

# Guam Visitors Bureau Japan Visitor Tracker Exit Profile & Market Segmentation Report

FY2017

JANUARY 2017

Prepared by: Anthology Research

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# Background and Methodology

- All surveys were partially interviewer administered, as well as self-administered. Upon completion of the surveys, Anthology's professional Japanese speaking interviewers double-checked each questionnaire for consistency and completeness, while the respondent is present.
- A total of **352** departing Japan 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 **352** is +/- 5.23 percentage points with a 95% confidence level. That is, if all Japan 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.

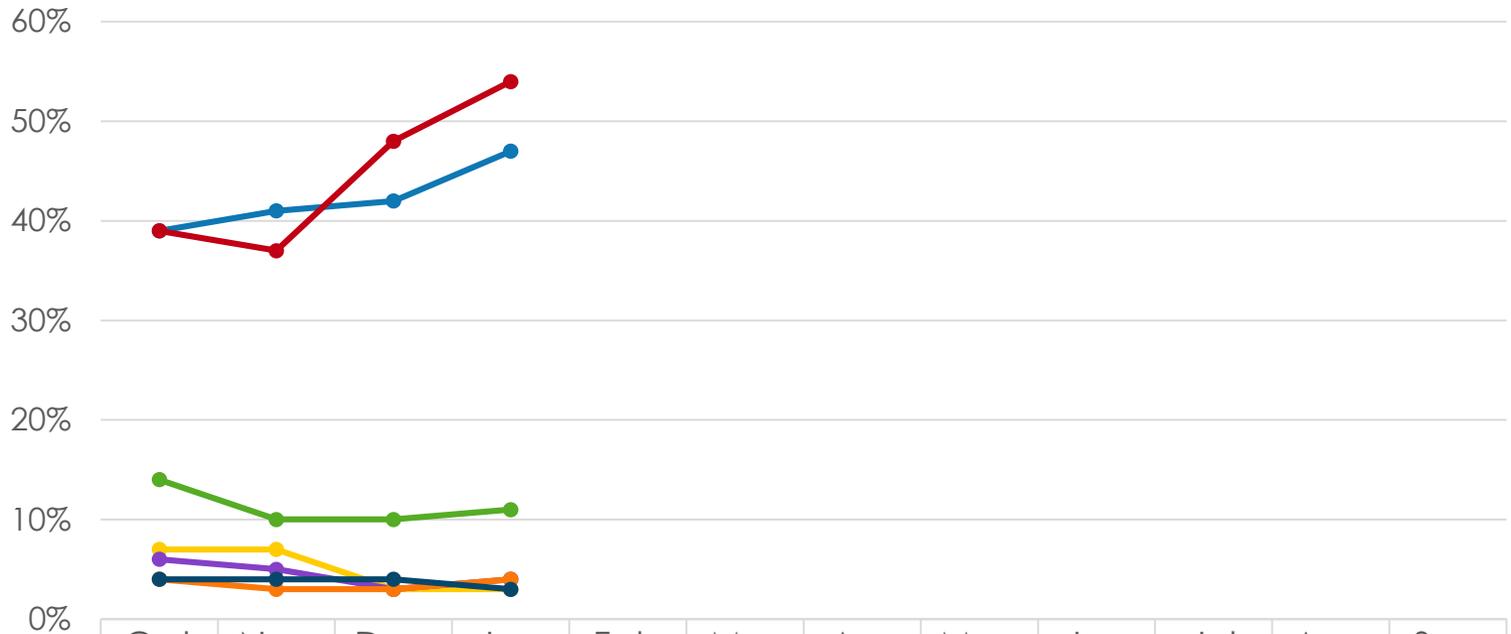
# Objectives

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

# Key Highlighted Segments

- **The specific objectives were:**
  - To determine the relative size and expenditure behavior of the following market segments:
    - Families (Q6)
    - Office Lady/ Salary Woman (Gender/ Q25 Office worker- non-managerial)
    - Group Tour (Q7)
    - MICE (Q5A Convention/ Conference/ Trade Show/ Company sponsored)
    - Silver (QF Age 60+)
    - Wedding (Q5A)
    - Repeat Visitor (Q3A)
  - To identify the most significant factors affecting overall visitor satisfaction.
  - To identify (for all Japan visitors) the most important determinants of on-island spending

# Key Highlighted Segments

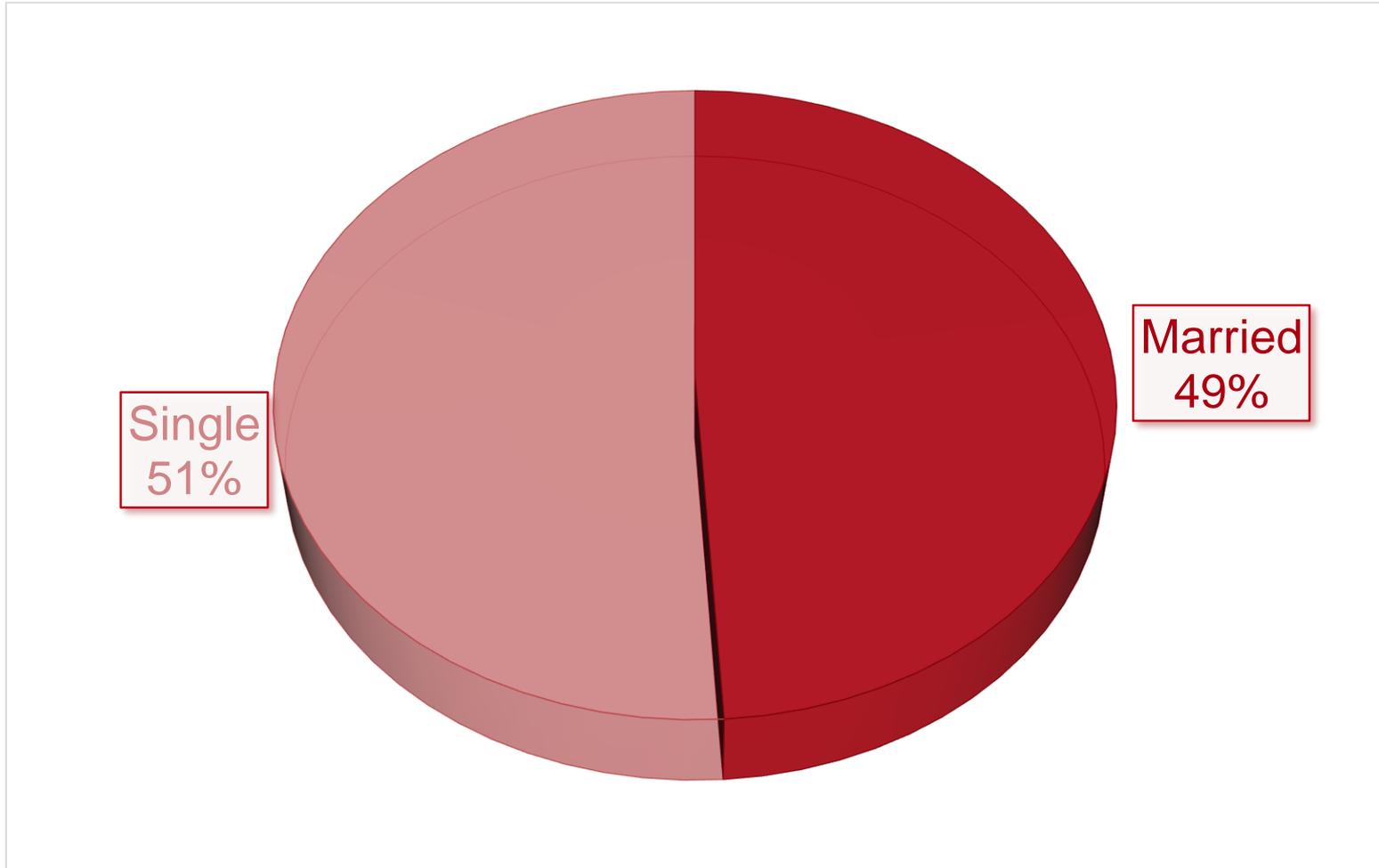


	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
Family	39%	41%	42%	47%								
Repeat	39%	37%	48%	54%								
Office Lady	14%	10%	10%	11%								
Wedding	7%	7%	3%	3%								
Silver	6%	5%	3%	4%								
Group	4%	3%	3%	4%								
MICE	4%	4%	4%	3%								

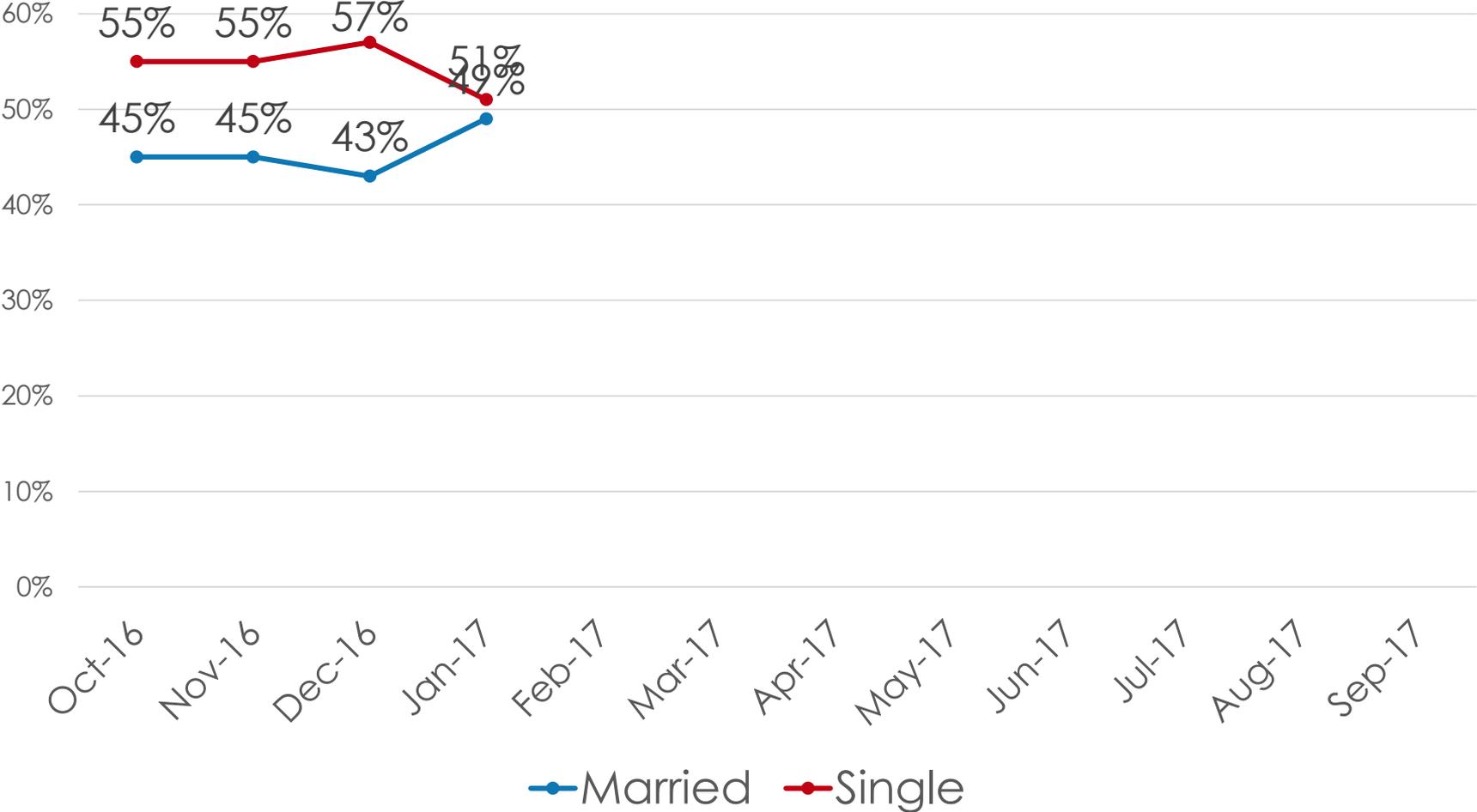
# SECTION 1

# PROFILE OF RESPONDENTS

# Marital Status



# Marital status – FY2017 Tracking



# Marital status – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

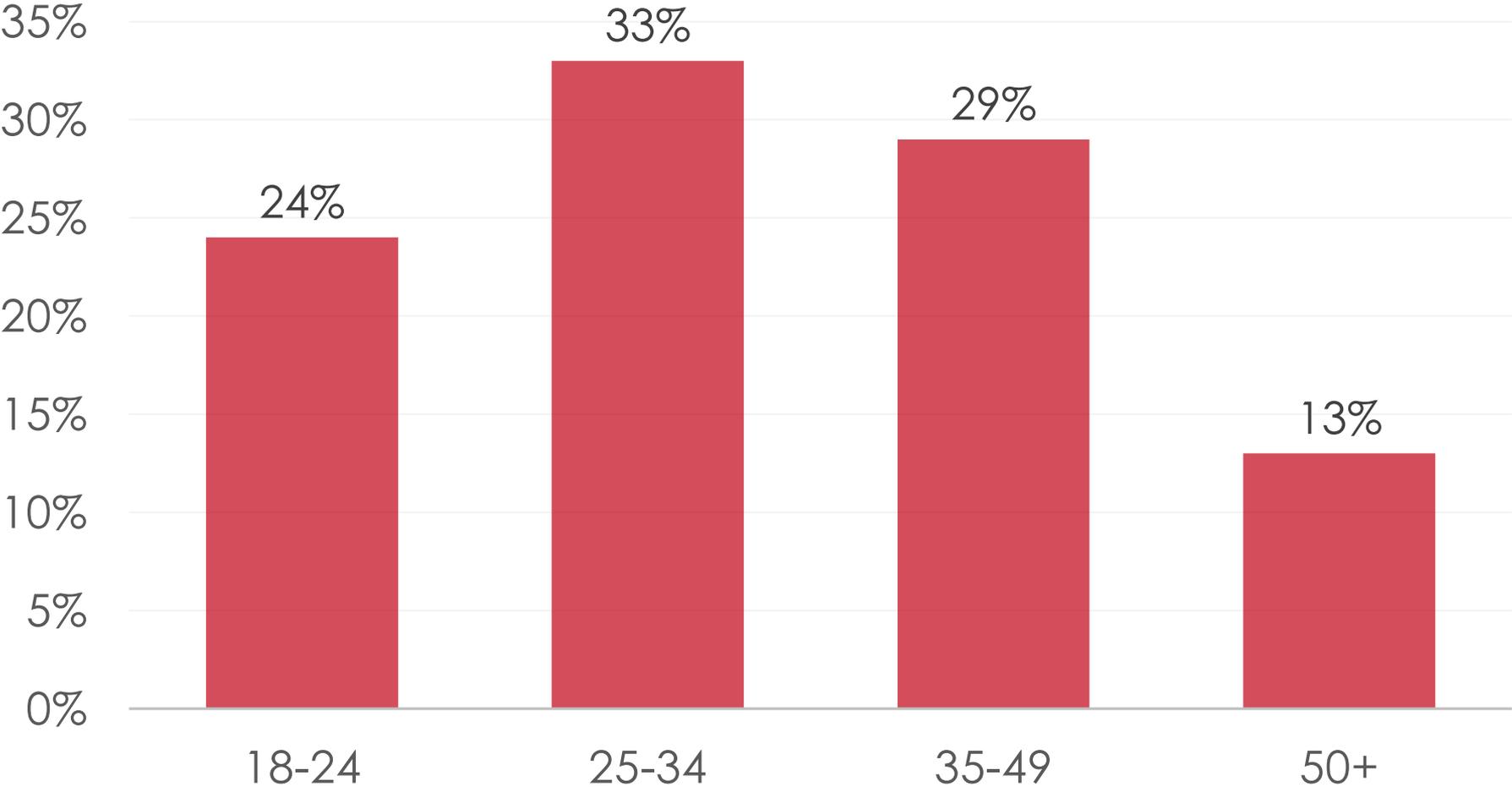
### QE Are you married or single?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
QE	Married	49%	86%	43%	40%	86%	80%	57%	40%
	Single	51%	14%	57%	60%	14%	20%	43%	60%
	Total	350	164	40	15	14	10	188	10

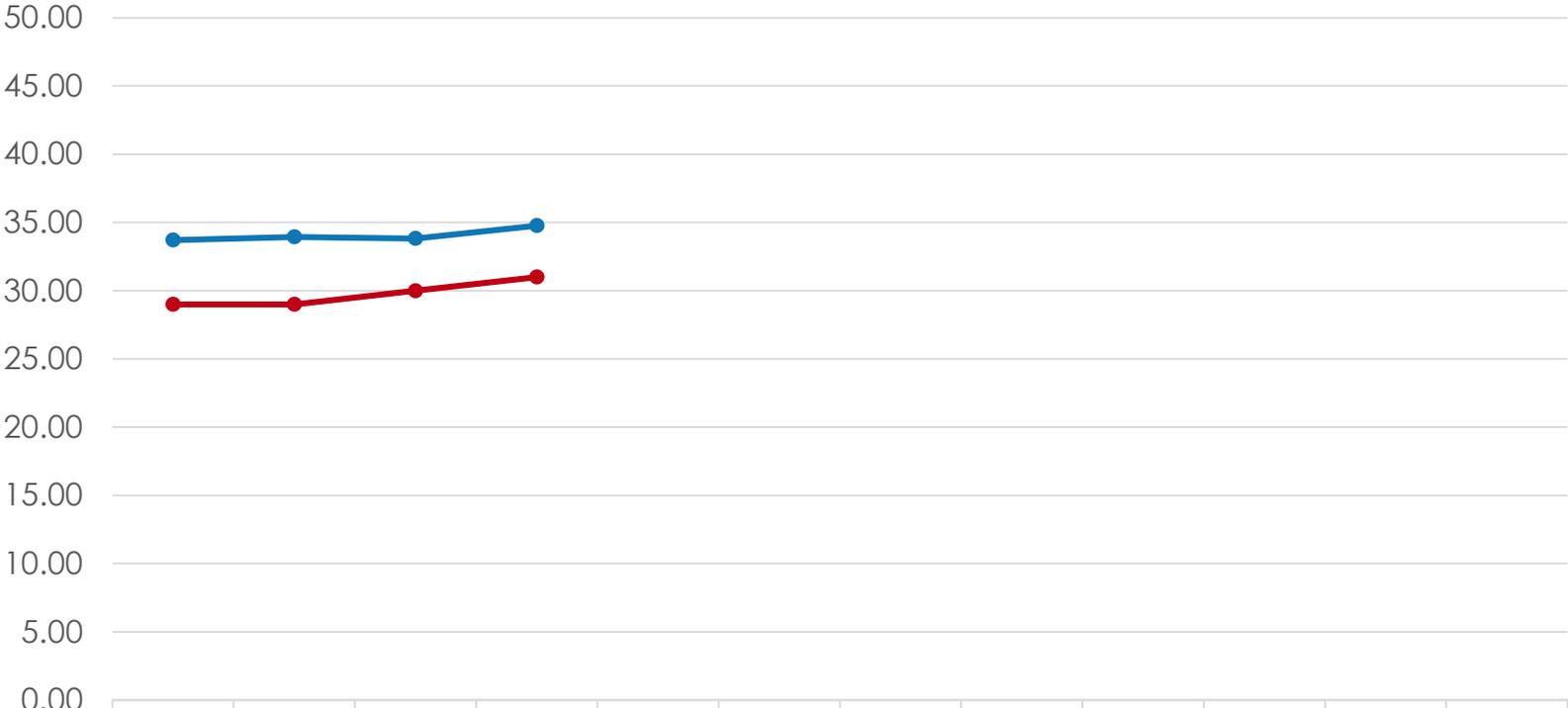
Prepared by QMark Research

# Age

MEAN = 34.77  
MEDIAN = 31



# Age – FY2017 Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	33.71	33.94	33.83	34.77								
MEDIAN	29	29	30	31								

# Age – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

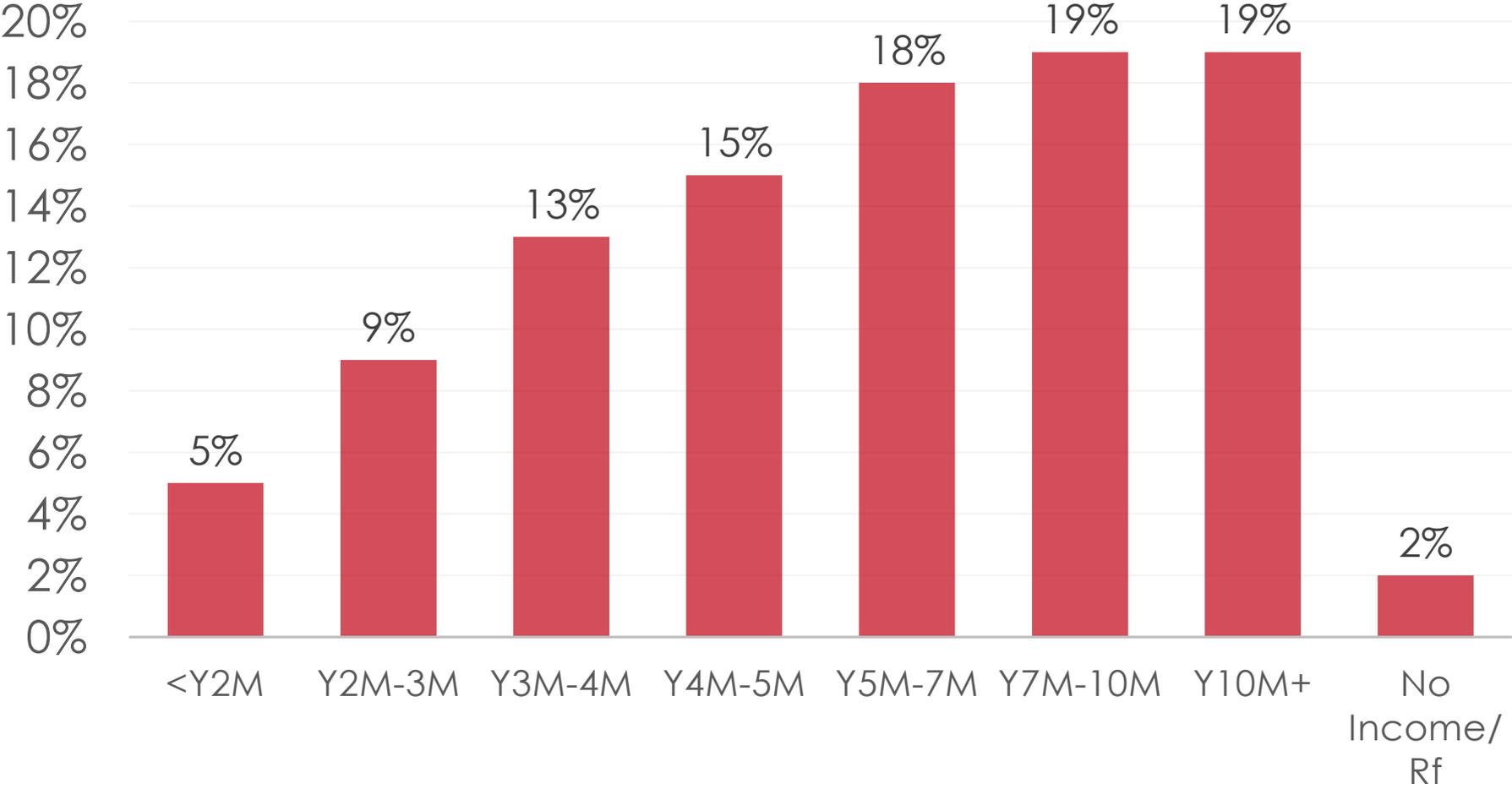
### QF And what was your age on your last birthday?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
QF	18-24	24%	5%	5%	40%			14%	30%
	24-34	33%	30%	54%	27%		50%	30%	20%
	35-49	29%	45%	36%	20%		20%	39%	40%
	50+	13%	20%	5%	13%	100%	30%	17%	10%
	Total	349	165	39	15	14	10	189	10
QF	Mean	34.77	40.28	34.69	32.60	65.79	38.20	37.94	34.70
	Median	31	40	33	30	66	34	37	33

Prepared by QMark Research

# Annual Household Income

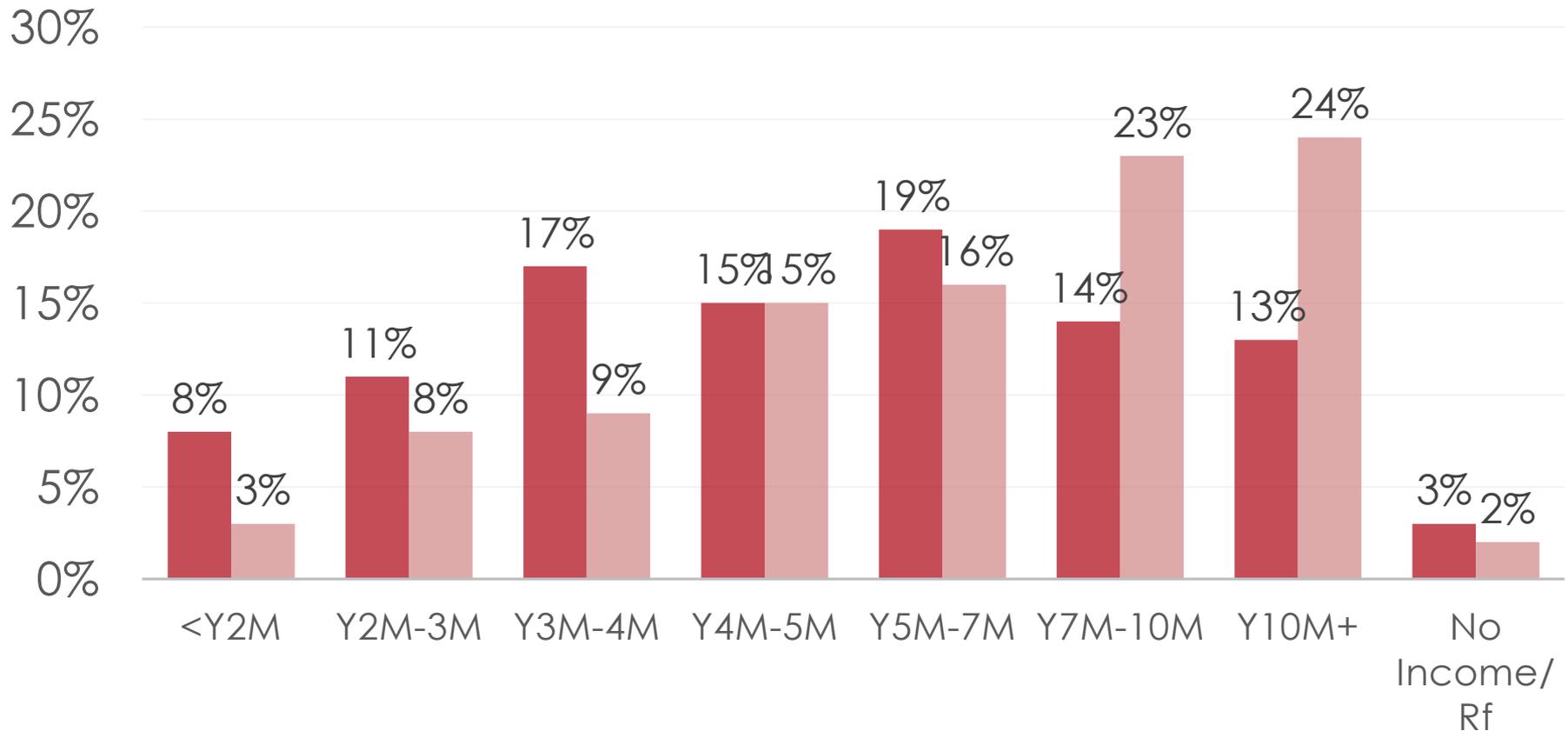
EXCHANGE RATE ¥115.06=\$1



# Annual Household Income

EXCHANGE RATE ¥116.57=\$1

■ 1st Time ■ Repeat



# Annual Household Income – Key Segments

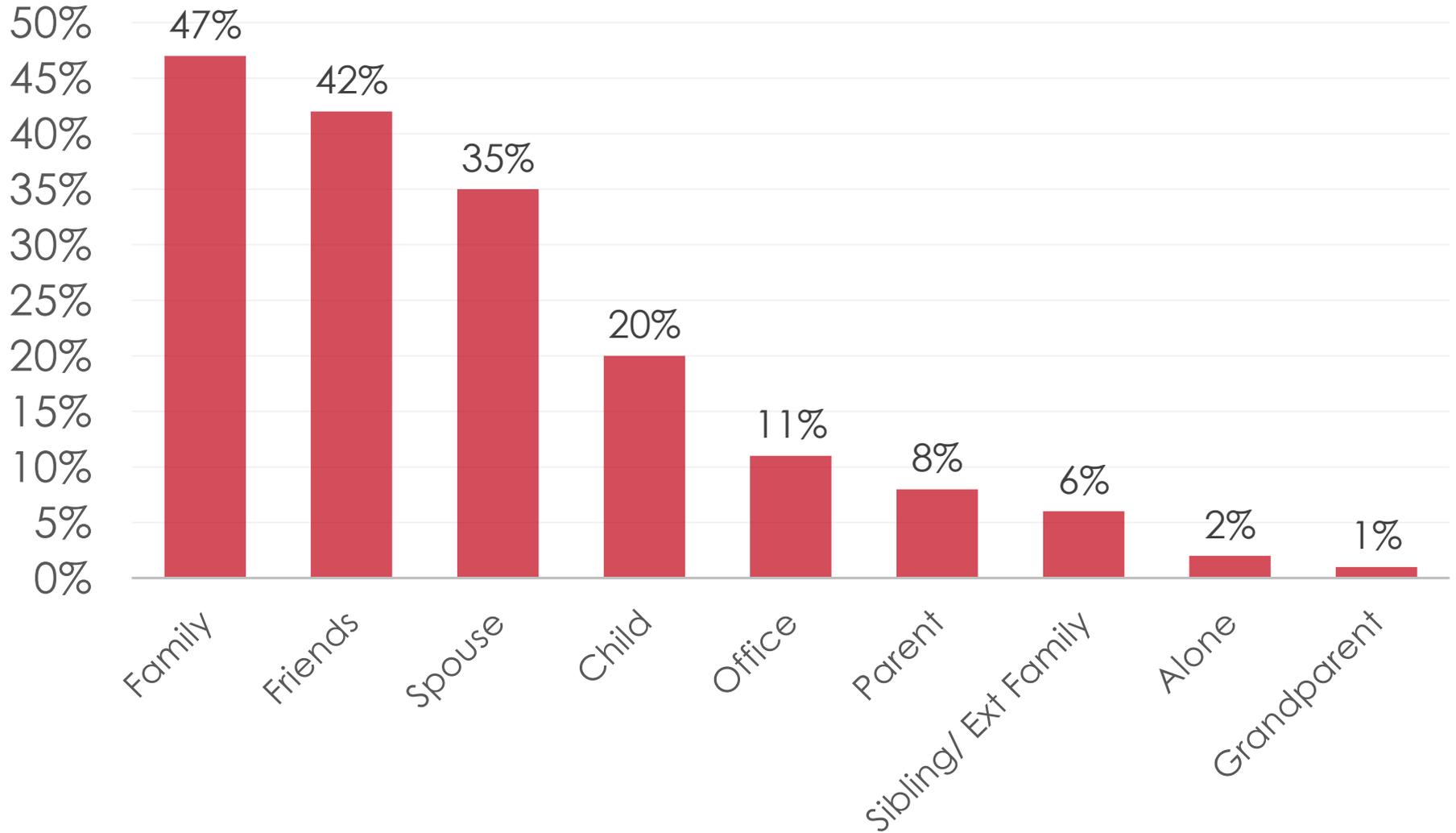
## GUAM VISITORS BUREAU - EXIT SURVEY

### Q26 What is your approximate annual household income before taxes?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q26	<Y2.0 million	5%	3%		11%	18%	10%	3%	
	Y2.0M-Y3.0M	9%	3%	18%	11%	9%	10%	8%	40%
	Y3.0M-Y4.0M	13%	10%	18%	11%	9%	10%	9%	40%
	Y4.0M-Y5.0M	15%	18%	15%	22%	18%	20%	15%	
	Y5.0M-Y7.0M	18%	16%	18%	22%		10%	16%	
	Y7.0M-Y10.0M	19%	26%	15%		27%	20%	23%	
	Y10.0M+	19%	23%	15%	22%		20%	24%	20%
	No Income	2%	2%			18%		2%	
	Total	307	153	33	9	11	10	170	5

