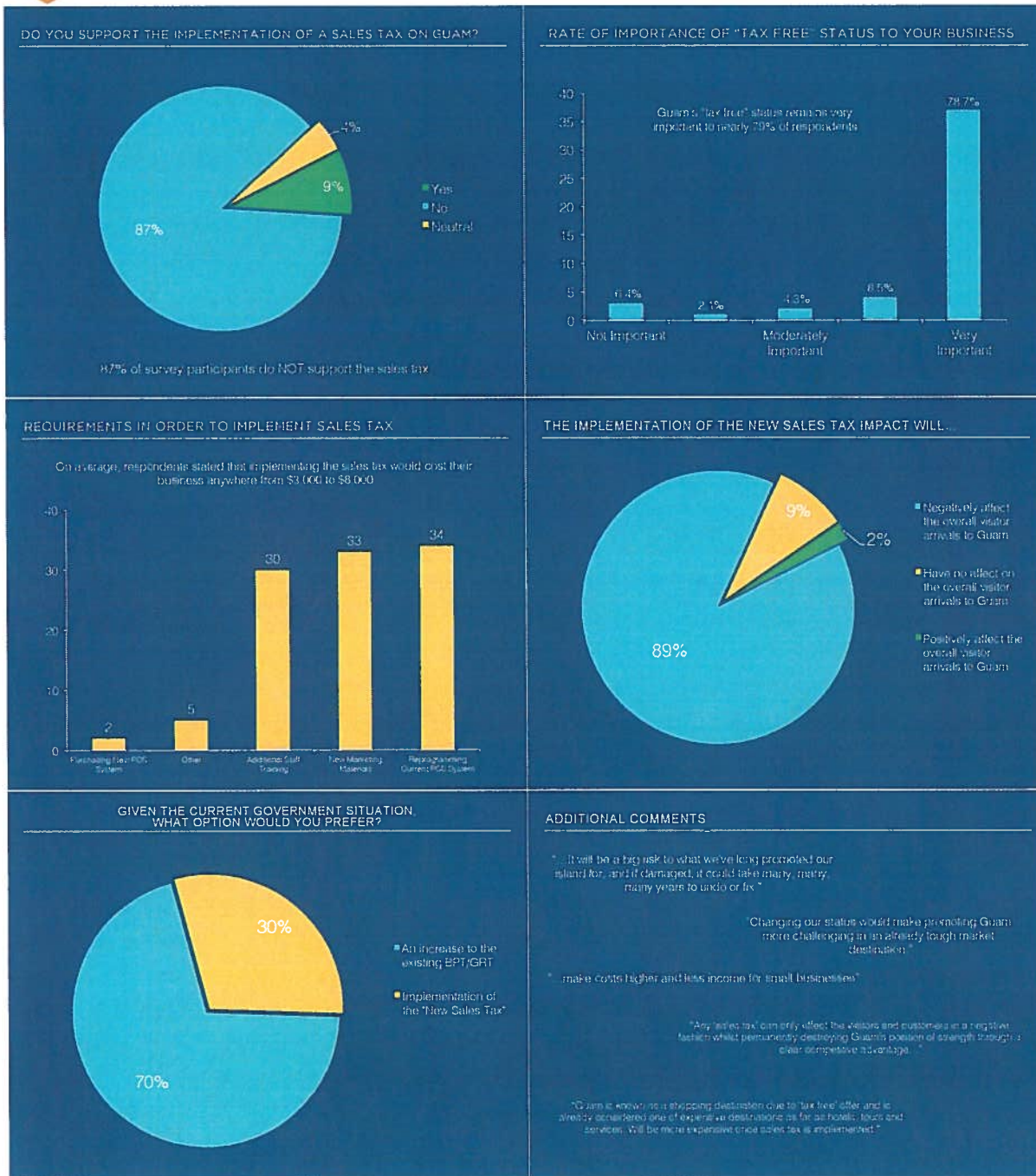


### NUMBER OF EMPLOYEES



### CUSTOMER PROFILE





- o Acting Research Director Fujikawa gave a brief update on the membership sales tax survey: 47 out of 319 surveys received, retail heavy representation, with a diverse pool of consumers. Majority of membership stated they oppose the implementation of a sales tax, having a tax free status was important to their business and would rather have an increased BPT over the implementation of a new sales tax. Director Jackson stated this opinion survey does not satisfy the question GVB needs to answer, what is the impact of a sales tax in the market. President Denight stated the economic impact study is still being done by Tourism







