



GUAM VISITORS BUREAU

Korean Visitor Tracker Exit Profile

FY2016

OCTOBER 2015



Prepared by: QMark Research

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Background & Methodology

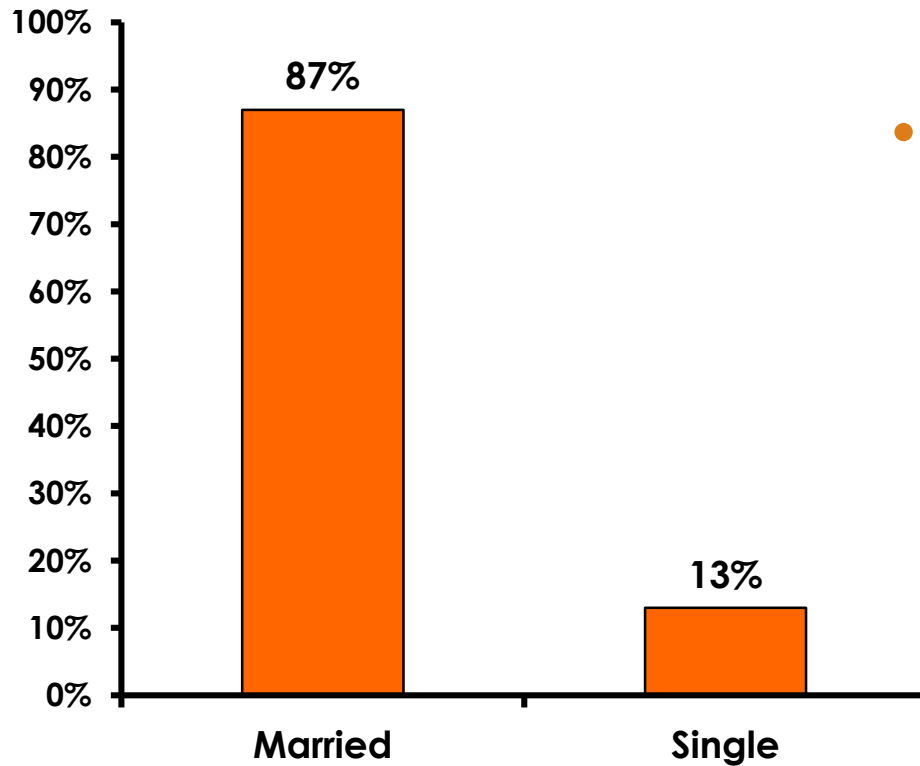
- All surveys were partially interviewer administered, as well as self-administered. Upon completion of the surveys, QMark's professional Japanese speaking interviewers double-checked each questionnaire for consistency and completeness, while the respondent is present.
- A total of **351** departing Korean visitors were randomly interviewed at the Guam A.B. Wonpat International Airport's departure and waiting areas.
- The margin of error for a sample of **351** is +/- 5.23 percentage points with a 95% confidence level. That is, if all Korean visitors who traveled to Guam in the same time period were asked these questions, we can be 95% certain that their responses would not differ by +/- 5.23 percentage points.

OBJECTIVES

- To monitor the effectiveness of the Korean seasonal campaigns in attracting Korean visitors, refresh certain baseline data, to better understand the nature, and economic value or impact of each of the targeted segments in the Korea marketing plan.
- Identify significant determinants of visitor satisfaction, expenditures and the desire to return to Guam.

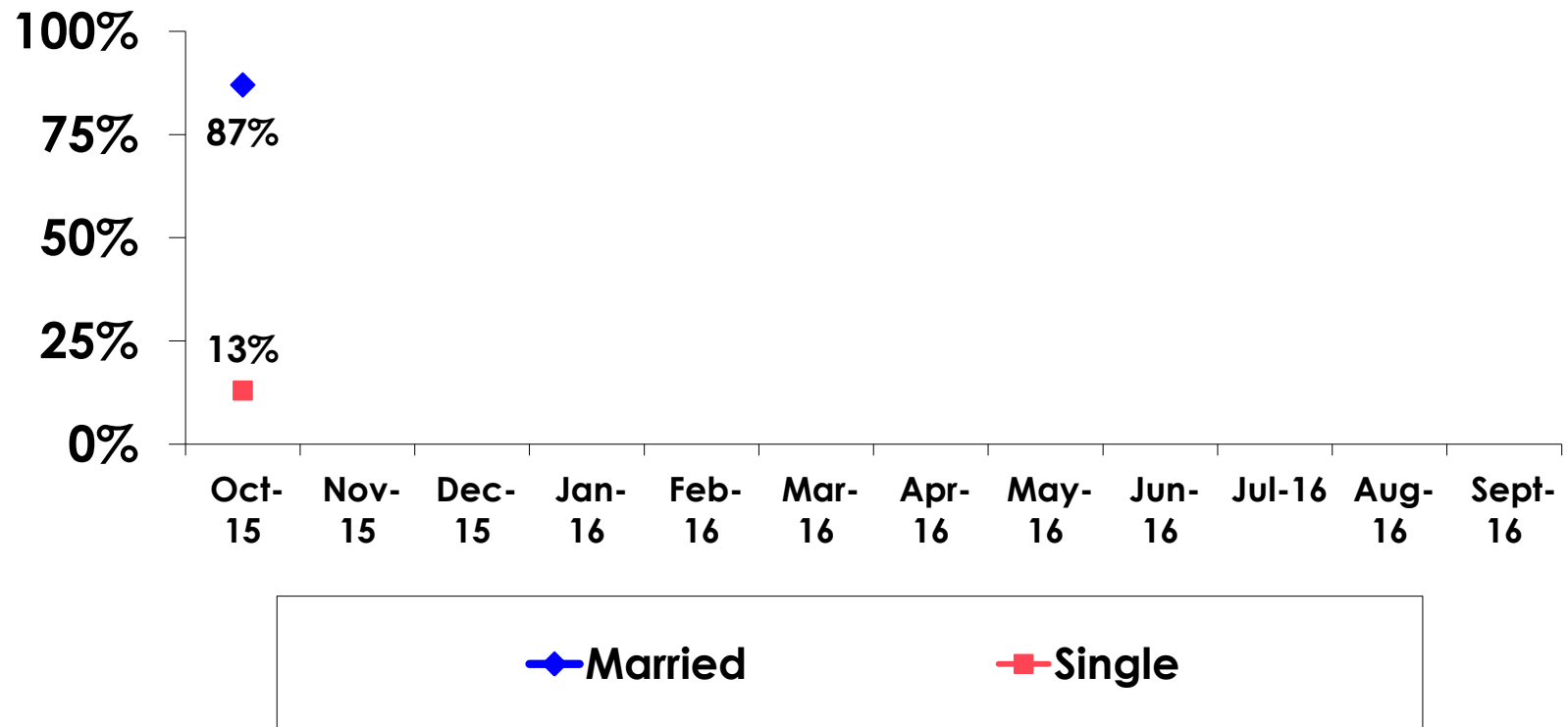
SECTION 1 **PROFILE OF RESPONDENTS**

Marital Status - Overall

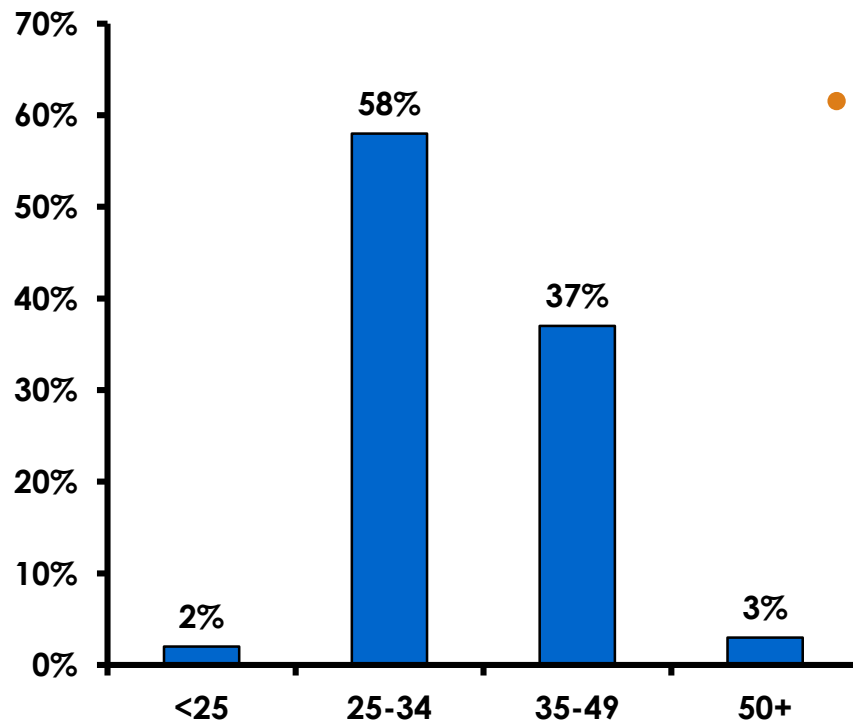


- Majority of Korean visitors are married.

MARITAL STATUS

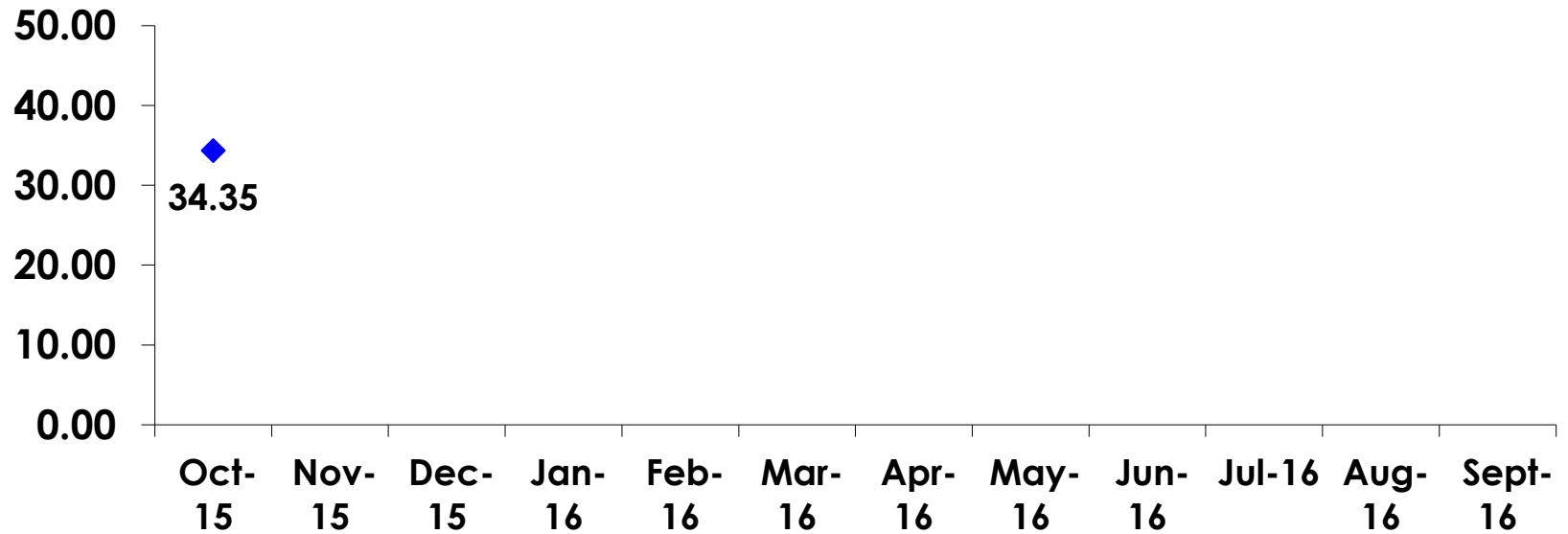


Age - Overall

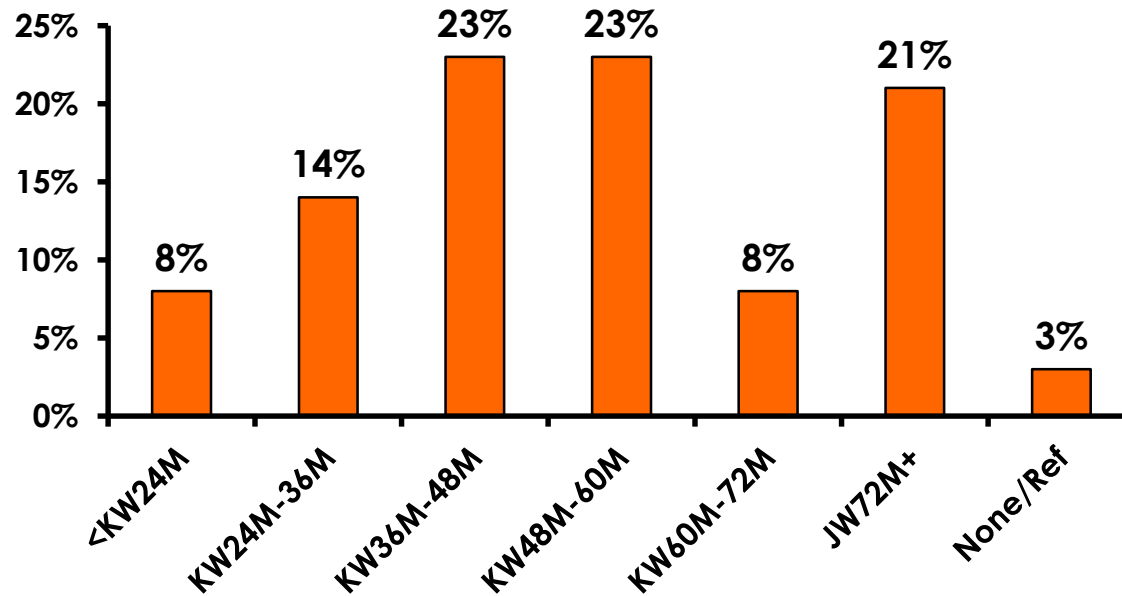


- The average age of the respondents is 34.35 years of age.

AVERAGE - AGE

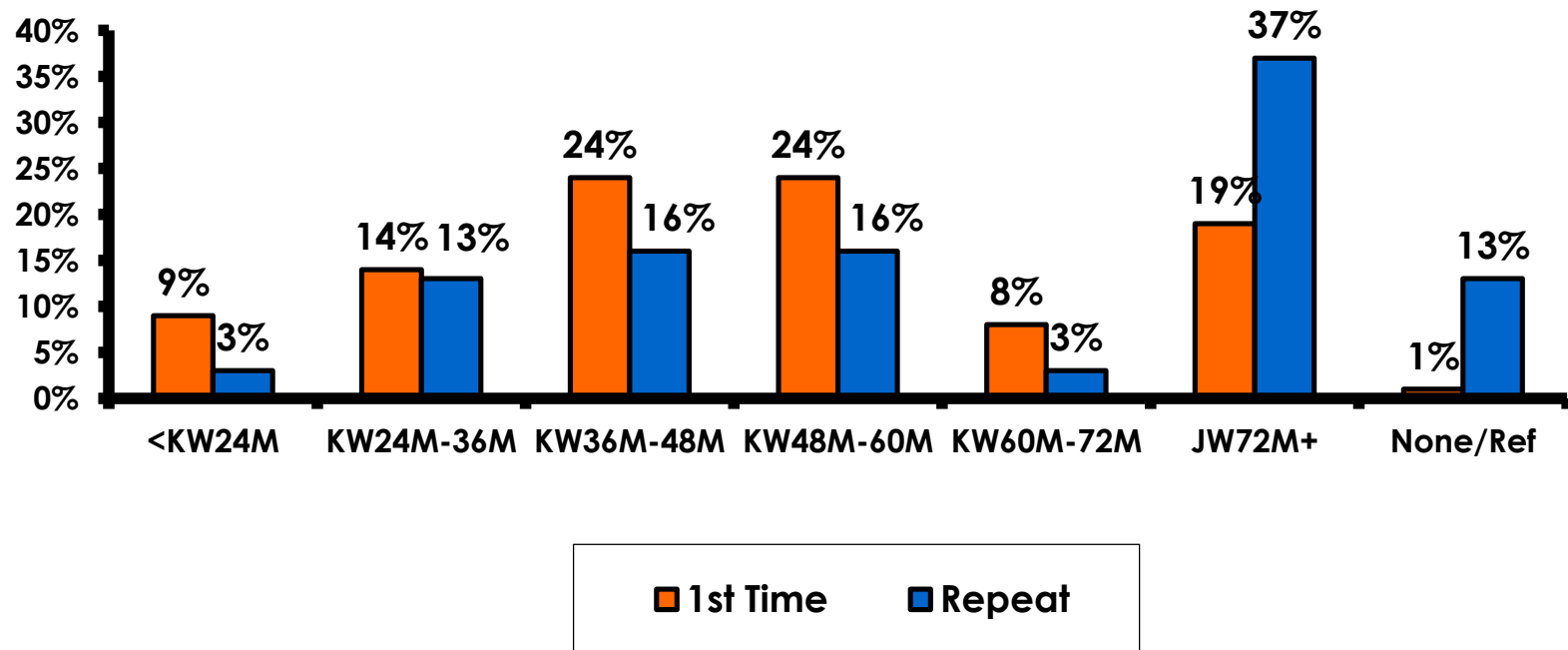


Personal Income



- KW1,130.72=\$1

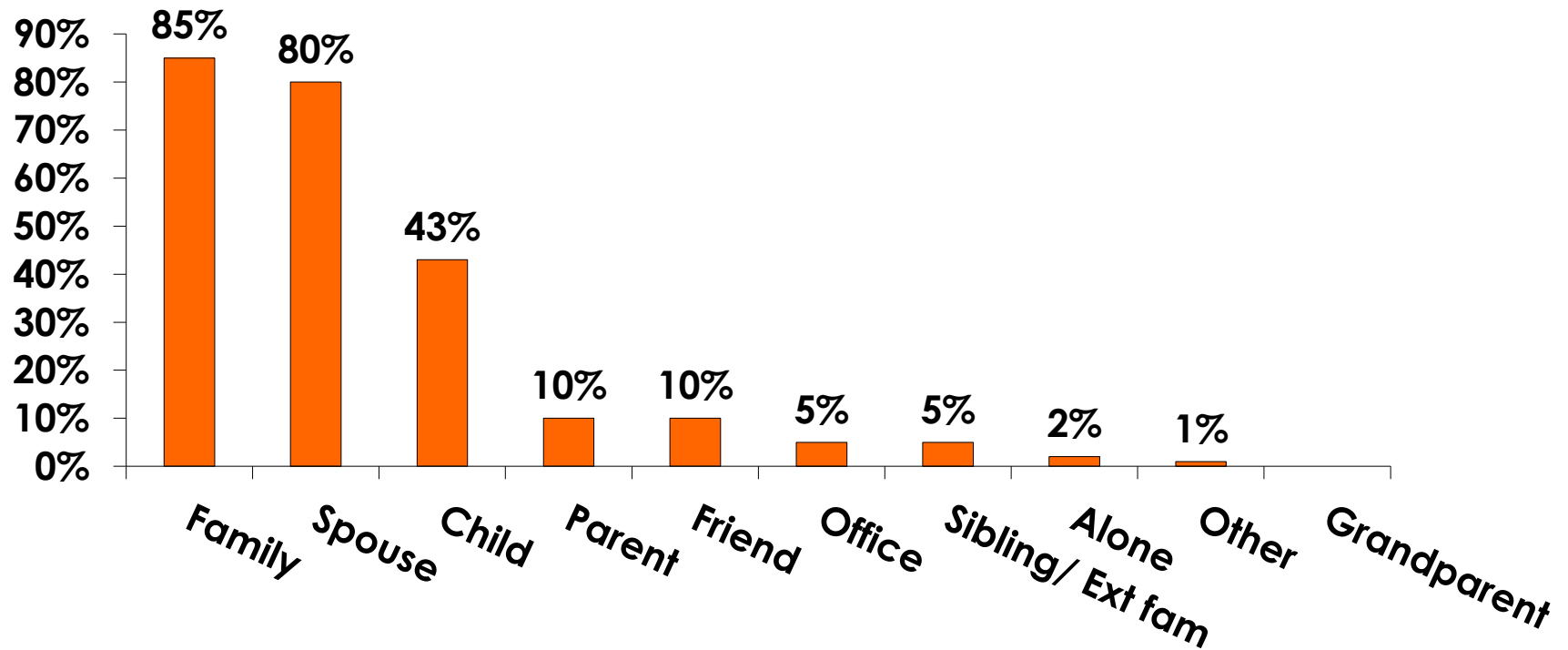
Personal Income – 1st time vs. repeat



Personal Income by Gender & Age

			TOTAL	GENDER		AGE			
			-	Male	Female	18-24	25-34	35-49	50+
Q26	<KW12.0M	Count	8	2	6		5	3	
		Column N %	2%	1%	4%		3%	2%	
	KW12.0M-KW24.0M	Count	21	8	13	2	14	5	
		Column N %	6%	5%	8%	29%	7%	4%	
	KW24.0M-KW36.0M	Count	46	24	22	1	35	7	3
		Column N %	14%	14%	13%	14%	18%	6%	30%
	KW36.0M-KW48.0M	Count	76	40	36	1	49	24	2
		Column N %	23%	24%	22%	14%	25%	20%	20%
	KW48.0M-KW60.0M	Count	77	43	34	1	48	26	2
		Column N %	23%	26%	21%	14%	25%	21%	20%
	KW60.0M-KW72.0M	Count	25	11	14	1	15	8	1
		Column N %	8%	7%	8%	14%	8%	7%	10%
	KW72.0M+	Count	71	38	33		25	44	2
		Column N %	21%	23%	20%		13%	36%	20%
	No Income	Count	9	2	7	1	3	5	
		Column N %	3%	1%	4%	14%	2%	4%	
	Total	Count	333	168	165	7	194	122	10