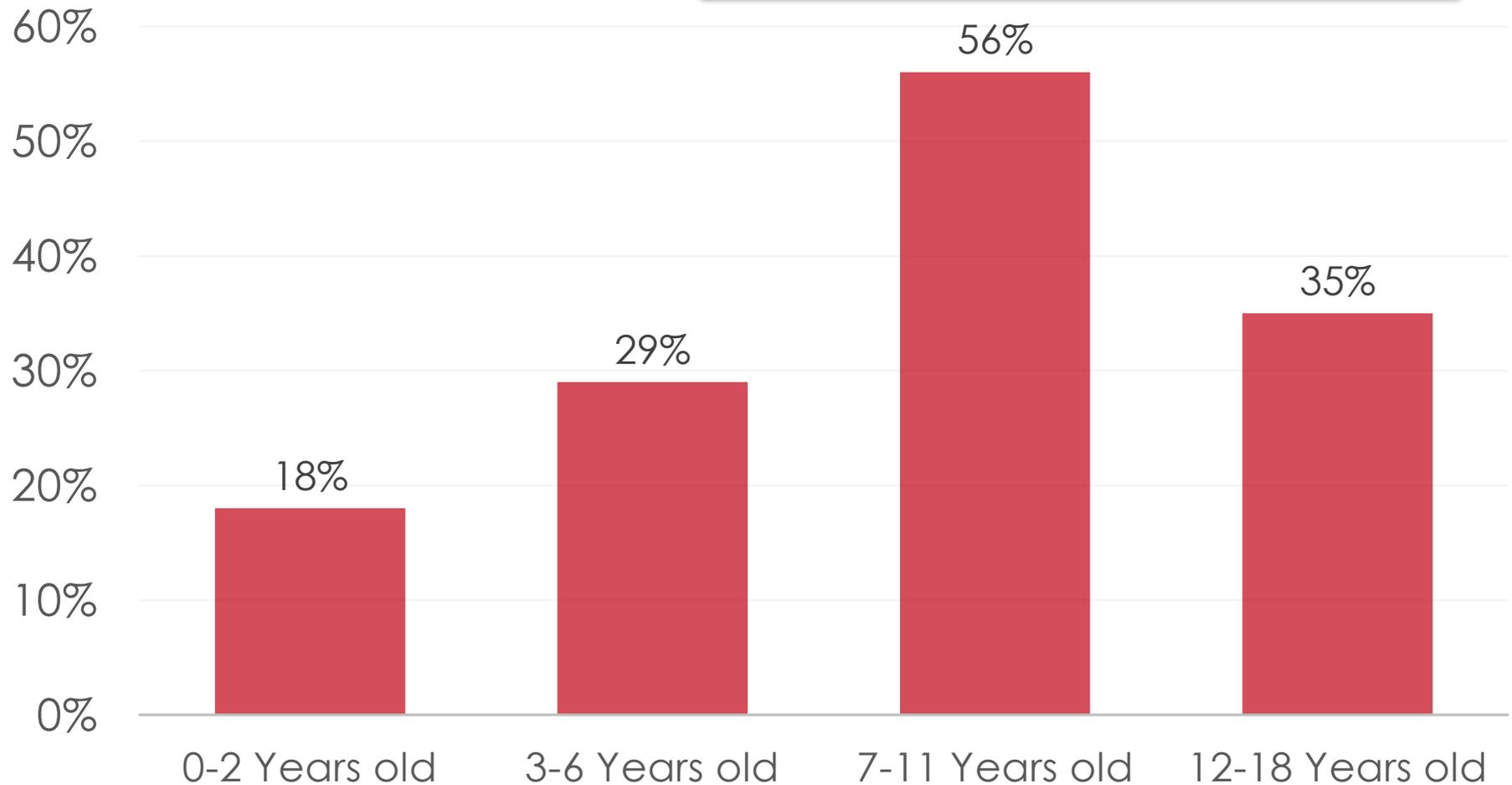
Prepared by QMark Research

# Travel Party

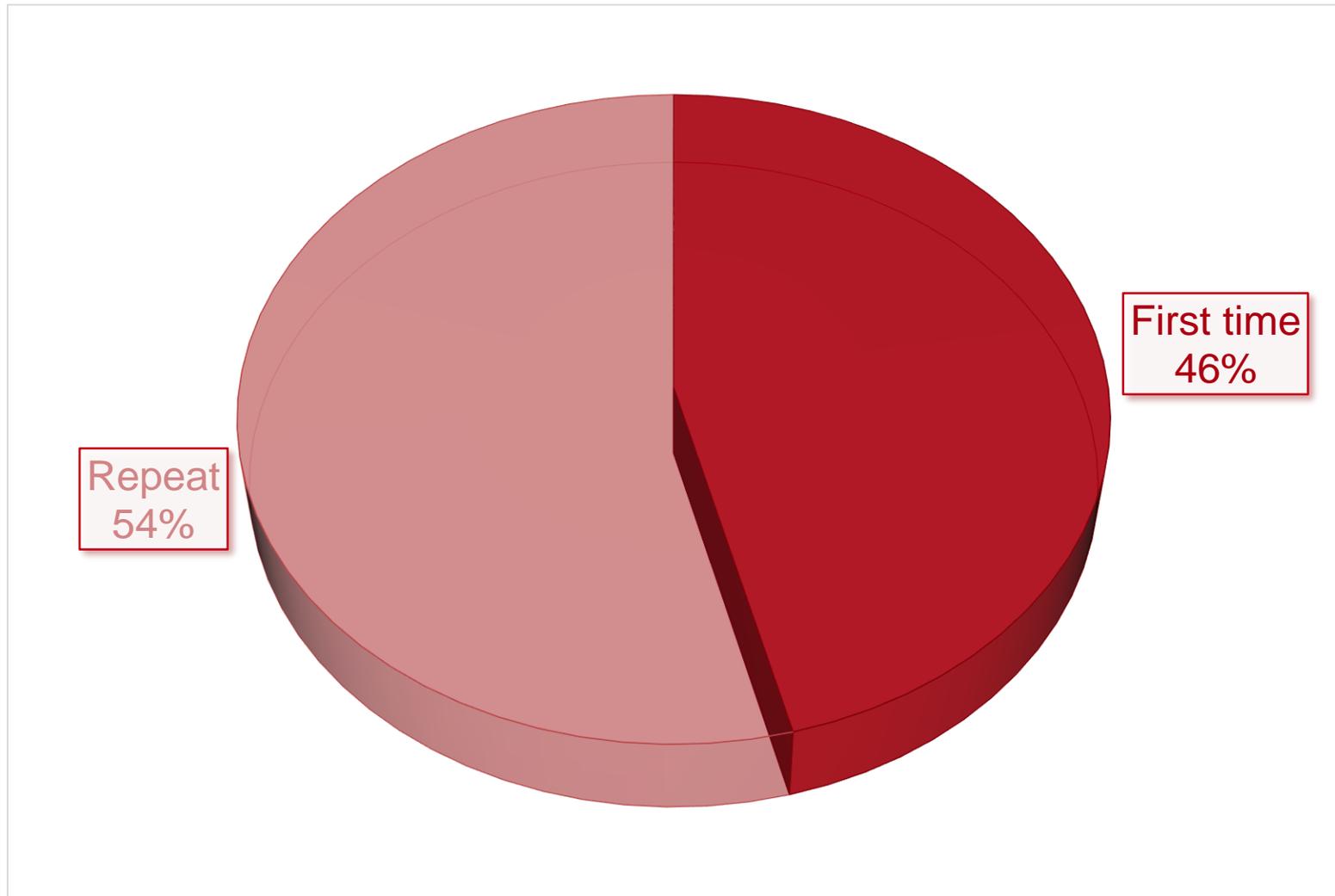


# Travel Party - Children

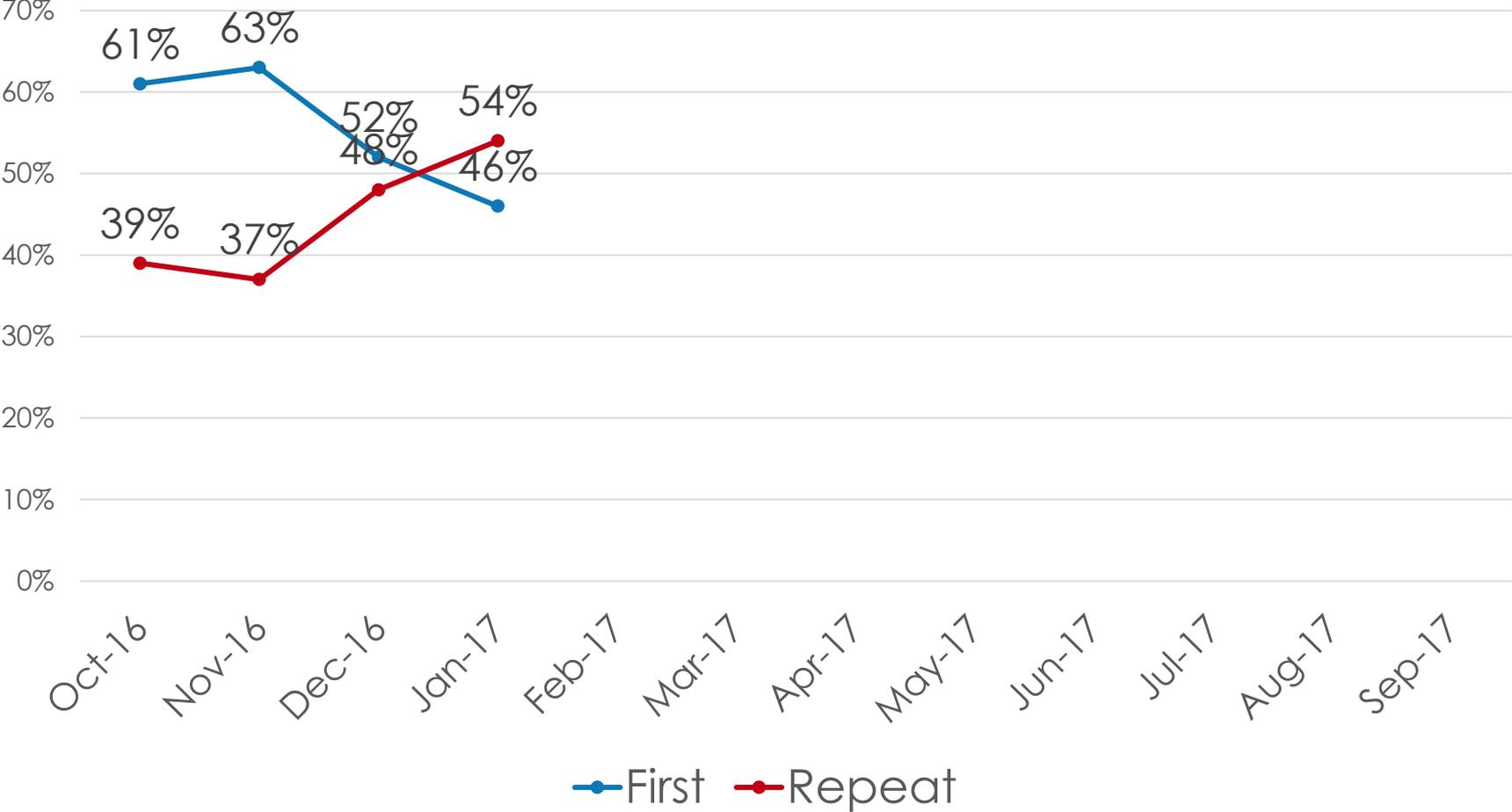
N = 68  
20% TRAVELING WITH A CHILD



# Trips to Guam



# Trips to Guam – FY2017 Tracking



# Trips to Guam – Key Segments

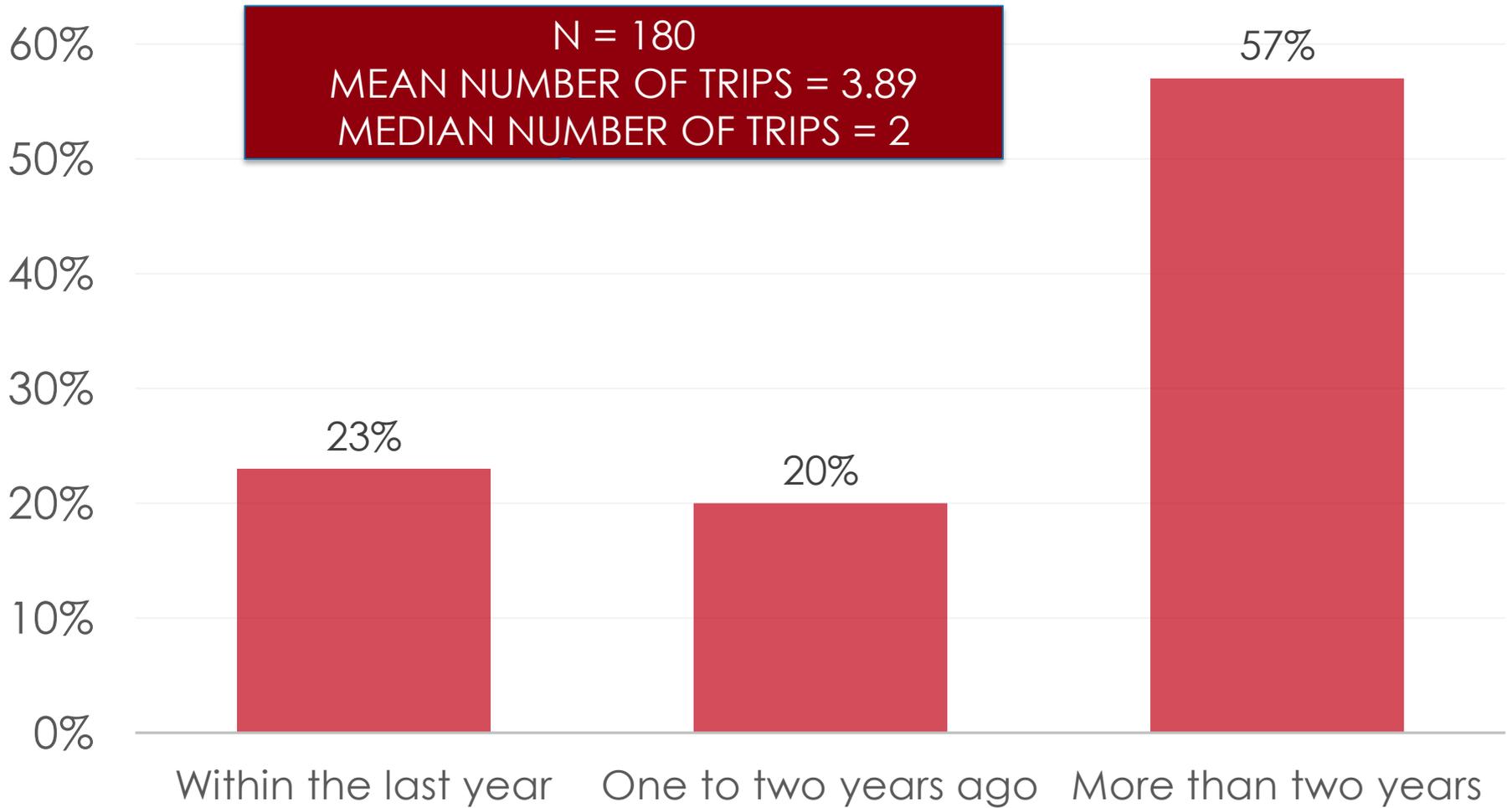
## GUAM VISITORS BUREAU - EXIT SURVEY

### Q3A Is this your first trip to Guam?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
q3a	Yes	46%	37%	53%	40%	36%	60%		
	No	54%	63%	48%	60%	64%	40%	100%	100%
	Total	350	165	40	15	14	10	189	10

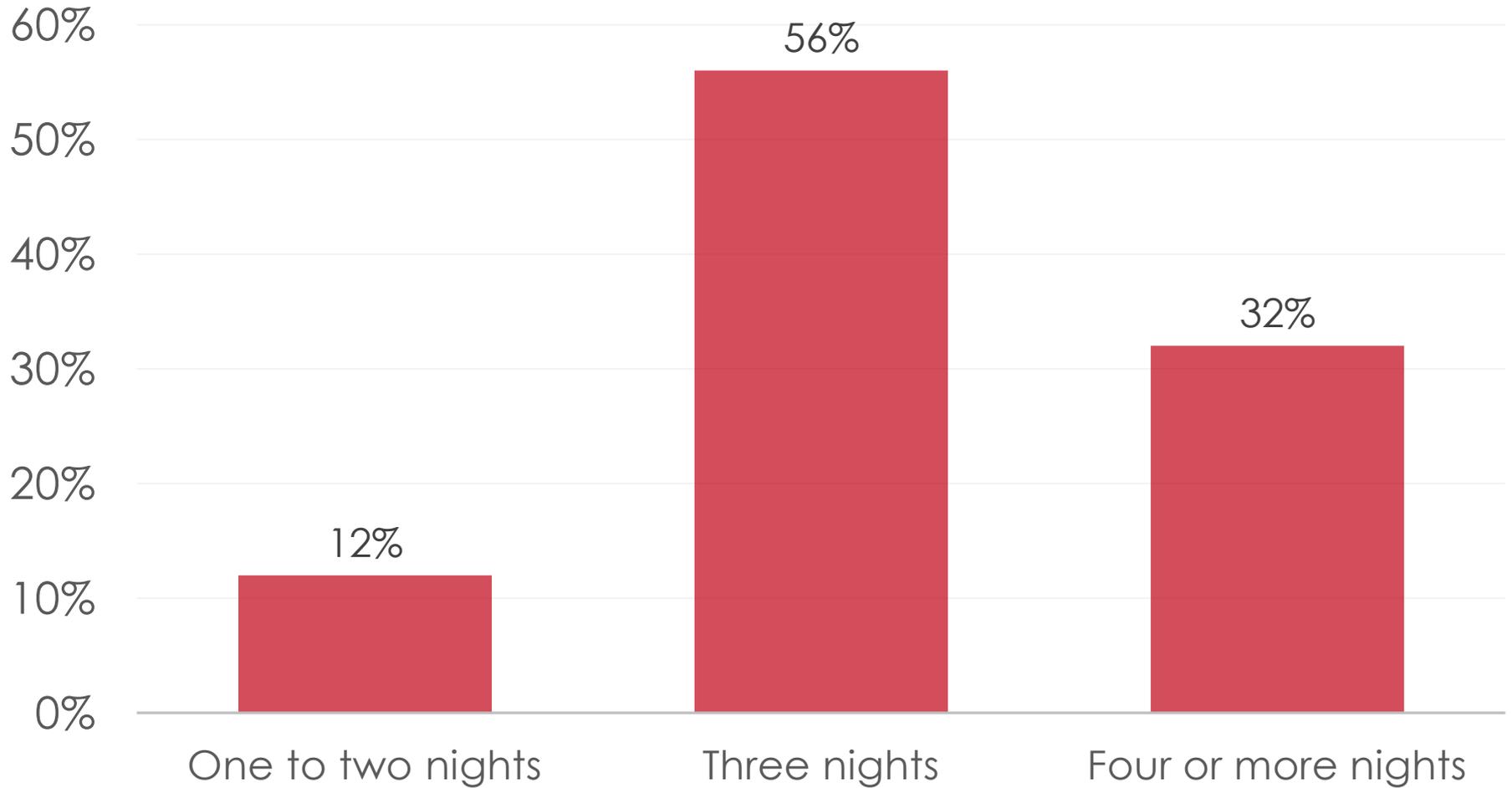
Prepared by QMark Research

# Repeat Visitor- Most Recent Trip

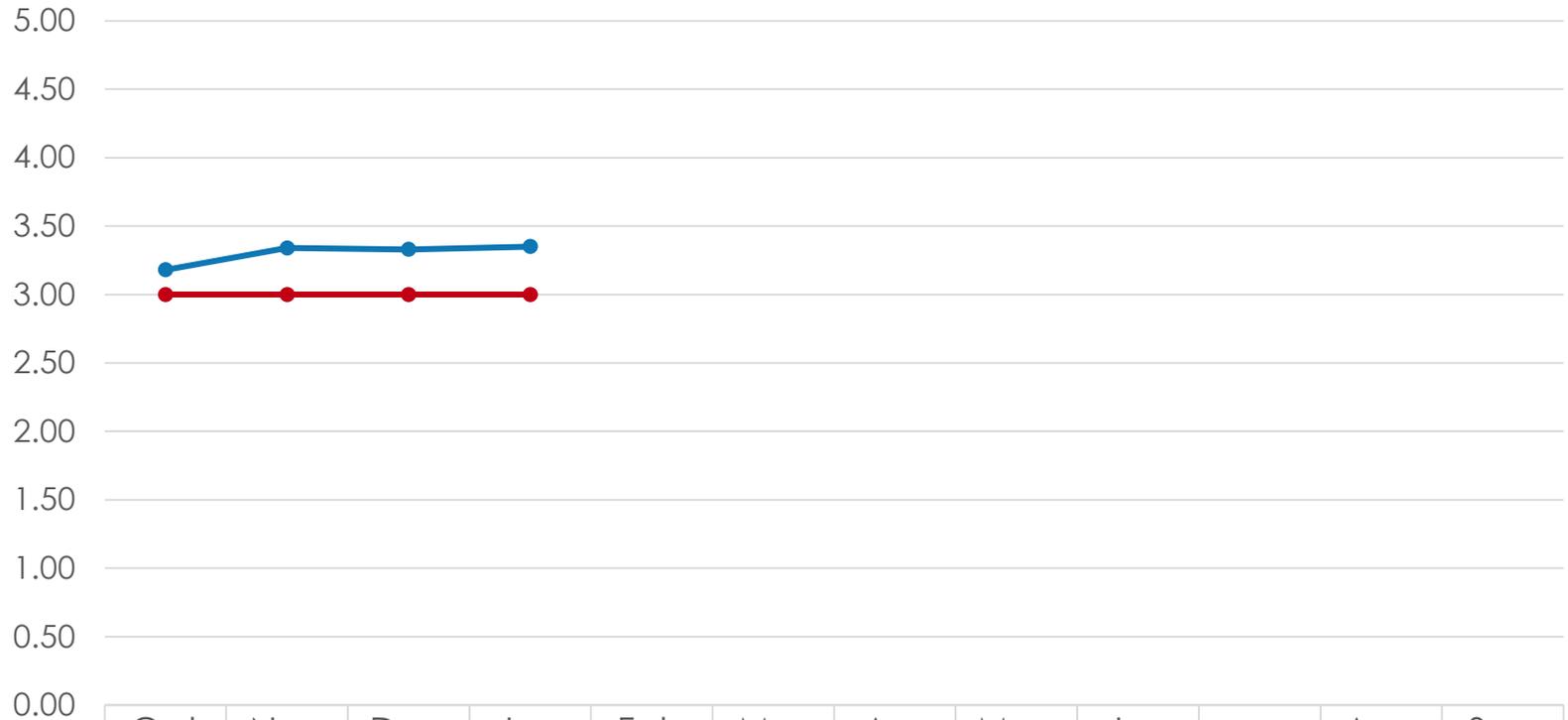


# Length of Stay

MEAN NUMBER OF NIGHTS = 3.35  
MEDIAN NUMBER OF NIGHTS = 3



# Length of Stay – FY2017 Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	3.18	3.34	3.33	3.35								
MEDIAN	3	3	3	3								

# Length of Stay – Key Segments

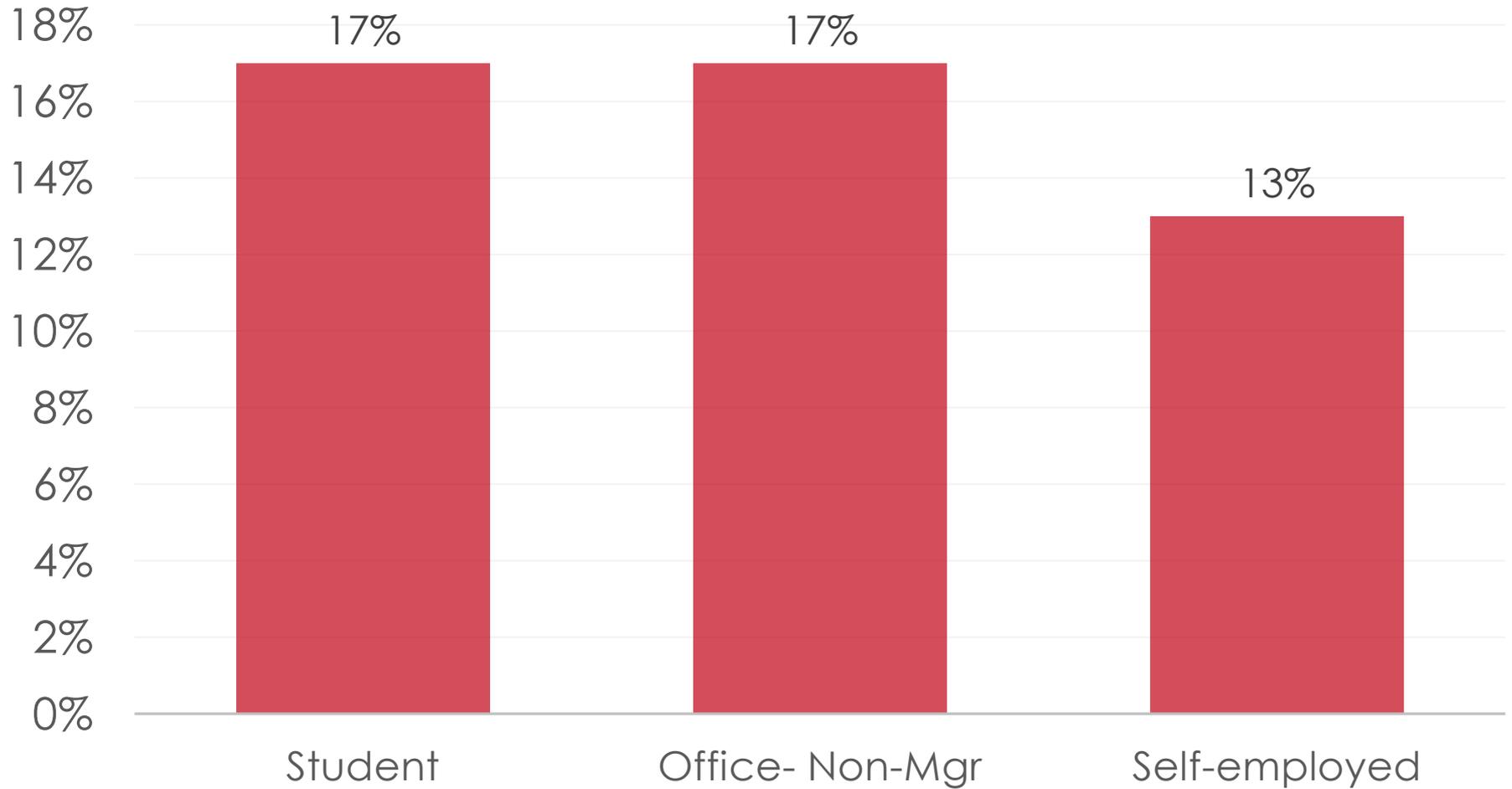
## GUAM VISITORS BUREAU - EXIT SURVEY

### Q8 How many nights did you stay on Guam?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q8	1-2	12%	7%	21%	17%	7%	10%	11%	22%
	3	56%	49%	59%	58%	64%	50%	56%	67%
	4+	32%	44%	21%	25%	29%	40%	34%	11%
	Total	334	155	39	12	14	10	179	9
Q8	Mean	3.35	3.67	3.13	3.08	3.21	3.40	3.46	2.89
	Median	3	3	3	3	3	3	3	3