Economics. Director Jackson stated it is necessary to go to the source markets for qualified information to know if the concept of a sales tax is going to impact consumers' decision to come to Guam. Director Arriola agrees with Director Jackson and clarified that a membership opinion poll is important, however the types of membership needed to be weighted. President Denight said the overseas GVB offices feedback can be obtained and Tourism Economics should be looking into case studies for Guam, a draft of the study should be received soon. Director Shinohara pointed out the frustration on the haste decision for a sales tax implementation with no conversation/discussion of its impact.

#### D. GREATER CHINA

- o Director Shinohara shared the China sales mission in Shenzhen and Guangzhou was positive with the presentation of GVB's #instaGuam campaign. Although UA pulled out of Shanghai, the team is collaborating with Korean Airlines and Philippines Airlines to route Chinese visitors through their home airports. The team is also working with China Airlines to make sure the additional flights stay on for a longer term beyond its trial.

#### E. RUSSIA & NEW MARKETS

- o Director Jackson shared as the rise in oil price continues so does the strength for the ruble, contributing the growth of the Russian market. The annual trade show to Vladivostok, Russia will take place May 18-20, 2018. Director Jackson, Vice Chairman Abraham, and Marketing Manager Nedlic will represent Guam this year.
- o Chairman Morinaga asked if there were any updates on the Russian asylum, Director Jackson stated there are about 150 Russians seeking asylum locally. It is a concern because there are instructional YouTube videos on how to obtain asylum to the US through Guam. Efforts need to be made to stop this loophole and cooperation with CBP is needed.

#### F. KOREA

**Committee minutes dated April 10, 2018**

**Exhibit C**

- o Director Jackson informed the board KMC has a lot of upcoming promotions. The team is preparing for the upcoming trip in June, two trade shows surrounding one food festival. Korea arrivals continue to grow and would increase further if it were not for issues in flight maintenance.

#### G. JAPAN

**Committee minutes dated April 10, 2018**

**Exhibit D**

- o President Denight shared the team will be traveling to meet with Japan Airlines and H.I.S. in hopes to extend their second flight for the winter schedule.

#### H. NORTH AMERICA & PACIFIC MARKETS

##### PATA ANNUAL SUMMIT

Director Arriola made a motion, seconded by Director Jackson, to replace the Director of Global Marketing for a GVB Marketing Staff to attend the PATA Annual Summit in Gangneung, Korea from May 17-20, 2018.

**Motion approved**



**Background:** The Guam Visitors Bureau Board of Directors had previously approved the PATA Annual Summit motion at the beginning of the fiscal year. The motion is to reflect the change in traveler and does not affect the overall cost of travel.

GVB is an active member of PATA and a former host of the PAS 2016. GVB President & CEO and GVB Director of Global Marketing are active PATA Executive Board Members. The summit normally comprises of a one-day industry conference, with the Association's Annual General Meeting, PATA Youth Symposium, PATA Marketplace, and PATA Chapter Colloquium scheduled. Guam, along with other chapters worldwide also attends the Gala Dinner, committee meetings, workshops and product tours of the destination. In addition, the President/CEO will be attending the Executive/Board meetings.