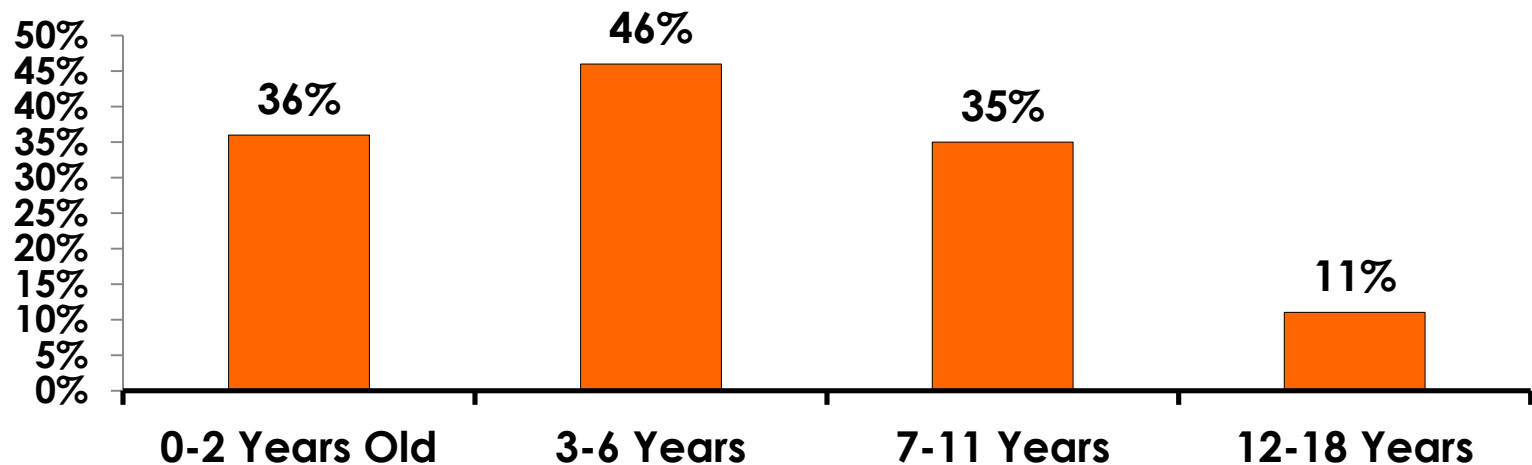
Travel Companions



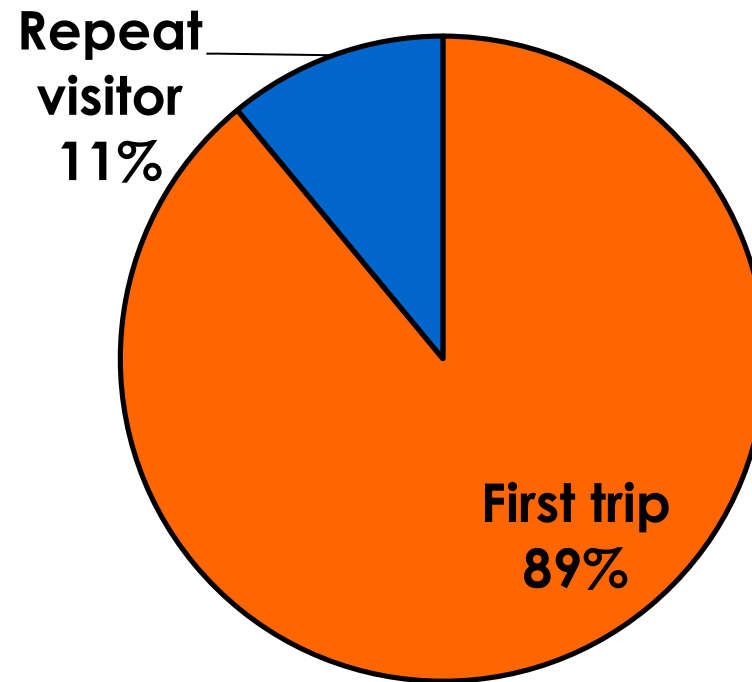
Number of Children Travel Party

N=149 total respondents traveling with children.

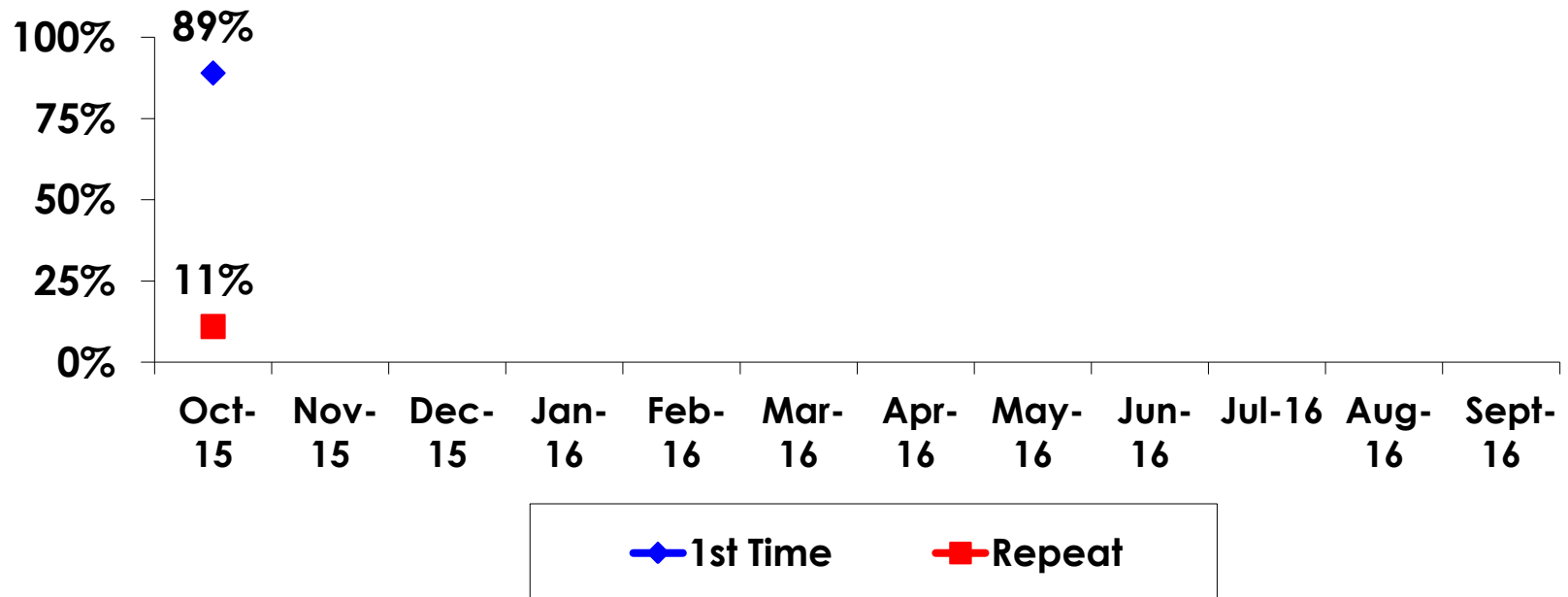
(Of those N=149 respondents, there is a total of 213 children 18 years or younger)



Prior Trips to Guam



PRIOR TRIPS TO GUAM

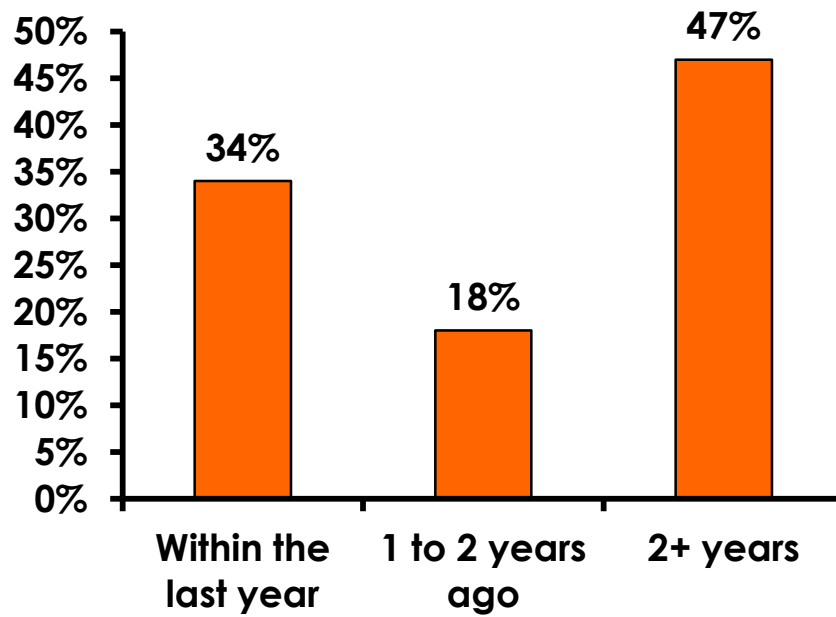


Trips to Guam by Age & Gender

			TOTAL	TRIPS TO GUAM		
			-	1st	Repeat	
GENDER	Male	Count	175	157	18	
		Column N %	50%	50%	46%	
	Female	Count	176	155	21	
		Column N %	50%	50%	54%	
	Total	Count	351	312	39	
AGE	18-24	Count	7	6	1	
		Column N %	2%	2%	3%	
	25-34	Count	203	187	16	
		Column N %	58%	60%	41%	
	35-49	Count	129	111	18	
		Column N %	37%	36%	46%	
	50+	Count	12	8	4	
		Column N %	3%	3%	10%	
		Total	Count	351	312	39

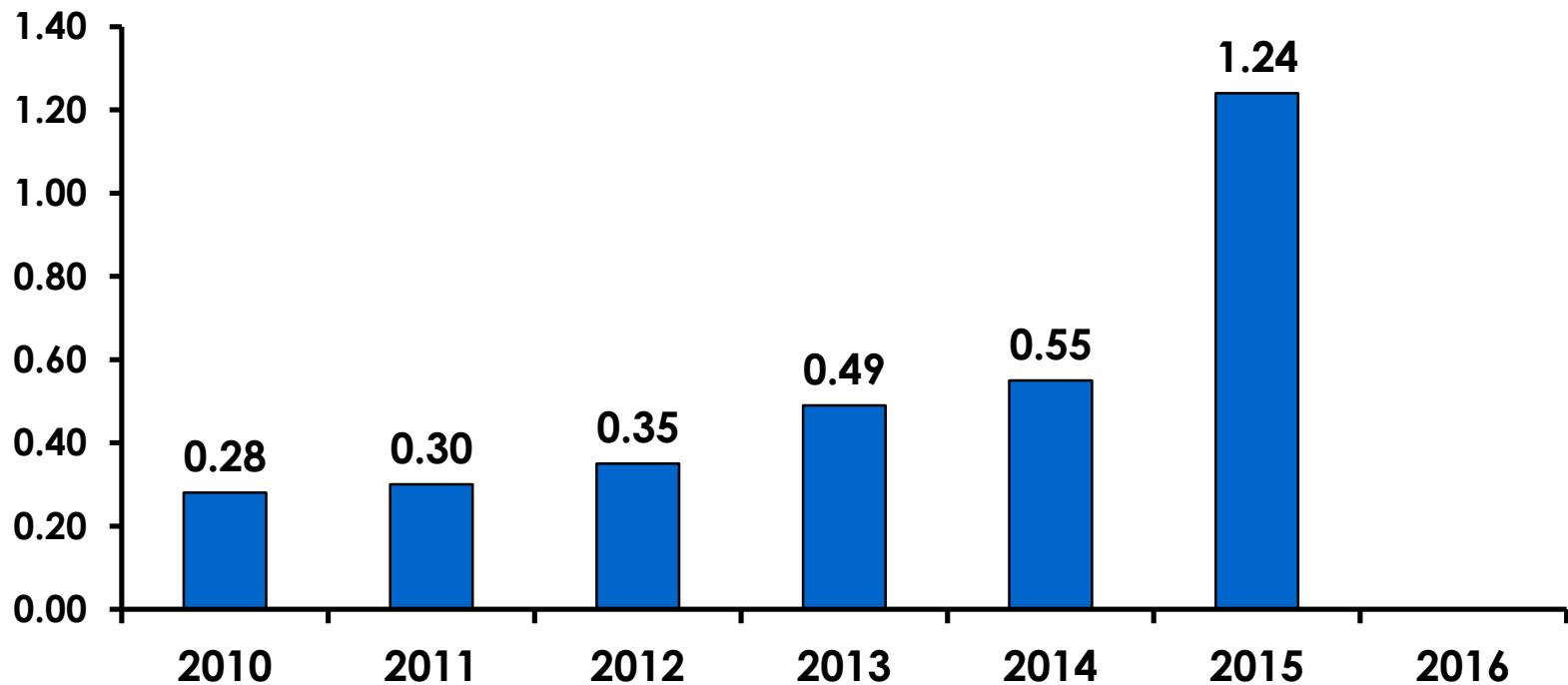
Repeat Visitors Last Trip

n = 38



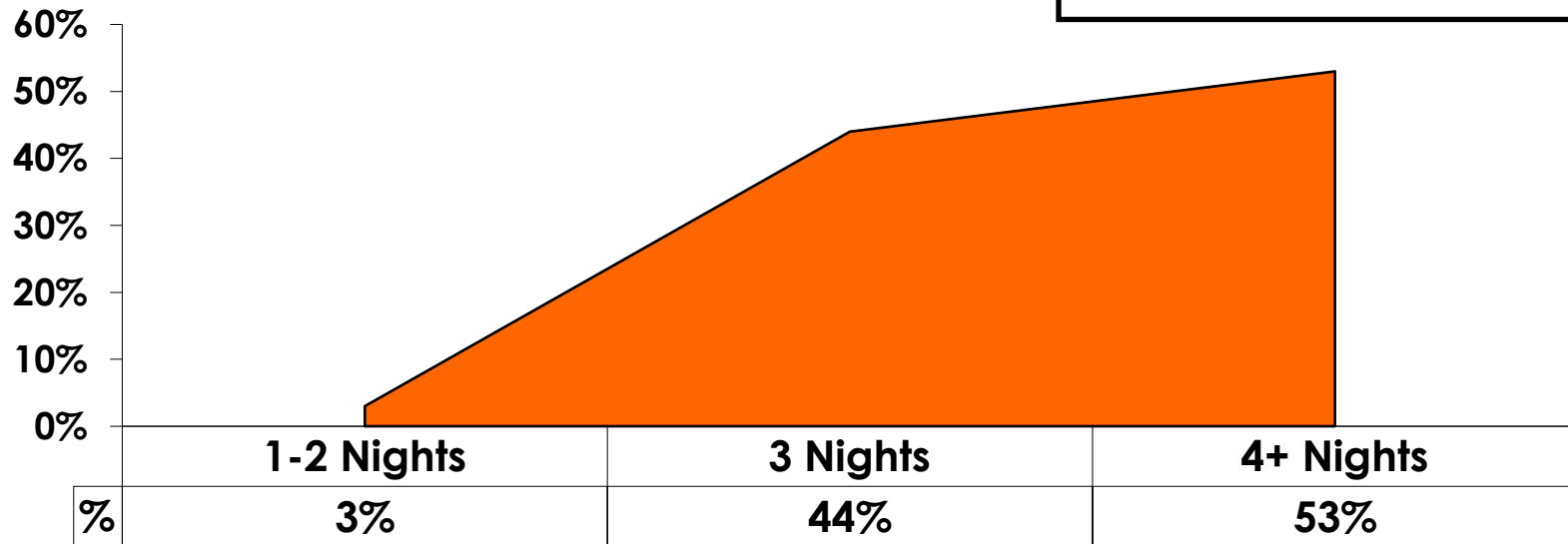
- The average repeat visitor has been to Guam 2.18 times.