Prepared by QMark Research

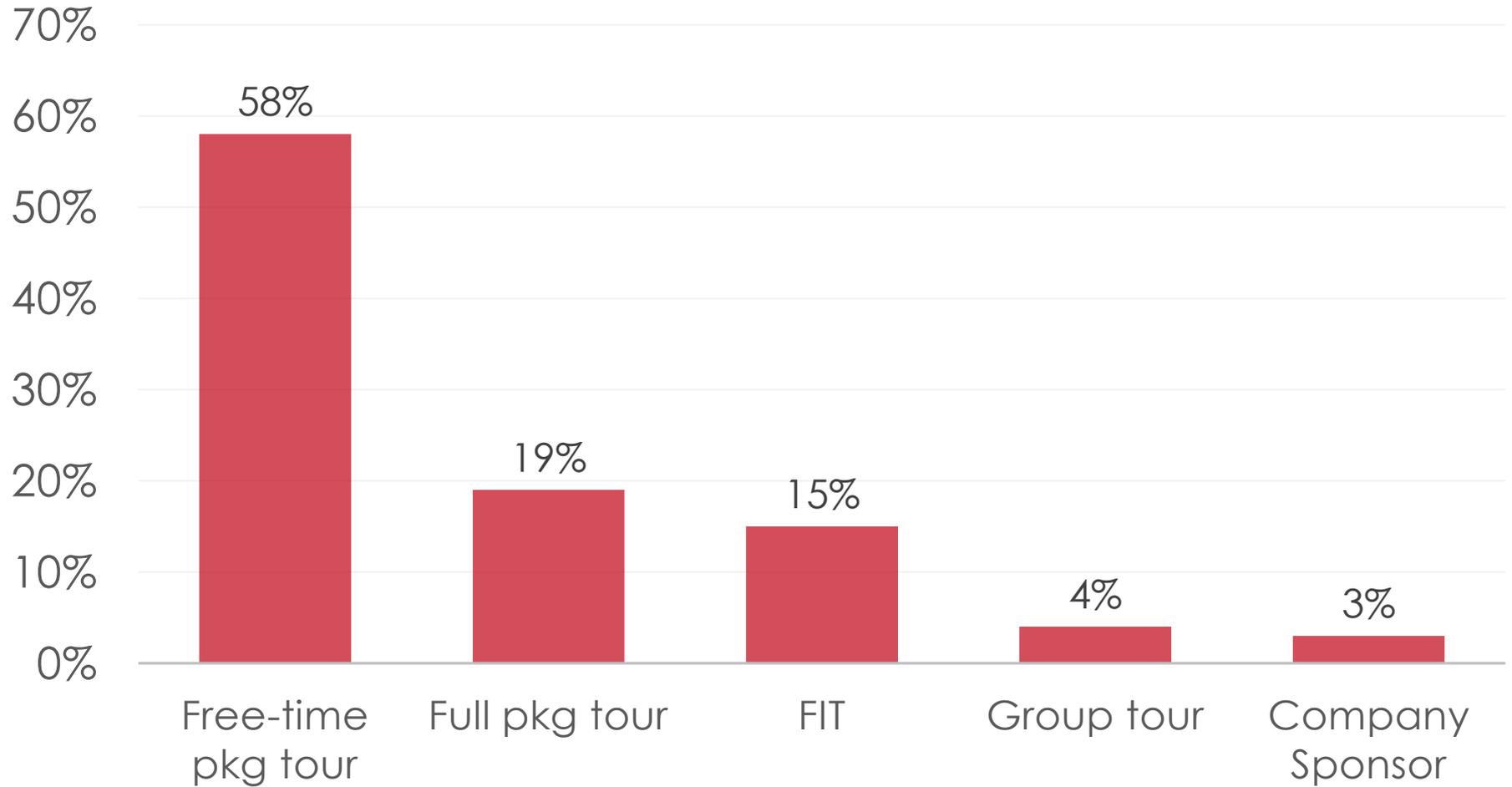
# Occupation – Top Responses (10%+)



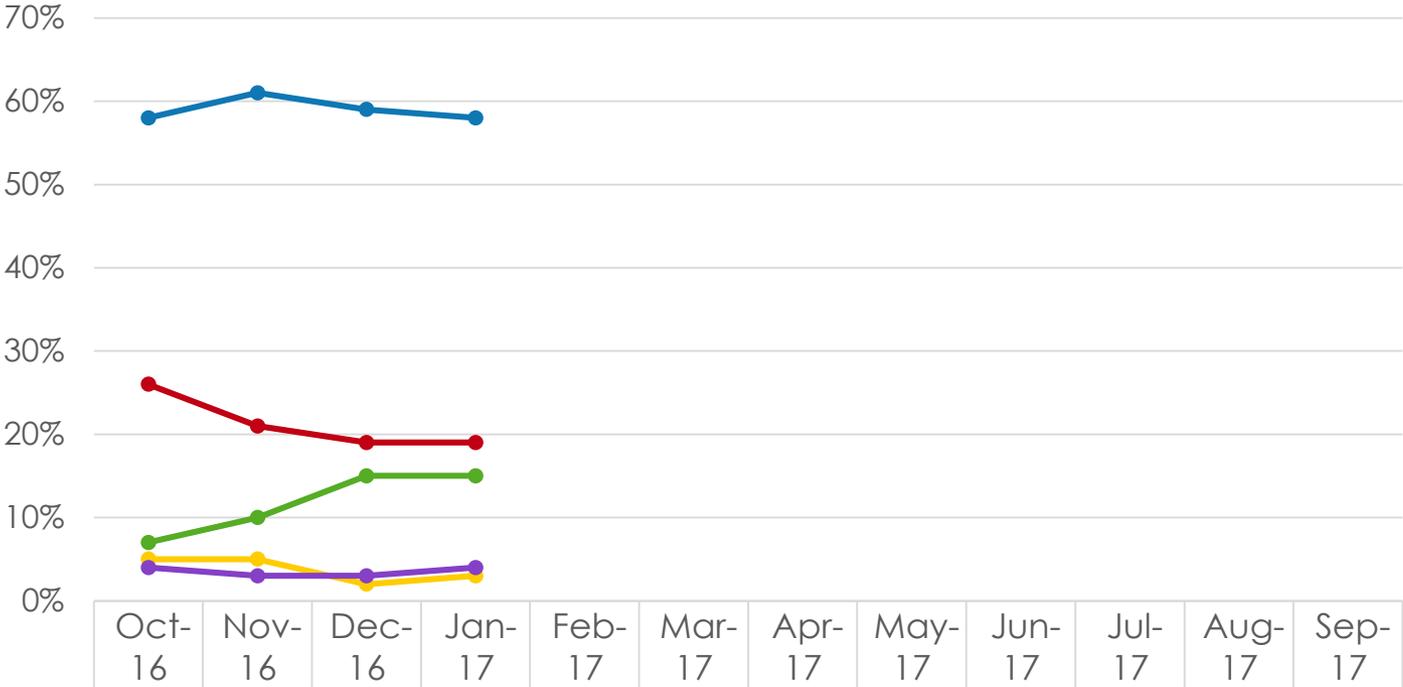
# SECTION 2

# TRAVEL PLANNING

# Travel Planning



# Travel Planning – FY2017 Tracking



Free-time pkg tour	58%	61%	59%	58%								
Full pkg tour	26%	21%	19%	19%								
FIT	7%	10%	15%	15%								
Company	5%	5%	2%	3%								
Group	4%	3%	3%	4%								

# Travel Planning – Key Segments

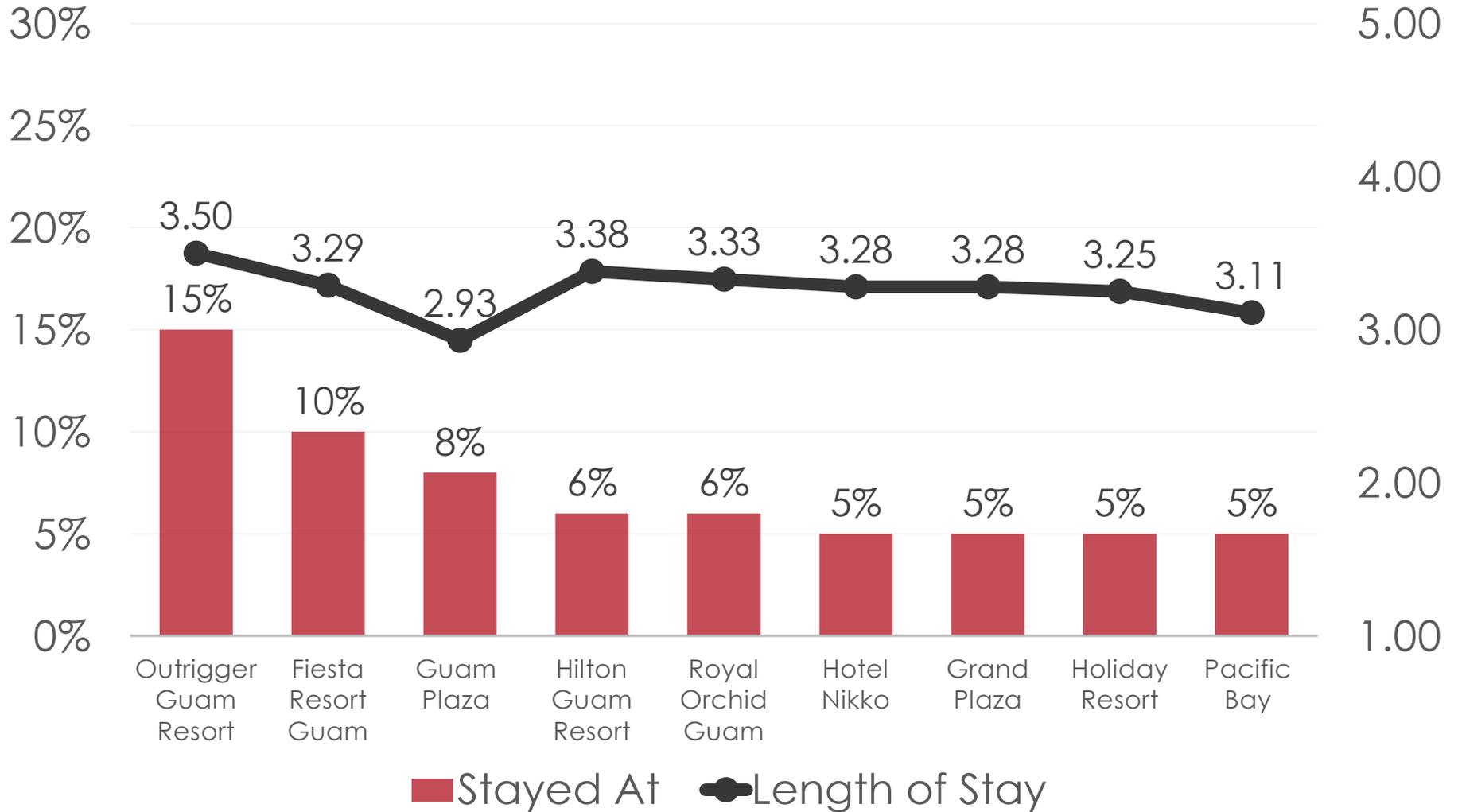
## GUAM VISITORS BUREAU - EXIT SURVEY

### Q7 Please describe your travel arrangements to Guam?

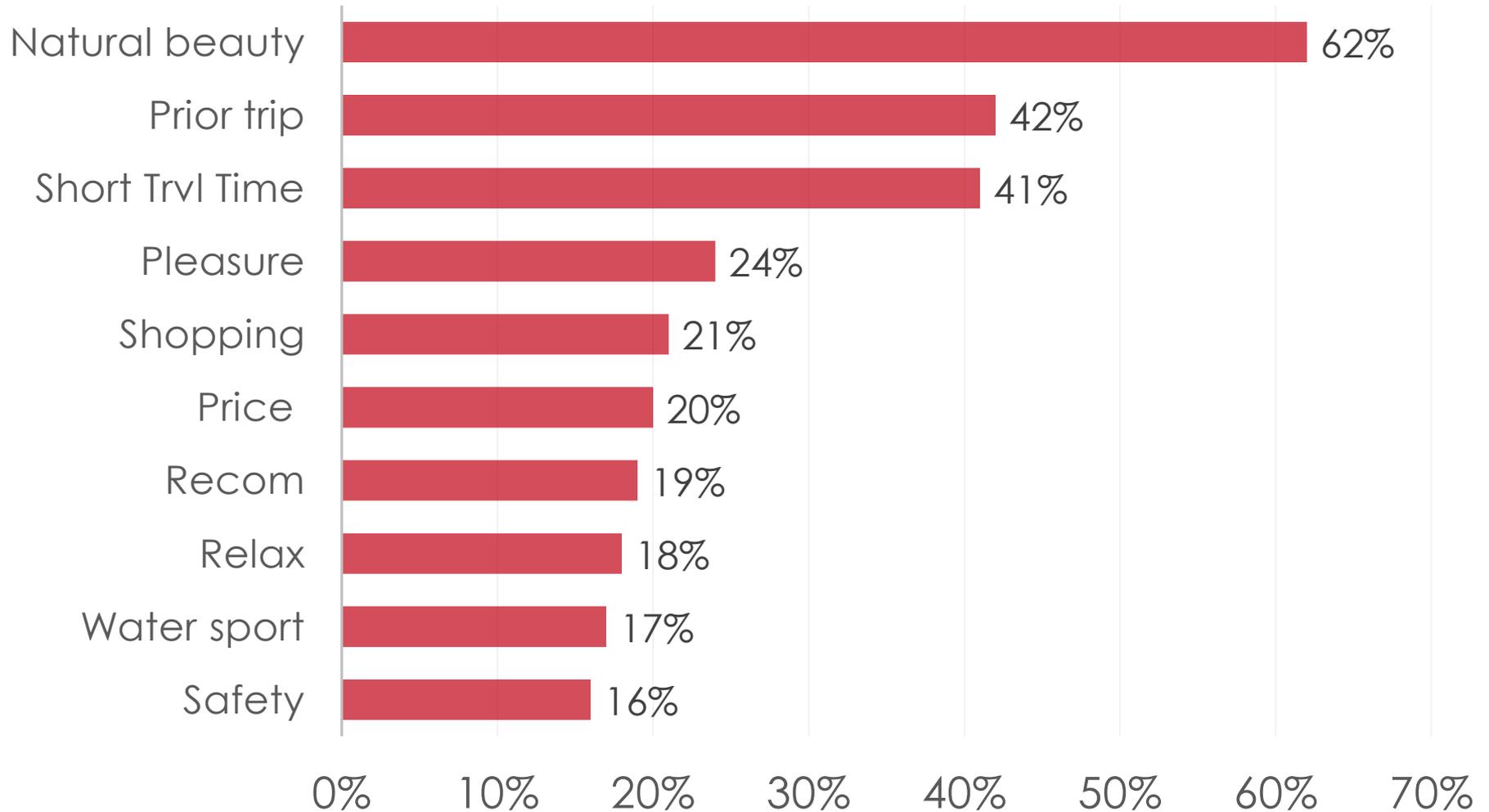
		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q7	Free-time package tour	58%	55%	65%		57%	80%	49%	20%
	Full package tour	19%	18%	13%		21%	20%	20%	
	Individually arranged travel (FIT)	15%	20%	18%		14%		22%	
	Group tour	4%	4%	3%	100%	7%		5%	60%
	Company paid travel	3%	3%	3%				3%	20%
	Other	1%	1%					1%	
	Total	348	163	40	15	14	10	186	10

Prepared by QMark Research

# Accommodations (Top Responses)



# Travel Motivation (Top Responses)



# Travel Motivation – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

### Q5A Please select the top 3 reasons that motivated you to travel to Guam?

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q5A	Natural beauty	62%	62%	70%	40%	57%	40%	57%	10%
	Previous trip	42%	52%	35%	27%	57%	30%	78%	50%
	Short travel time	41%	47%	53%	20%	64%	20%	42%	10%
	Pleasure	24%	22%	15%	27%	14%	20%	21%	10%
	Shopping	21%	18%	15%	20%	21%	10%	23%	10%
	Price	20%	14%	18%	7%	14%	10%	16%	
	Recomm- friend/family/trvl agnt	19%	12%	18%	20%	14%	20%	11%	
	Relax	18%	16%	23%	20%	14%		20%	
	Water sports	17%	18%	13%		7%		13%	
	Safe	16%	19%	20%	7%	14%	10%	15%	
	Honeymoon	5%	12%	5%			20%	2%	
	Company/ Business Trip	5%	4%	10%	53%	7%		6%	70%
	Scuba	4%	5%					5%	
	Visit friends/ Relatives	4%	4%		7%	7%		4%	
	Golf	3%	4%	3%		14%		5%	
	Other	3%	1%				10%	2%	10%
	Married/ Attn wedding	3%	5%	5%			100%	2%	
	Company Sponsored	3%	2%		40%	7%		5%	90%
	Organized sports	0%	1%					1%	10%
	Convention/ Trade/ Conference	0%	1%					1%	10%
	Total	350	165	40	15	14	10	189	10

Prepared by QMark Research

# SECTION 3

# EXPENDITURES

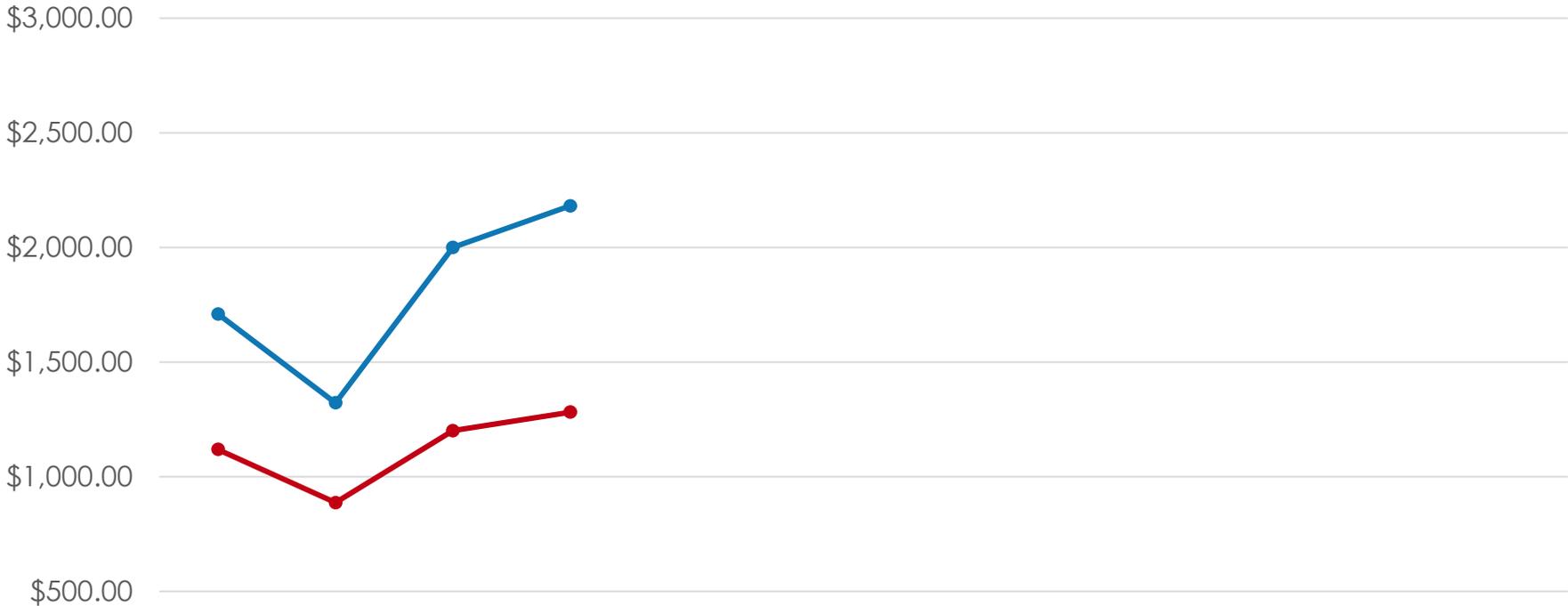
# Prepaid Expenditures

EXCHANGE RATE ¥115.06=\$1

- \$2,181.10 = overall mean average prepaid expense (for entire travel party size) by respondent
- \$974.56 = overall mean average per person prepaid expenditures

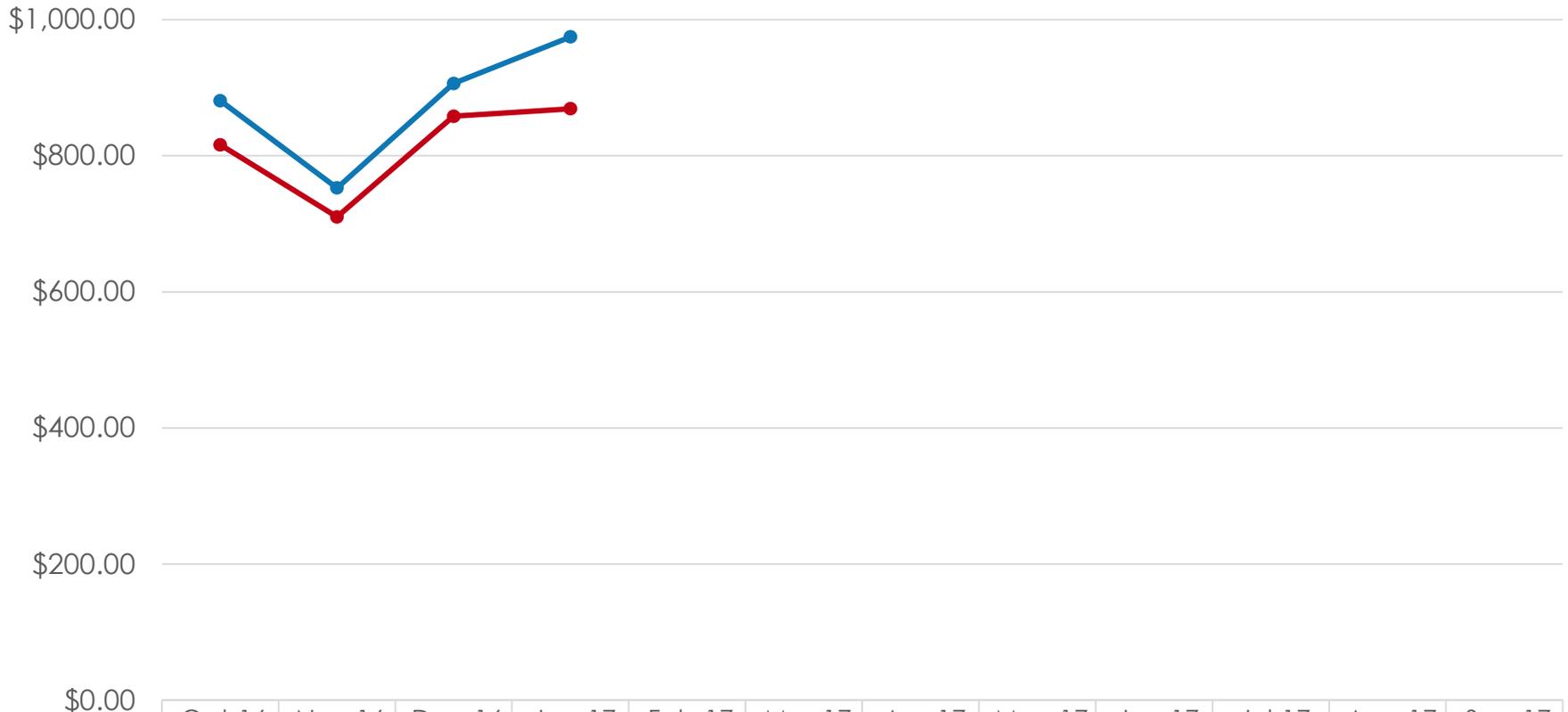
# Prepaid Entire Travel Party – FY2017

## Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$1,709.45	\$1,322.66	\$2,000.40	\$2,181.10								
MEDIAN	\$1,119.00	\$887.00	\$1,201.00	\$1,282.00								

# Prepaid Per Person– FY2017 Tracking



# Prepaid Per Person– Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

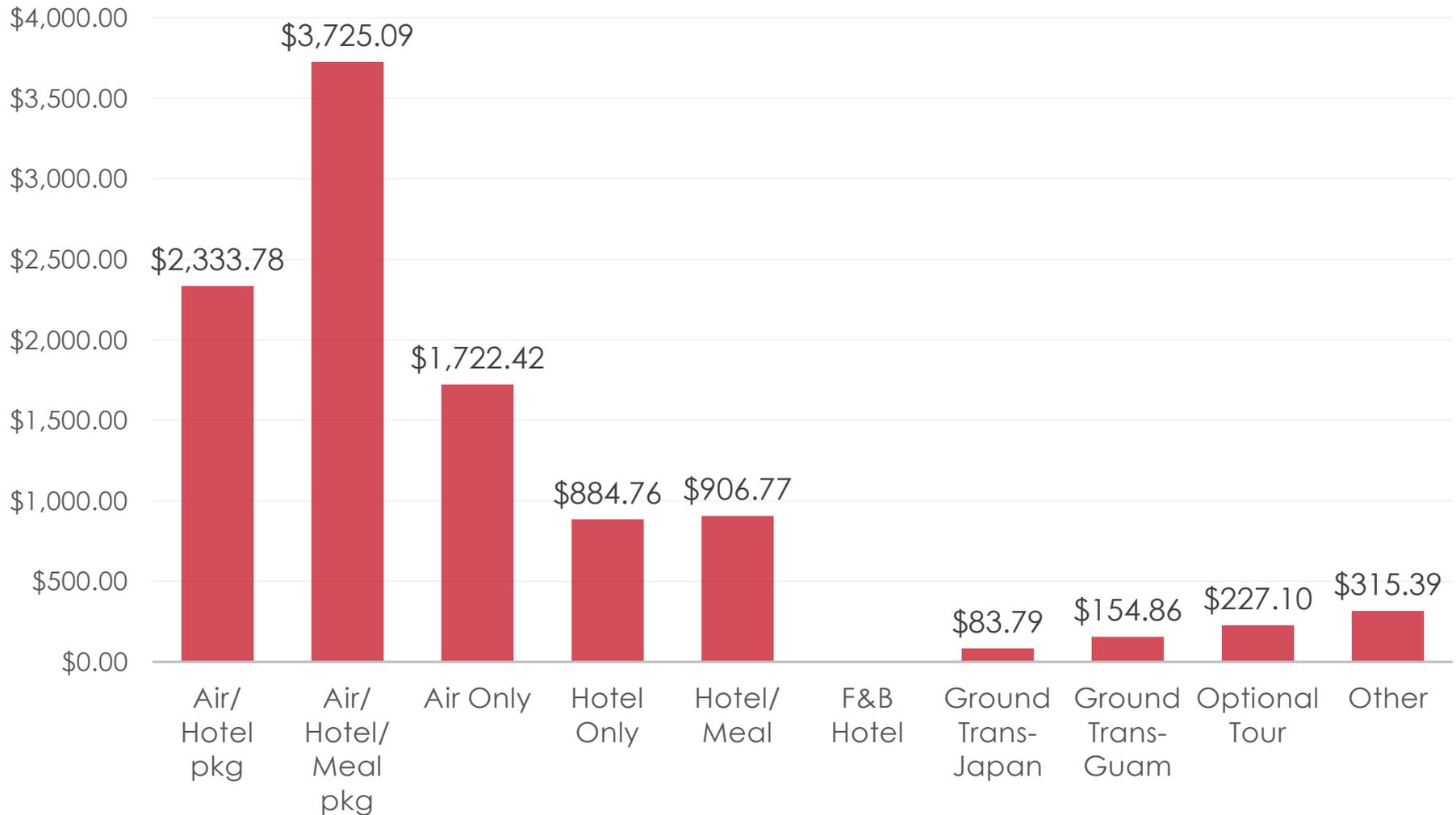
**Q10A How much did you pay in Japan before coming to Guam for the tour package, your airfare, lodging meals, and transportation?**

### PER PERSON

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
PREPAID PP	Mean	\$974.56	\$1,146.67	\$898.01	\$236.01	\$1,214.17	\$1,778.04	\$974.16	\$294.63
	Median	\$869	\$1,043	\$913	\$0	\$999	\$1,173	\$869	\$0

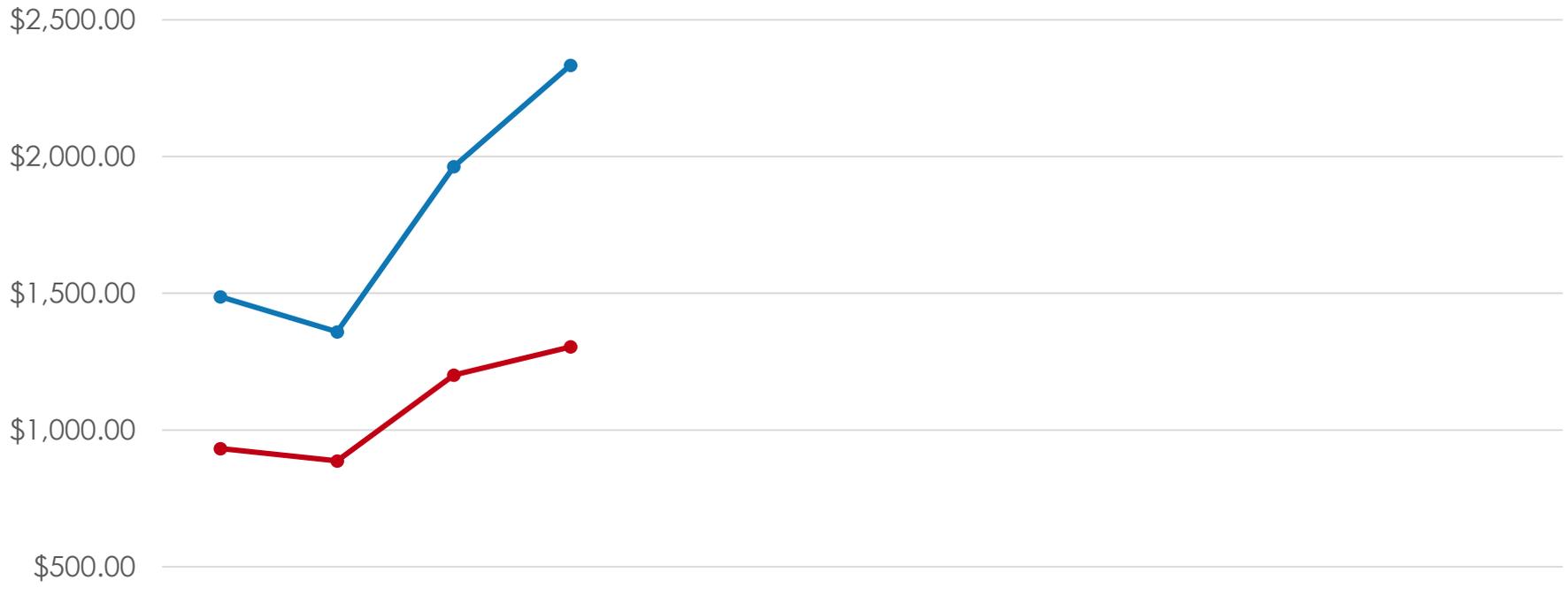
Prepared by QMark Research

# Prepaid Expenses by Category – Mean Entire Travel Party



# Prepaid– FY2017 Tracking

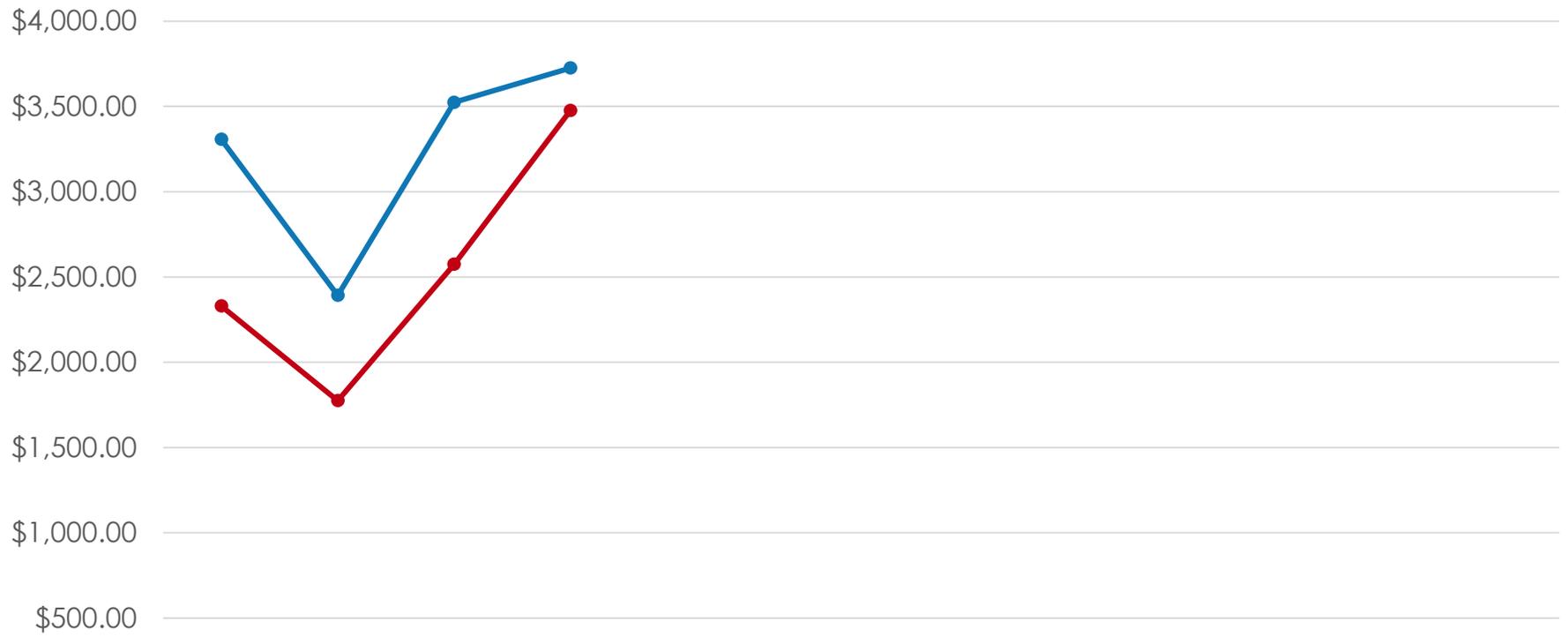
## Airfare & Accommodation Packages



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$1,487.33	\$1,358.94	\$1,963.53	\$2,333.78								
MEDIAN	\$932.00	\$887.00	\$1,201.00	\$1,304.00								