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

- I. DESTINATION MANAGEMENT
- J. MEMBERSHIP & COMMUNITY OUTREACH
- K. VISITOR SAFETY & SATISFACTION

- o Chairman Morinaga shared the issue with one homeless Japanese lady who has been causing problems with hotels and visitors committing misdemeanors. He was informed by the Japanese Consulate in order for her to be deported to Japan she would have to be arrested. G4S has been informed and will monitor the lady.
- o Chairman Morinaga informed the board of a two car heist that took place at Hilton, suspect is said to drive a white Honda Civic.
- o There has been a growing homeless issue, recently VSOs cleaned out a group of homeless people camping out at Guma Trankilidat. The VSO program has been working well for Tumon i.e. cleaning out the areas and making sure visitors are safe. GVB needs to recognize our VSOs and the program.

L. CULTURAL & HERITAGE

KOTFA 2018

Director Arriola made a motion, seconded by Director Shinohara, to approve travel for two (2) musicians and four (4) dancers to attend the 2018 KOTFA opening ceremony on June 14, 2018 in Seoul, Korea. Cost is approximately \$9,736.00 from Acct# DM-CPO001.

Motion approved

CHC Travel Expenses

Airfare (\$800 x 6 pax)	\$4,800.00
Seoul Per Diem - Lodging (\$230/night x 2 nights x 6 pax)	\$ 2,760.00
Seoul Per Diem - M&IE (\$148/day x 2 days x 6 pax)	\$ 1,776.00
Musicians Prof. Fee - \$100 x 1 day x 2 pax	\$ 200.00
Dancers Prof. Fee - \$50 x 1 day x 4 pax	<u>\$ 200.00</u>
<b>Total</b>	<b>\$9,736.00</b>

**Background:** The Guam Visitors Bureau Board of Directors had previously approved the KOTFA travel motion at the beginning of the fiscal year. In the motion, GVB approved travel for a GVB Board Member, GVB President & CEO or designee, Director of Global Marketing, one GVB Marketing Staff, GVB Culture & Heritage Officer, and a Miss Guam. GVB requests to send a





cultural delegation to perform at the opening ceremony of the KOTFA Show in an effort to gain media coverage and raise Guam's presence at the show.

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

**M. SPORTS & EVENTS**

**VII. OLD BUSINESS**

**VIII. NEW BUSINESS**

**IX. EXECUTIVE SESSION**

**X. ANNOUNCEMENTS**

- o Guam Micronesia Island Fair, Wednesday, May 2 - 6, 2018 at 5:00 - 9:00pm, Friday & Saturday 5:00 - 11:00pm, Paseo de Susana, Hagåtña
- o Director Jackson announced Tennis Exhibition featuring Tommy Haas and Dominik Hrbaty May 10, 2018 at the Hilton Guam (proceeds will benefit the Guam National Tennis Center) and a Golf Tournament on May 9, 2018
- o Director Kloppenburg announced the passing of Matthew Martin, General Manager of Wyndham Gardens

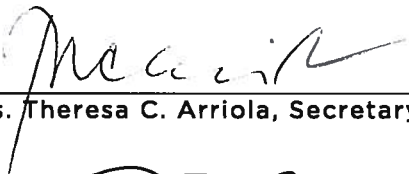
**Upcoming Board Meetings:**

- o Thursday, May 10, 2018 at 3:30pm, GVB Main Conference Room
- o Thursday, May 24, 2018 at 3:30pm, GVB Main Conference Room

**XI. ADJOURNMENT**

Vice Chairman Mesa made a motion, seconded by Director Shinohara, to adjourn the meeting. Meeting adjourned at 4:56pm.

Motion unanimously approved

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

  
\_\_\_\_\_  
Board Minutes respectively submitted by Maura Yi, Executive Secretary



**Action Items:**

1. Management to work with DRT on extended homestay issue  
~~→ Designing fact sheet, outreach program for B&B/short-term vacation rental owners scheduled for May 22, 2018~~
2. Management to conduct impact study on Guam sales tax  
~~→ Tourism Economics working on impact study~~
3. ~~Management to survey membership for opinions on sales tax~~  
~~→ Membership survey 40 responses received~~