Average Number Overnight Trips (2010-2016) (2 nights or more)

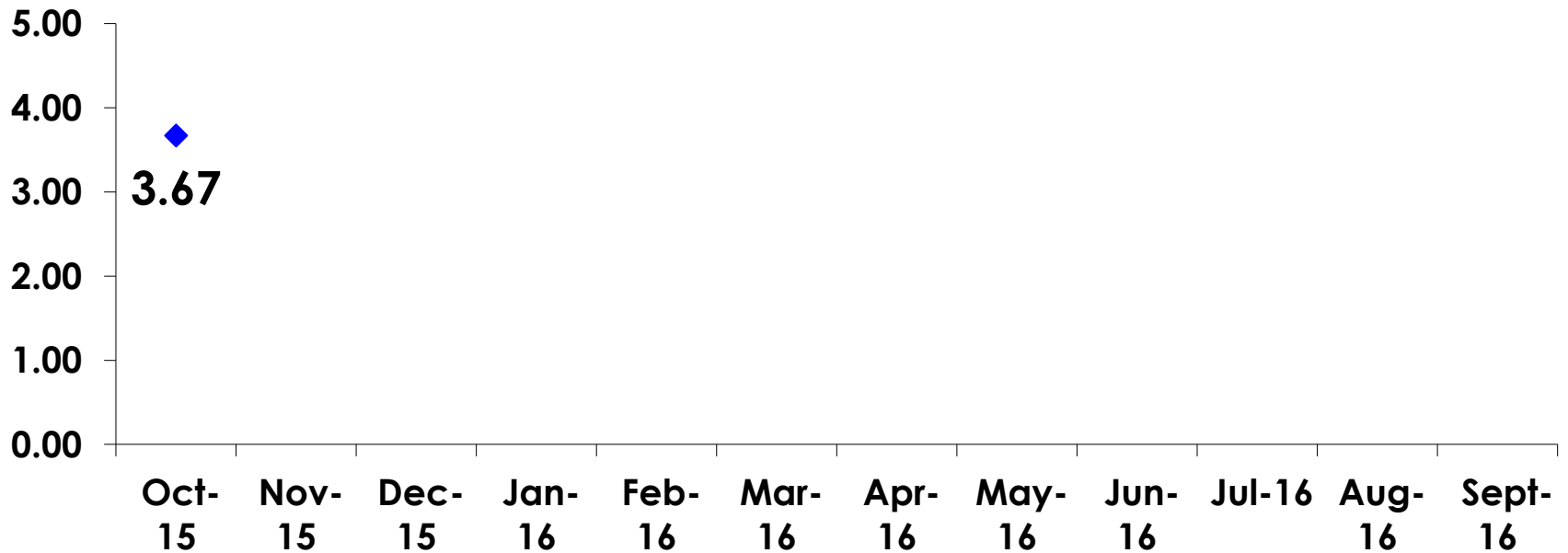


Length of Stay

Mean = 3.67 Days
Median = 4.0 Days



AVG LENGTH OF STAY

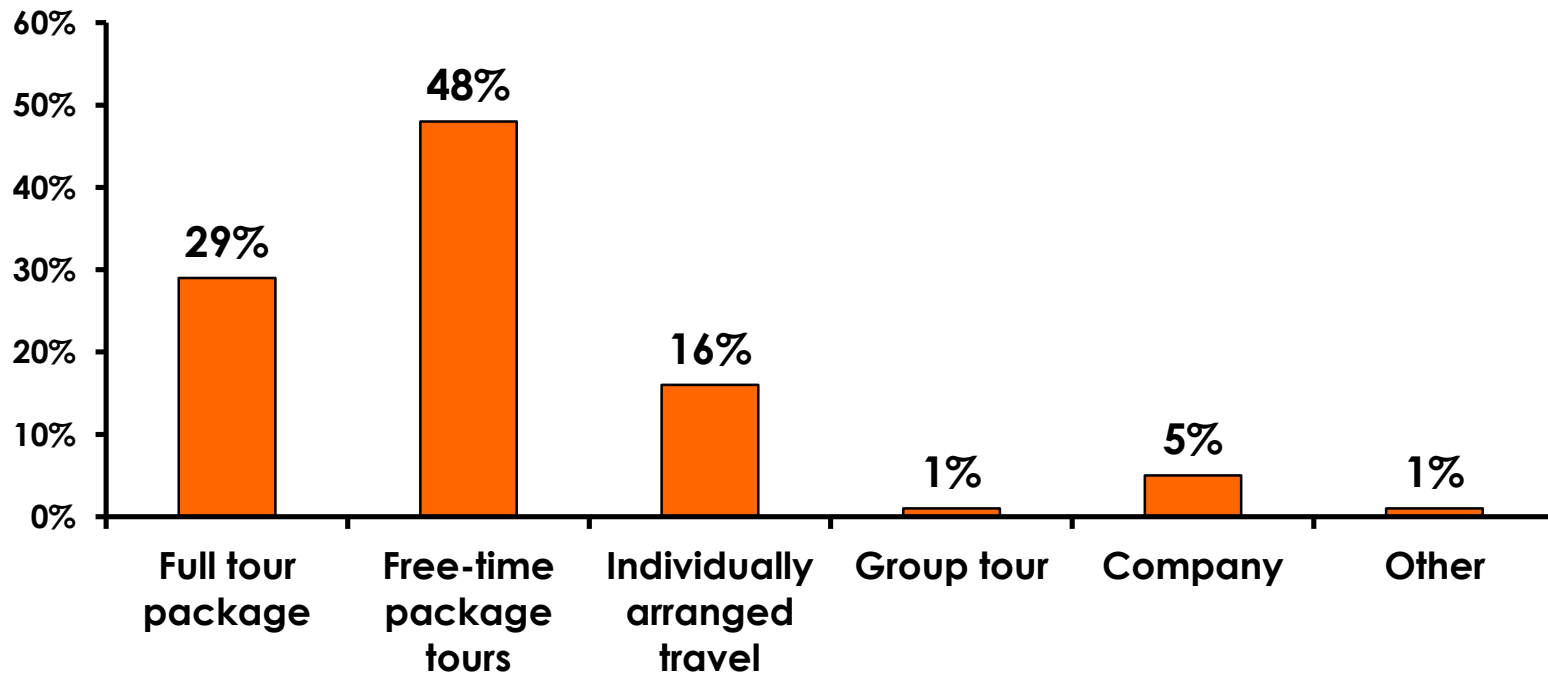


Occupation by Income

		TOTAL	Q26							No Income	
		-	<KW12.0M	KW12.0M-KW24.0M	KW24.0M-KW36.0M	KW36.0M-KW48.0M	KW48.0M-KW60.0M	KW60.0M-KW72.0M	KW72.0M+		
Q25	White Collar Office Worker	27%	13%	22%	39%	34%	21%	24%	30%		
	Self-employed	17%	25%	28%	17%	17%	19%	16%	14%		
	Housewife/ Homemaker	11%	13%	6%	7%	12%	3%	8%	14%	33%	
	Service worker/ Private hse worker	9%		11%	7%	5%	23%	8%	3%		
	Professional/ Specialist/ Tech	8%		6%	11%	1%	12%	16%	10%		
	Skilled worker	5%			4%	5%	5%	8%	7%		
	Student	3%	13%		4%	1%		4%		22%	
	Govt- office worker non-mgr	3%	13%		2%	3%	4%	4%	3%		
	Other	3%		11%	2%		3%	4%	4%		
	Freelancer	3%		6%	2%	3%	3%	4%		11%	
	Manager/ Admin	2%				3%	1%	4%	6%		
	Professor/ Teacher/ After-school	2%		6%		4%	3%		1%		
	Govt- Executive	2%		6%		4%			4%		
	Unemployed	2%	13%			1%	1%			33%	
	Govt- Manager	1%			2%	4%			1%		
	Sales worker/ Clerical	1%				3%	1%		1%		
	Farmer/ Forestry/ Fisherman	1%	13%				1%				
	Judicial	0%							1%		
	Retired	0%			2%						
	Total	Count	343	8	18	46	76	77	25	71	9

SECTION 2 **TRAVEL PLANNING**

Travel Planning - Overall

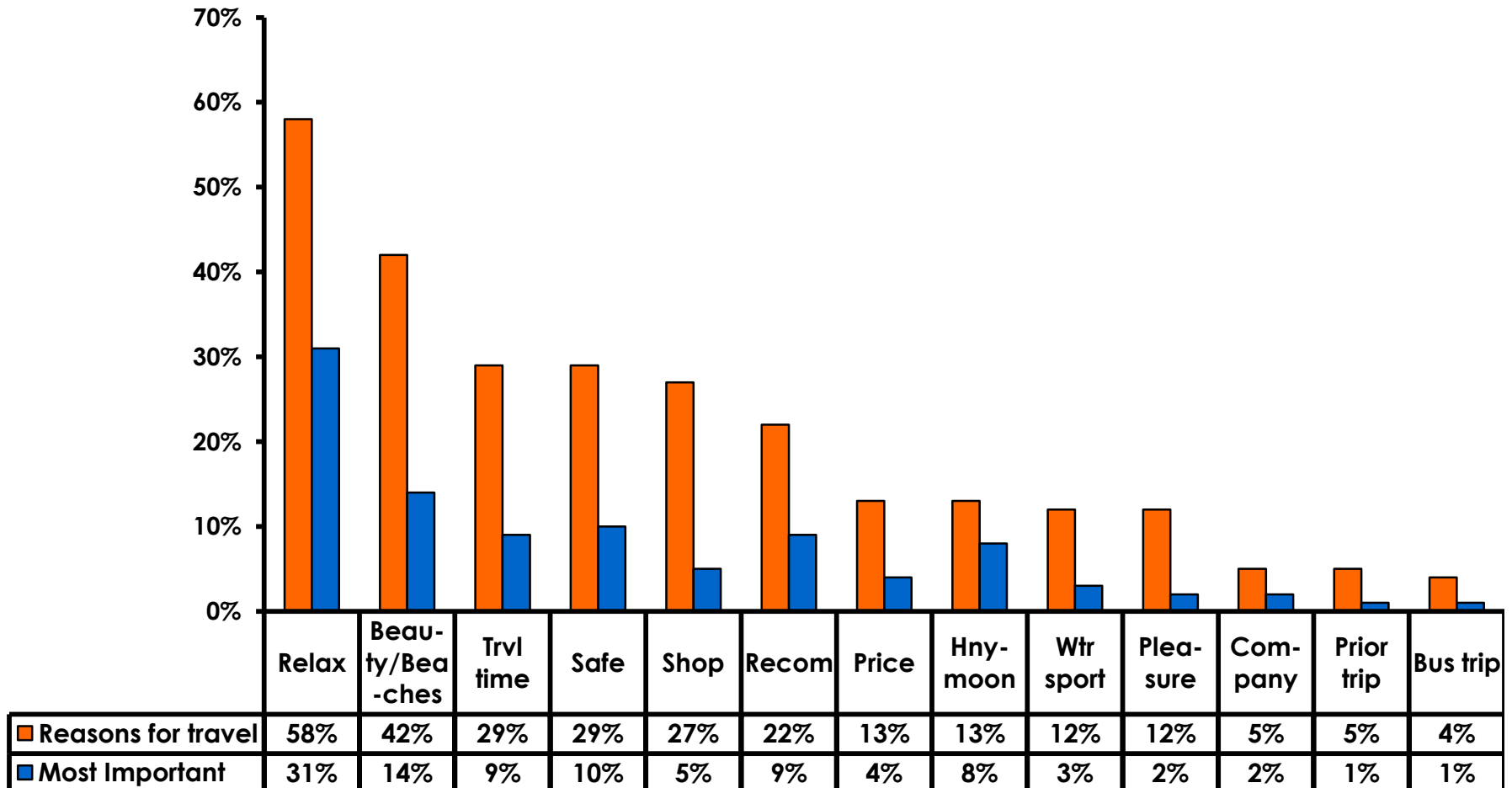


Accommodation by Income

Average length of stay: 3.67 days

		TOTAL	Q26							No Income	
		-	<KW12.0M	KW12.0M-KW24.0M	KW24.0M-KW36.0M	KW36.0M-KW48.0M	KW48.0M-KW60.0M	KW60.0M-KW72.0M	KW72.0M+		
Q9	PIC Club	23%	38%	24%	11%	18%	32%	24%	21%	11%	
	Hyatt Regency Guam	11%	13%	10%	11%	8%	13%	8%	11%		
	Sheraton Laguna Guam	10%		29%	16%	9%	5%	12%	4%	22%	
	Hotel Nikko Guam	9%	13%	19%	11%	16%	5%	8%	4%	11%	
	Onward Beach Resort	9%		5%	7%	11%	8%	4%	13%	22%	
	Hilton Guam Resort	9%	13%		7%	5%	4%	12%	21%		
	Lotte Hotel Guam	8%	13%		11%	8%	10%	12%	7%		
	Outrigger Guam Resort	4%		10%	9%	3%	5%	4%	3%		
	Westin Resort Guam	4%				5%	5%	8%	3%		
	Dusit Thani Guam Resort	2%				1%		8%	3%		
	Fiesta Resort Guam	2%				1%	3%		3%	11%	
	Guam Reef & Olive Spa	2%		5%	2%	1%	3%		1%		
	Leo Palace Resort	2%			2%	3%	3%			11%	
	Other	1%	13%		2%		3%		1%		
	Verona Resort & Spa	1%			2%	3%					
	Royal Orchid Guam	1%			5%	1%					
	Days Inn (Tamuning)	1%				1%				11%	
	Oceanview Hotel	1%				1%			1%		
	Bayview Hotel	1%				3%					
	Holiday Resort Guam	1%			2%	1%					
	Pacific Star Resort & Spa	1%					1%		1%		
	Pacific Bay Hotel	0%							1%		
	Total	Count	349	8	21	44	76	77	25	71	9

Travel Motivation - Top Responses



Most Important Reason for Choosing Guam

- Relaxation,
- Natural beauty/ beaches,
- Safe destination

are the primary reasons for visiting during this period.

Motivation by Age & Gender

		TOTAL	AGE				GENDER		
		-	18-24	25-34	35-49	50+	Male	Female	
Q5A	Relax	58%	43%	60%	58%	42%	51%	65%	
	Natural beauty	42%	43%	41%	42%	67%	41%	44%	
	Safe	29%	14%	29%	30%	33%	28%	31%	
	Short travel time	29%	29%	33%	23%	25%	26%	33%	
	Shopping	27%	14%	31%	21%	17%	26%	27%	
	Recomm- friend/family/trvl agnt	22%	29%	23%	23%	8%	20%	24%	
	Price	13%	29%	17%	6%	25%	13%	14%	
	Honeymoon	13%	29%	19%	5%		16%	11%	
	Water sports	12%	14%	13%	12%		12%	12%	
	Pleasure	12%	29%	11%	11%	17%	10%	13%	
	Company Sponsored	5%		2%	9%	17%	5%	6%	
	Previous trip	5%		4%	5%	8%	4%	6%	
	Company/ Business Trip	4%			9%	25%	6%	2%	
	Other	3%		3%	3%		3%	3%	
	Organized sports	2%	14%	1%	3%		2%	3%	
	Scuba	2%		2%	2%		2%	2%	
	Career Cert/ Testing	1%	14%	2%			1%	2%	
	Visit friends/ Relatives	1%		1%	1%	8%	1%	2%	
	Golf	1%		1%	1%	8%	2%	1%	
	Married/ Attn wedding	1%			2%		1%	1%	
	Convention/ Trade/ Conference	0%		0%			1%		
	Total	Count	350	7	203	128	12	174	176

Motivation by Income

		TOTAL	Q26							No Income	
		-	<KW12.0M	KW12.0M-KW24.0M	KW24.0M-KW36.0M	KW36.0M-KW48.0M	KW48.0M-KW60.0M	KW60.0M-KW72.0M	KW72.0M+		
Q5A	Relax	58%	43%	52%	52%	49%	68%	76%	56%	67%	
	Natural beauty	42%	29%	43%	35%	45%	34%	44%	51%	78%	
	Safe	29%	29%	14%	17%	28%	31%	48%	35%	11%	
	Short travel time	29%	14%	10%	39%	32%	23%	44%	31%	44%	
	Shopping	27%		19%	33%	32%	18%	24%	31%	44%	
	Recomm- friend/family/trvl agnt	22%	29%	14%	20%	20%	35%	20%	18%	22%	
	Price	13%	29%	19%	20%	13%	13%	8%	11%	11%	
	Honeymoon	13%	14%	43%	15%	17%	9%	12%	4%		
	Water sports	12%	14%	14%	20%	14%	8%	16%	6%	22%	
	Pleasure	12%	29%	14%	15%	12%	6%	12%	13%	22%	
	Company Sponsored	5%		5%	2%	5%	1%	4%	14%		
	Previous trip	5%			2%	3%	5%		10%	22%	
	Company/ Business Trip	4%			2%	5%	3%	4%	8%		
	Other	3%		5%	9%	1%	3%		3%		
	Organized sports	2%	14%	10%		4%			3%		
	Scuba	2%				4%		4%	1%	11%	
	Career Cert/ Testing	1%	14%		4%	1%				11%	
	Visit friends/ Relatives	1%				5%				11%	
	Golf	1%			4%		3%				
	Married/ Attn wedding	1%				1%					
	Convention/ Trade/ Conference	0%				1%					
	Total	Count	350	7	21	46	76	77	25	71	9

SECTION 3 **EXPENDITURES**

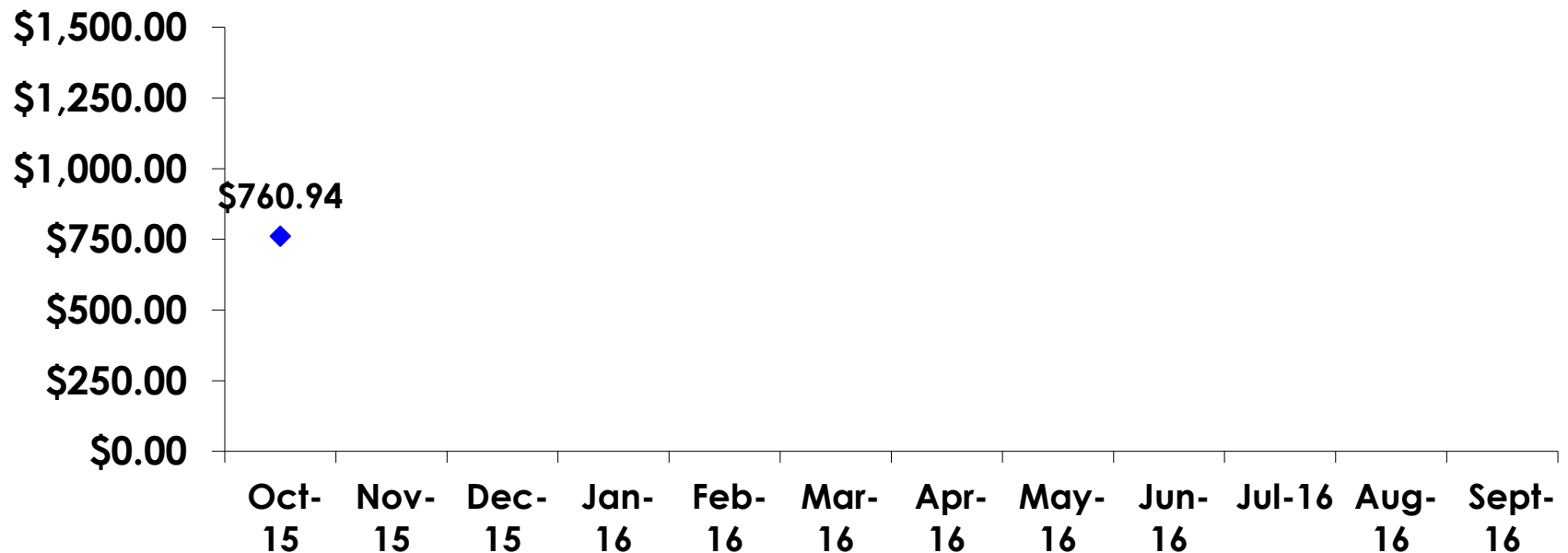
Prepaid Expenditures

KW 1,130.72/US\$1

- \$1,909.28 = overall mean average prepaid expense (for entire travel party size) by respondent
- \$0 = minimum (lowest amount recorded for the entire sample)
- \$8,755 = maximum (highest amount recorded for the entire sample)
- \$760.94 = overall mean average per person prepaid expenditures