# Prepaid– FY2017 Tracking

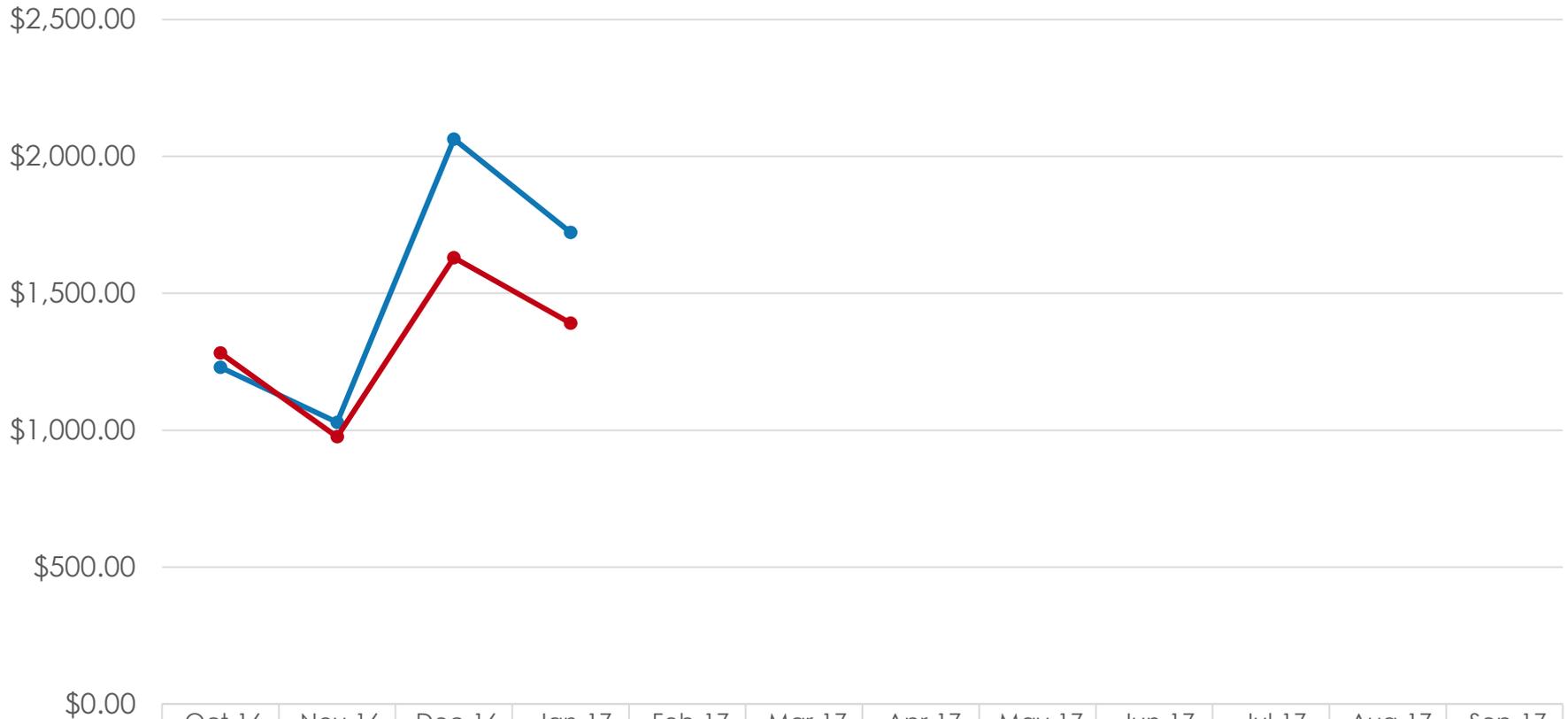
## Airfare & Accommodation W/ Meal Packages



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$3,306.88	\$2,391.87	\$3,524.35	\$3,725.09								
MEDIAN	\$2,330.00	\$1,775.00	\$2,574.00	\$3,476.00								

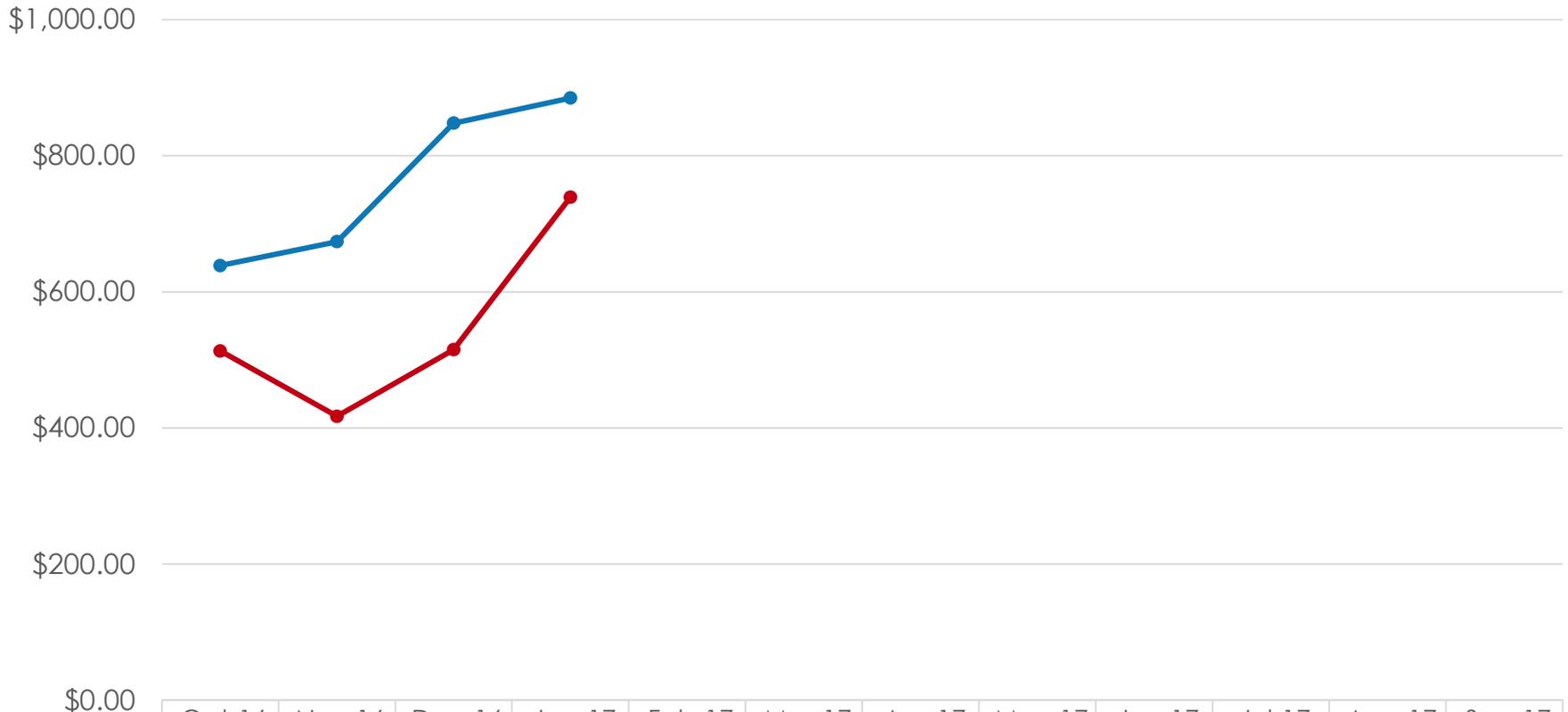
# Prepaid– FY2017 Tracking

## Airfare Only

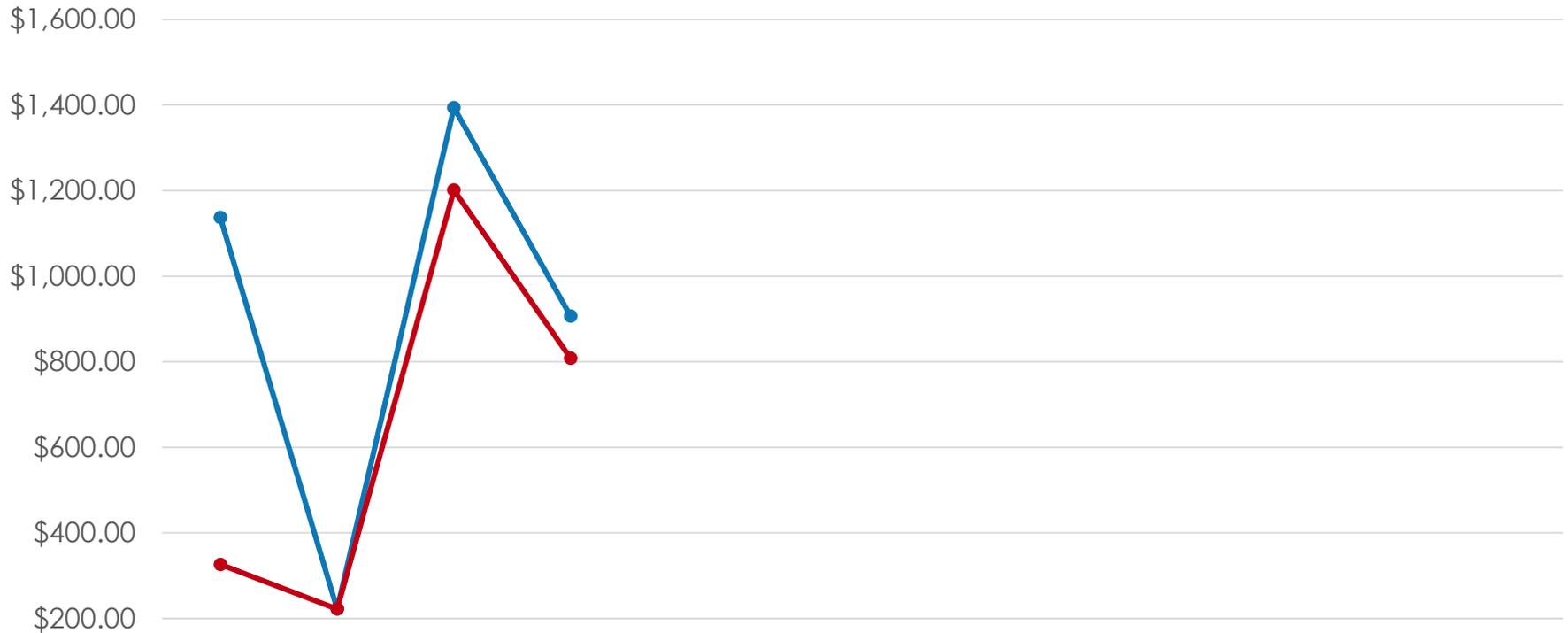


	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$1,229.97	\$1,028.87	\$2,063.14	\$1,722.42								
MEDIAN	\$1,282.00	\$976.00	\$1,630.00	\$1,391.00								

# Prepaid– FY2017 Tracking Accommodations Only



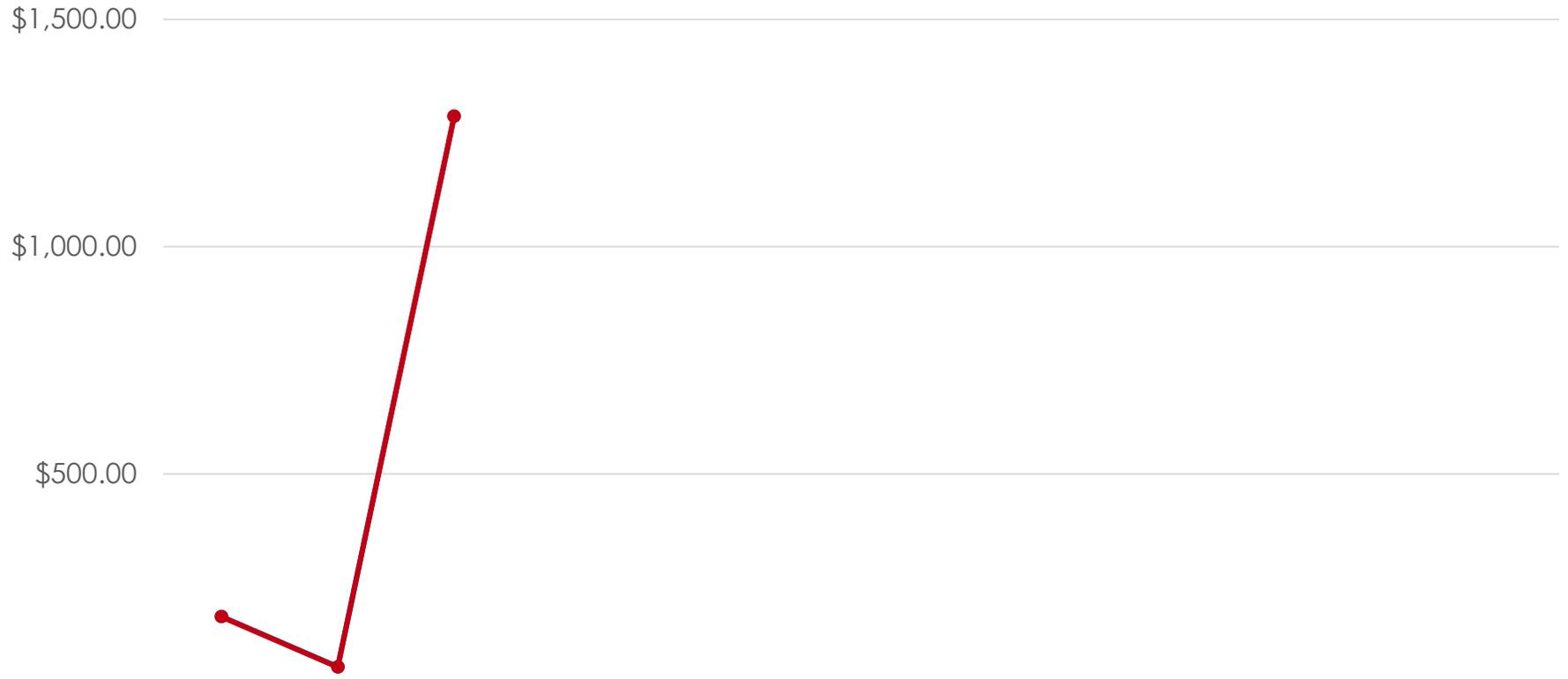
# Prepaid- FY2017 Tracking Accommodations w/ Meal Only



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$1,137.21	\$221.87	\$1,394.01	\$906.77								
MEDIAN	\$326.00	\$222.00	\$1,201.00	\$808.00								

# Prepaid- FY2017 Tracking

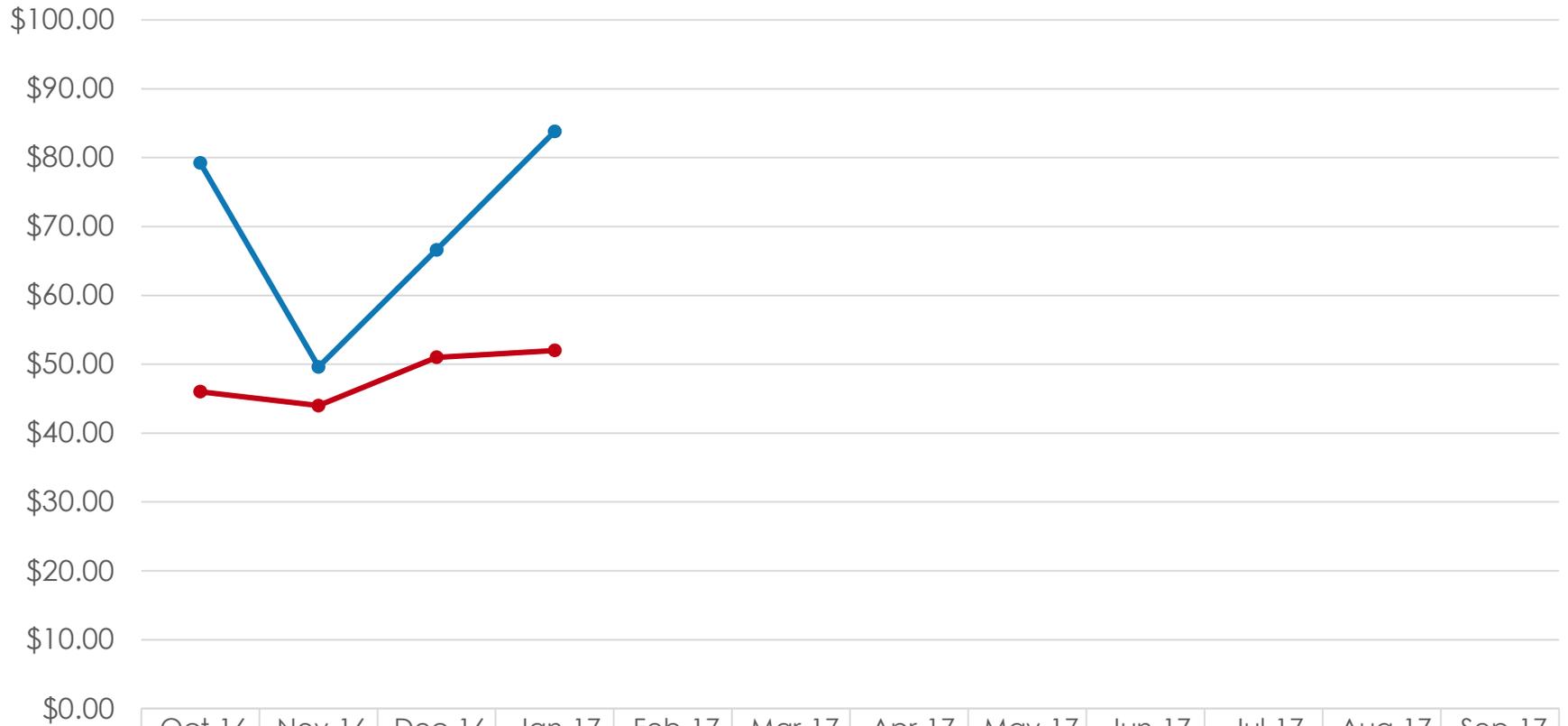
## Food & Beverage in Hotel



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$186.43	\$75.43	\$1,286.78									
MEDIAN	\$186.00	\$75.00	\$1,287.00									

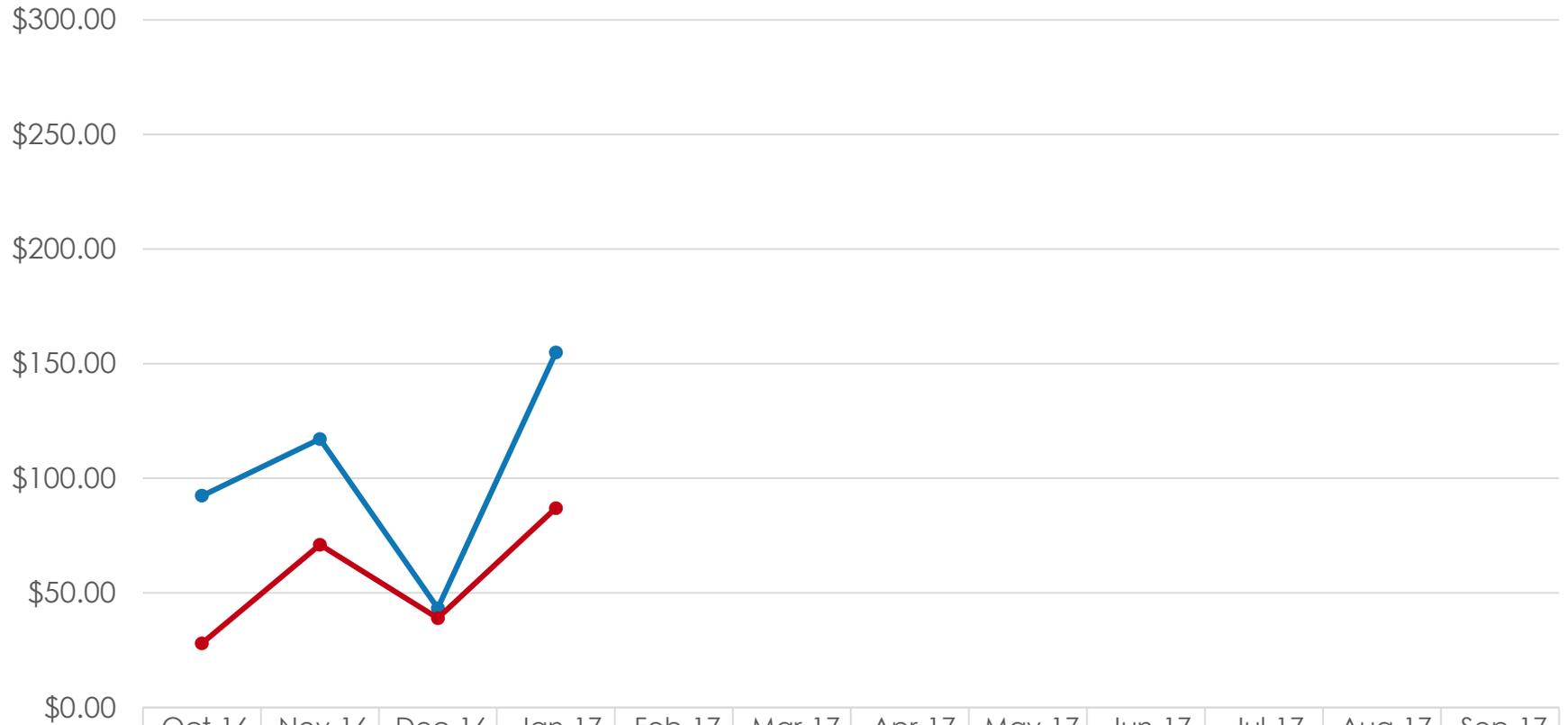
# Prepaid- FY2017 Tracking

## Ground Transportation - Japan



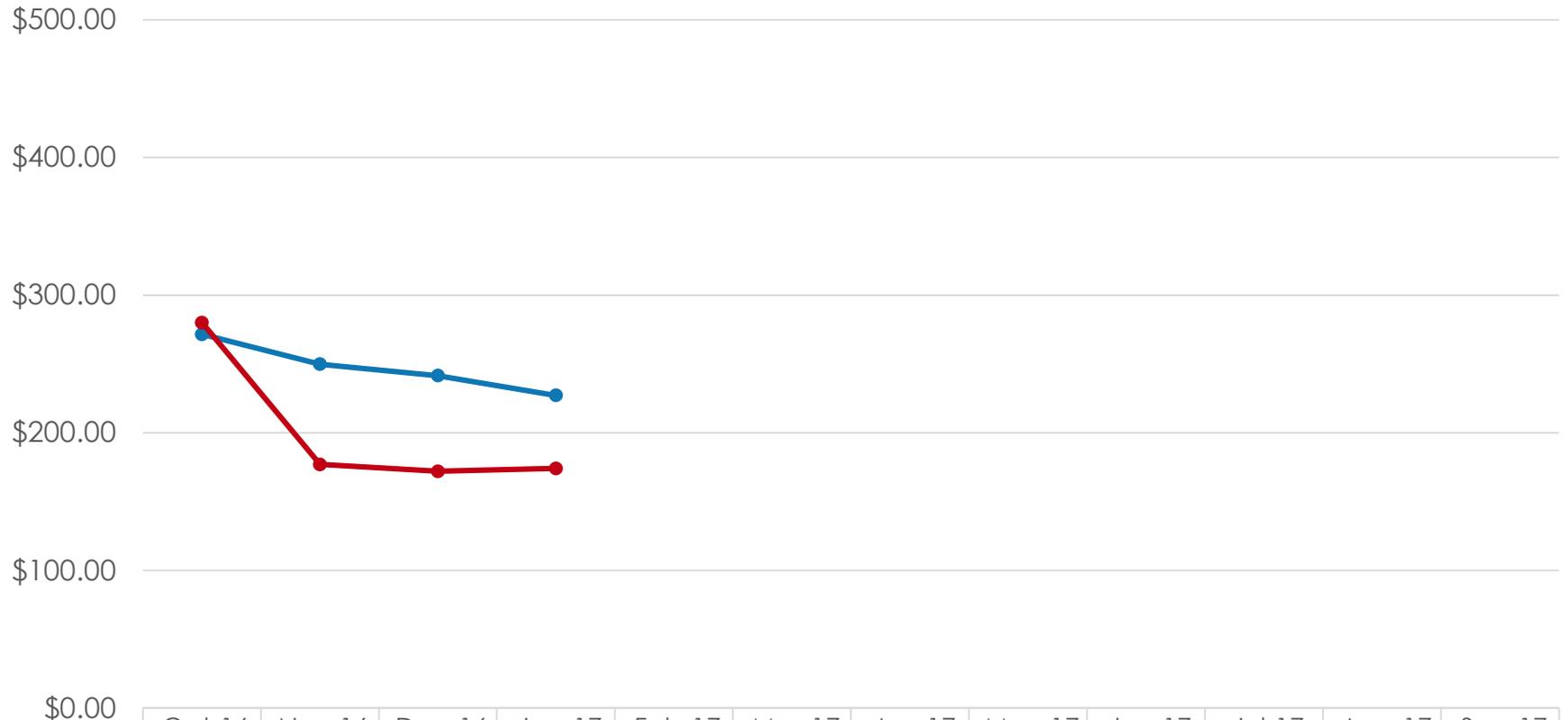
# Prepaid- FY2017 Tracking

## Ground Transportation - Guam



# Prepaid– FY2017 Tracking

## Optional tours/ Activities

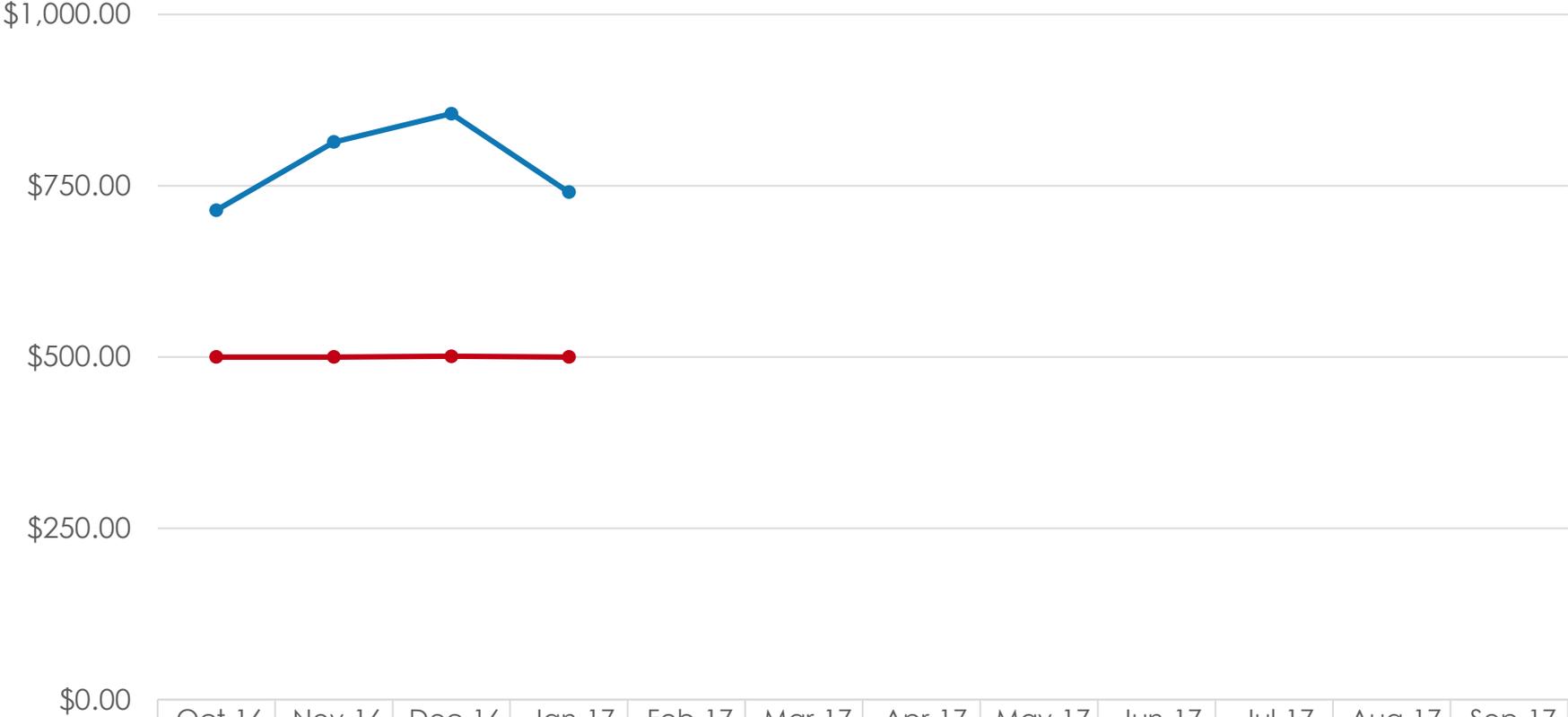


# On-Island Expenditures

- \$740.47 = overall mean average prepaid expense (for entire travel party size) by respondent
- \$420.06 = overall mean average per person prepaid expenditures

# On-Island Entire Travel Party – FY2017

## Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$714.19	\$813.75	\$854.97	\$740.47								
MEDIAN	\$500.00	\$500.00	\$501.00	\$500.00								

# On-Island Per Person – FY2017

## Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$479.47	\$560.29	\$457.40	\$420.06								
MEDIAN	\$400.00	\$400.00	\$400.00	\$330.00								

# On-Island Per Person – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

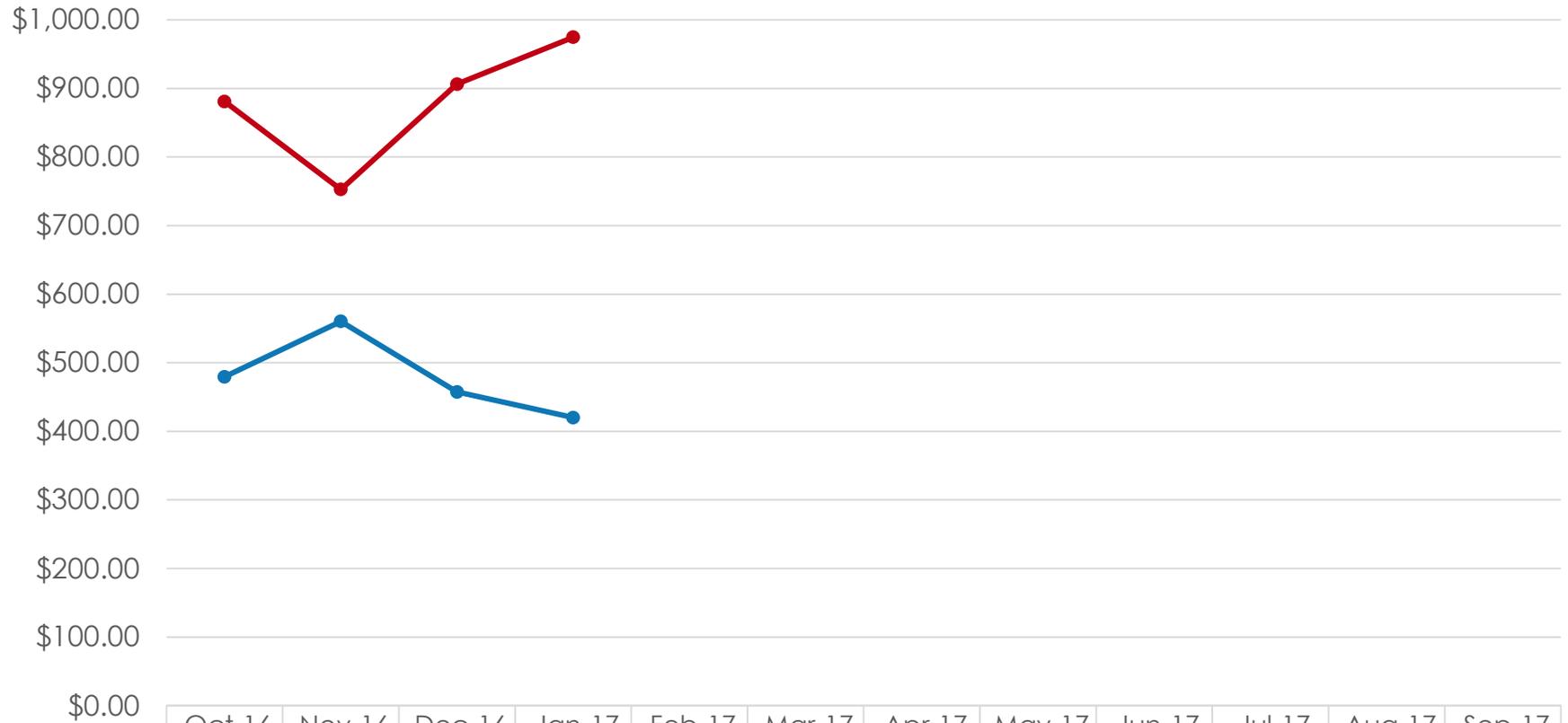
Q11A How much in total did you spend while on Guam during this trip?

