

Visitor Demographics, Motivation & Spending

	JAPAN		KOREA
Marital Status		Marital Status	
Single	54%	Single	78%
Married	46%	Married	22%
Age		Age	
Less than 20 years	2%	Less than 20 years	1%
20-29 years	48%	20-29 years	26%
30-39 years	29%	30-39 years	51%
40-49 years	15%	40-49 years	18%
50+ years	7%	50+ years	4%
Income		Income	
Less than ¥3.0M	16%	Less than KW24.0M	7%
¥3.0M-¥3.9M	15%	KW24.0-KW48.0M	34%
¥4.0M-¥4.9M	14%	KW48.0-KW72.0M	28%
¥5.0M-¥6.9M	19%	KW72.0M+	28%
¥7.0M-¥9.9M	14%	No income specified	3%
¥10.0M+	18%		
No income specified	3%		
Travel Companions		Travel Companions	
Friends	46%	Friends	10%
Family	25%	Family	41%
Spouse only	20%	Spouse only	33%
Child	15%	Child	34%
Office	5%	Office	8%
Alone	3%	Alone	7%
Other	1%	Other	0%
Trip Status		Trip Status	
First Timers	61%	First Timers	80%
Repeaters	39%	Repeaters	20%
Repeat Visitors Last Trip		Repeat Visitors Last Trip	
Within the last year	27%	Within the last year	29%
1 to 2 years	23%	1 to 2 years	21%
2 or more years	50%	2 or more years	50%
Gender		Gender	
Male	53%	Male	50%
Female	47%	Female	50%
Length of Stay	3.0 days	Length of Stay	3.60 days
1-2 nights	22%	1-2 nights	3%
3-4 nights	72%	3-4 nights	88%
5-6 nights	4%	5-6 nights	6%
7+ nights	2%	7+ nights	3%
Expenditures (per person)		Expenditures (per person)	
Prepaid	\$720.90	Prepaid	\$790.20
On-Island	\$499.40	On-Island	\$412.40
Average Exchange Rate	¥89.65	Average Exchange Rate	KW1169.22
Travel Planning		Travel Planning	
Full tour package	20%	Full tour package	59%
Free-time package	66%	Free-time package	29%
Individually arranged travel	10%	Individually arranged travel	8%
Group tour	3%	Group tour	3%
Other	1%	Other	1%
Travel Motivation		Travel Motivation	
Beach	58%	Beach	41%
Travel Time	45%	Travel Time	25%
Pleasure	42%	Pleasure	9%
Price	35%	Price	8%
Prior Trip	27%	Prior Trip	9%
Relaxation	35%	Relaxation	55%
Shop	29%	Shop	13%
Water Sports	19%	Water Sports	10%
Safe Destination	18%	Safe Destination	24%
Recommendation	15%	Recommendation	16%
Honeymoon	6%	Honeymoon	17%
To Get Married	6%	To Get Married	na
Scuba	6%	Scuba	na
Local Expenditures		Local Expenditures	
FY2005 (¥107/US\$1)	\$676	FY2005	n.a.
FY2006 (¥116/US\$1)	\$666	FY2006	n.a.
FY2007 (¥119/US\$1)	\$584	FY2007	n.a.
FY2008 (¥108/US\$1)	\$603	FY2009 (W989.84/US\$1)	\$485
FY2009 (¥95/US\$1)	\$606	FY2009 (W1328.48/US\$1)	\$318
FY2010 (¥89.65/US\$1)	\$499	FY2010 (W1169.22/US\$1)	\$412

Source: FY2010 GVB Japan and Korea Exit Surveys, FY2010 Data Aggregation Reports, and Aggregate expenditure data. Fieldwork and analysis by Qmark Research Guam. Percentages are rounded and may not add up to 100%. Average exchange rate source: oanda.com



From left, Juanita Aguon, Rose Cunliffe, and Laurette Perez.

Guam Visitor Bureau
Balance Sheet
As of 9/30/2010
(UNAUDITED)

	<u>Current Year</u>
Assets	
Current Assets	
Cash & Cash Equivalents	6,478,140.42
Accounts Receivable -	1,752,979.00
Prepaid Expenses	139,576.71
Other Current Assets	(4,973.13)
Accounts Receivable - Other	137,269.54
Total Current Assets	<u>8,502,992.54</u>
Long-term Assets	
Property & Equipment	7,203,848.83
Total Long-term Assets	<u>7,203,848.83</u>
Total Assets	<u><u>15,706,841.37</u></u>
Liabilities	
Current Liabilities	
Accounts Payable	1,797,939.18
Deferred Revenue	1,752,979.00
Total Current Liabilities	<u>3,550,918.18</u>
Unfunded Pension Cost	0.00
Accrued Annual Leave	99,843.51
Accrued Sick Leave	102,254.58
Total Liabilities	<u>3,753,016.27</u>
Net Assets	
Beginning Net Assets	
Net Assets	12,499,242.20
Total Beginning Net Assets	<u>12,499,242.20</u>
Adjustment to Net Assets	(881,443.77)
Current YTD Net Income	336,026.67
Total Net Assets	<u>11,953,825.10</u>
Total Liabilities and Net Assets	<u><u>15,706,841.37</u></u>

Guam Visitor Bureau
Statement of Revenues and Expenditures
Fiscal Year Ended September 30, 2010
(UNAUDITED)

	Current Year Actual
Revenue	
GovGuam Allotments	13,443,740.00
Membership	52,700.00
Interest Income	11,878.91
Foreign Exchange Gain/Loss	(55,843.48)
Consumption Tax	210,376.01
Miscellaneous	185,538.73
In-Kind Contributions	988,083.33
Total Revenue	14,836,473.50
Expenditures	
Personnel	1,561,181.39
Travel	445,593.32
Utilities	184,377.96
Professional Services	7,904,516.25
Advertising	69,008.51
Insurance	21,500.00
Materials & Supplies	184,356.35
Rent/Lease	283,172.18
Repair & Maintenance	47,296.45
Equipment	76,533.61
Miscellaneous	889,285.15
Pass Thru Appropriations	276,812.00
Consumption Tax	97,638.77
Contractual Services	798,931.56
In-Kind Contributions	988,083.33
Lapse Funds	282,600.00
Bad Debt	0.00
Grants	275,585.00
Depreciation	113,975.00
Total Expenditures	14,500,446.83
Increase(Decrease) in Net Assets	336,026.67



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