PREPAID EXPENDITURES

Per Person



YTD=\$760.94

Breakdown of Prepaid Expenditures

KW 1,130.72=\$1

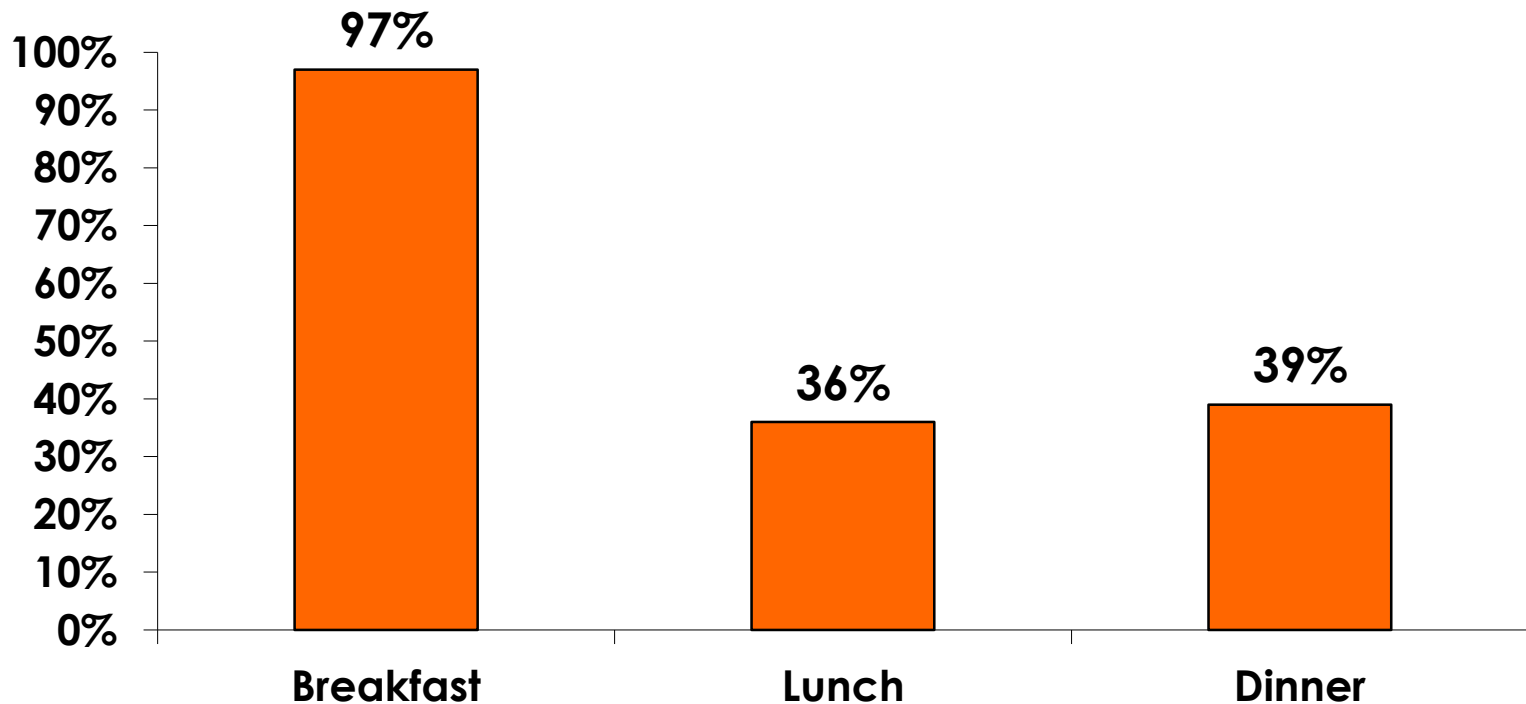
(Filter: Only those who responded/
Per Travel Party)

	MEAN \$
Air & Accommodation package only	\$2,244.23
Air & Accommodation w/ daily meal package	\$2,496.88
Air only	\$832.71
Accommodation only	\$623.01
Accommodation w/ daily meal only	\$1,326.59
Food & Beverages in Hotel	\$-
Ground transportation – Korea	\$62.66
Ground transportation – Guam	\$214.47
Optional tours/ activities	\$249.04
Other expenses	\$339.32
Total Prepaid	\$1,909.28

PREPAID MEAL BREAKDOWN

Air/ Accommodations with Daily Meal Pkg.

n=132

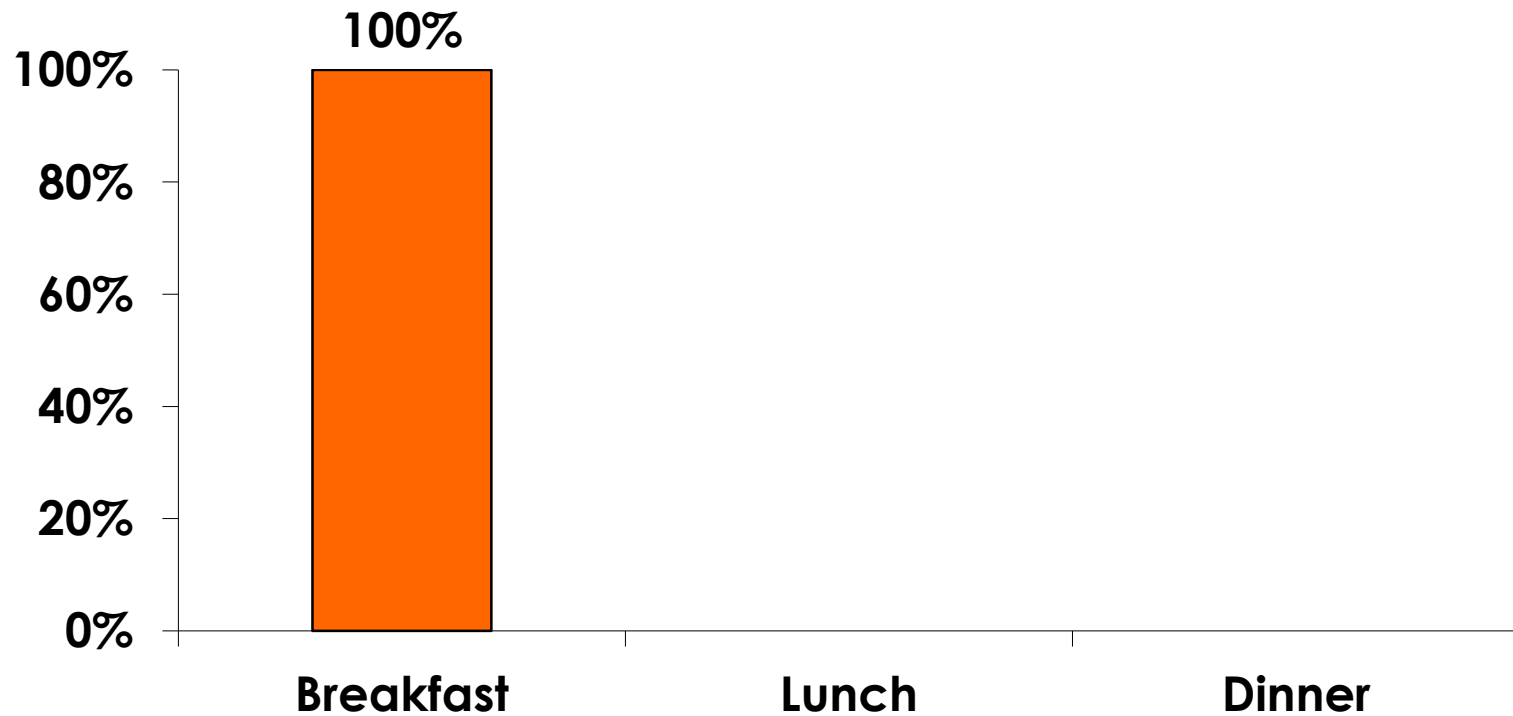


Mean=\$2,496.88 per travel party

PREPAID MEAL BREAKDOWN

Accommodations with Daily Meal Pkg.

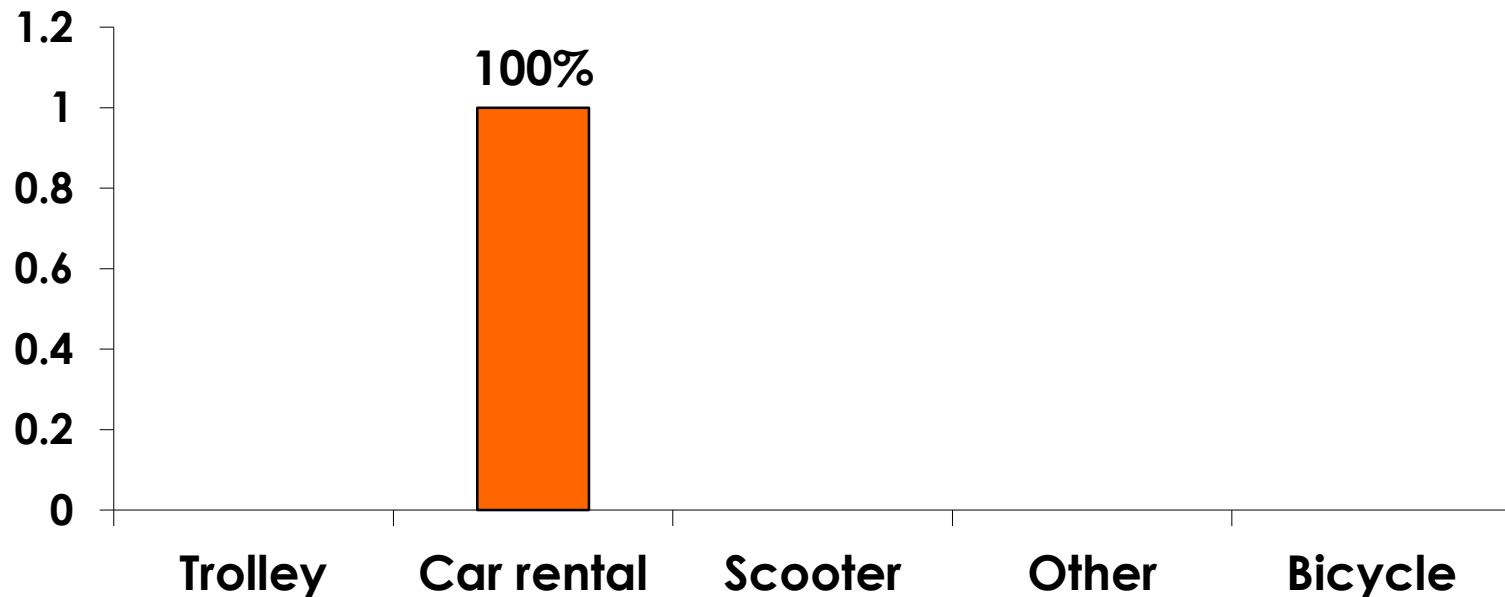
N=4



Mean=\$1,326.59 per travel party

PREPAID GROUND TRANSPORTATION

n=1



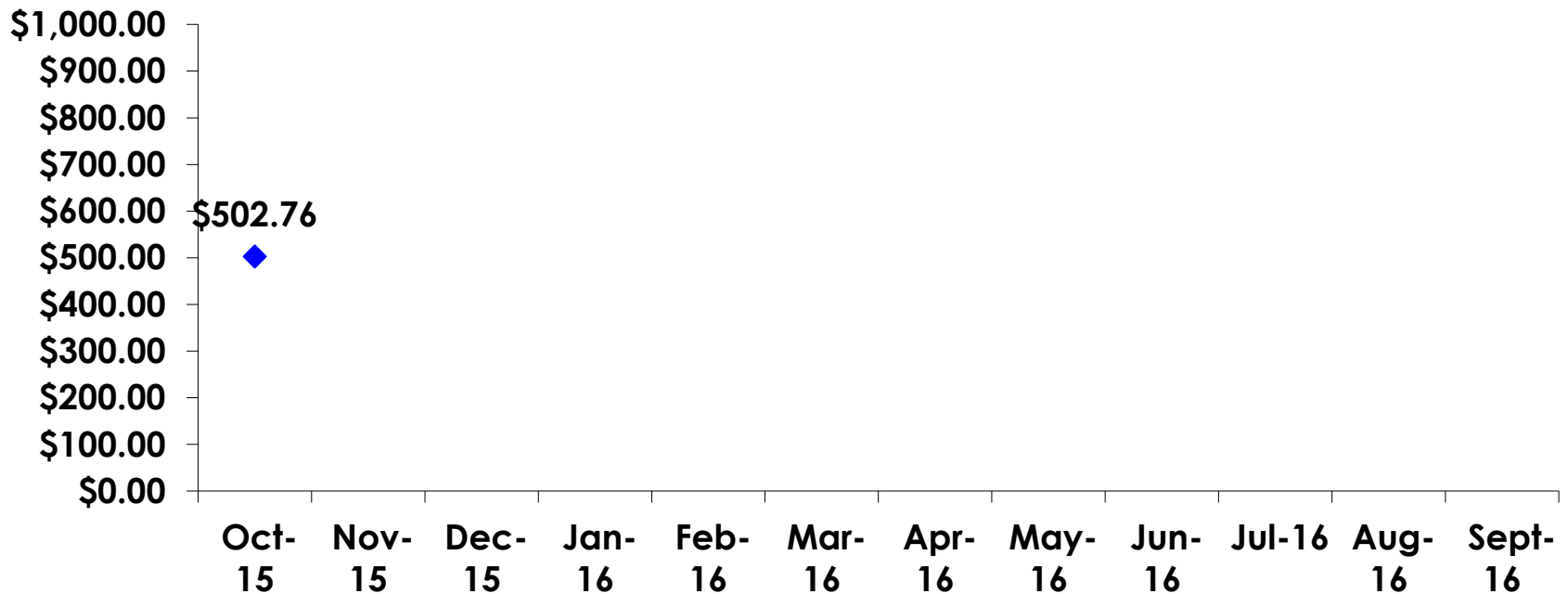
Mean=\$214.47 per travel party

On-Island Expenditures

- \$1,252.23 = overall mean average on-island expense (for entire travel party size) by respondent
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$7,000 = Maximum (highest amount recorded for the entire sample)
- \$502.76 = overall mean average per person on-island expenditure

ON-ISLAND EXPENDITURES

Per Person

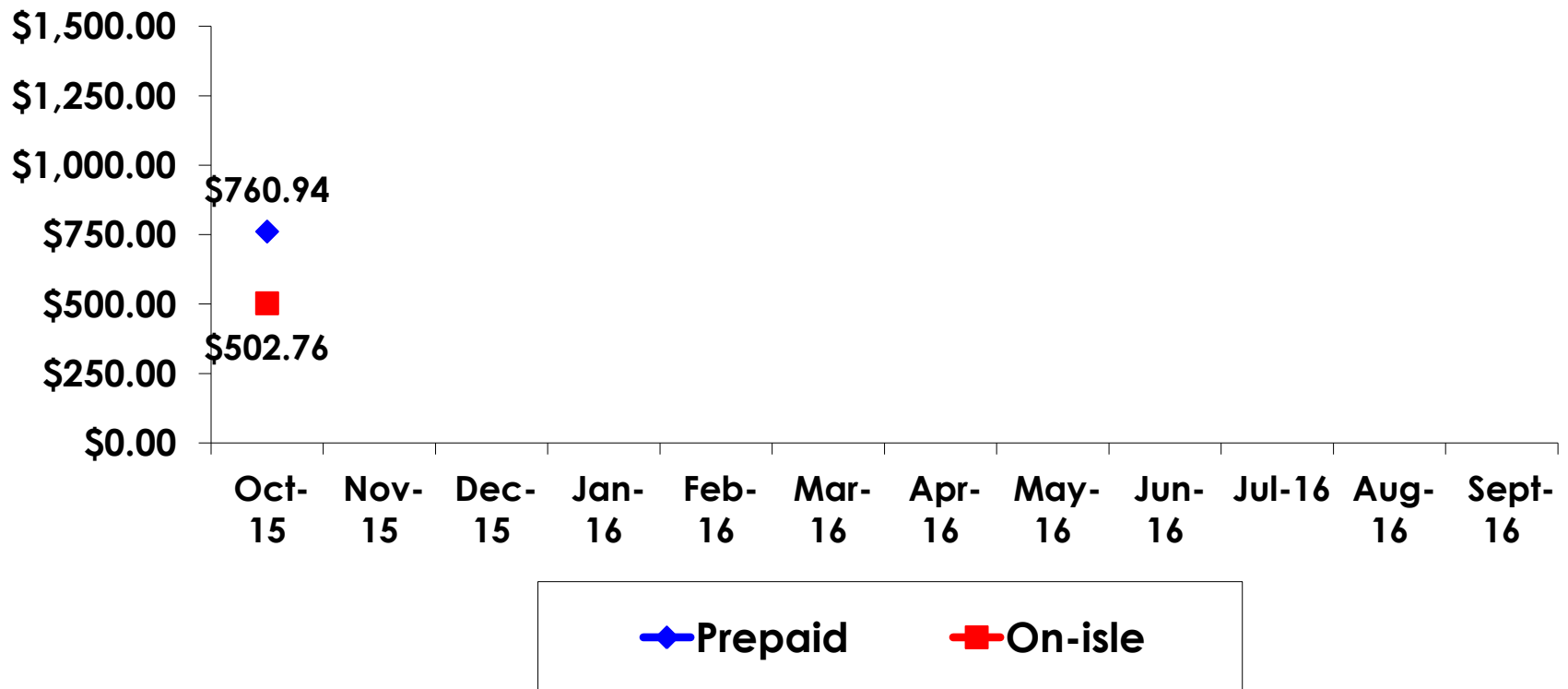


YTD = \$502.76

PREPAID/ ON-ISLE EXPENDITURES – Per Person

Prepaid YTD = \$760.94

On-Isle YTD = \$502.76



Total On-Island Expenditure by Gender & Age

		TOTAL	GENDER		GENDER							
			-	Male	Female	Male				Female		
		AGE				AGE						
		18-24				25-34	35-49	50+	18-24	25-34	35-49	50+
PER PERSON	Mean	\$502.76	\$547.68	\$458.10	\$633.33	\$595.67	\$478.33	\$636.33	\$469.50	\$497.21	\$381.57	\$175.00
	Median	\$400	\$450	\$371	\$450	\$500	\$354	\$625	\$472	\$433	\$250	\$175
	Minimum	\$0	\$0	\$0	\$250	\$0	\$0	\$0	\$155	\$0	\$0	\$100
	Maximum	\$2,550	\$2,550	\$2,500	\$1,200	\$2,000	\$2,550	\$1,800	\$780	\$2,500	\$2,250	\$250

On-Island Expenditure Categories by Gender & Age

		TOTAL	GENDER		AGE			
		-	Male	Female	18-24	25-34	35-49	50+
F&B HOTEL	Mean	\$87.10	\$89.86	\$84.35	\$64.29	\$68.48	\$124.57	\$12.50
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
F&B FF/STORE	Mean	\$33.62	\$35.01	\$32.24	\$47.14	\$32.09	\$35.64	\$30.00
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
F&B RESTRNT	Mean	\$91.61	\$102.73	\$80.55	\$71.43	\$96.73	\$91.69	\$15.83
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
OPT TOUR	Mean	\$77.28	\$82.21	\$72.39	\$101.43	\$78.40	\$73.57	\$84.17
	Median	\$0	\$0	\$0	\$50	\$0	\$0	\$0
GIFT- SELF	Mean	\$230.93	\$236.95	\$224.94	\$188.57	\$265.31	\$194.03	\$70.83
	Median	\$0	\$0	\$0	\$70	\$0	\$0	\$0
GIFT- OTHER	Mean	\$129.01	\$148.48	\$109.65	\$121.43	\$120.29	\$143.44	\$125.83
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TRANS	Mean	\$78.36	\$66.03	\$90.62	\$30.86	\$88.67	\$67.88	\$44.17
	Median	\$0	\$0	\$0	\$30	\$6	\$0	\$0
OTHER	Mean	\$533.74	\$587.18	\$480.60	\$250.00	\$556.43	\$475.95	\$936.67
	Median	\$50	\$50	\$65	\$20	\$80	\$20	\$120
TOTAL	Mean	\$1,252.23	\$1,352.21	\$1,152.81	\$875.14	\$1,294.90	\$1,199.23	\$1,320.00
	Median	\$1,000	\$1,040	\$1,000	\$650	\$1,133	\$900	\$820