### PER PERSON

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
ONISLE PP	Mean	\$420.06	\$421.28	\$397.45	\$171.67	\$277.74	\$340.76	\$459.42	\$144.50
	Median	\$330	\$333	\$342	\$170	\$276	\$150	\$350	\$110

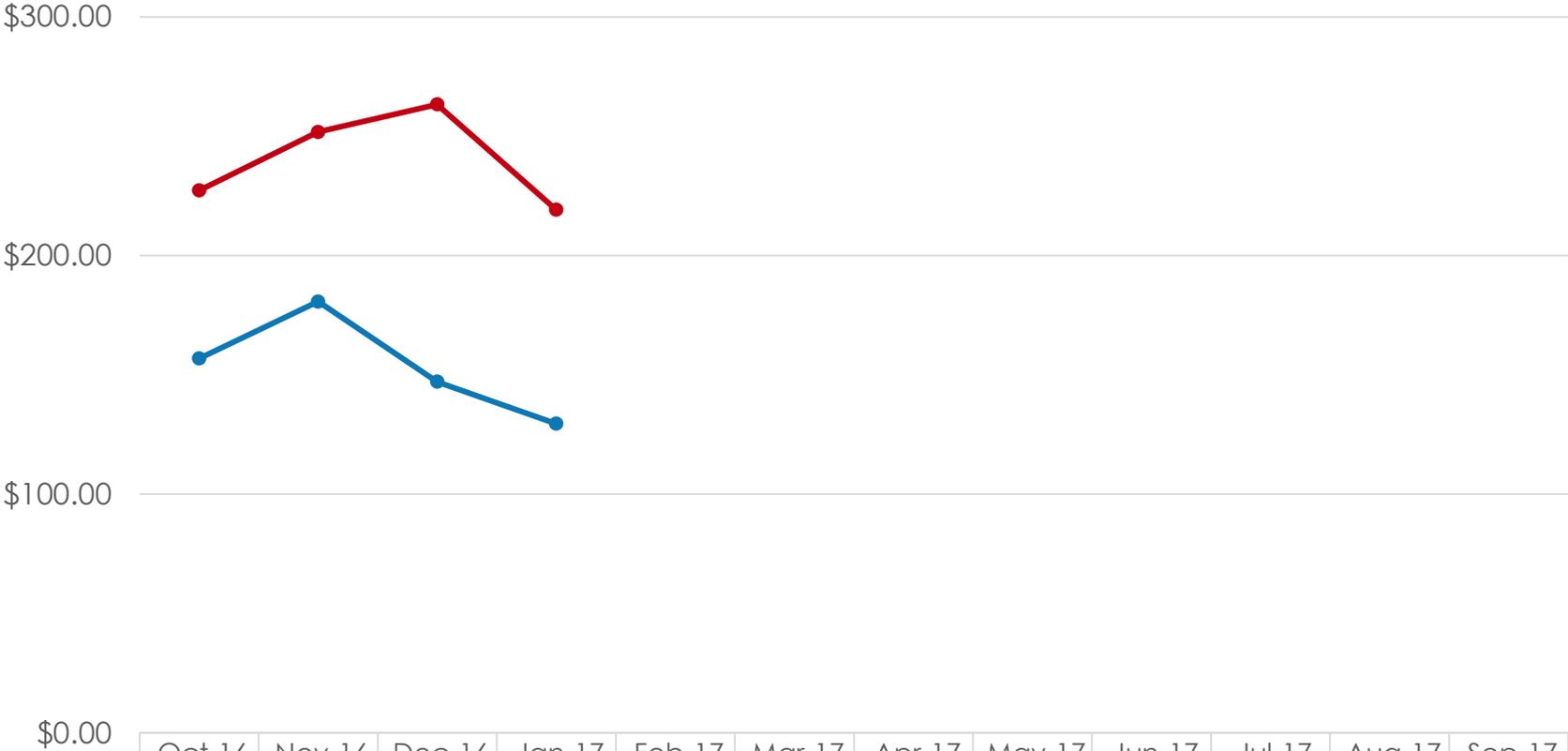
Prepared by QMark Research

# Per Person MEAN expenditures – FY2017 Tracking On-Island/ Prepaid



# On-Island Per Day Spending – FY2017 Tracking

## MEAN



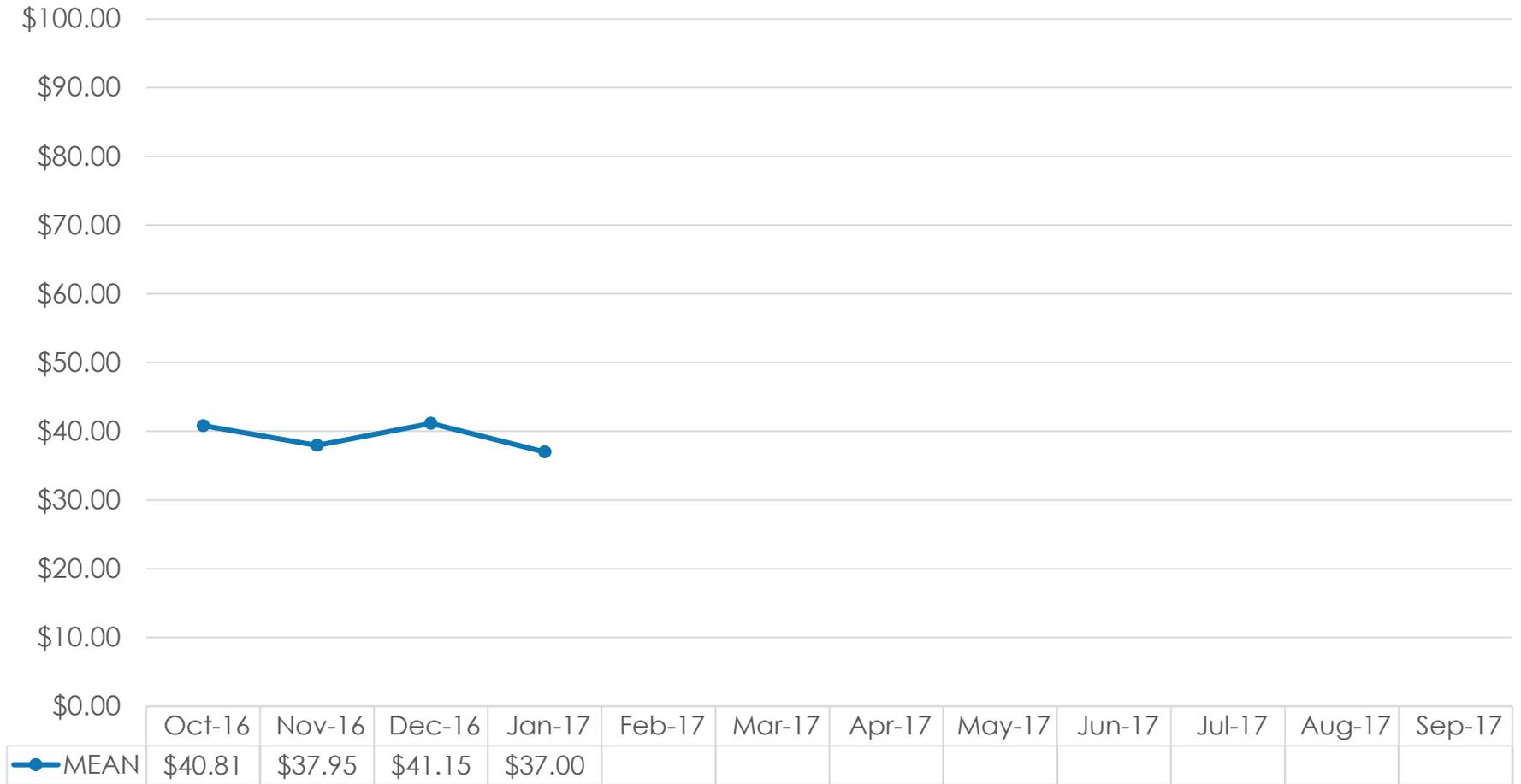
● Per Person  
● Travel Party

# On-Island Expenses by Category – Mean Entire Travel Party



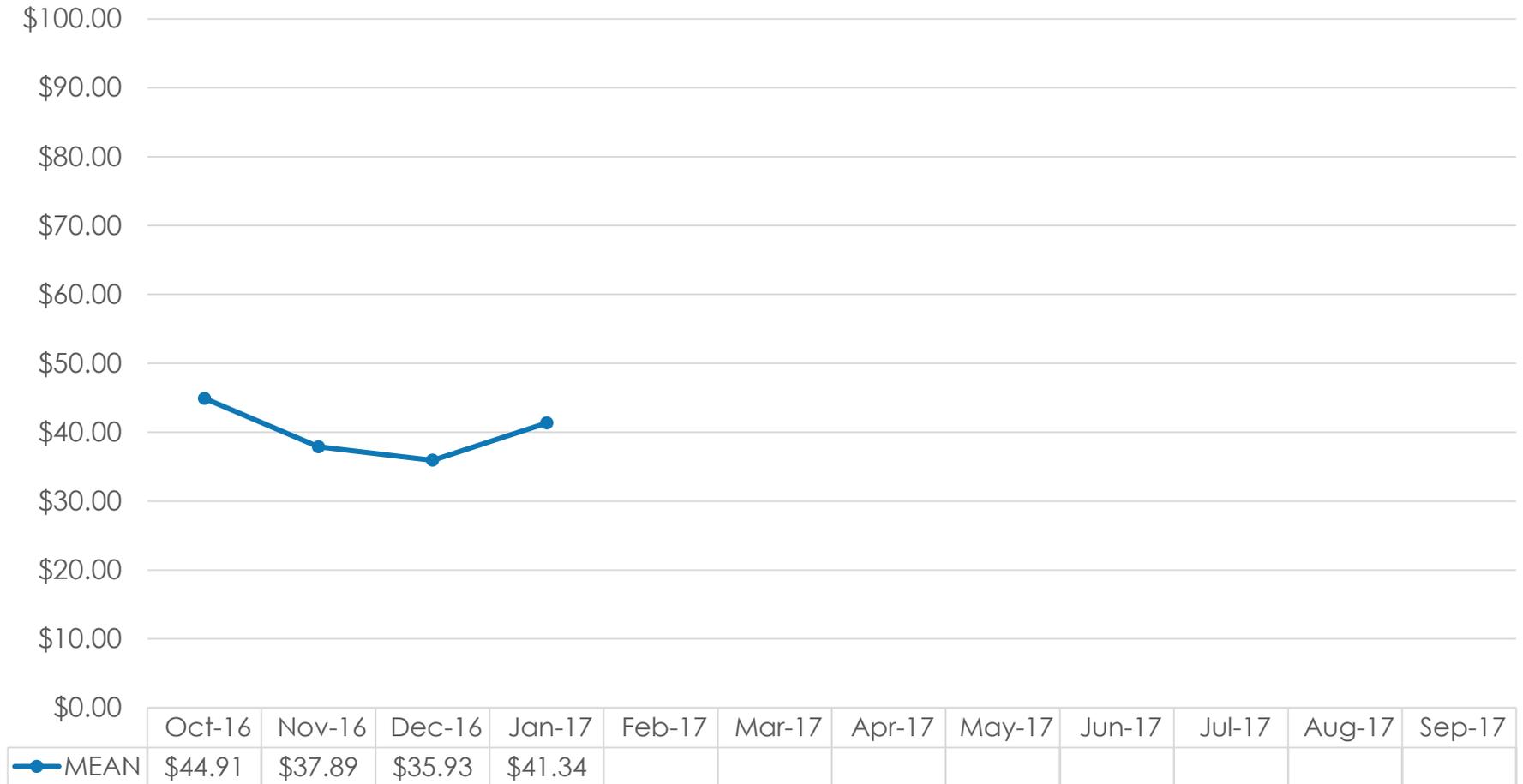
# On-Island – FY2017 Tracking

## Food & Beverage - Hotel



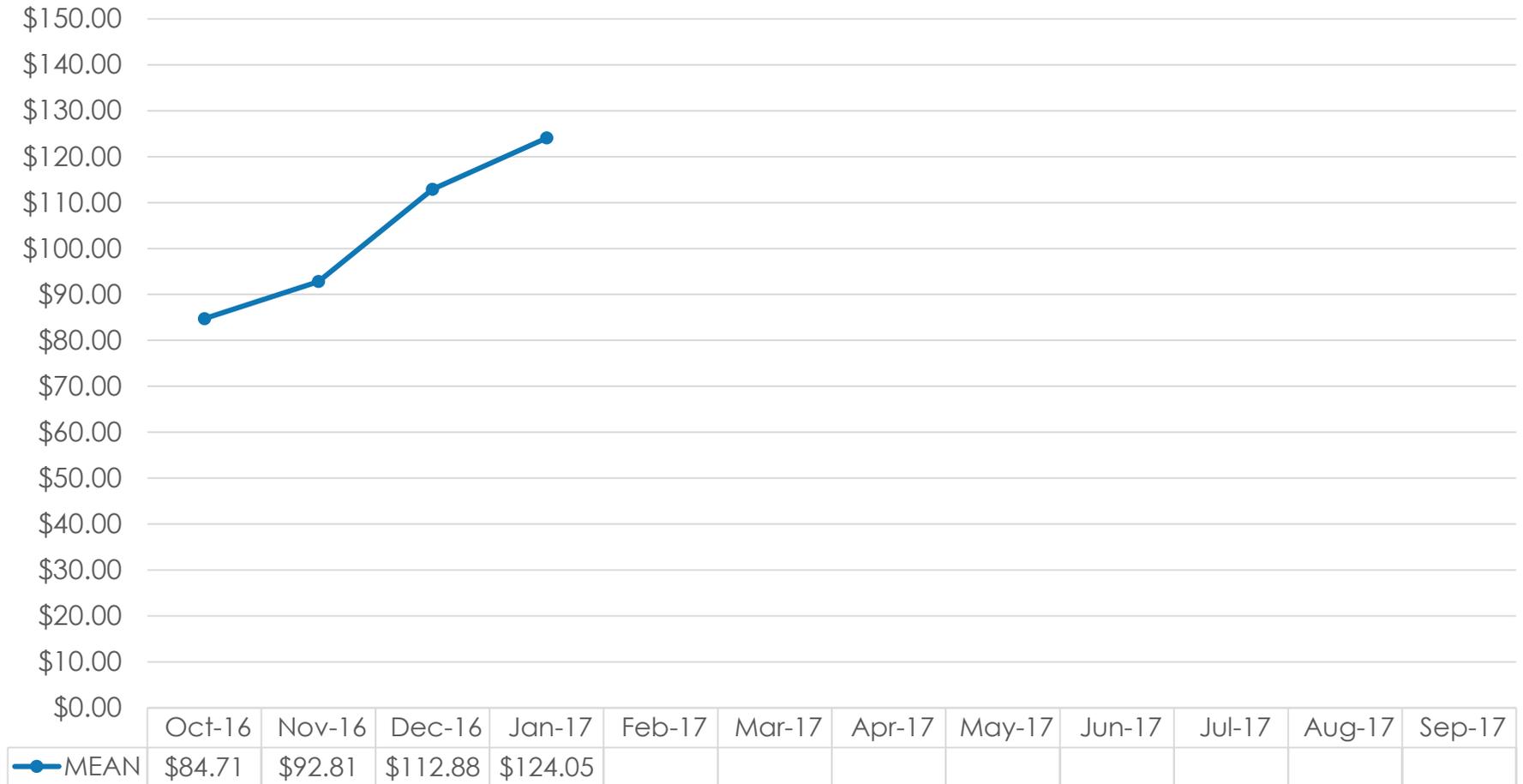
# On-Island – FY2017 Tracking

## Food & Beverage – Fast Food/ Convenience Store



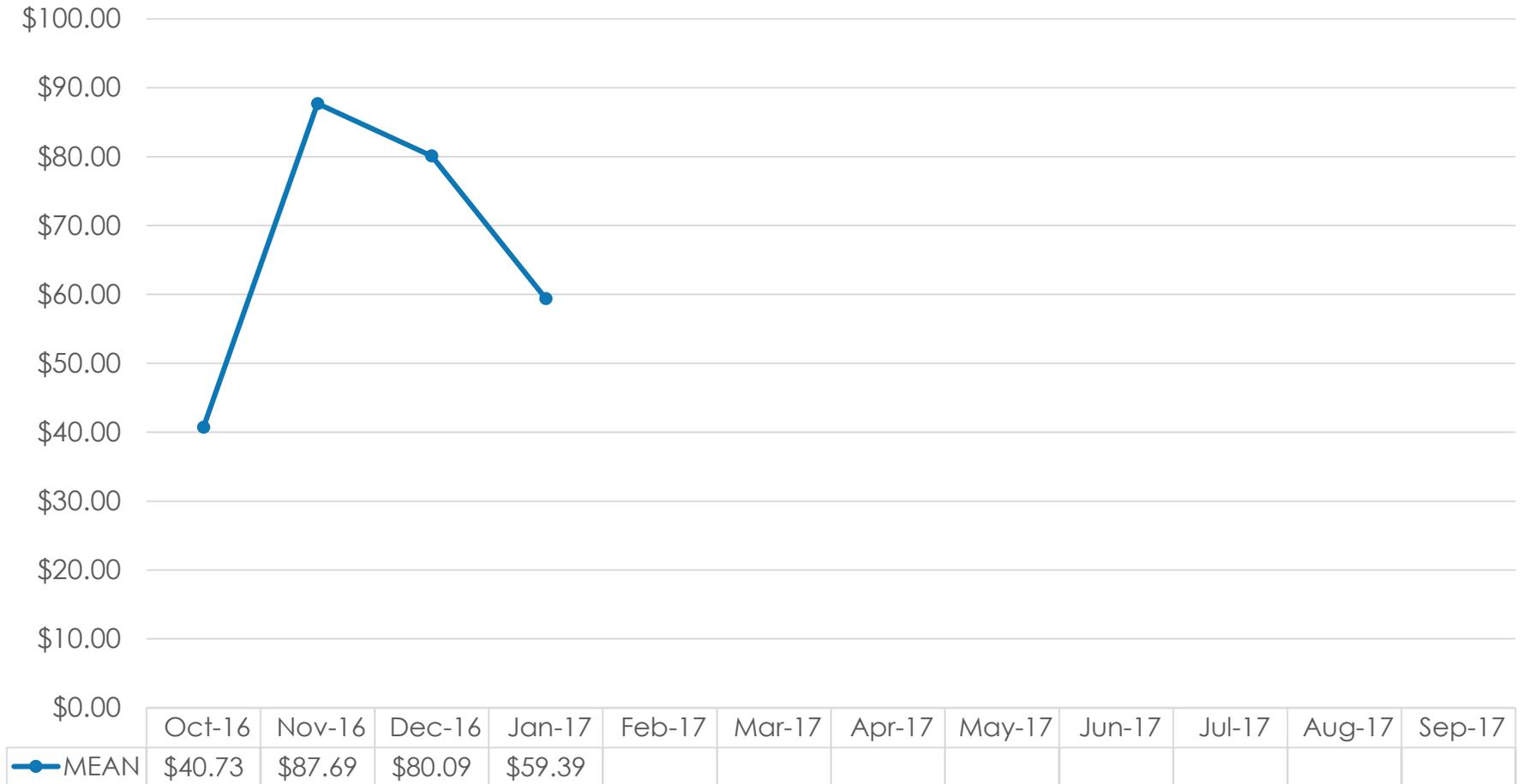
# On-Island – FY2017 Tracking

## Food & Beverage – Restaurant/ Drinking Est Outside Hotel



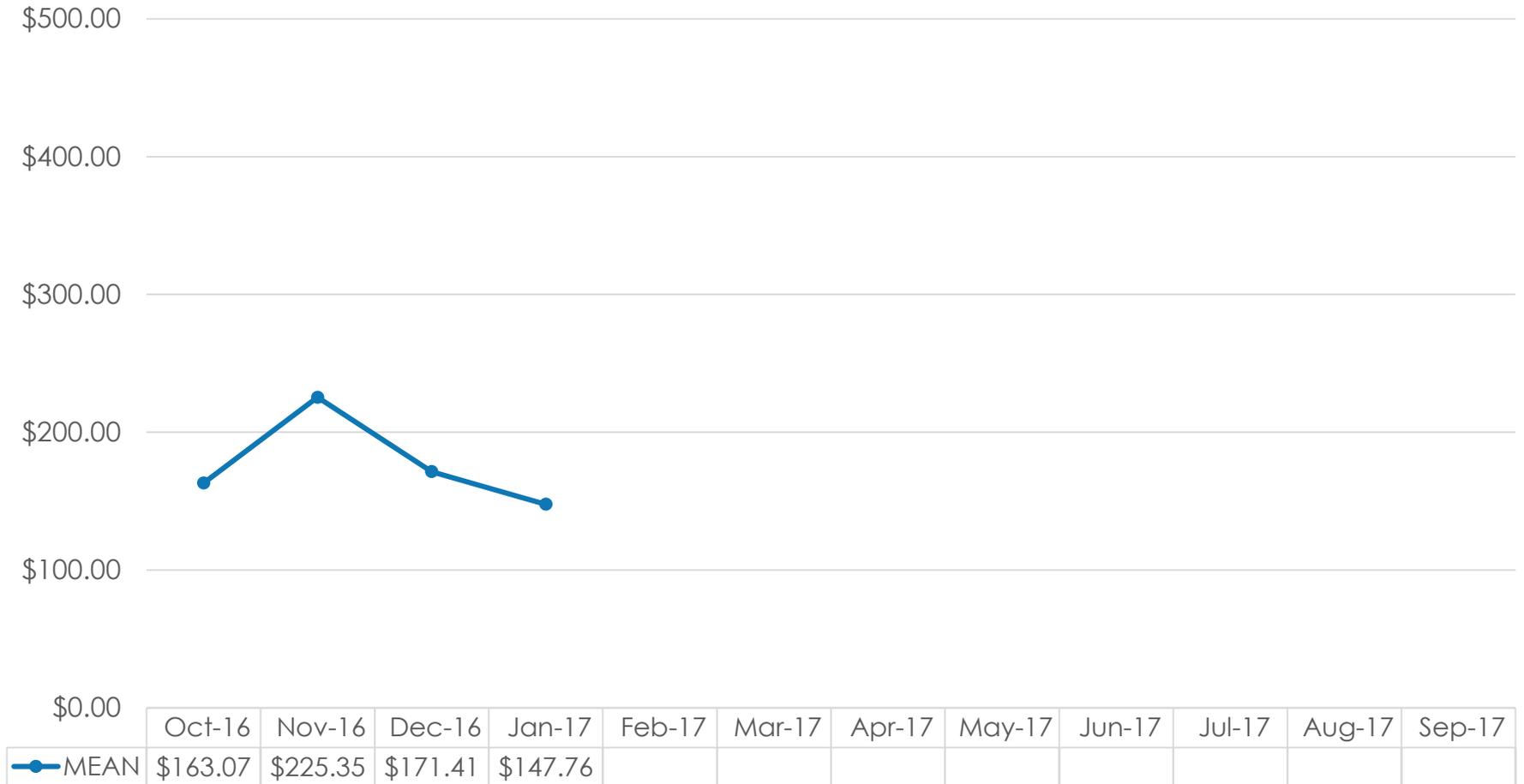
# On-Island – FY2017 Tracking

## Optional tour/ Activities



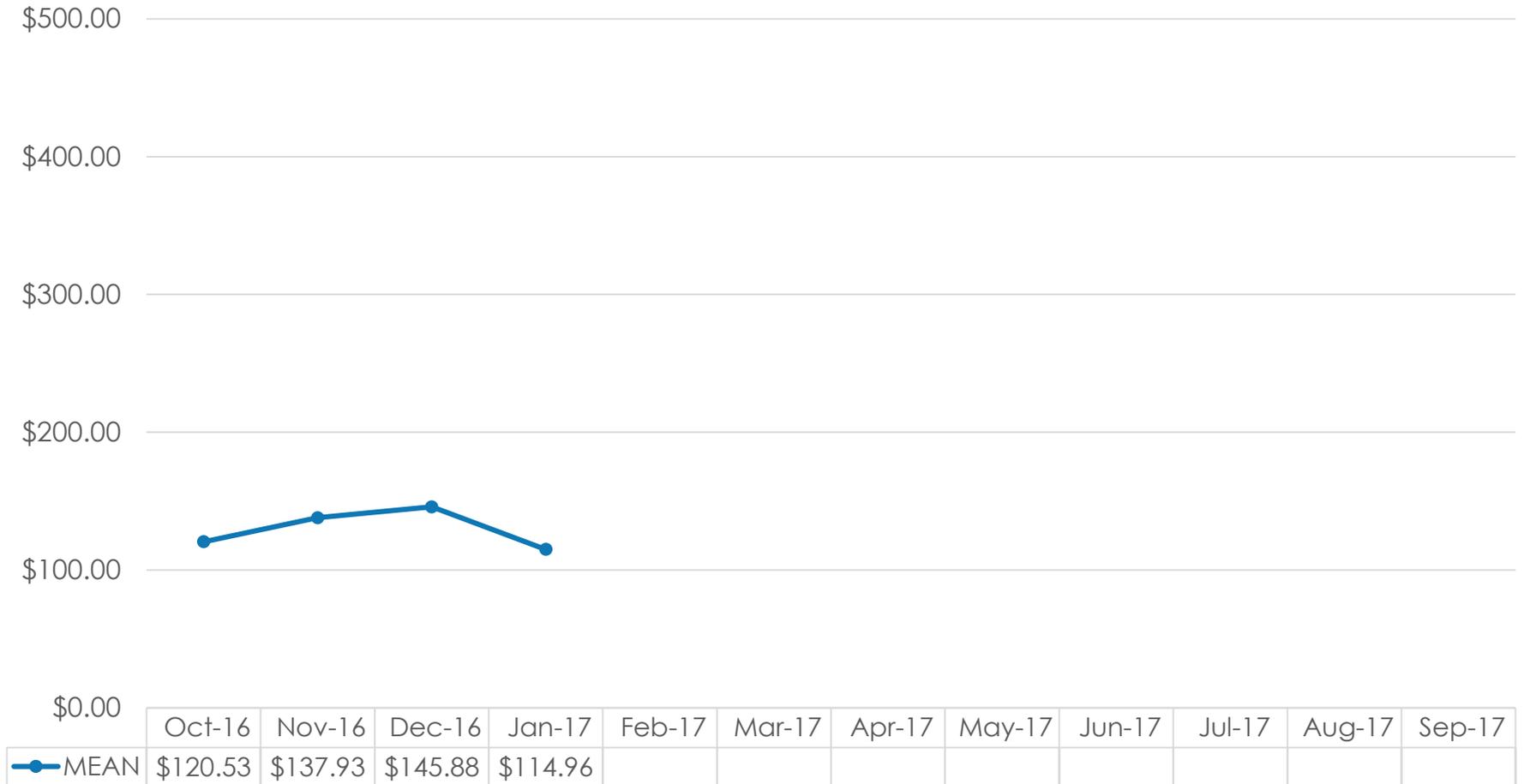
# On-Island – FY2017 Tracking

## Gift/ Souvenir – Self/ Companion



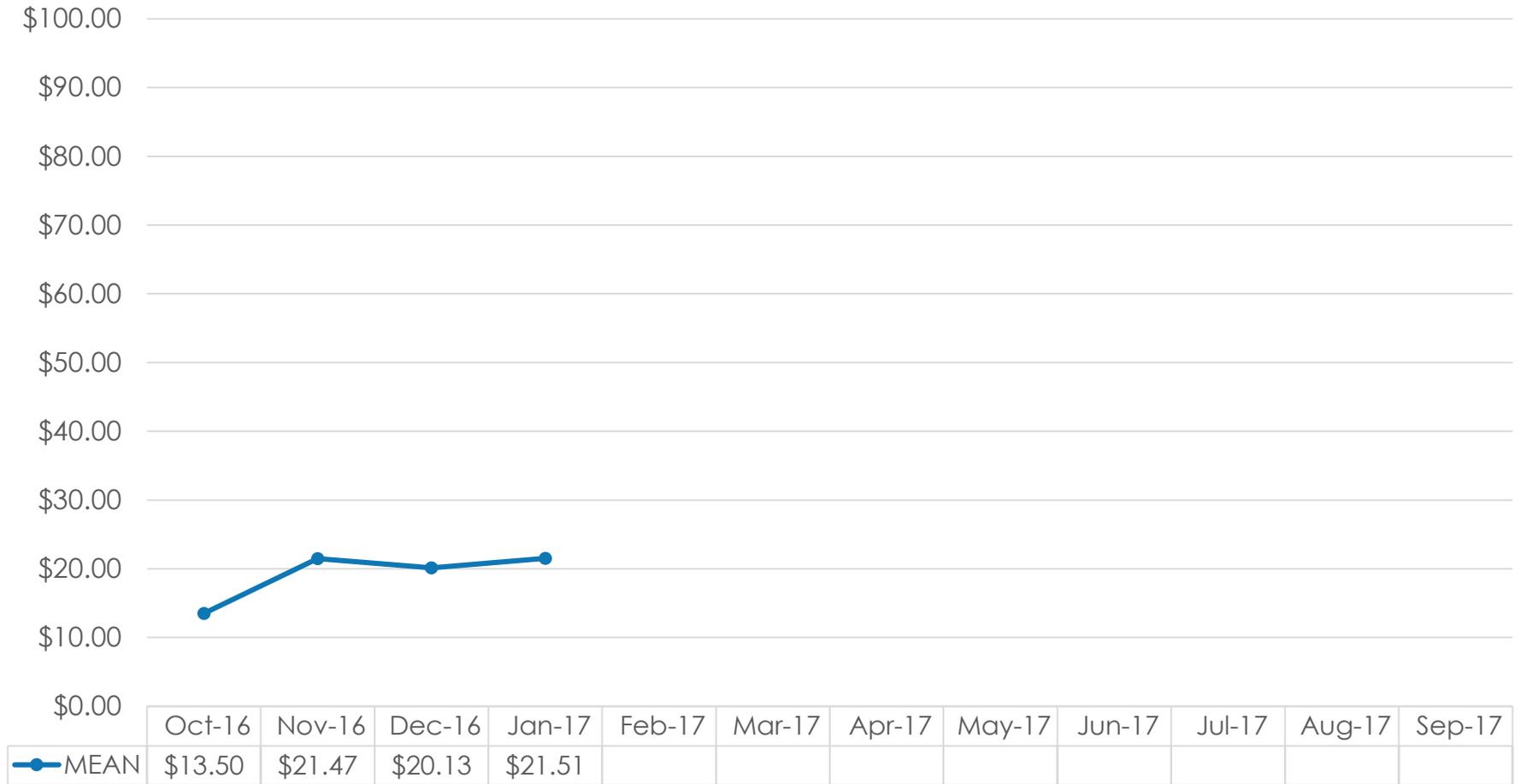