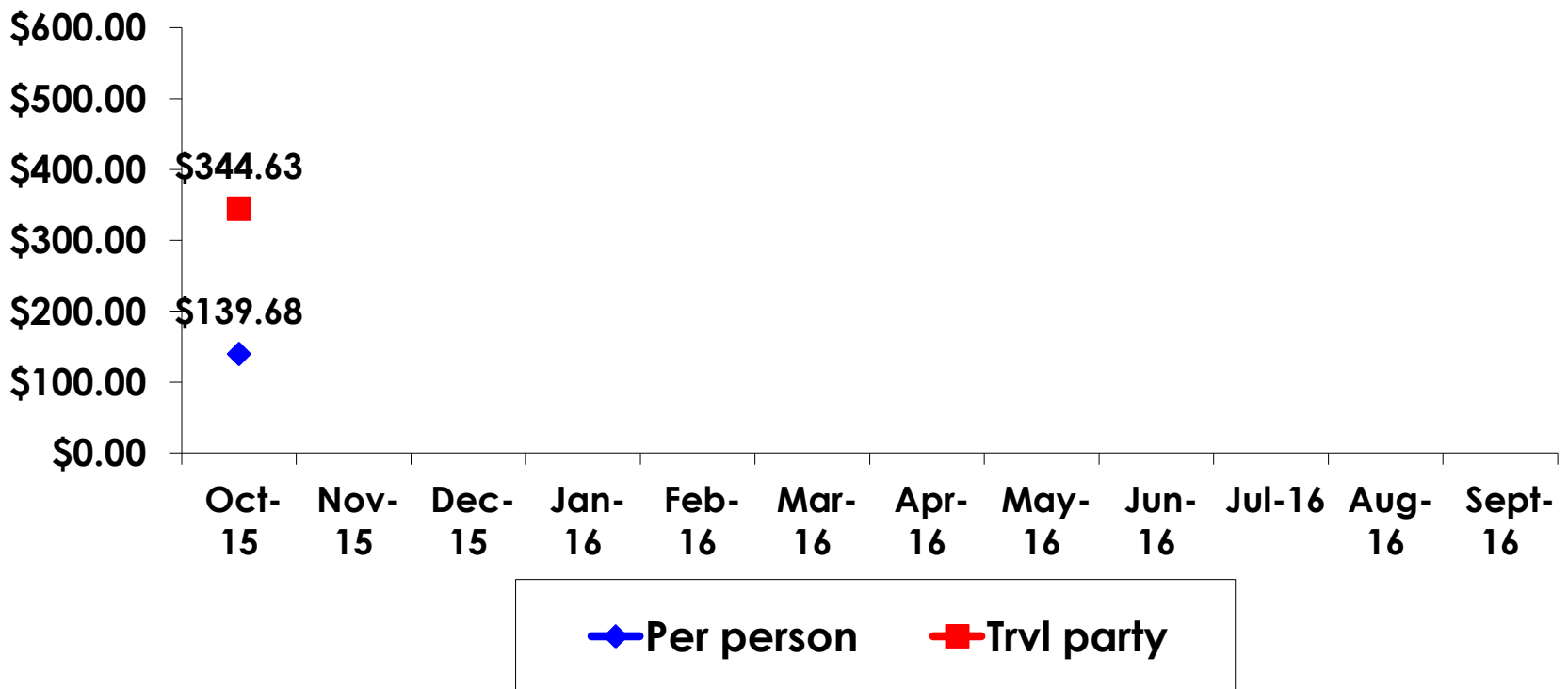
On-Island Expenditures

First time vs. Repeat

		TOTAL	TRIPS TO GUAM	
		-	1st	Repeat
F&B HOTEL	Mean	\$87.10	\$64.06	\$271.41
	Median	\$0	\$0	\$0
F&B FF/STORE	Mean	\$33.62	\$34.88	\$23.51
	Median	\$0	\$0	\$0
F&B RESTRNT	Mean	\$91.61	\$92.64	\$83.33
	Median	\$0	\$0	\$0
OPT TOUR	Mean	\$77.28	\$81.81	\$41.03
	Median	\$0	\$0	\$0
GIFT- SELF	Mean	\$230.93	\$240.57	\$153.85
	Median	\$0	\$0	\$0
GIFT- OTHER	Mean	\$129.01	\$139.37	\$46.15
	Median	\$0	\$0	\$0
TRANS	Mean	\$78.36	\$79.38	\$70.21
	Median	\$0	\$0	\$0
OTHER	Mean	\$533.74	\$564.13	\$290.64
	Median	\$50	\$60	\$0
TOTAL	Mean	\$1,252.23	\$1,285.92	\$982.69
	Median	\$1,000	\$1,040	\$530

ON-ISLE EXPENDITURES – Per Day

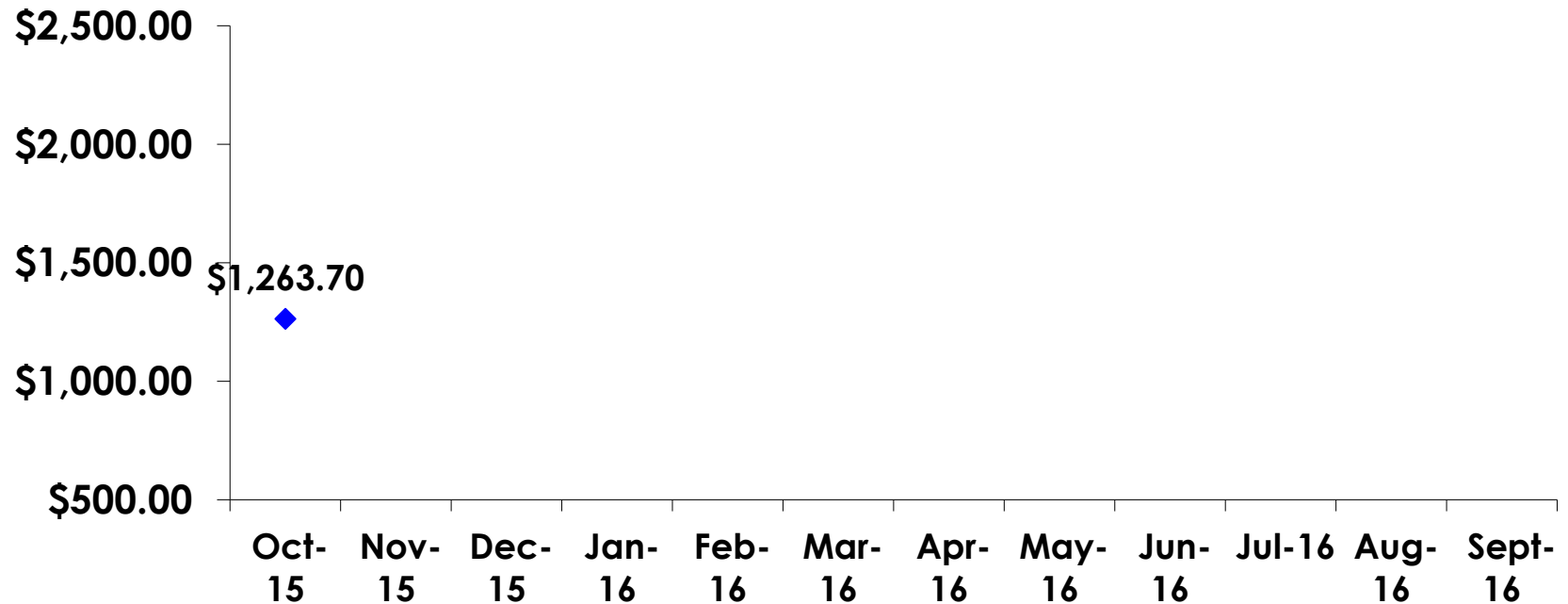
YTD Per Person = \$139.68 YTD Travel Party = \$344.63



Total Expenditures Per Person (Prepaid & On-Island)

- \$1,263.70 = overall average
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$9,755 = Maximum (highest amount recorded for the entire sample)

TOTAL EXPENDITURES Per Person



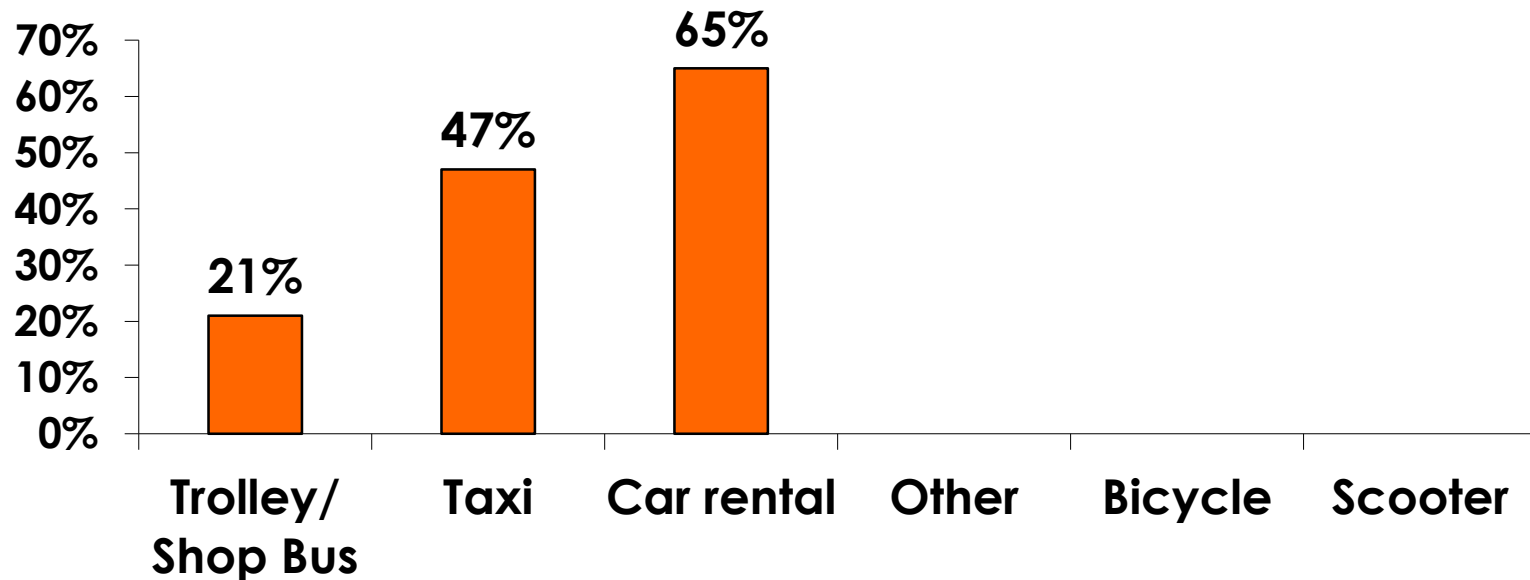
YTD=\$1,263.70

Breakdown of On-Island Expenditures

	MEAN \$
Food & beverage in a hotel	\$87.10
Food & beverage in fast food restaurant/convenience store	\$33.62
Food & beverage at restaurants or drinking establishments outside a hotel	\$91.61
Optional tours and activities	\$77.28
Gifts/ souvenirs for yourself/companions	\$230.90
Gifts/ souvenirs for friends/family at home	\$129.01
Local transportation	\$78.36
Other expenses not covered	\$533.74
Average Total	\$1,252.23

Local Transportation

n=163



Mean=\$78.36 per travel party

Guam Airport Expenditures

- \$60.12 = overall average
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$1,000 = Maximum (highest amount recorded for the entire sample)

Breakdown of Airport Expenditures

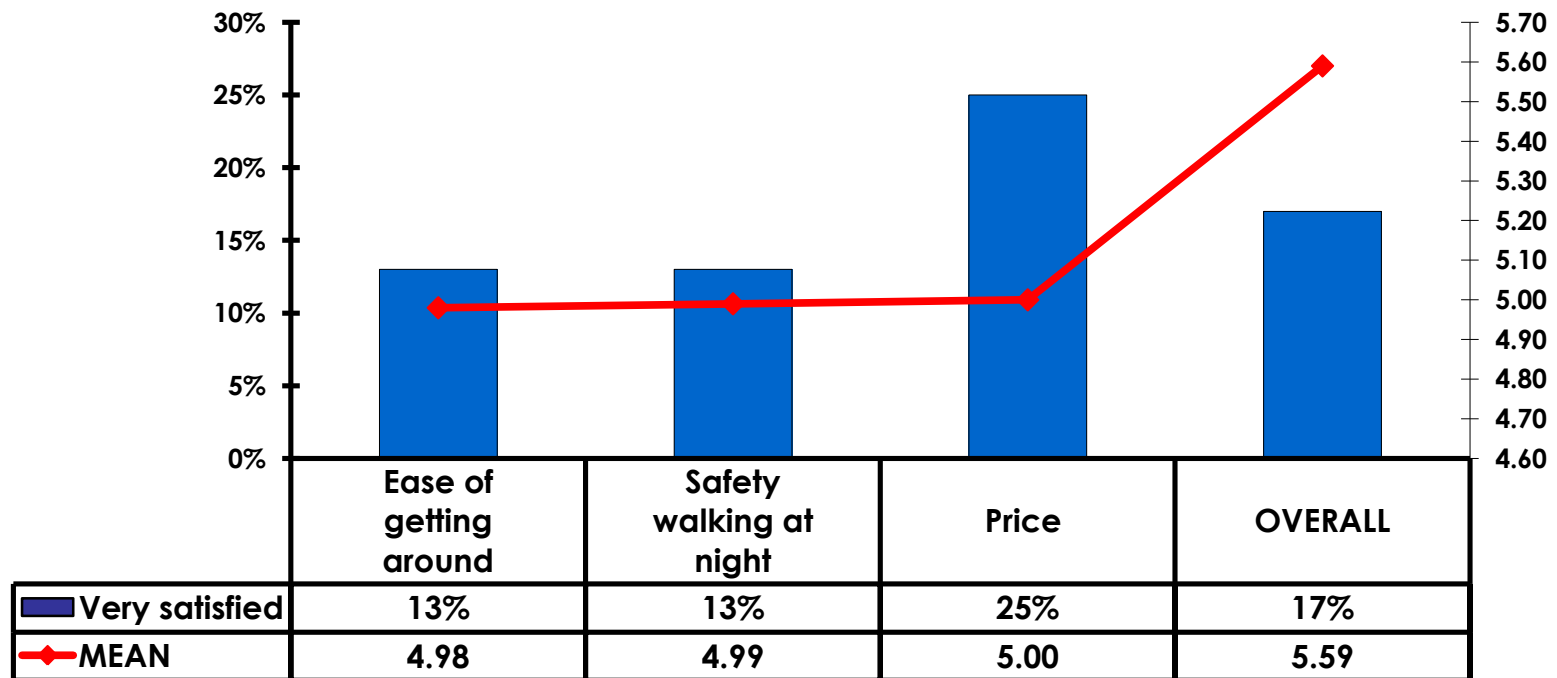
	MEAN \$
Food & Beverages	\$10.99
Gifts/Souvenirs Self	\$21.00
Gifts/Souvenirs Others	\$27.85
Total	\$60.12

SECTION 4 **VISITOR SATISFACTION**

Satisfaction Scores Overall

7pt Rating Scale

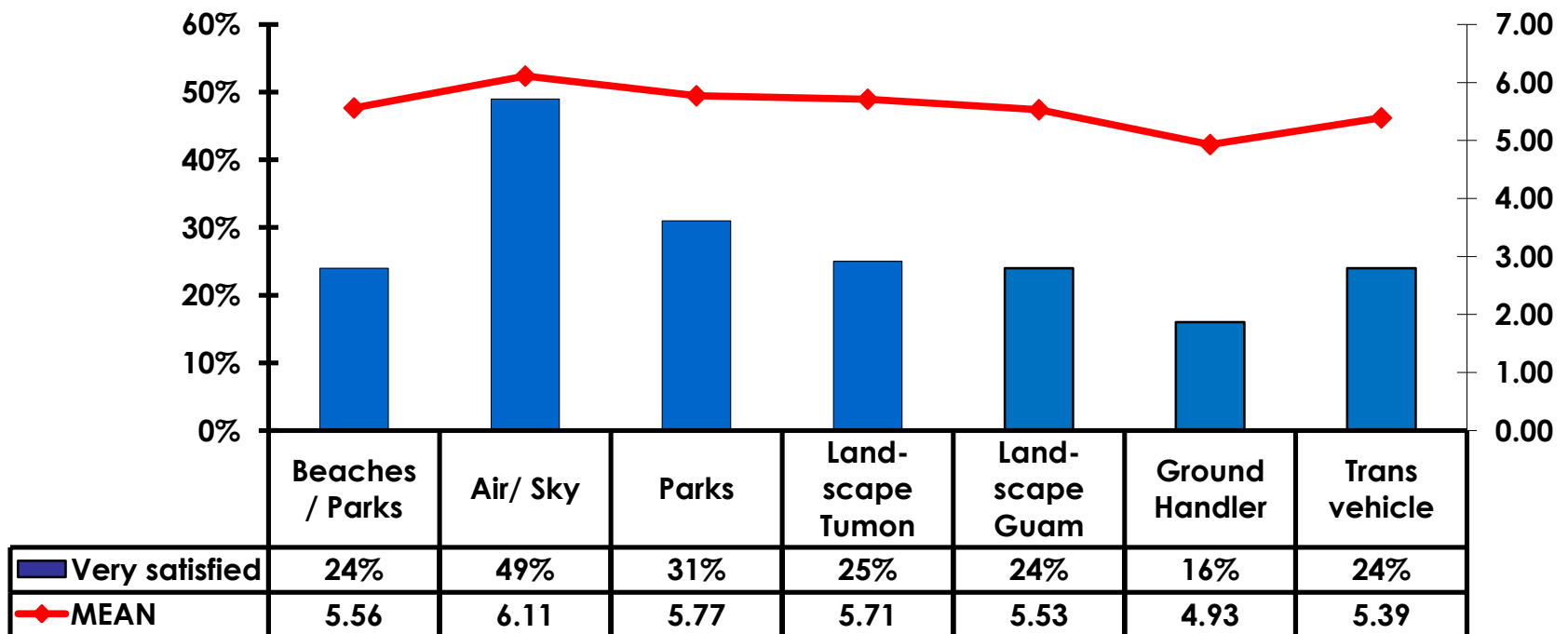
7=Very Satisfied/1=Very Dissatisfied



Satisfaction Quality/ Cleanliness

7pt Rating Scale

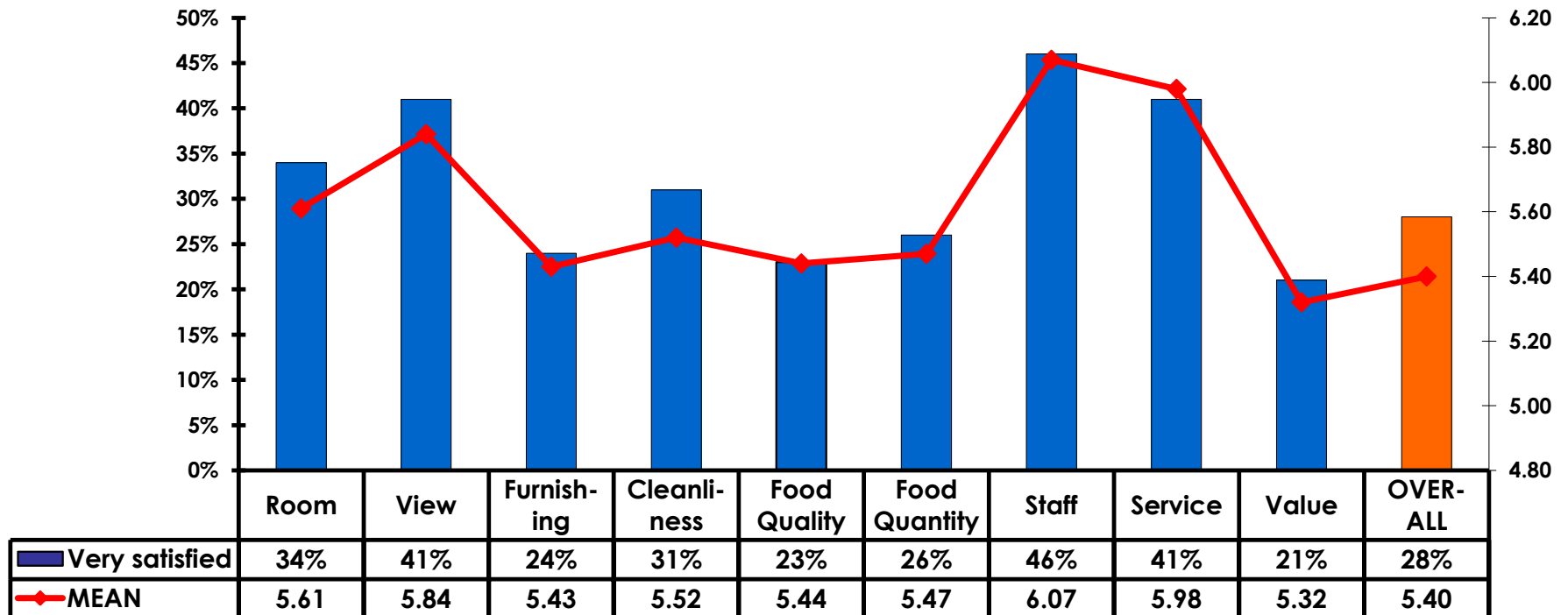
7=Very Satisfied/1=Very Dissatisfied



Quality of Accommodations

7pt Rating Scale

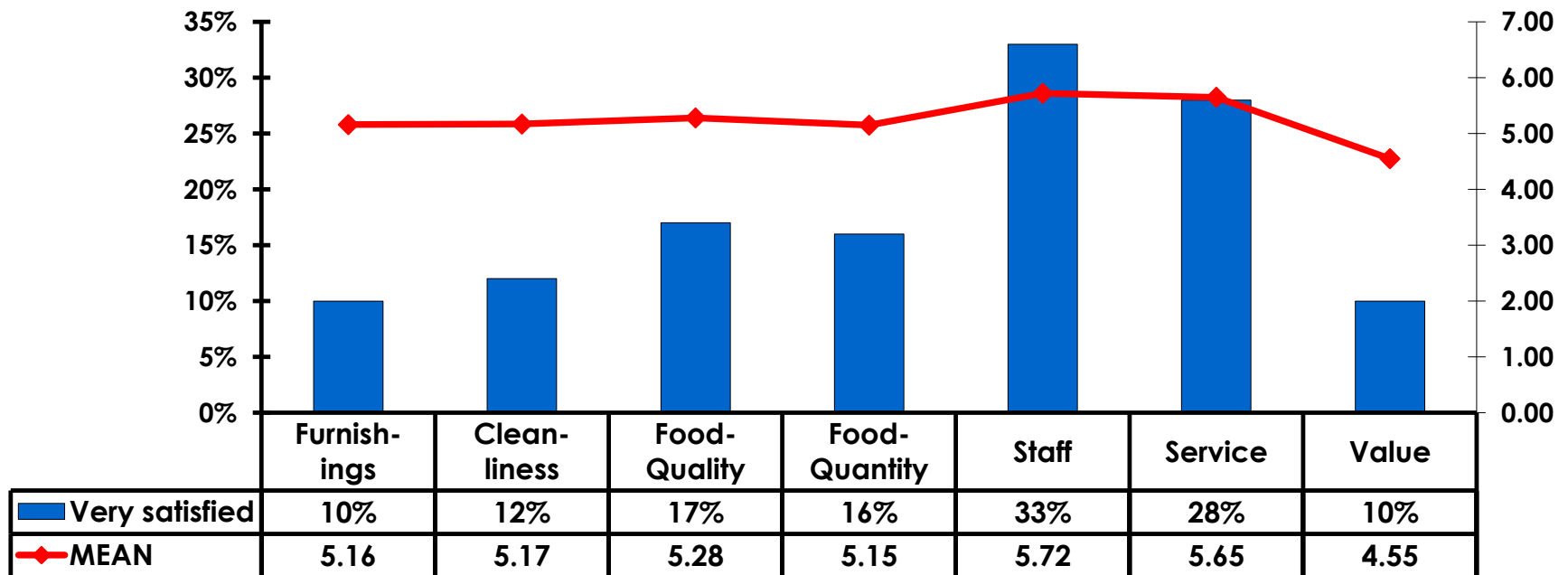
7=Very Satisfied/1=Very Dissatisfied



Quality of Dining Experience

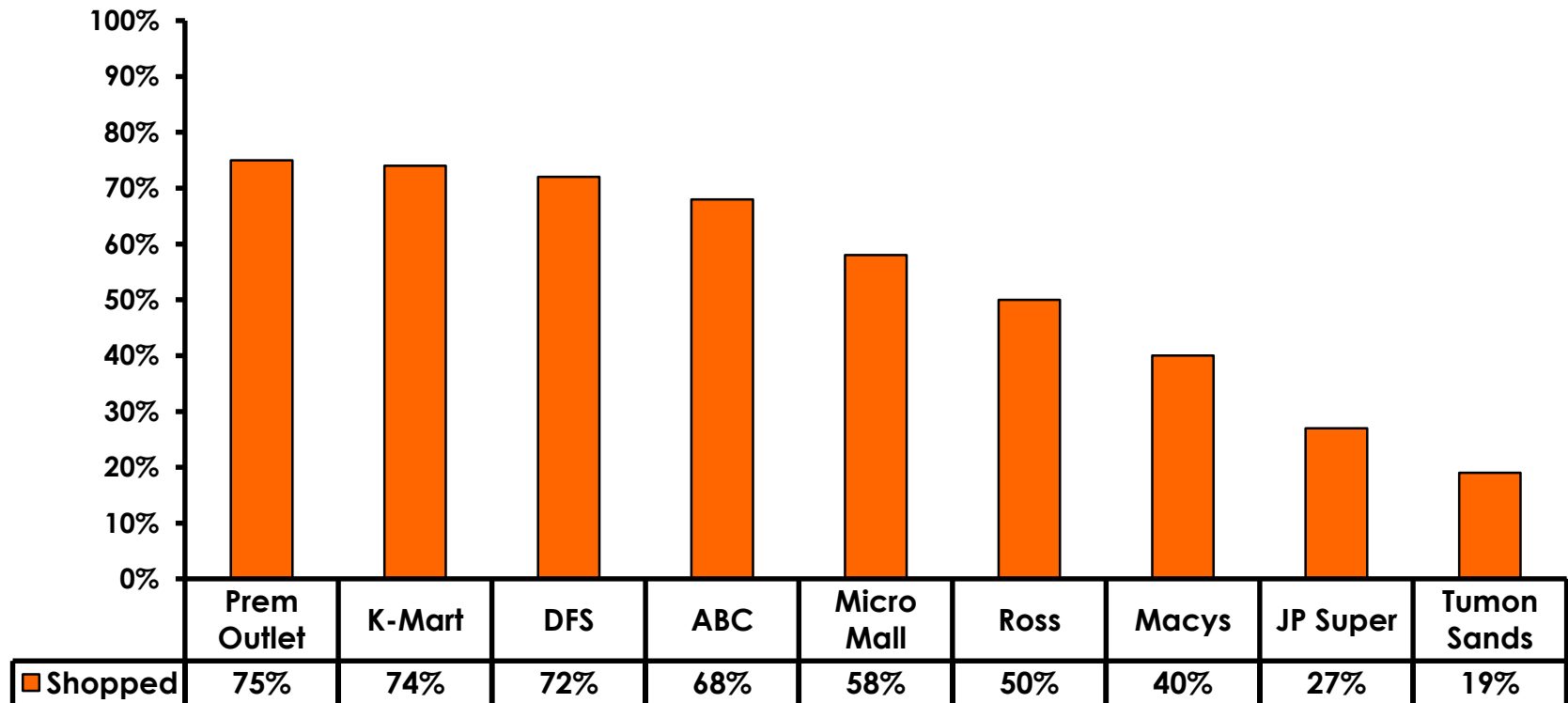
7pt Rating Scale

7=Very Satisfied/1=Very Dissatisfied



Visits to Shopping Centers/Malls on Guam

Top responses



Satisfaction with Shopping

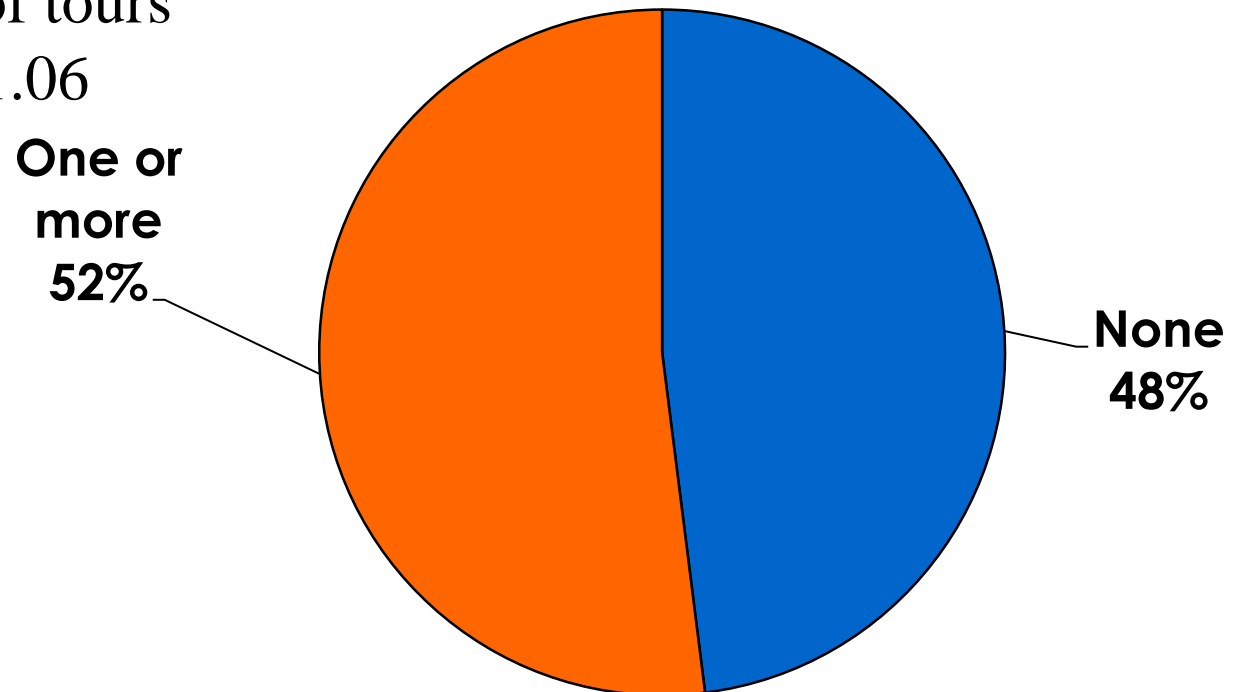
7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied

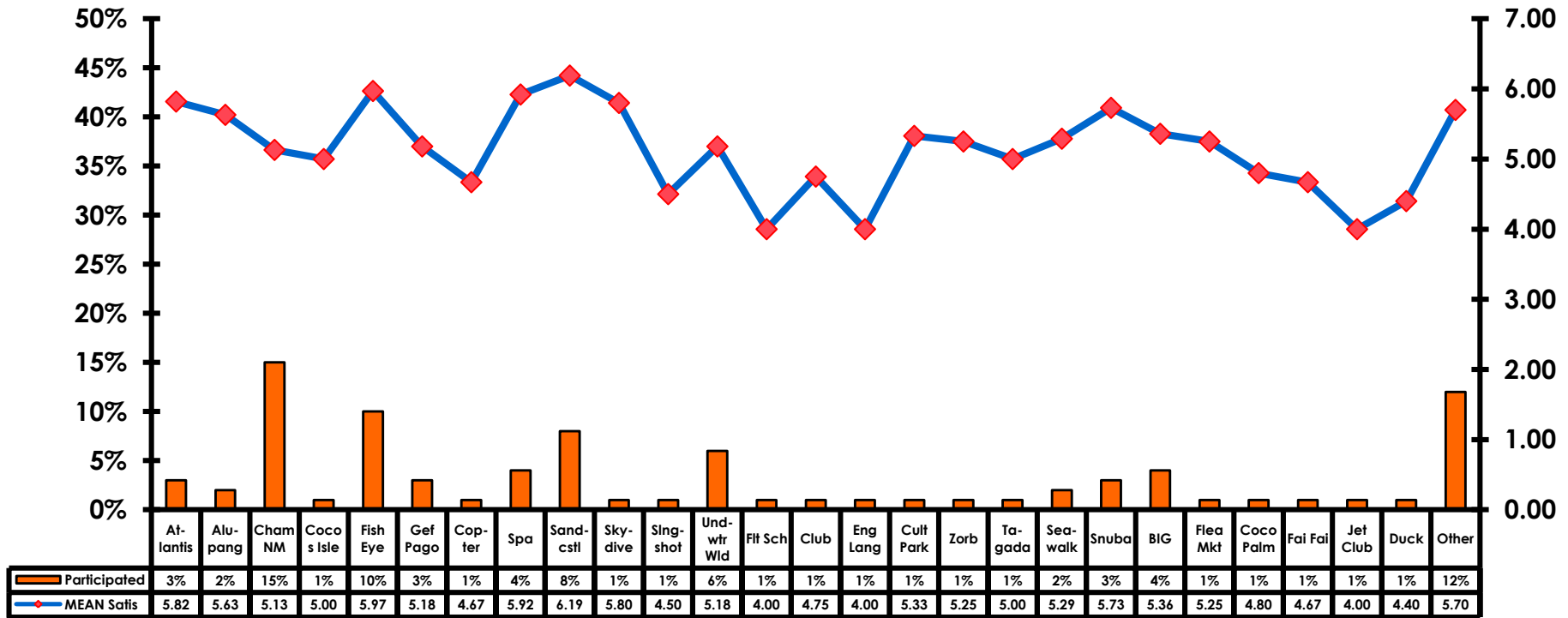
Quality of Shopping	Variety of Shopping
Score of 6 to 7 = 61%	Score of 6 to 7 = 61%
Score of 4 to 5 = 33%	Score of 4 to 5 = 29%
Score 1 to 3 = 7%	Score 1 to 3 = 9%
MEAN = 5.61	MEAN = 5.47

Optional Tour Participation

- Average number of tours participated in is 1.06



Optional Tours Participation & Satisfaction



Day Tours Satisfaction

7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied

Quality of Day Tour	Variety of Day Tour
Score of 6 to 7 = 50%	Score of 6 to 7 = 43%
Score of 4 to 5 = 44%	Score of 4 to 5 = 47%
Score 1 to 3 = 6%	Score 1 to 3 = 11%
MEAN = 5.24	MEAN = 5.03

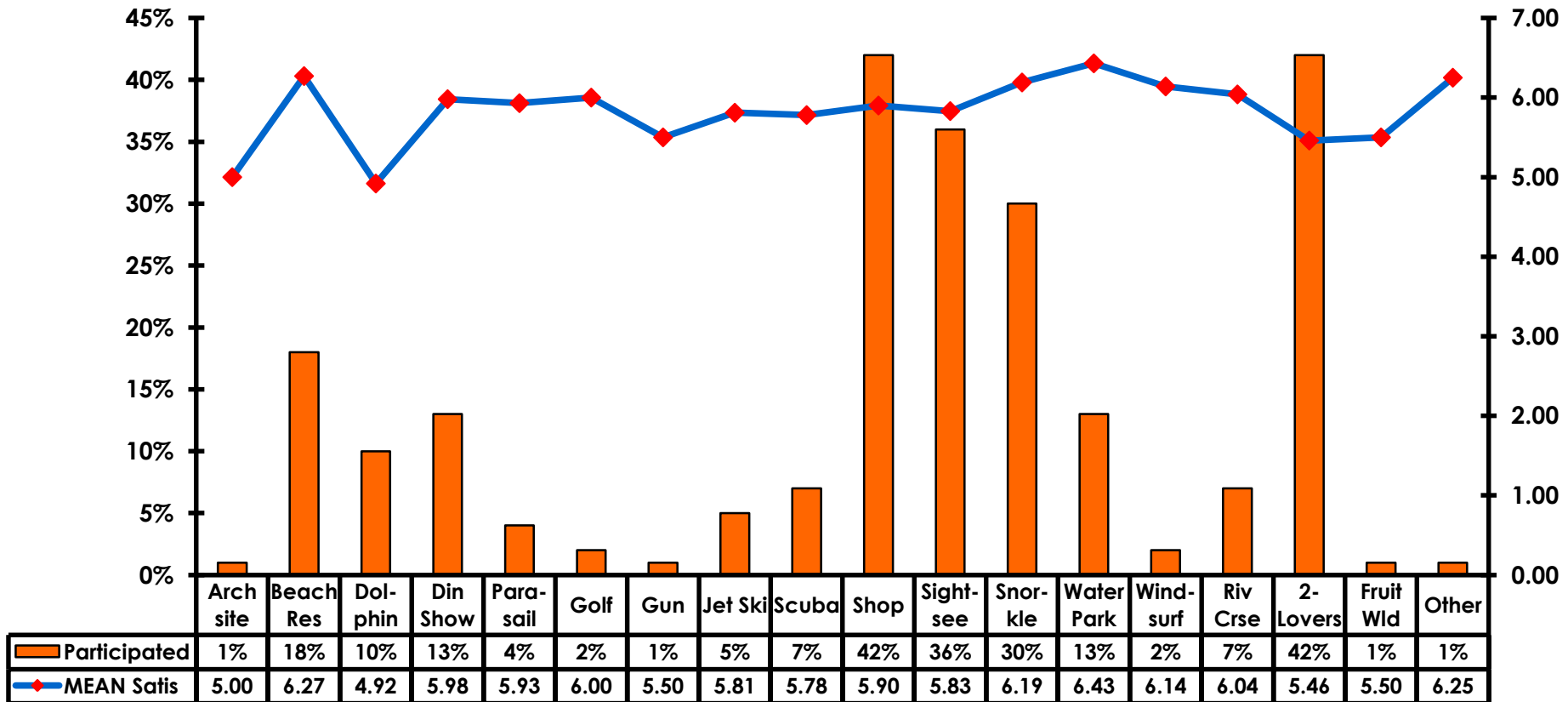
Night Tours Satisfaction

7pt Rating Scale

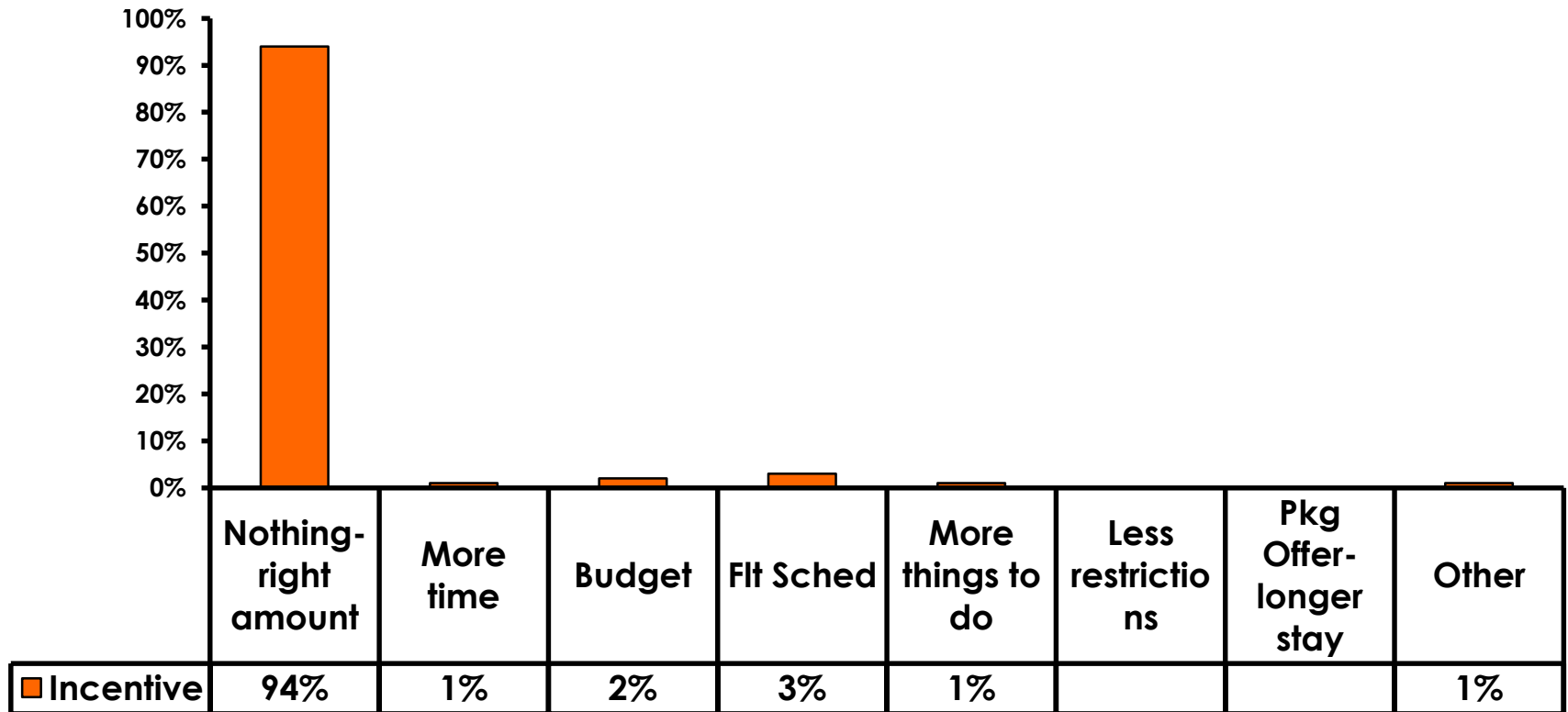
7=Very Satisfied/ 1=Very Dissatisfied

Quality of Night Tour	Variety of Night Tour
Score of 6 to 7 = 32%	Score of 6 to 7 = 30%
Score of 4 to 5 = 53%	Score of 4 to 5 = 55%
Score 1 to 3 = 14%	Score 1 to 3 = 14%
MEAN = 4.72	MEAN = 4.66