# On-Island – FY2017 Tracking

## Gift/ Souvenir – Friends/ Family



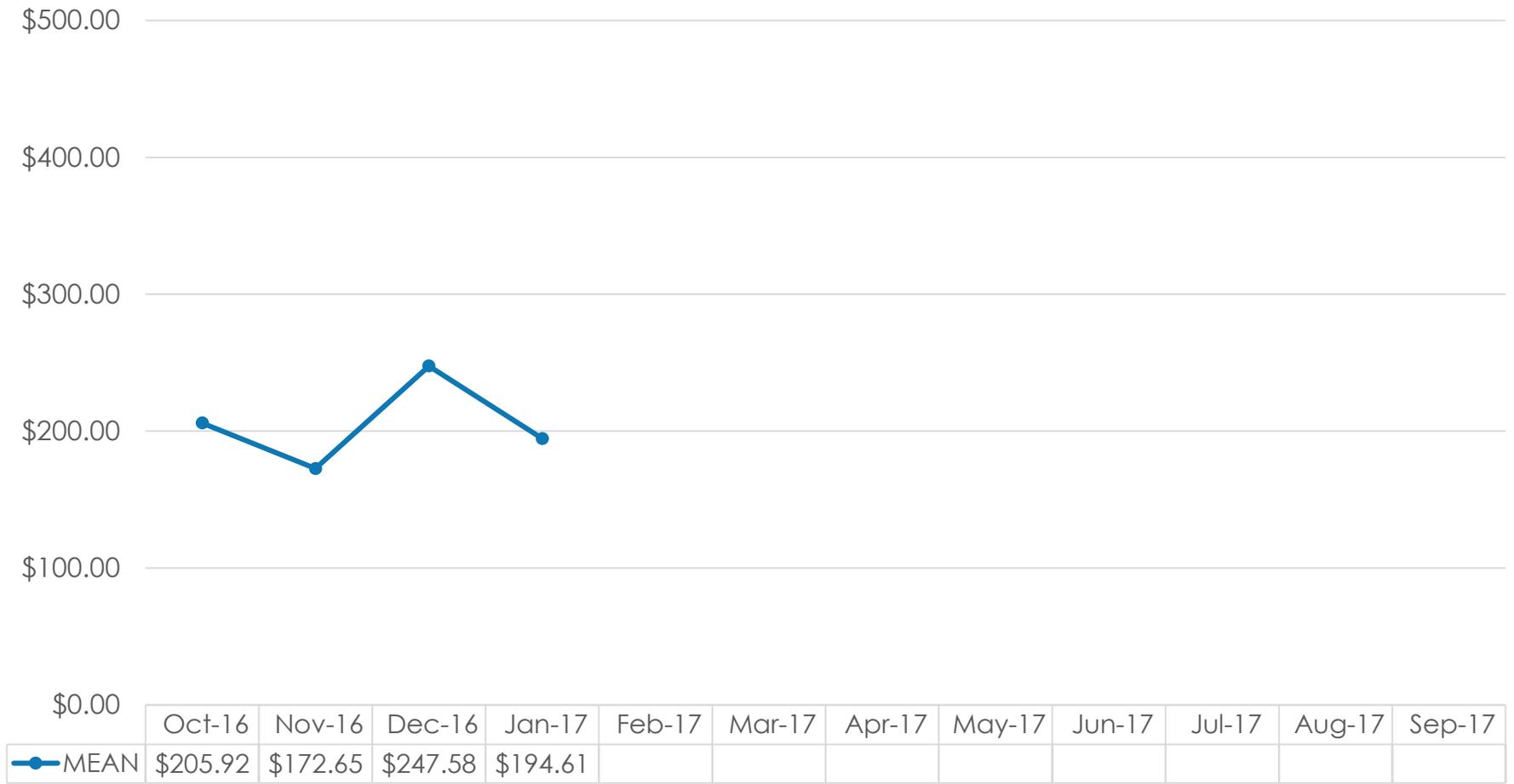
# On-Island – FY2017 Tracking

## Local Transportation



# On-Island – FY2017 Tracking

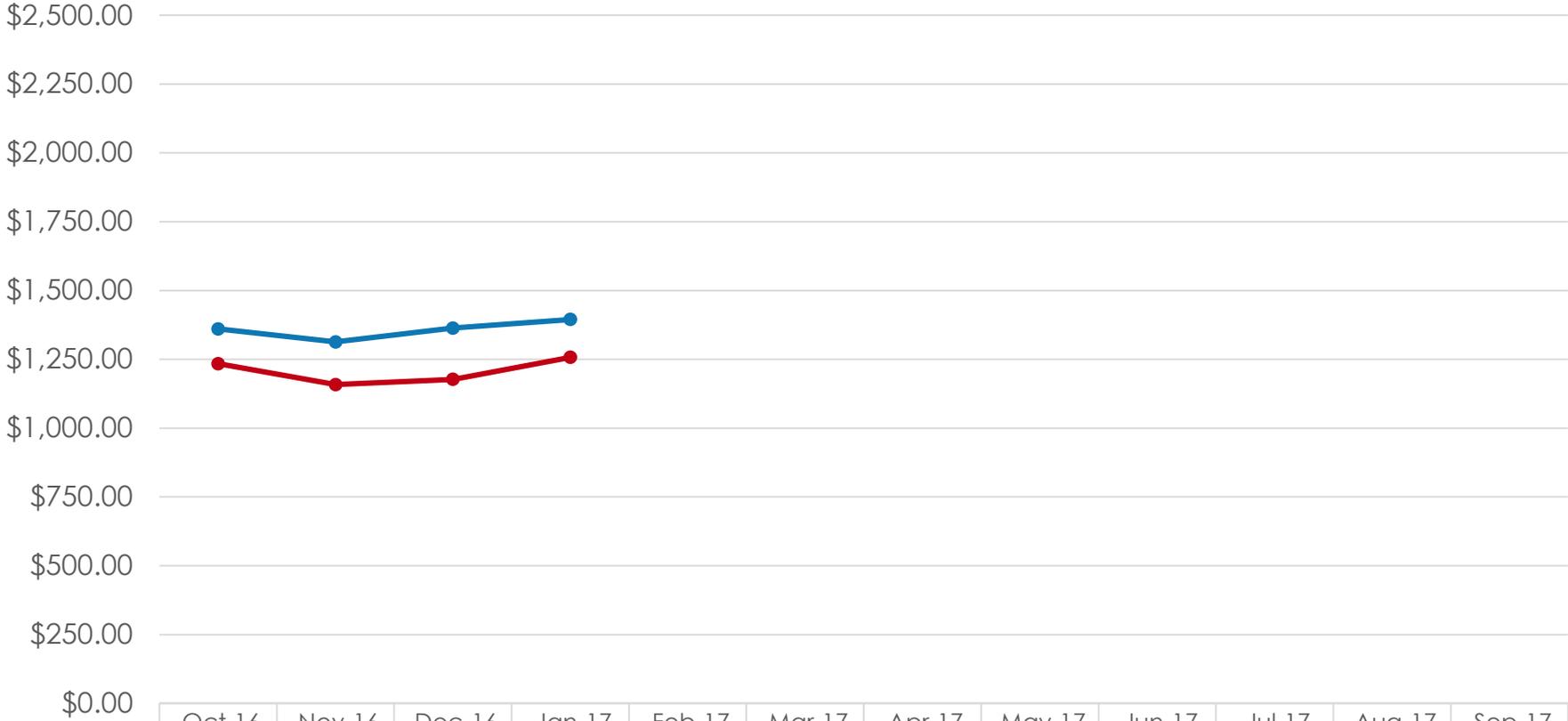
## Other Not Included



# TOTAL (On-Isle + Prepaid) Expenditures Per Person

- \$1,394.62 = overall mean average prepaid & on-isle expense by respondent

# TOTAL Per Person Expenditures – FY2017 Tracking



	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17
MEAN	\$1,360.31	\$1,312.92	\$1,363.21	\$1,394.62								
MEDIAN	\$1,234.00	\$1,158.00	\$1,177.00	\$1,257.00								

# TOTAL Per Person Expenditures – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

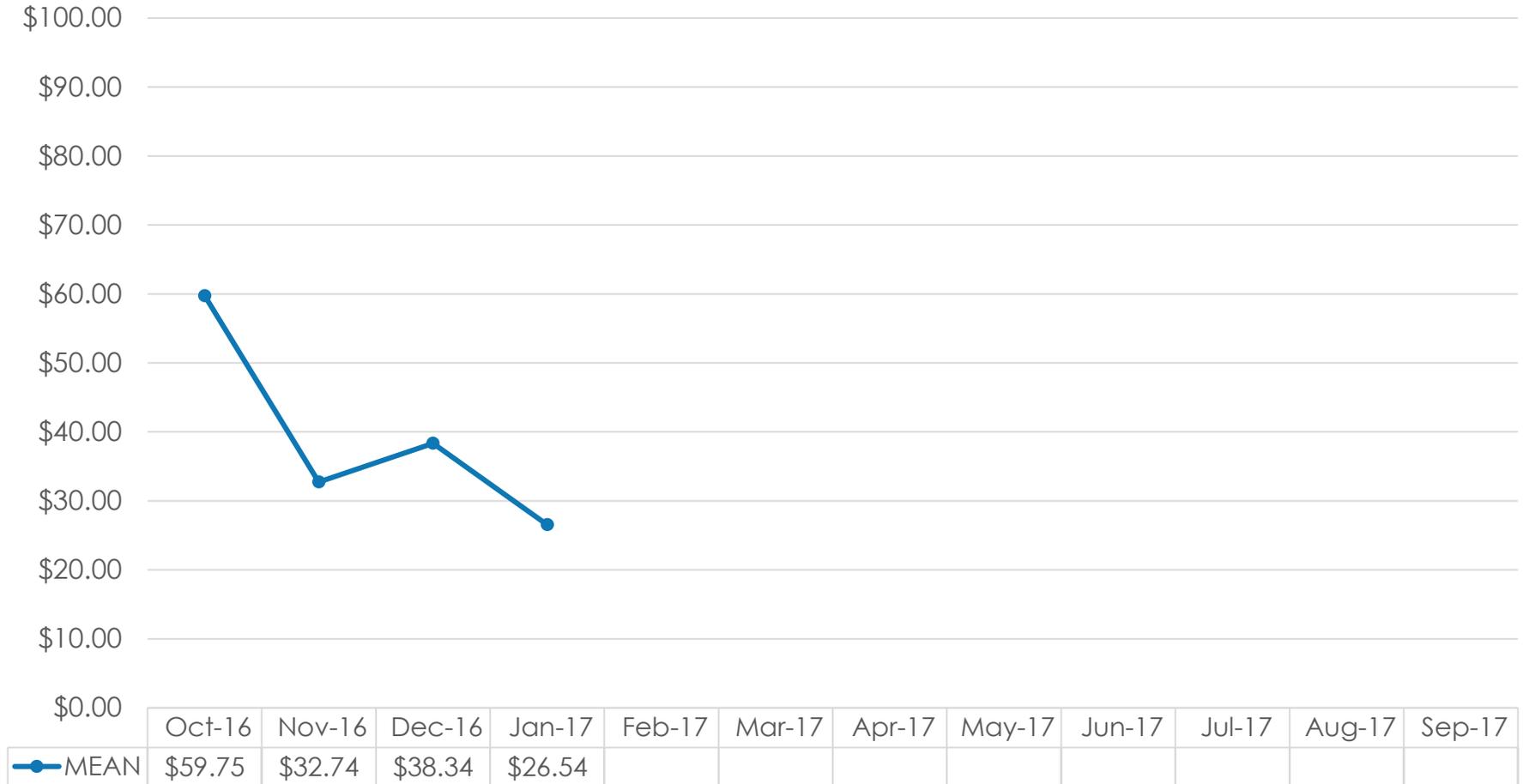
### TOTAL EXPENDITURES (On-Isle / Prepaid)

#### PER PERSON

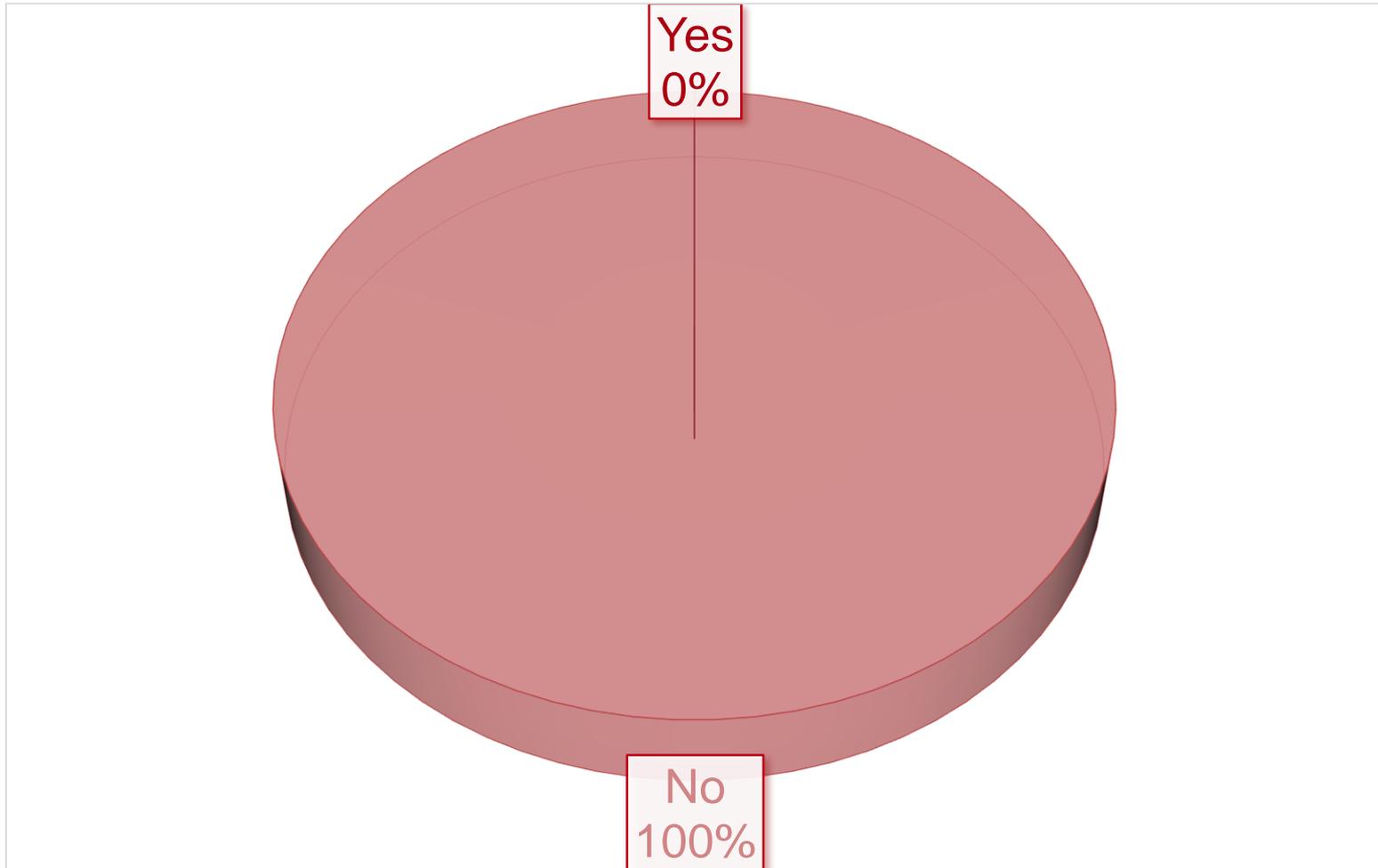
		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
TOTAL PP	Mean	\$1,394.62	\$1,567.96	\$1,295.46	\$407.68	\$1,491.91	\$2,118.80	\$1,433.59	\$439.13
	Median	\$1,257	\$1,368	\$1,246	\$255	\$1,360	\$1,232	\$1,239	\$110

Prepared by QMark Research

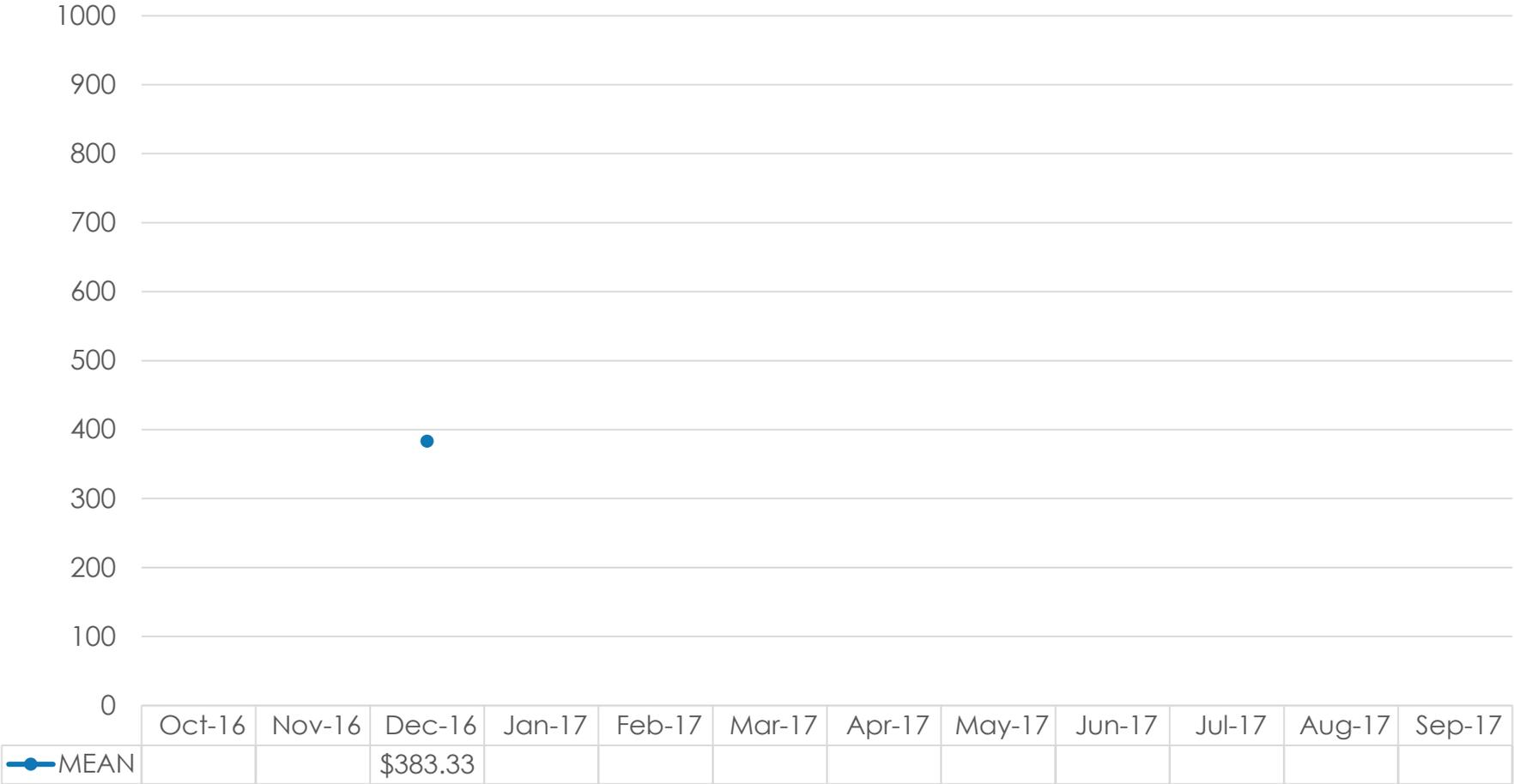
# GUAM AIRPORT EXPENDITURE – FY2017 Tracking



# PARTICIPATED IN SHOP GUAM e-FESTIVAL



# SHOP GUAM E-FESTIVAL SPENDING – FY2017 Tracking

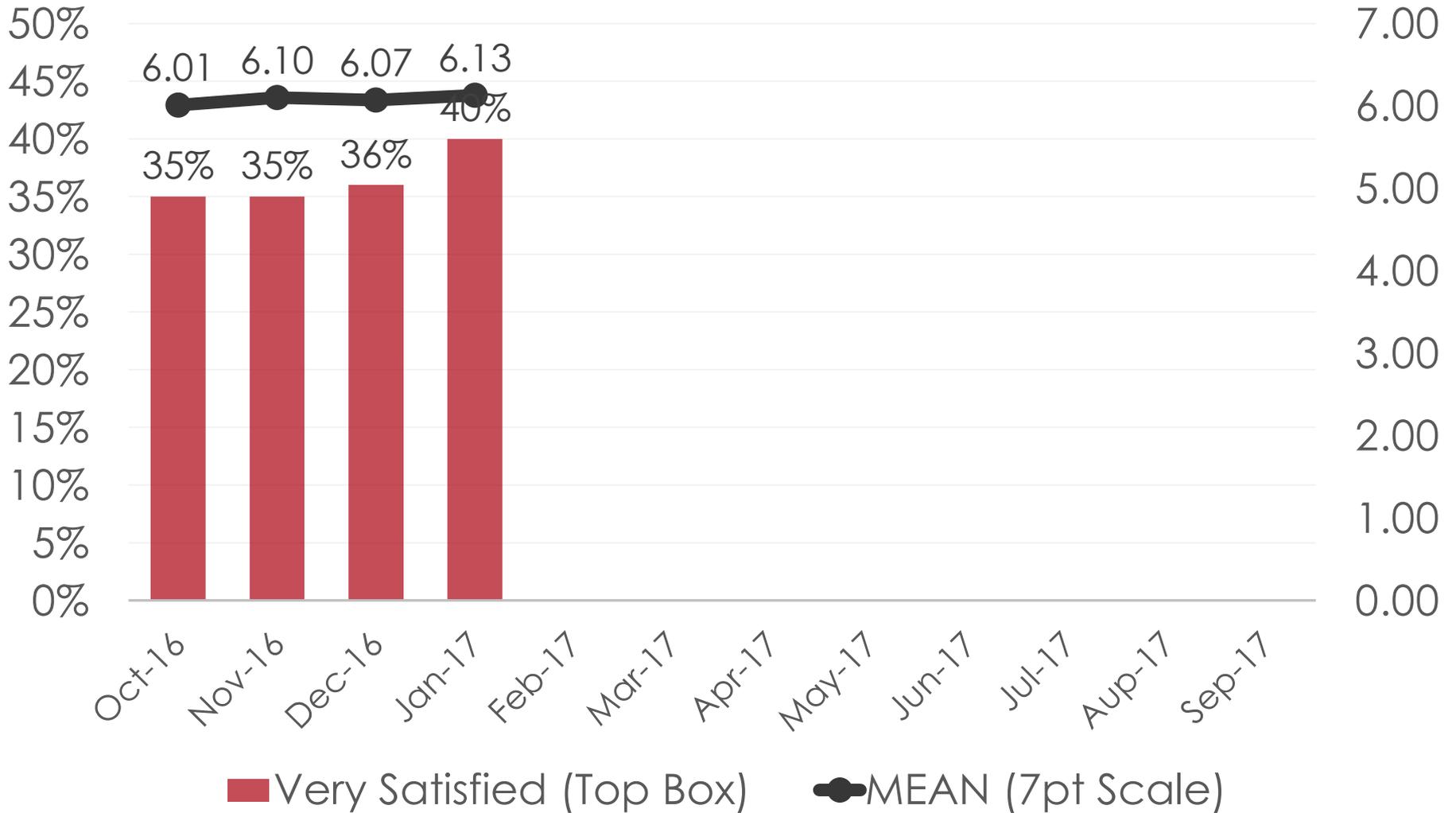


# SECTION 4

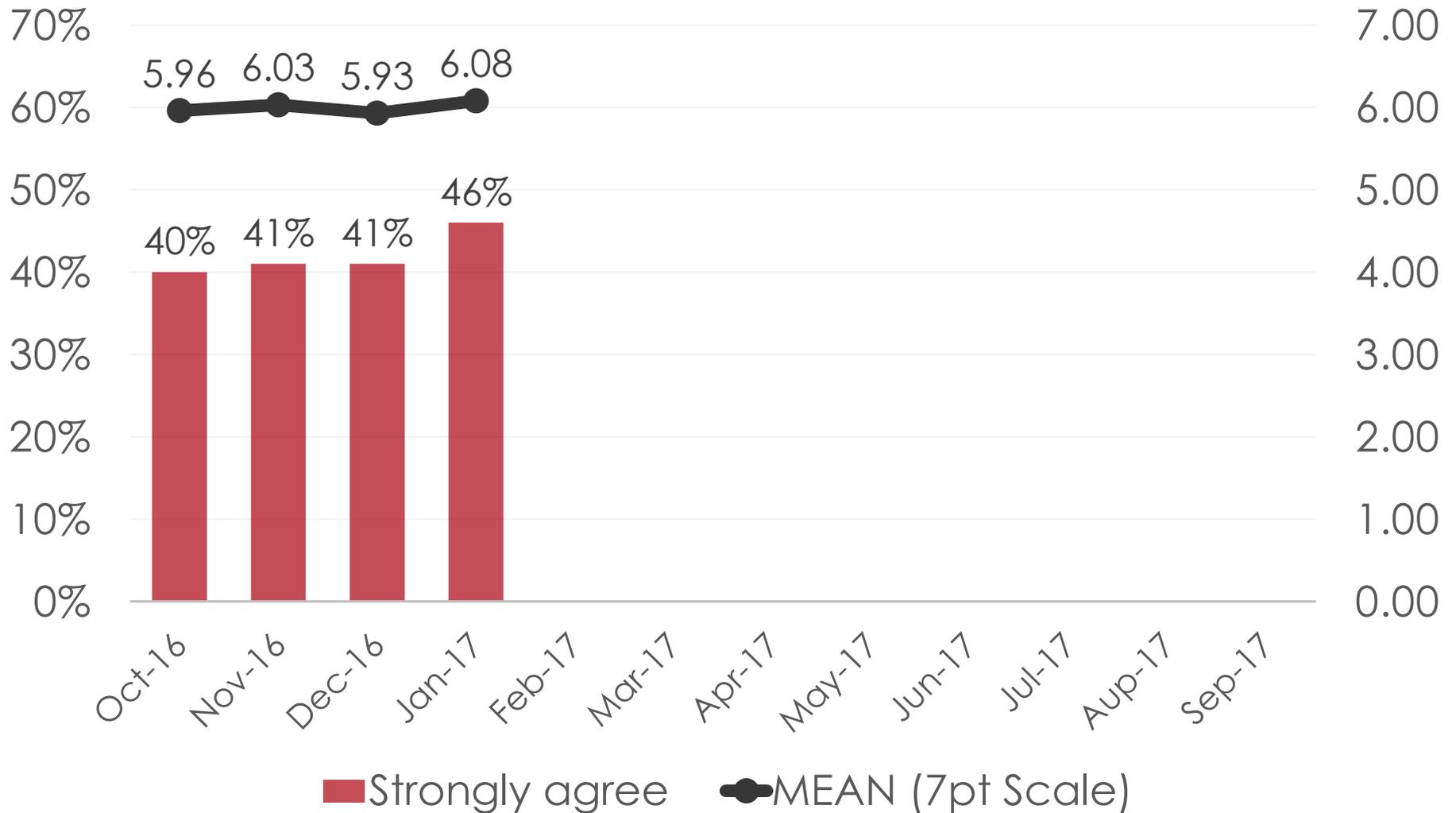
# VISITOR SATISFACTION

# BEHAVIOR

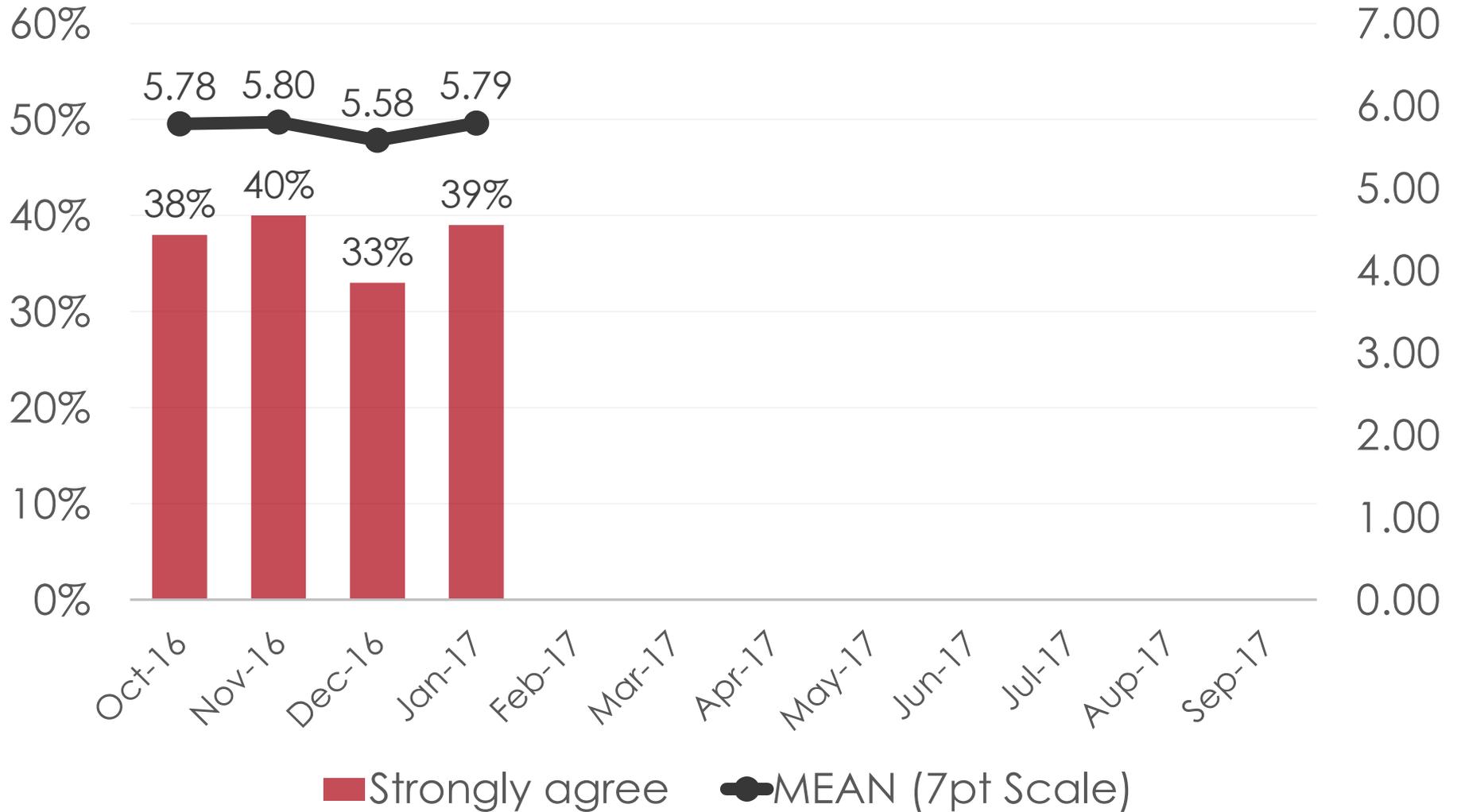
# OVERALL SATISFACTION



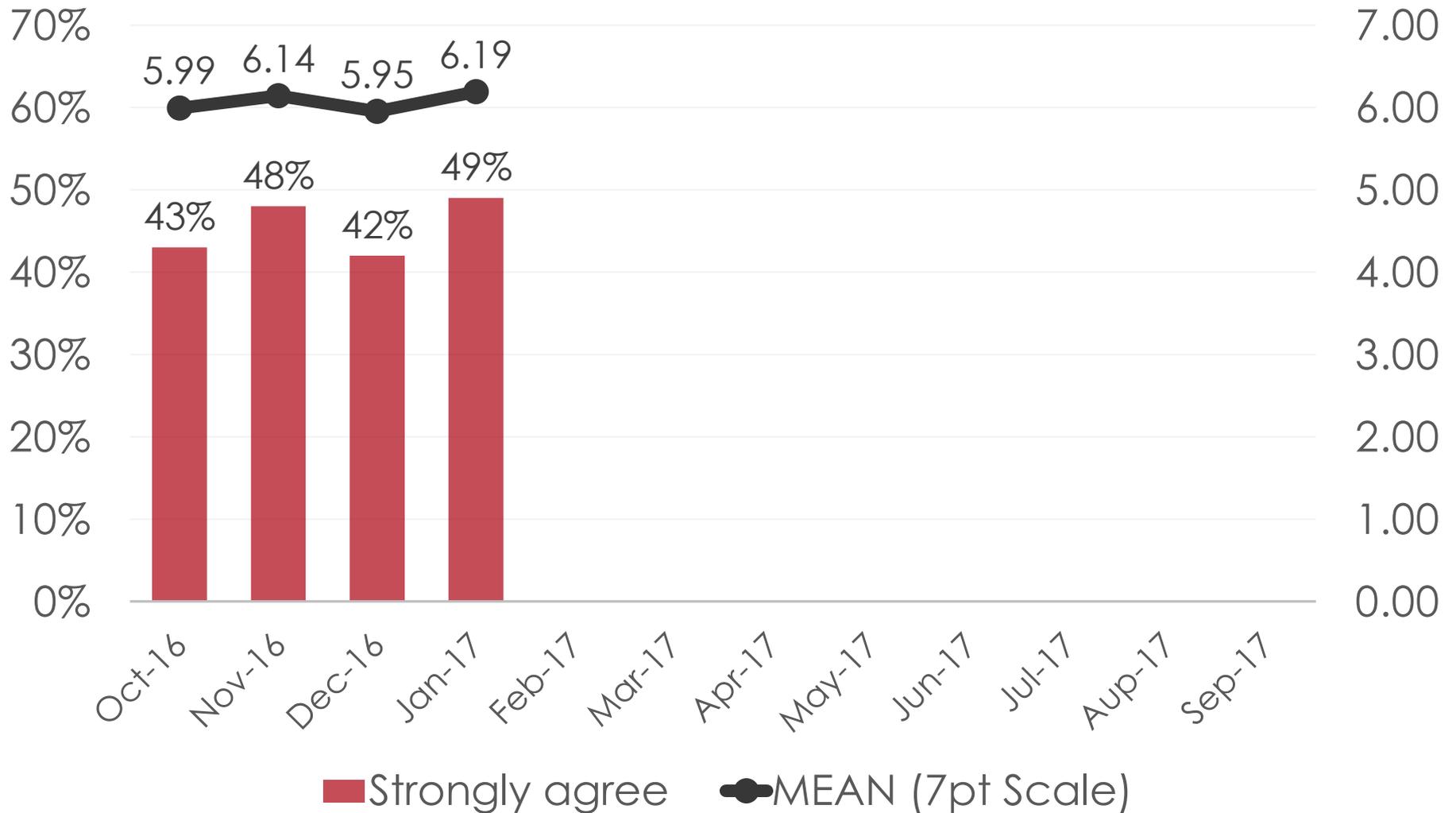
# Guam was better than expected



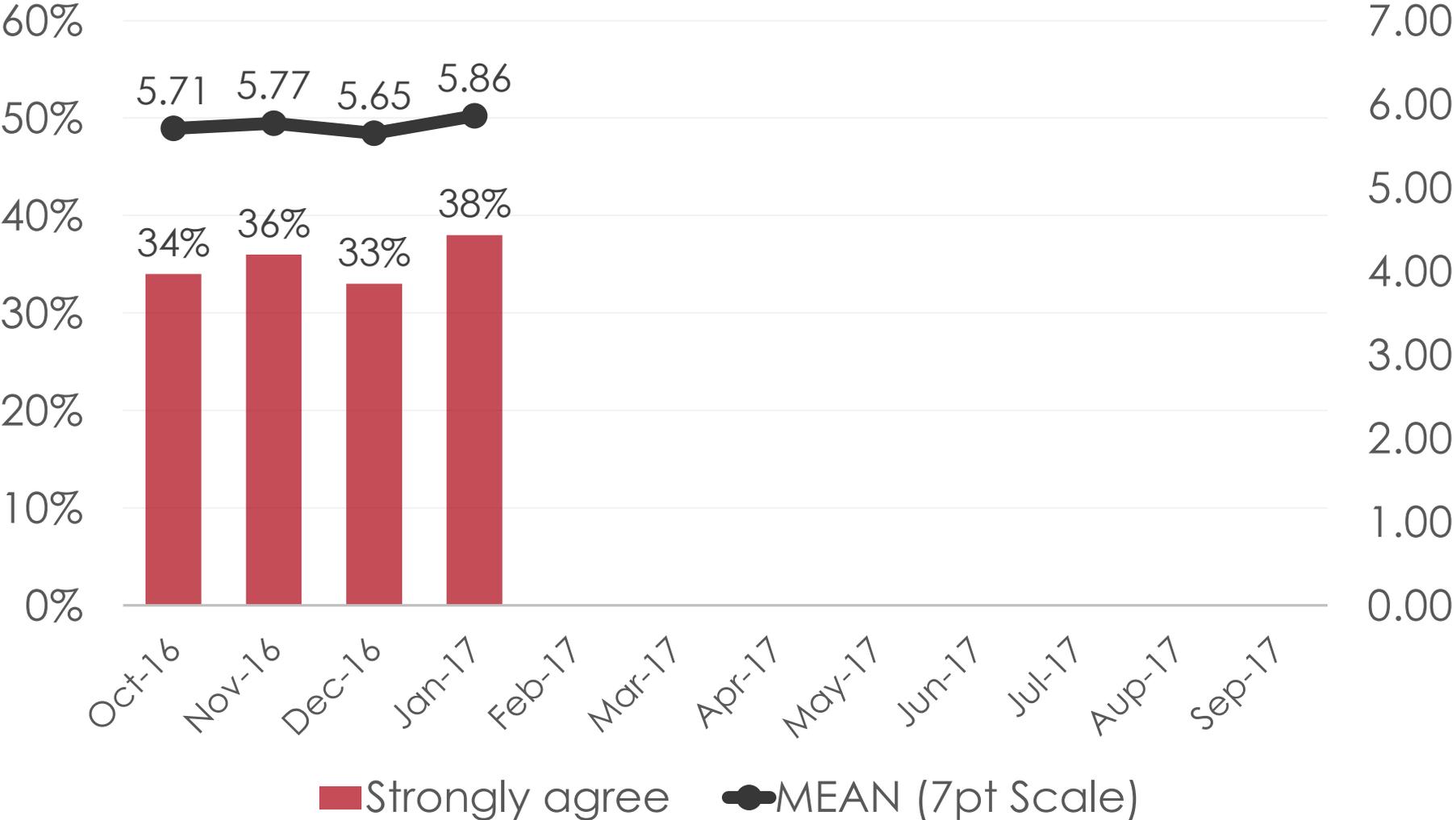
# I had no communication problems



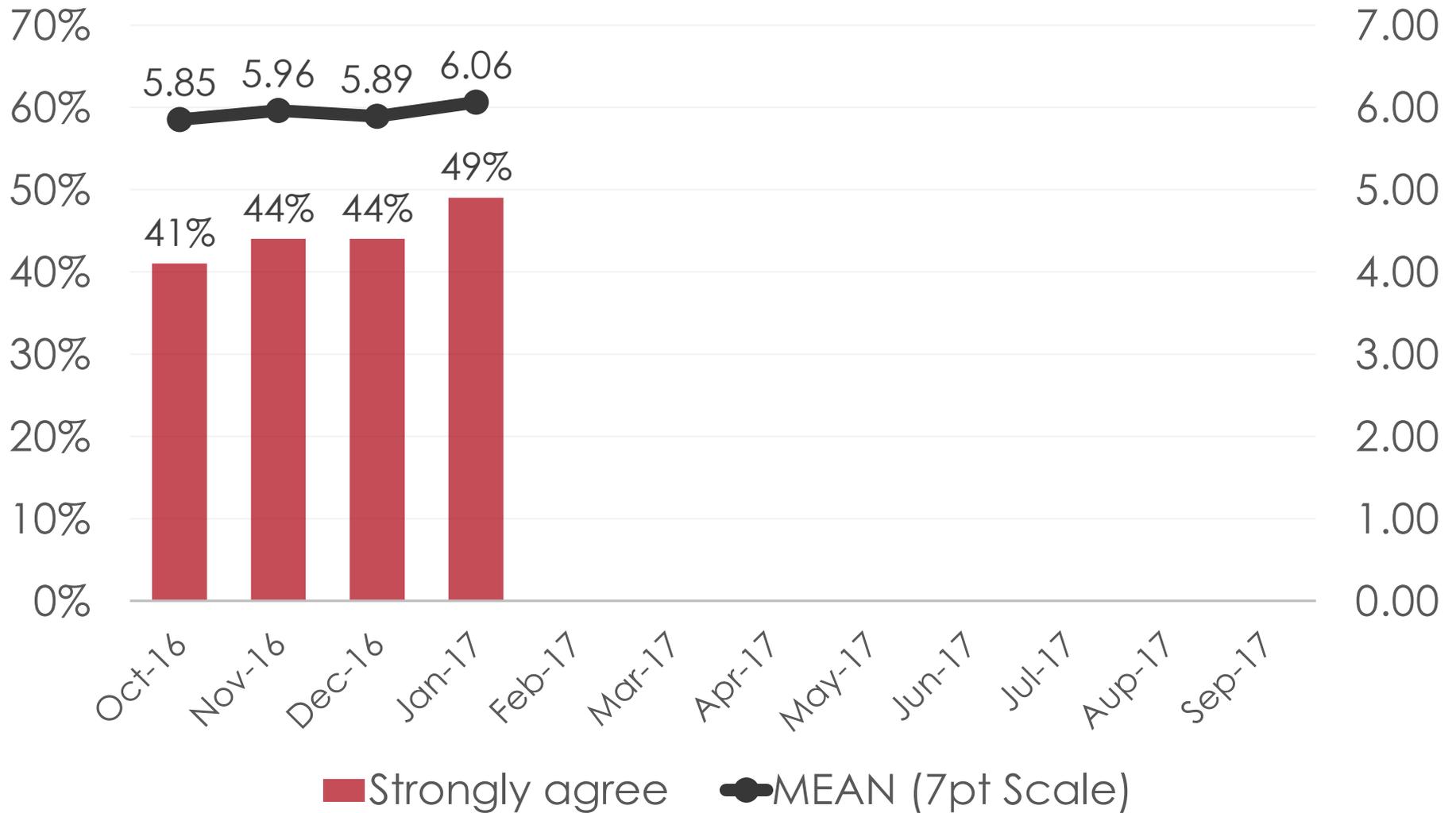
# I will recommend Guam to friends



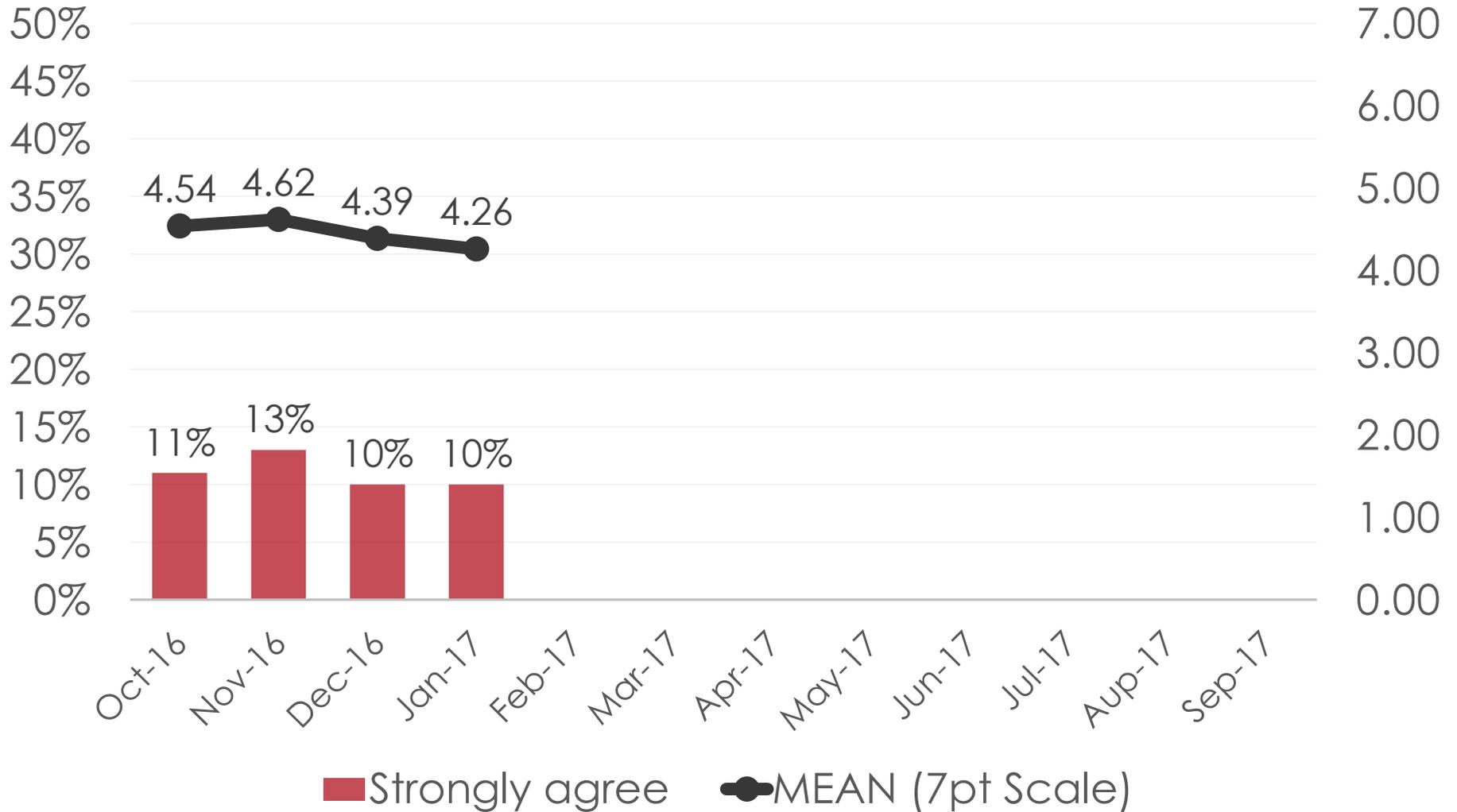
# Sites on Guam were attractive



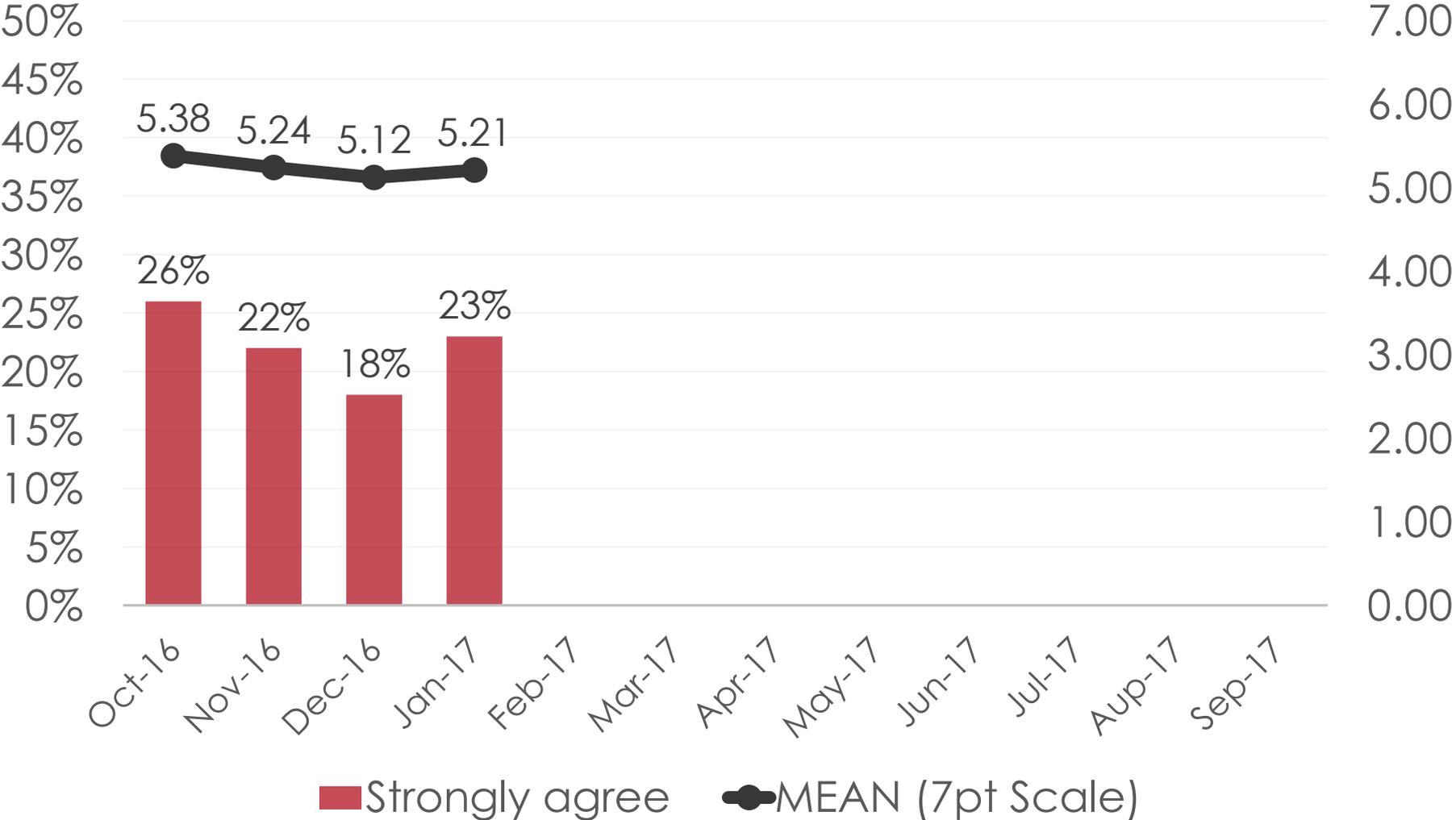
# I plan to visit Guam again



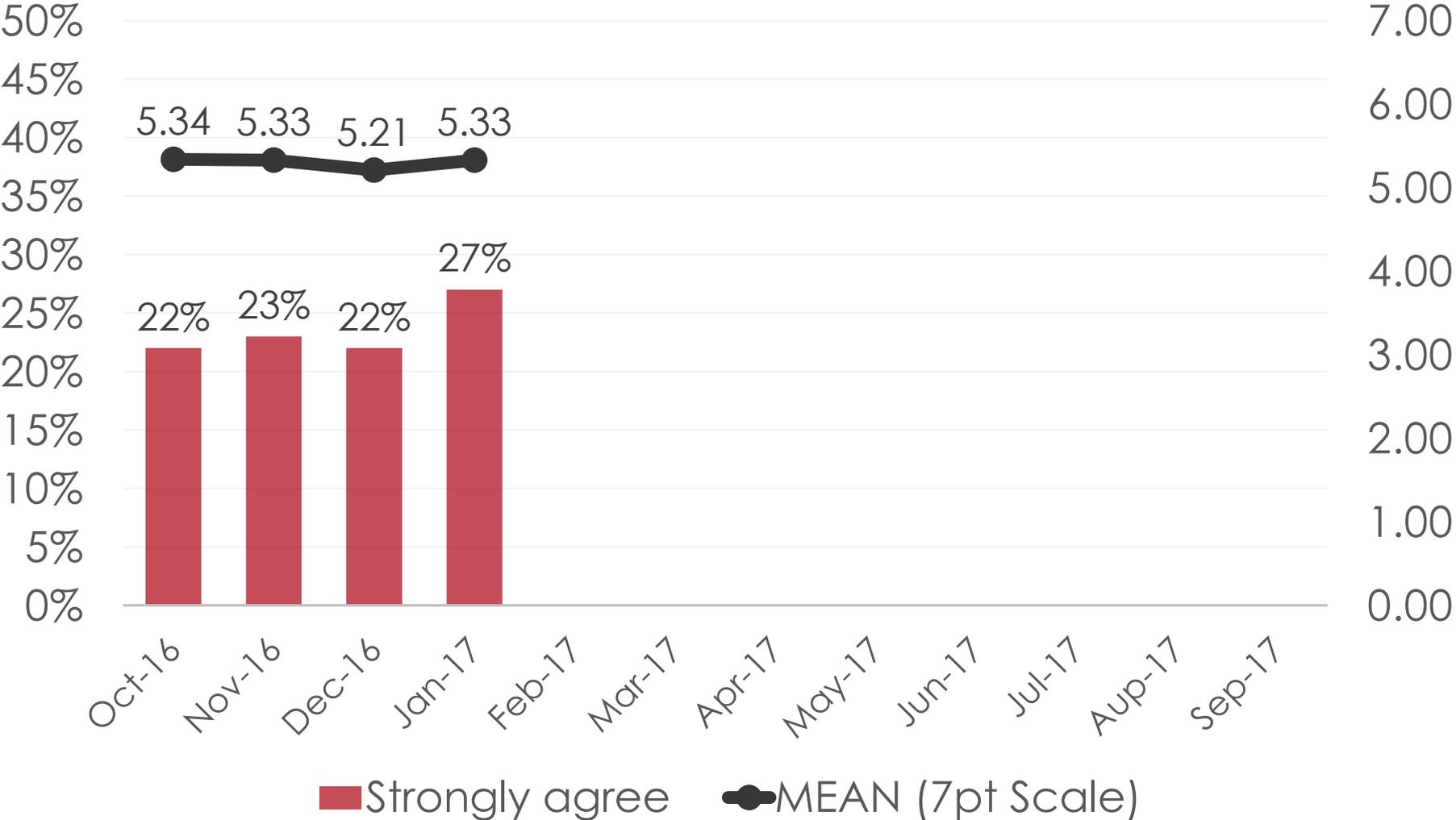