Satisfaction with Other Activities



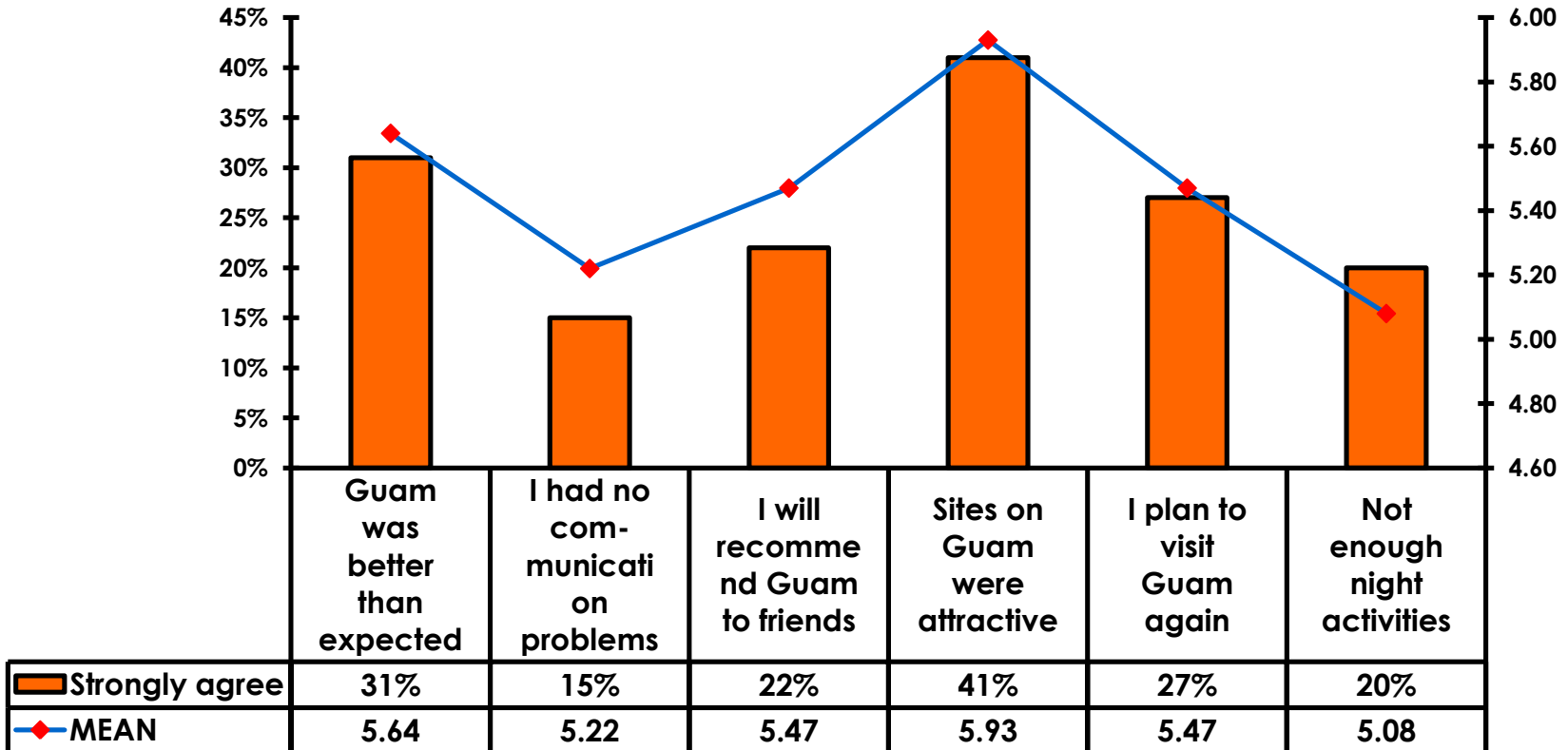
What would it take to make you want to stay an extra day in Guam?



On-Island Perceptions

7pt Rating Scale

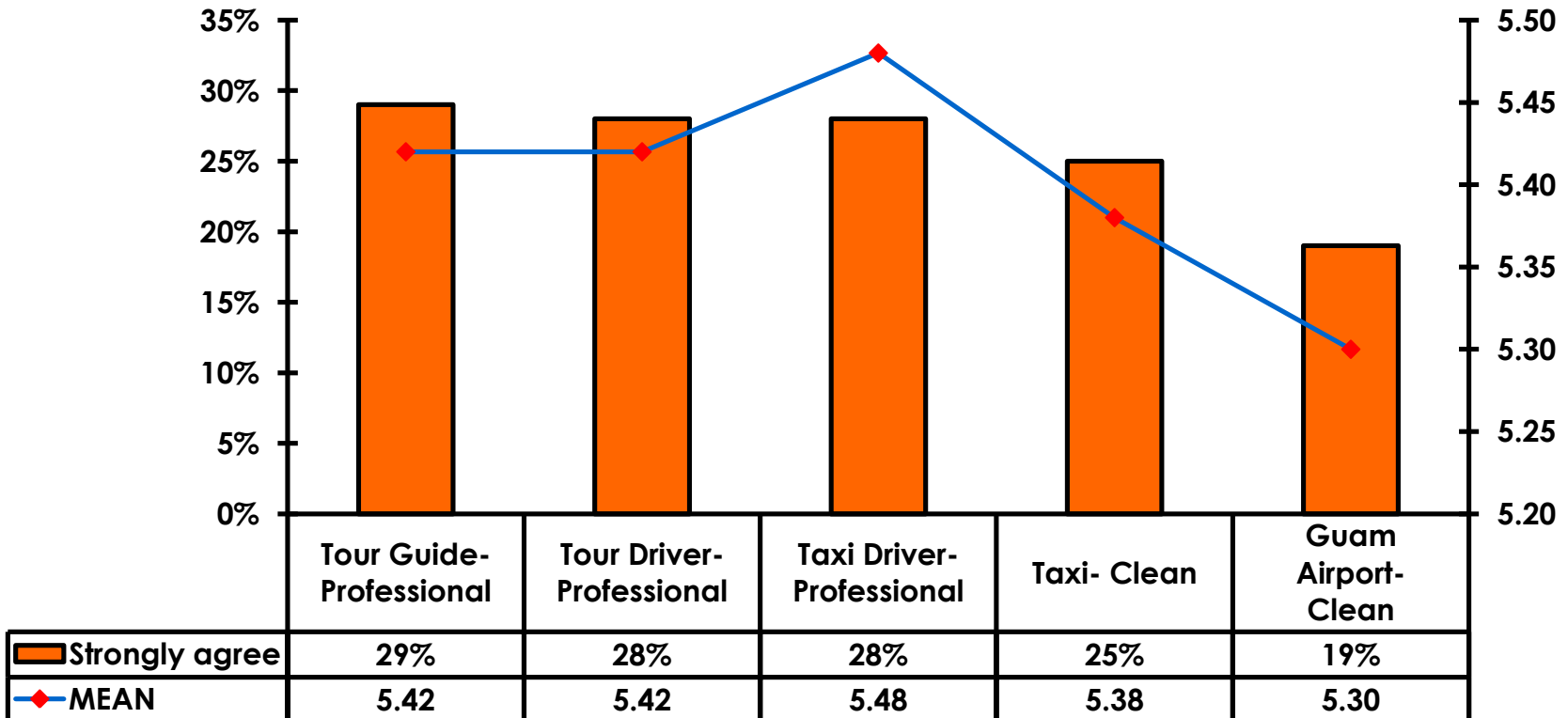
7=Very Satisfied/ 1=Very Dissatisfied



On-Island Perceptions

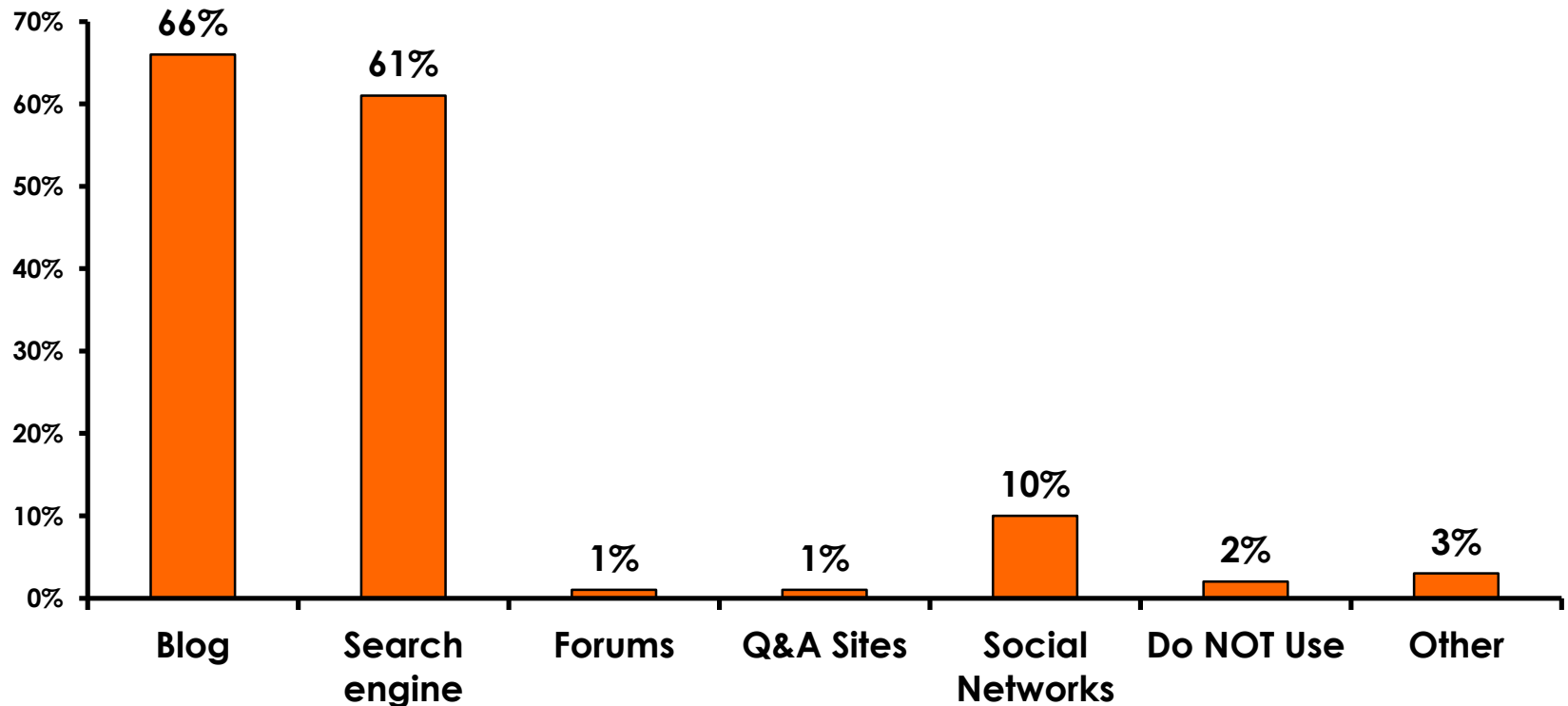
7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied



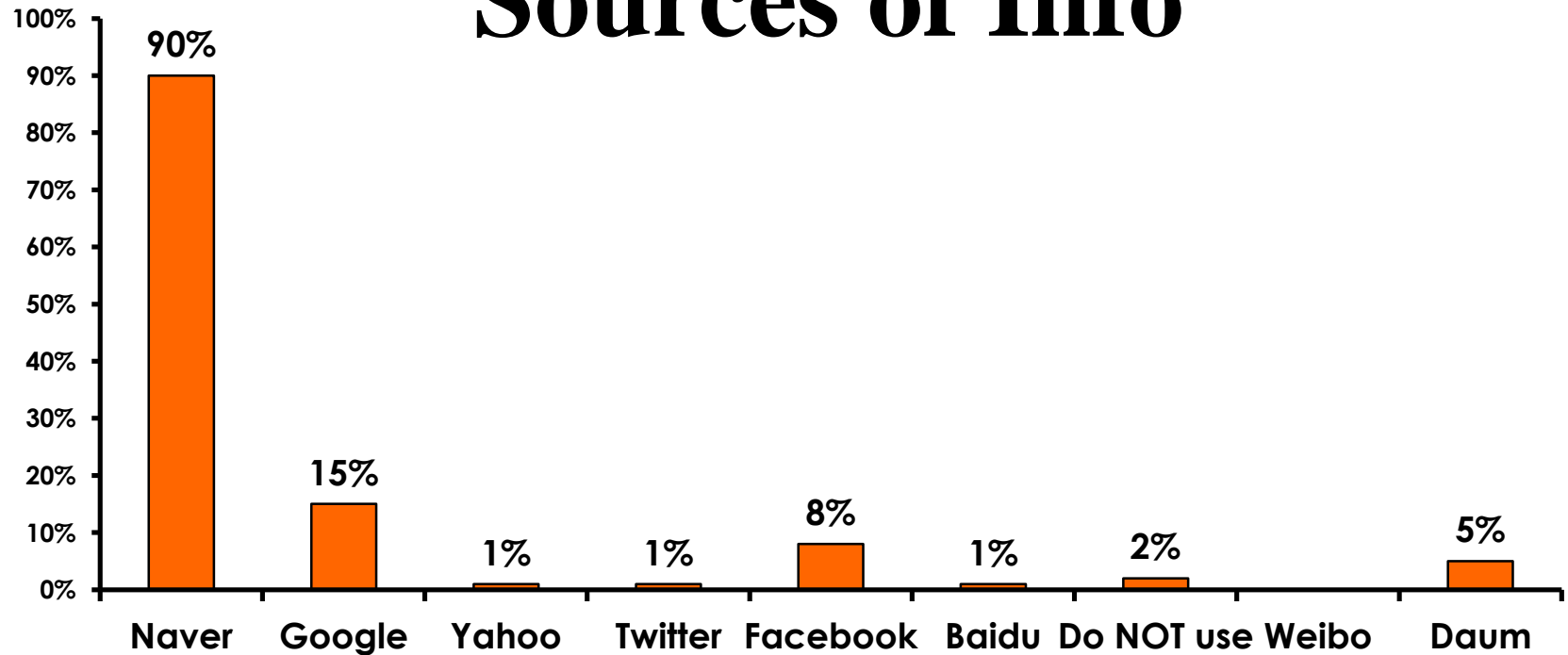
SECTION 5 **PROMOTIONS**

Internet- Guam Sources of Info

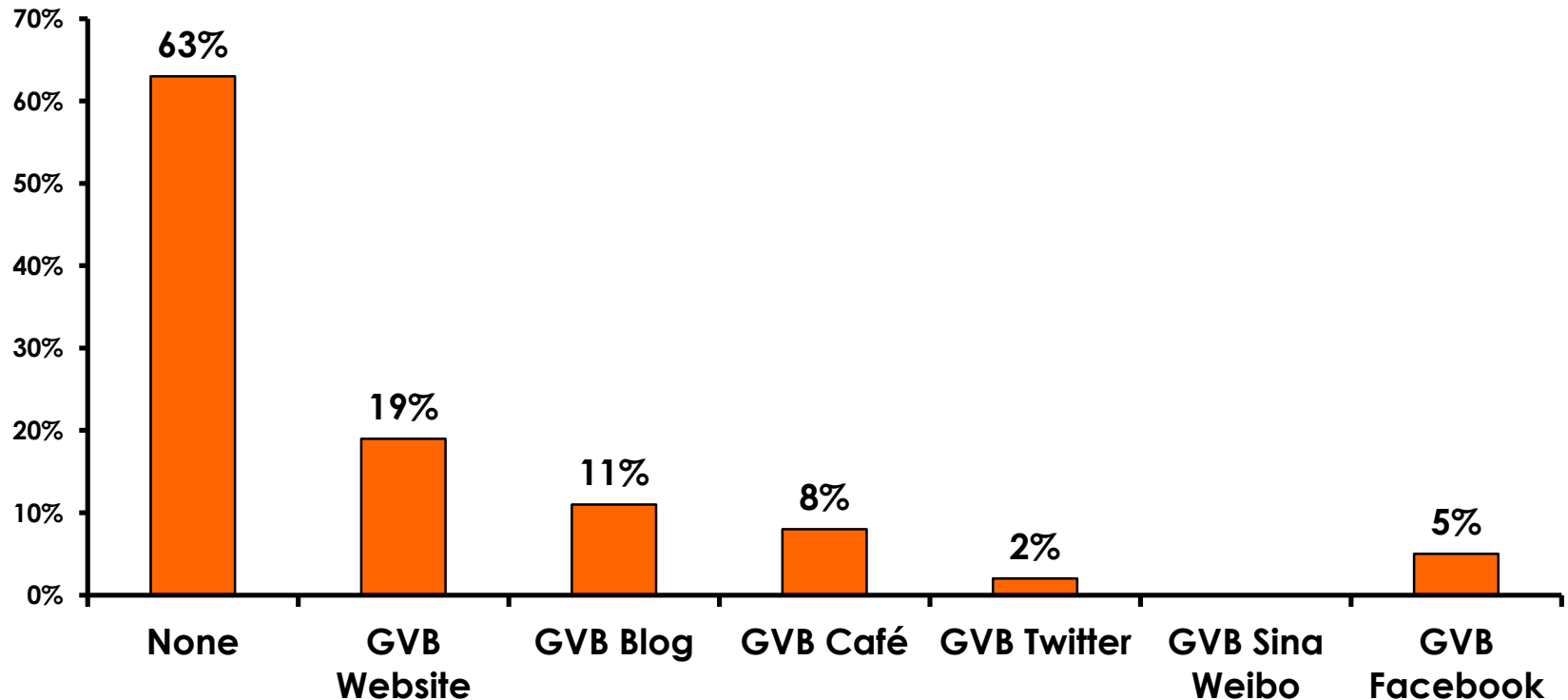


Internet- Things To Do

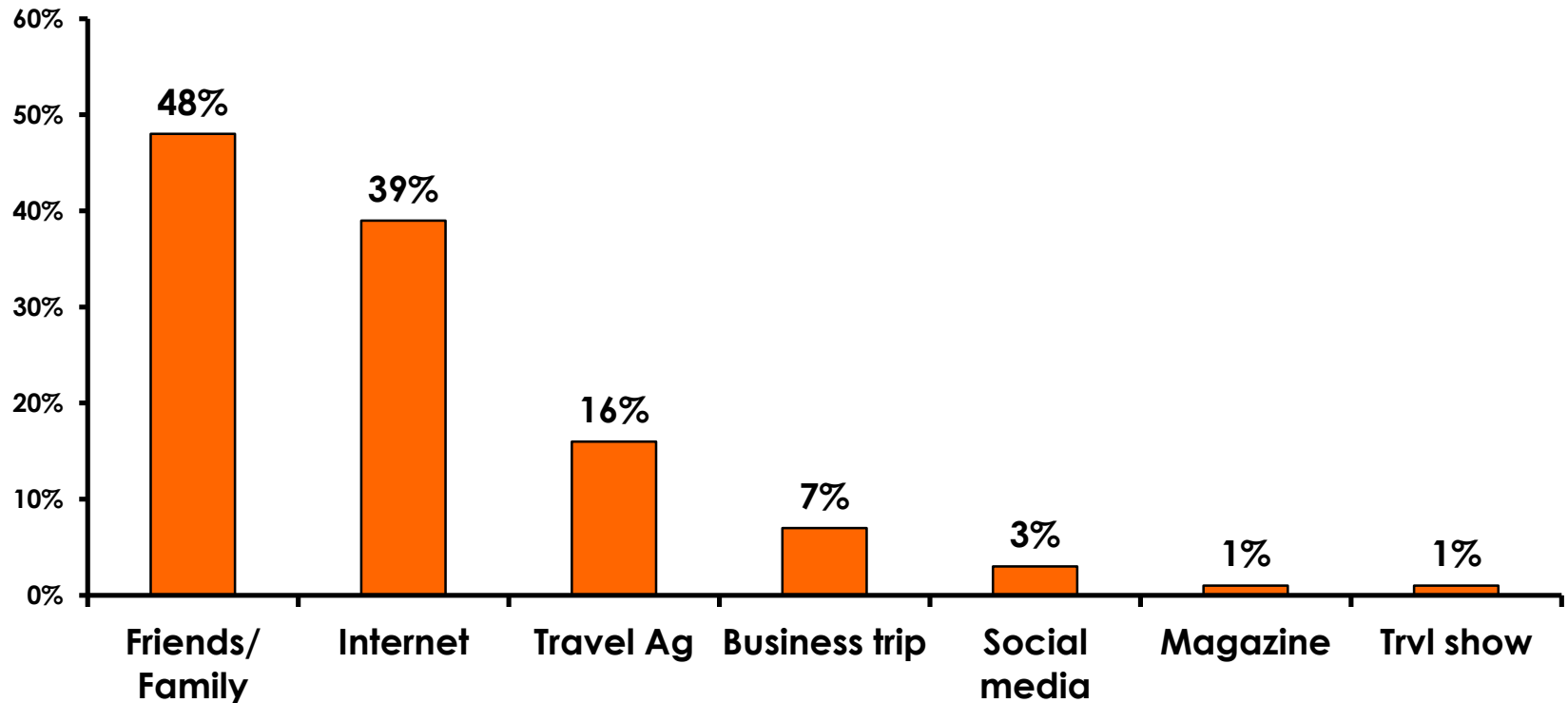
Sources of Info



Internet- GVB Sources

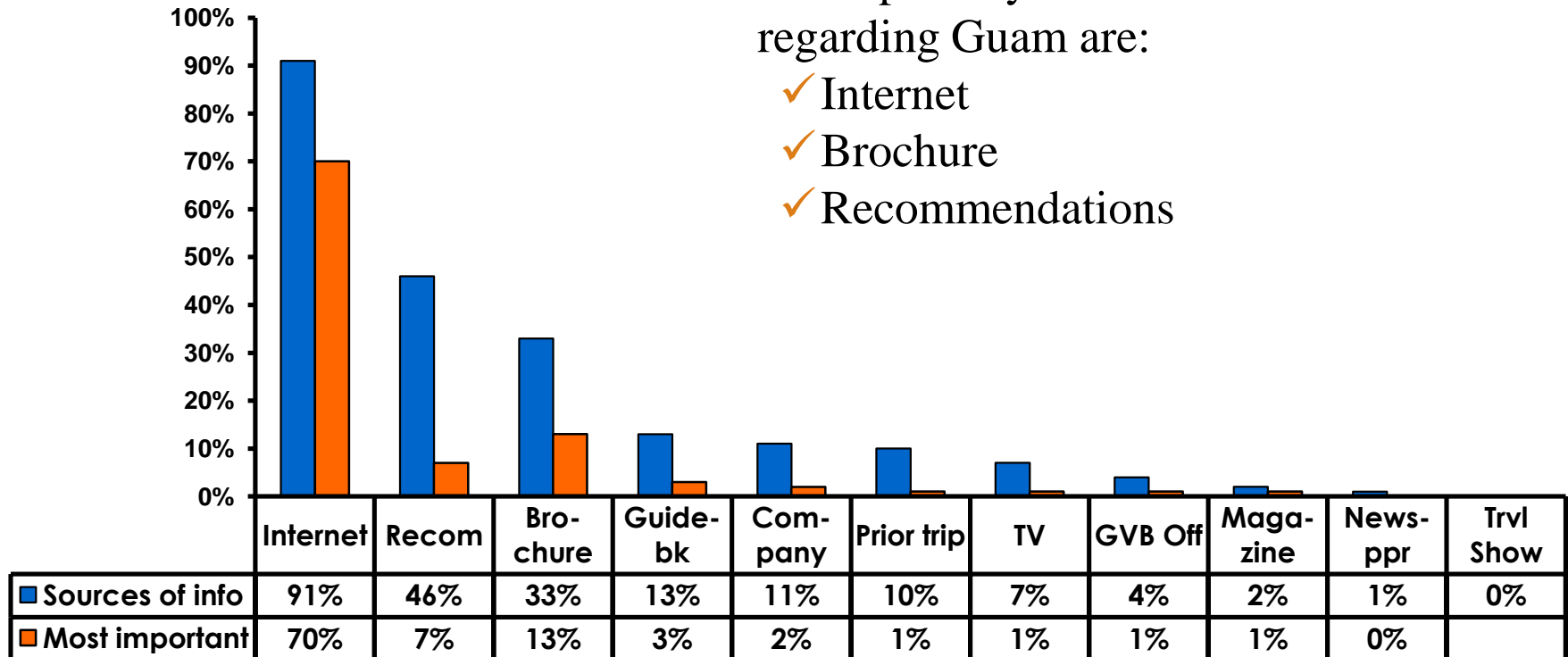


Travel Motivation- Info Sources



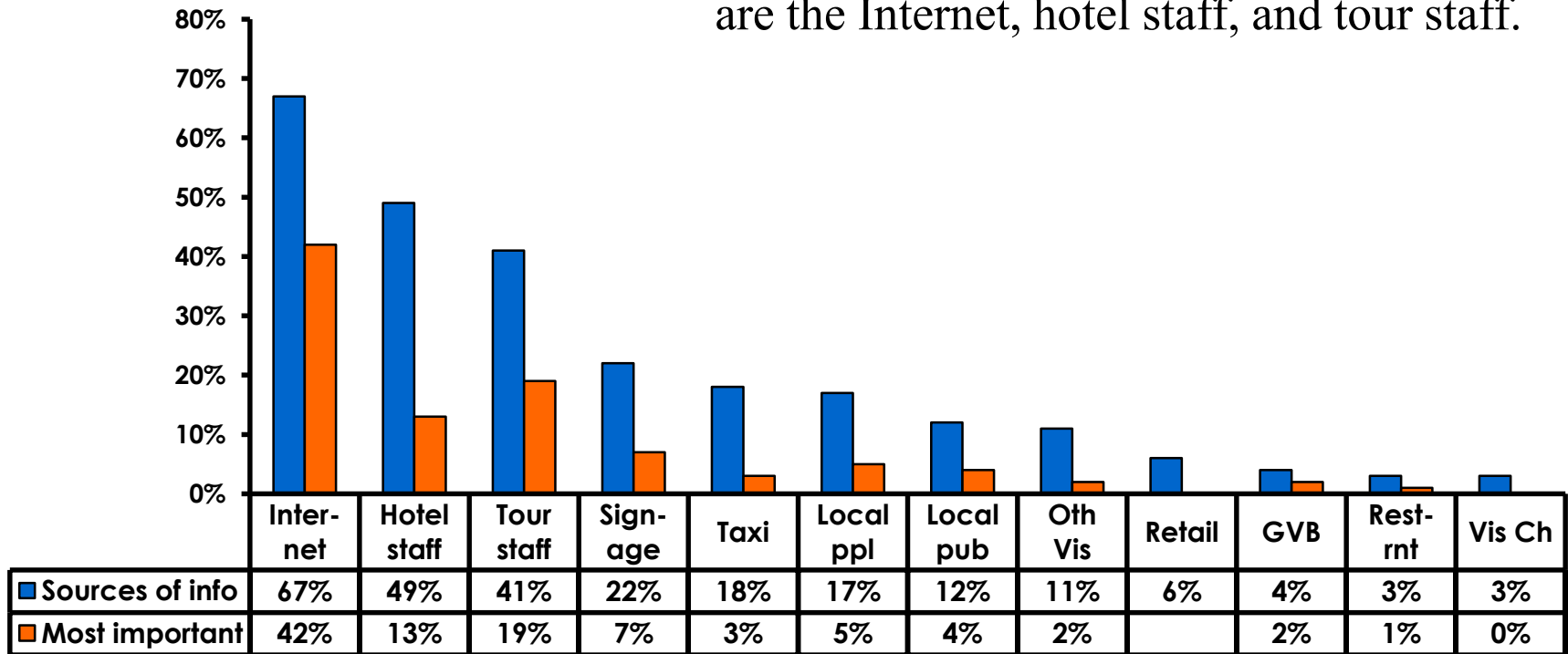
Sources of Information Pre-arrival

- The 3 primary sources of information regarding Guam are:
 - ✓ Internet
 - ✓ Brochure
 - ✓ Recommendations



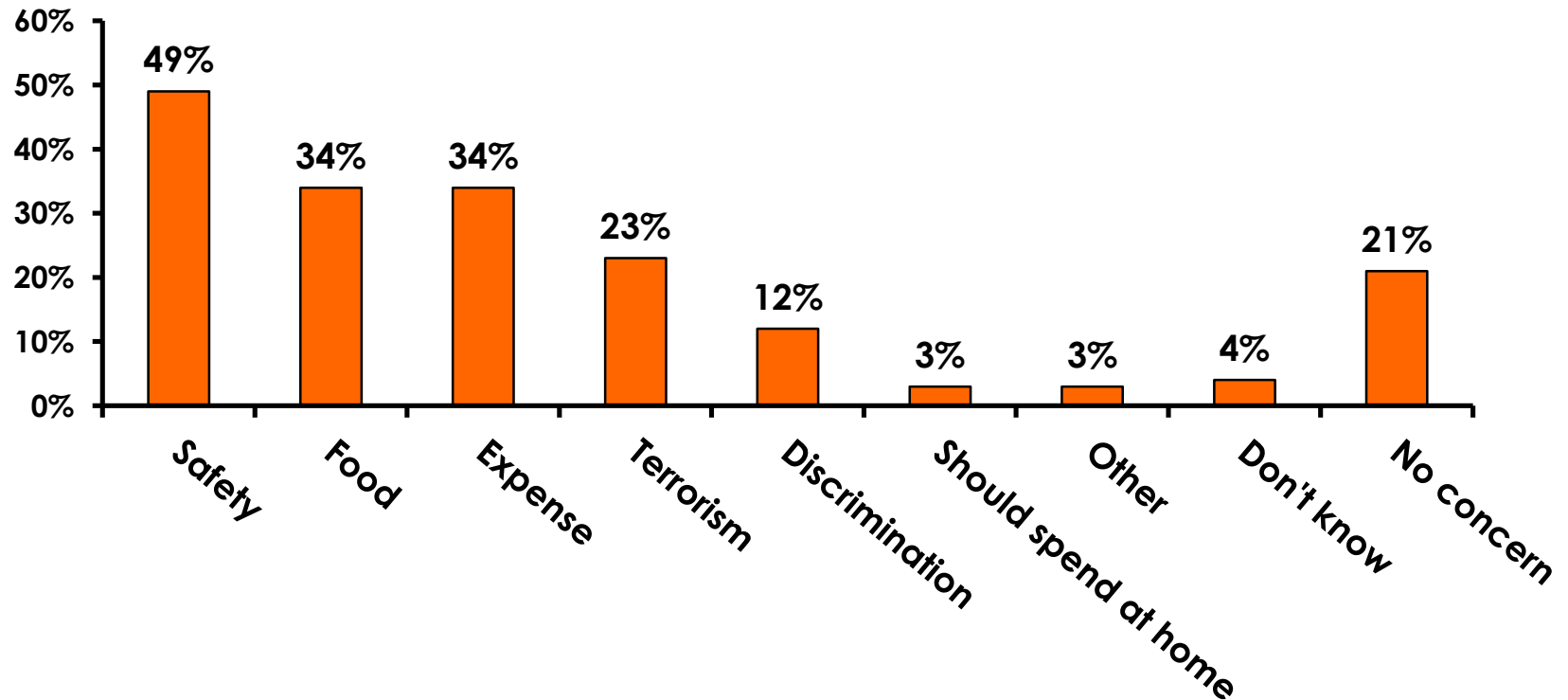
Sources of Information Post-arrival

- The primary local sources of information are the Internet, hotel staff, and tour staff.



SECTION 6 **OTHER ISSUES**

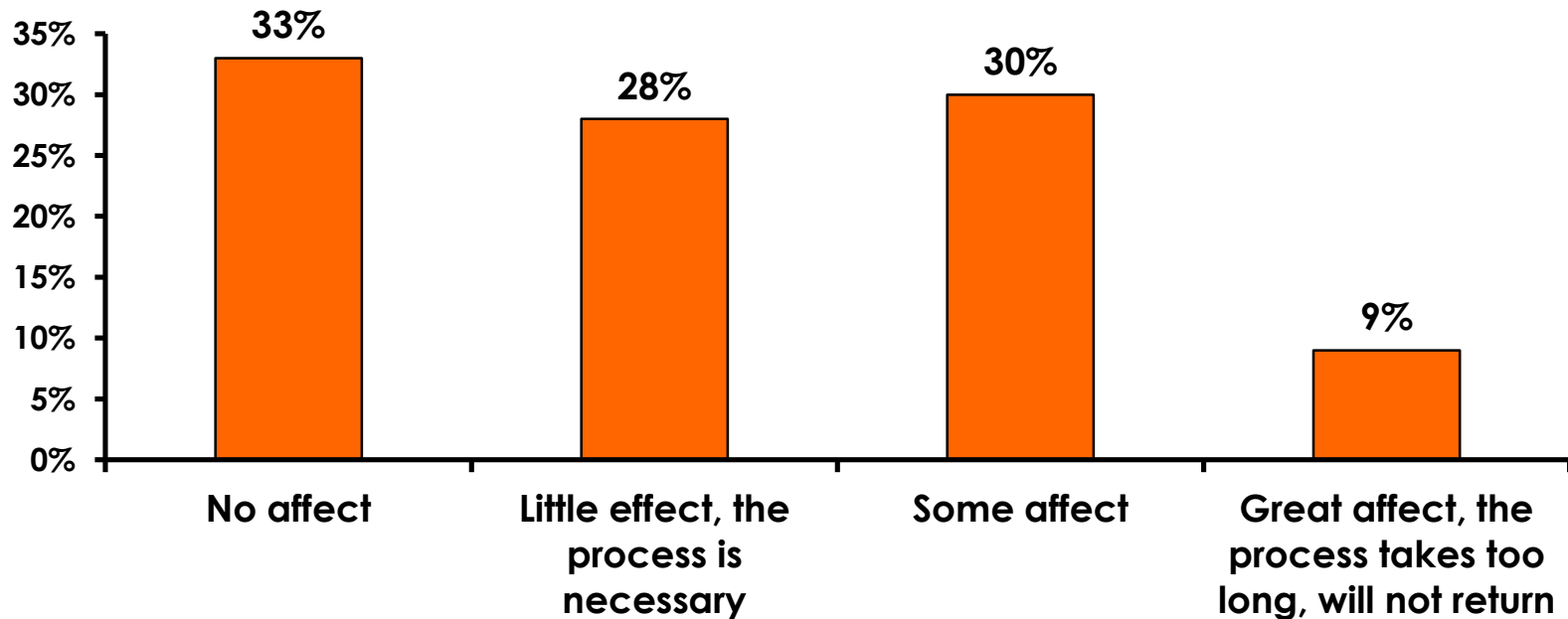
Concerns about travel outside of Korea - Overall



Concerns about travel outside of Korea - By Age & Income

	TOTAL	AGE				Q26								
	-	18-24	25-34	35-49	50+	<KW12.0M	KW12.0M-KW24.0M	KW24.0M-KW36.0M	KW36.0M-KW48.0M	KW48.0M-KW60.0M	KW60.0M-KW72.0M	KW72.0M+	No Income	
Q21 Safety	49%	43%	47%	52%	50%	75%	33%	59%	52%	37%	48%	55%	56%	
Food	34%	57%	31%	37%	42%	13%	38%	35%	24%	37%	48%	37%	44%	
Expense	34%	43%	36%	30%	25%	25%	38%	37%	29%	32%	44%	38%	22%	
Terrorism	23%		25%	22%	8%	25%	19%	24%	28%	18%	28%	23%	33%	
No concerns	21%	14%	22%	19%	17%	13%	10%	15%	25%	32%	20%	14%		
Discrimination against Koreans	12%		12%	11%	8%	13%	10%	15%	12%	8%	16%	10%	22%	
Don't know	4%		4%	4%	8%		14%	2%	5%	4%			11%	
Other	3%	14%	2%	2%				2%	1%	4%		4%	11%	
Should spend at home	3%		3%	2%				7%	1%	5%	4%			
Total	Count	347	7	202	126	12	8	21	46	75	76	25	71	9

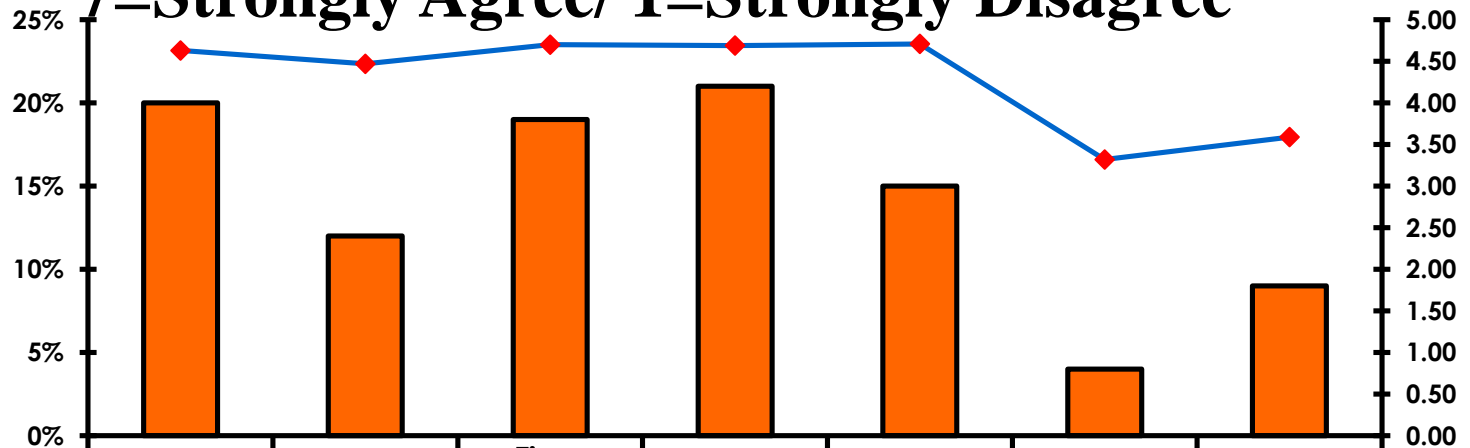
Security Screening/ Immigration Process at Guam International Airport





Airport Screening

7pt Rating Scale

7=Strongly Agree/ 1=Strongly Disagree



 Strongly agree	20%	12%	19%	21%	15%	4%	9%
 MEAN	4.63	4.47	4.70	4.69	4.71	3.32	3.59