# Not enough night time activities



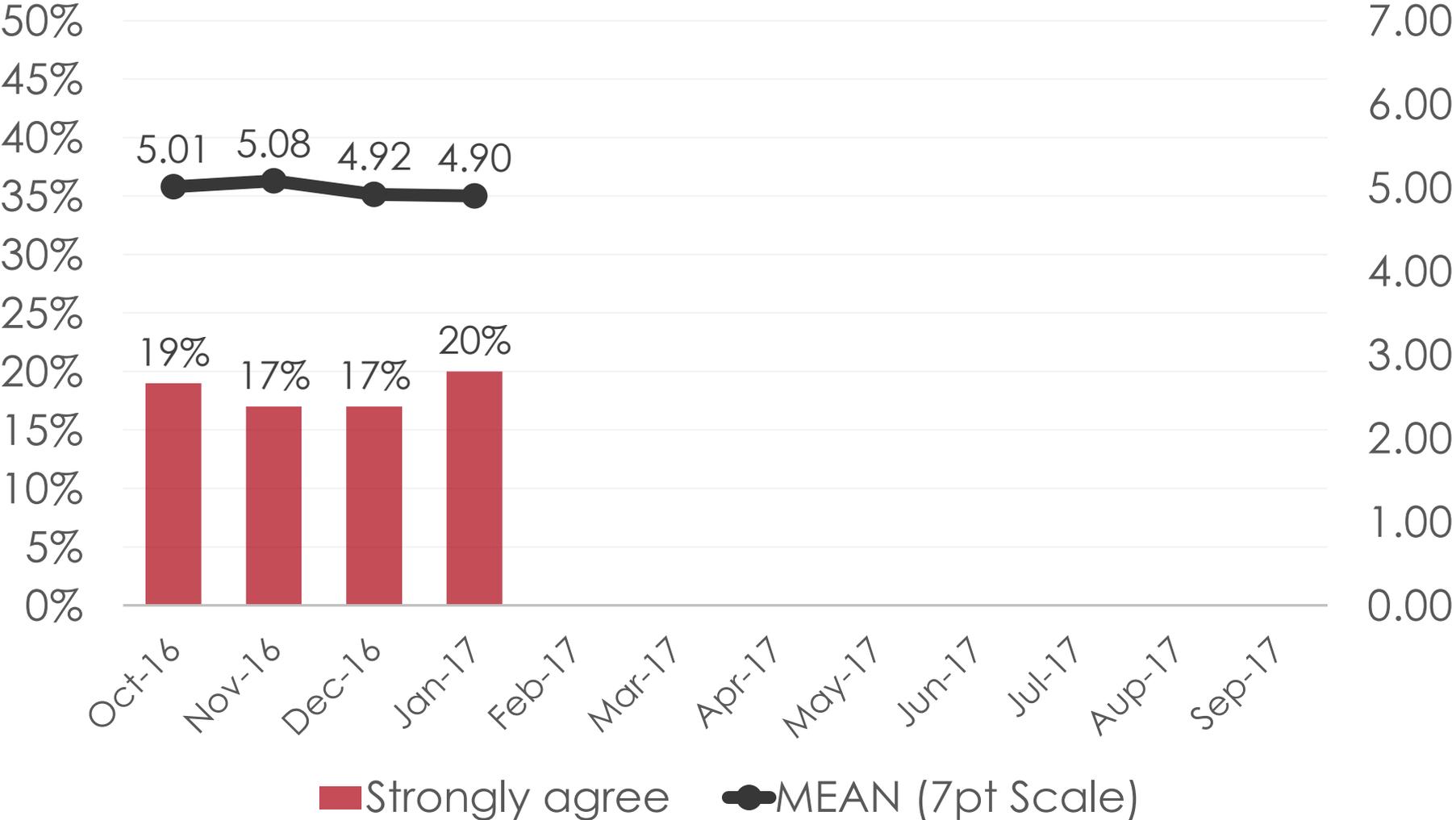
# Tour guides were professional



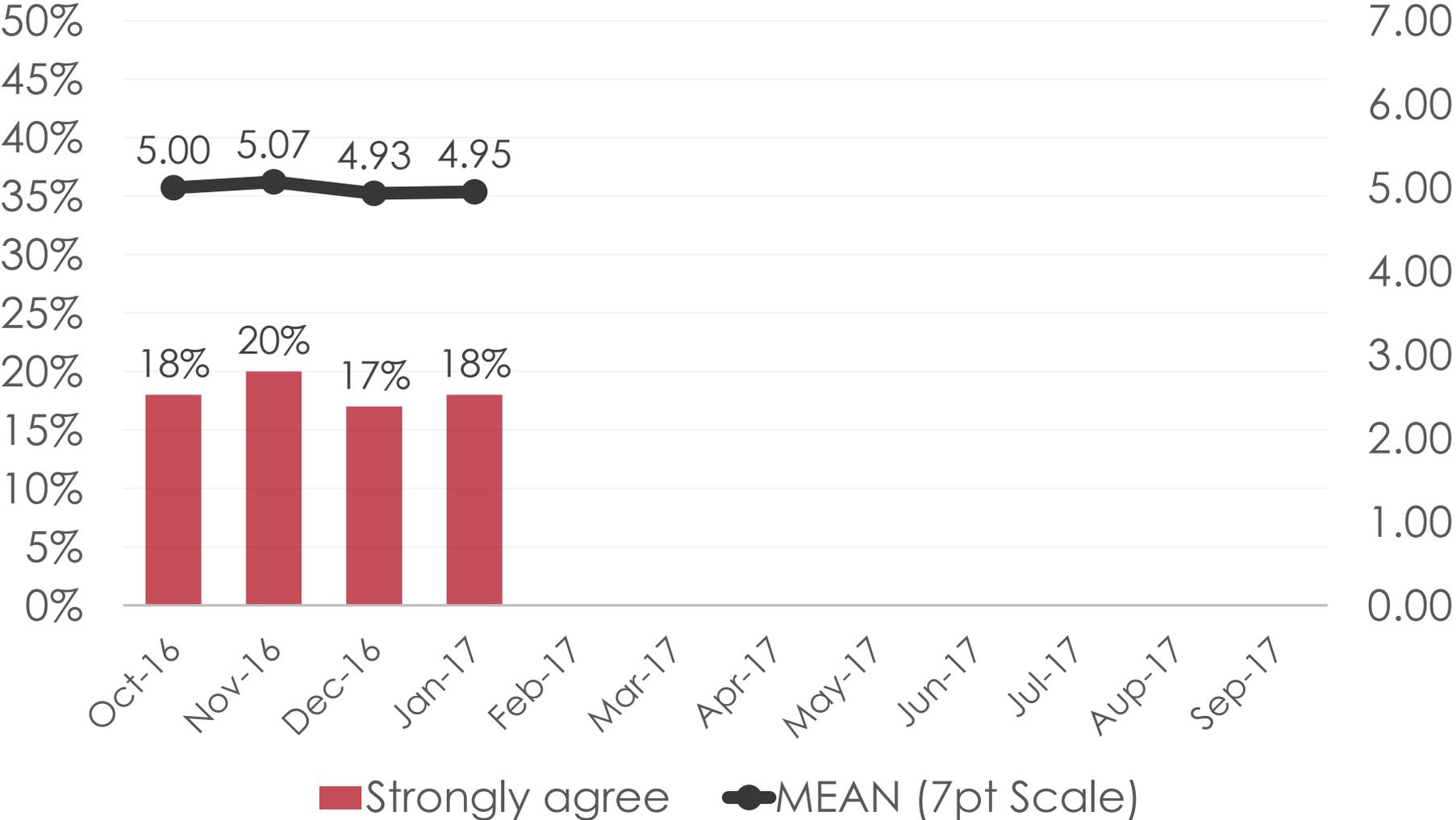
# Tour drivers were professional



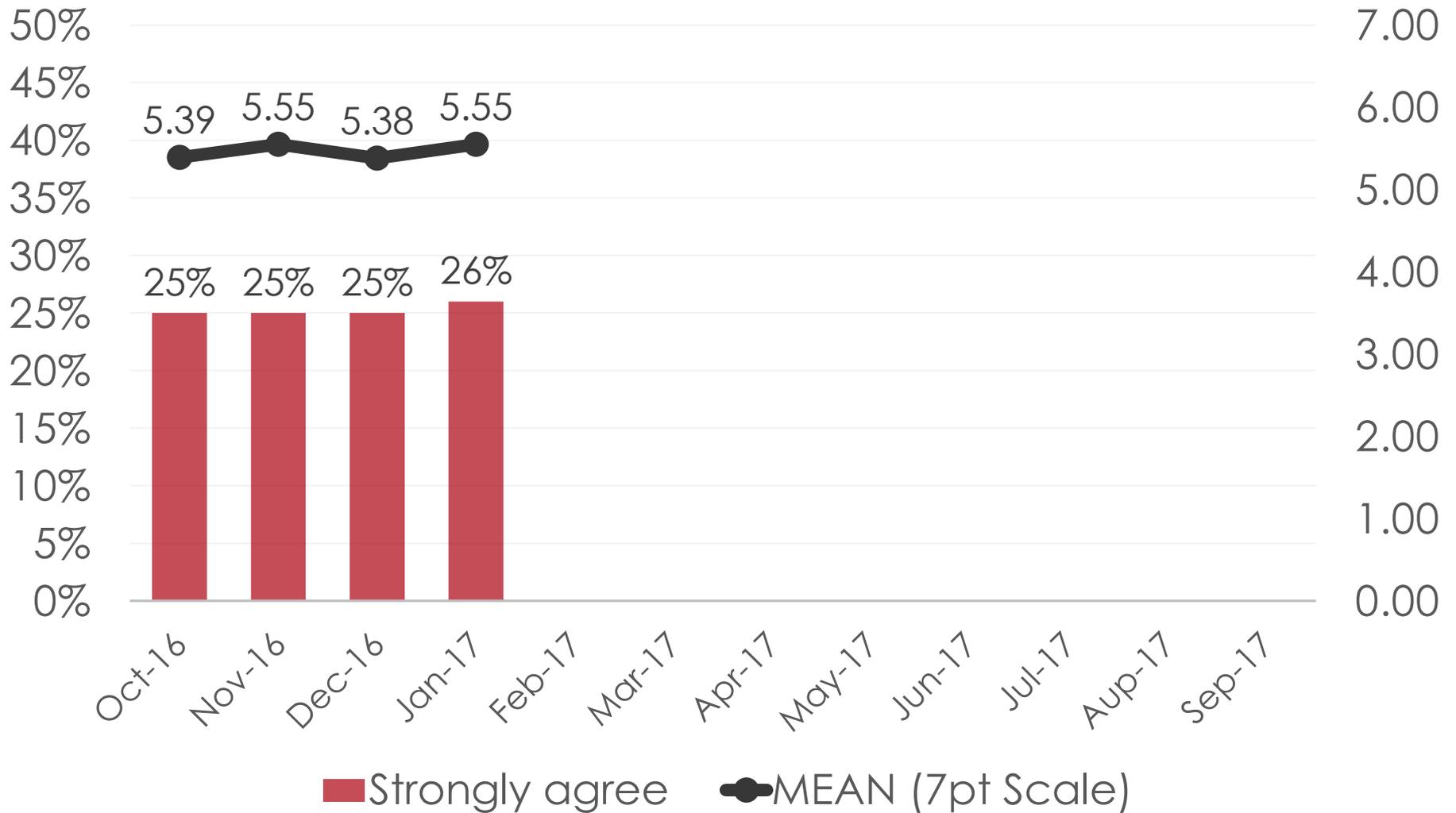
# Taxi drivers were professional



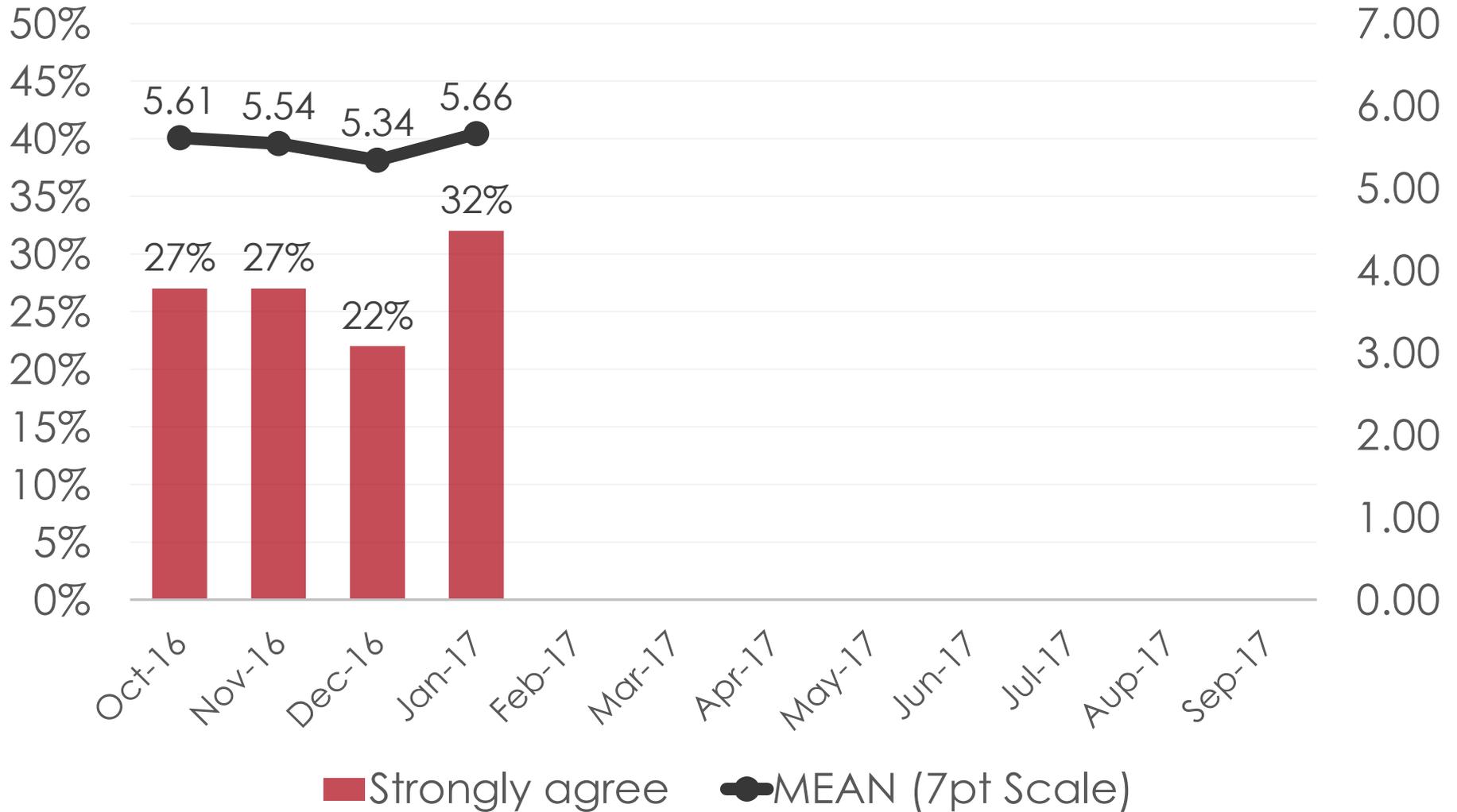
# Taxis were clean



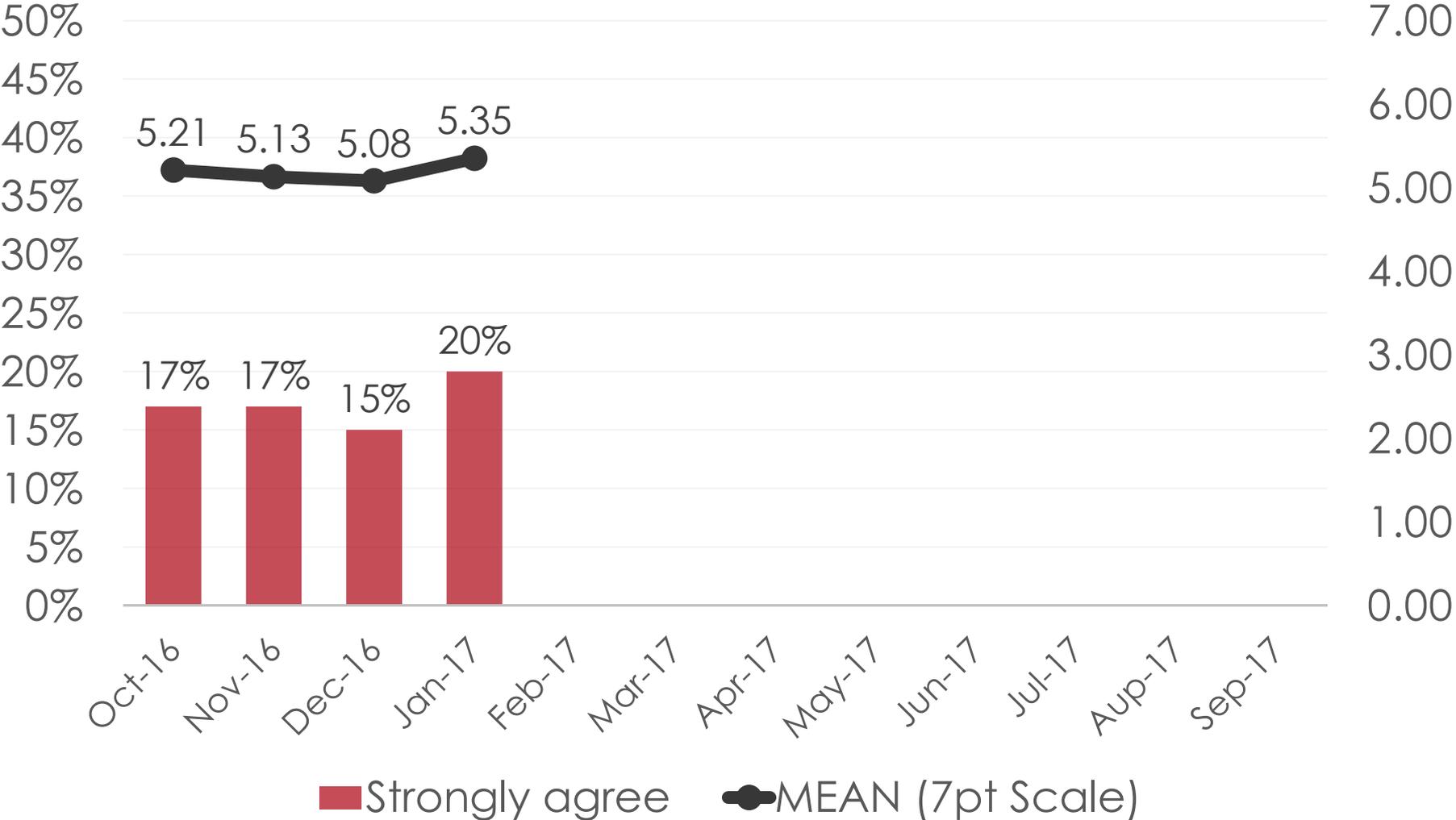
# Guam airport was clean



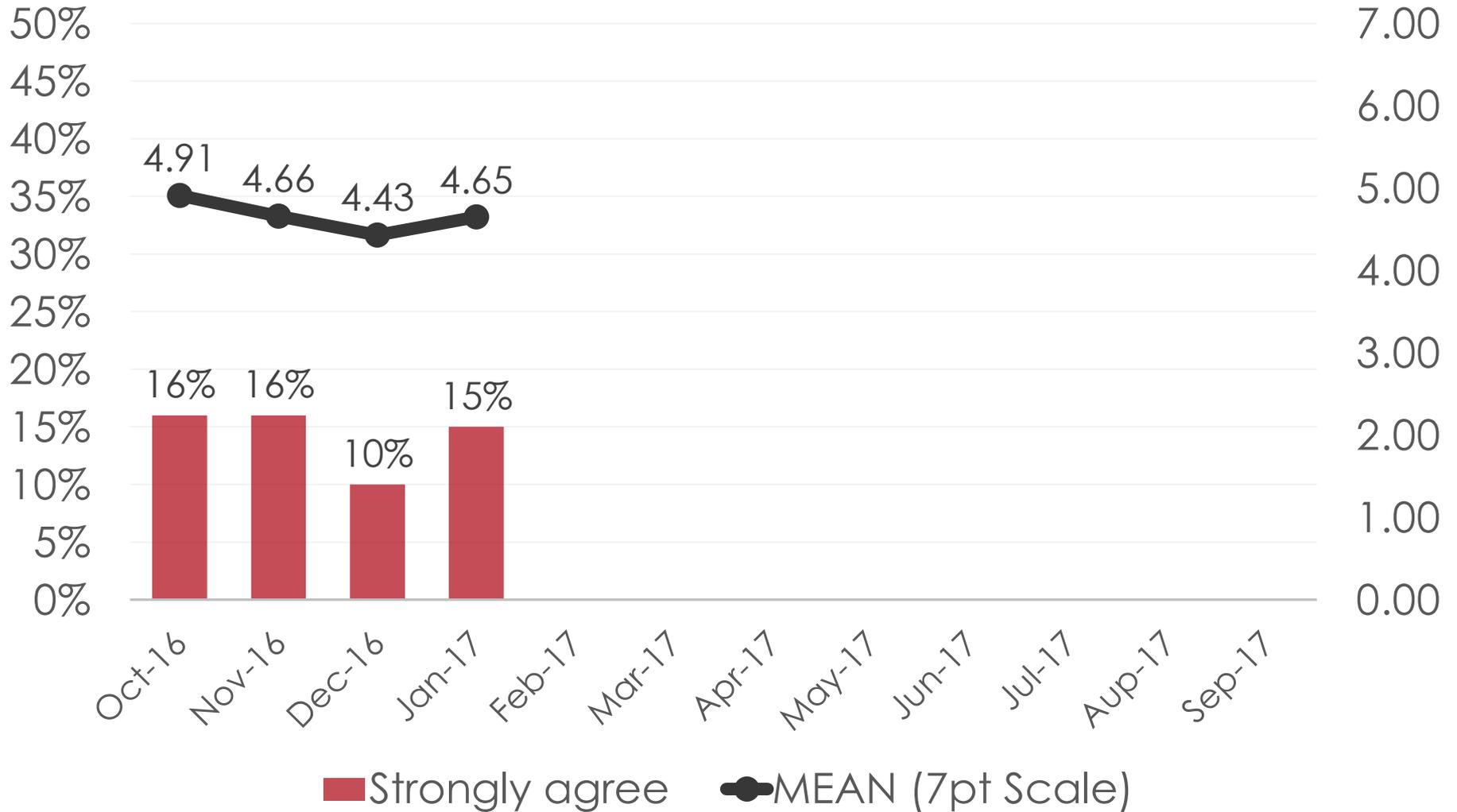
# Ease of getting around



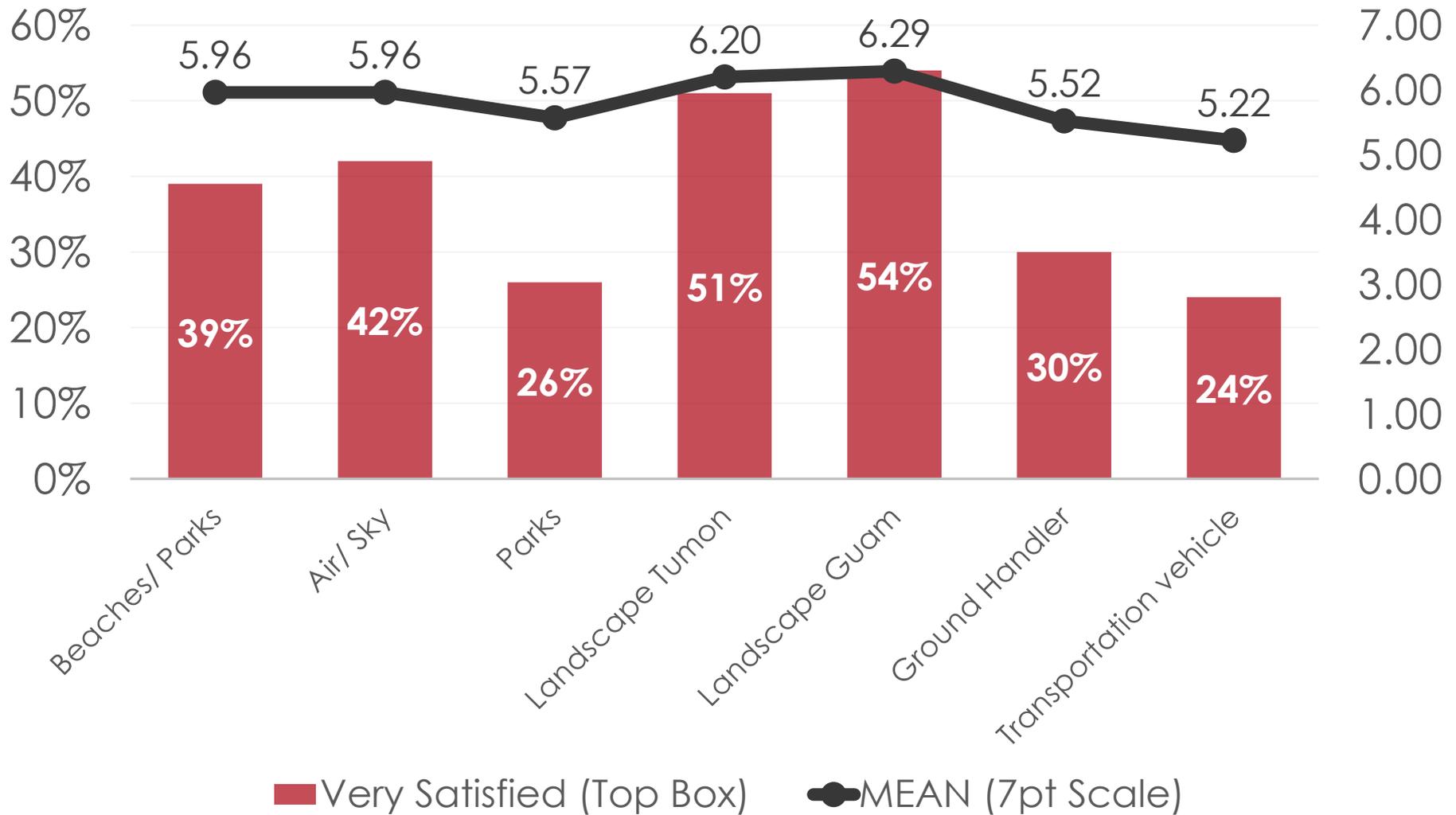
# Safety walking around at night



# Price of things on Guam

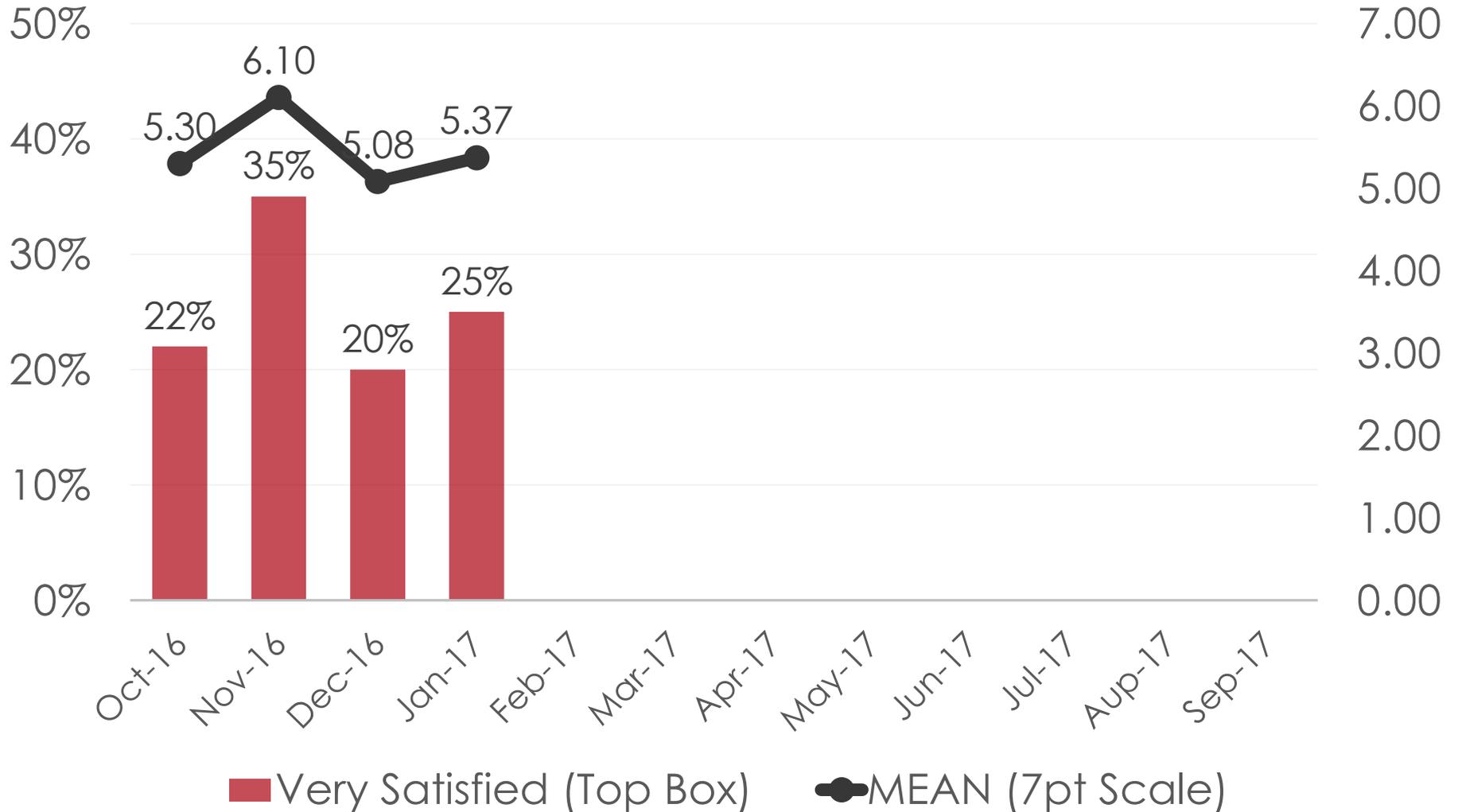


# GENERAL SATISFACTION – Quality/ Cleanliness

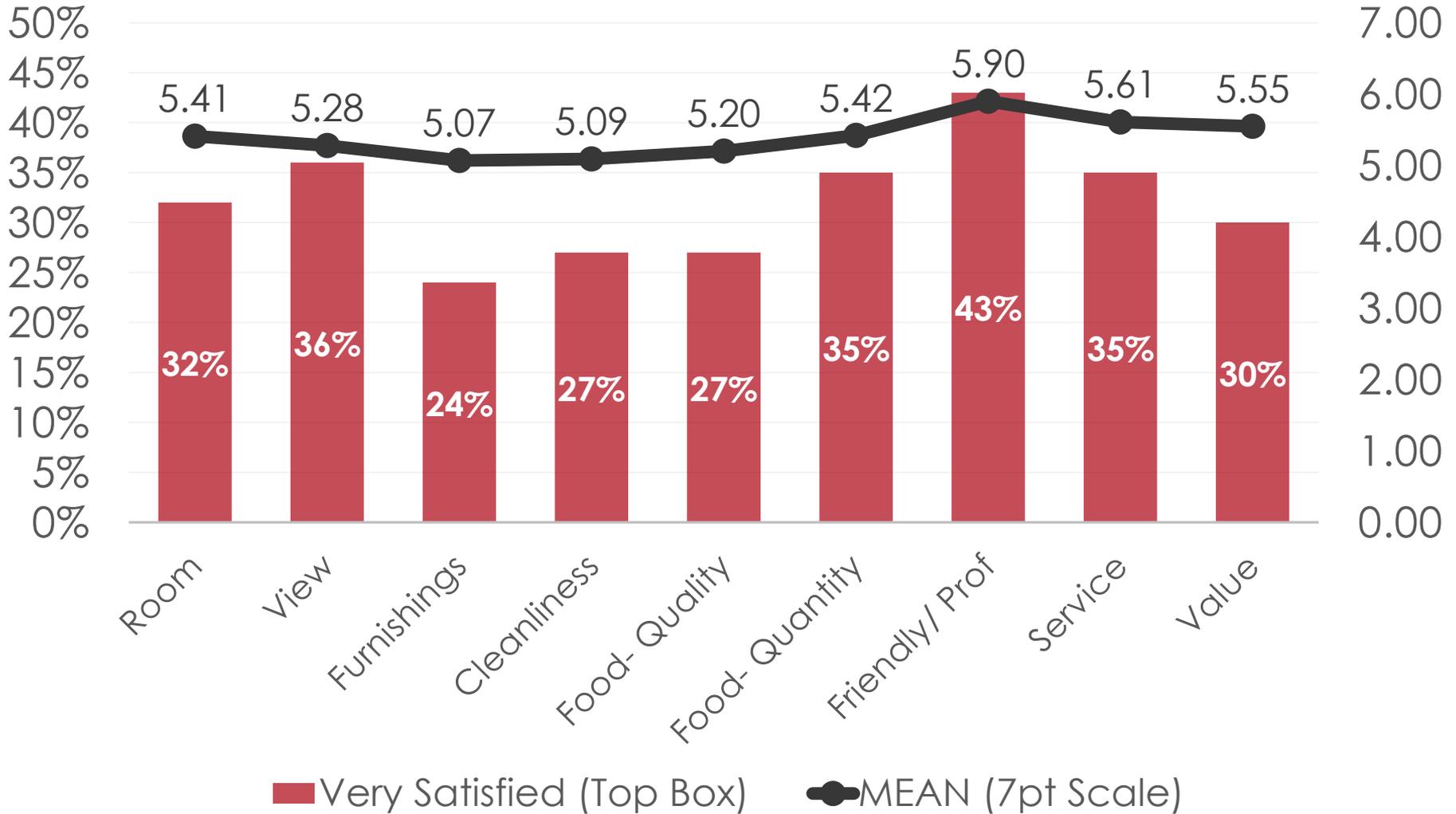


# ACCOMMODATIONS

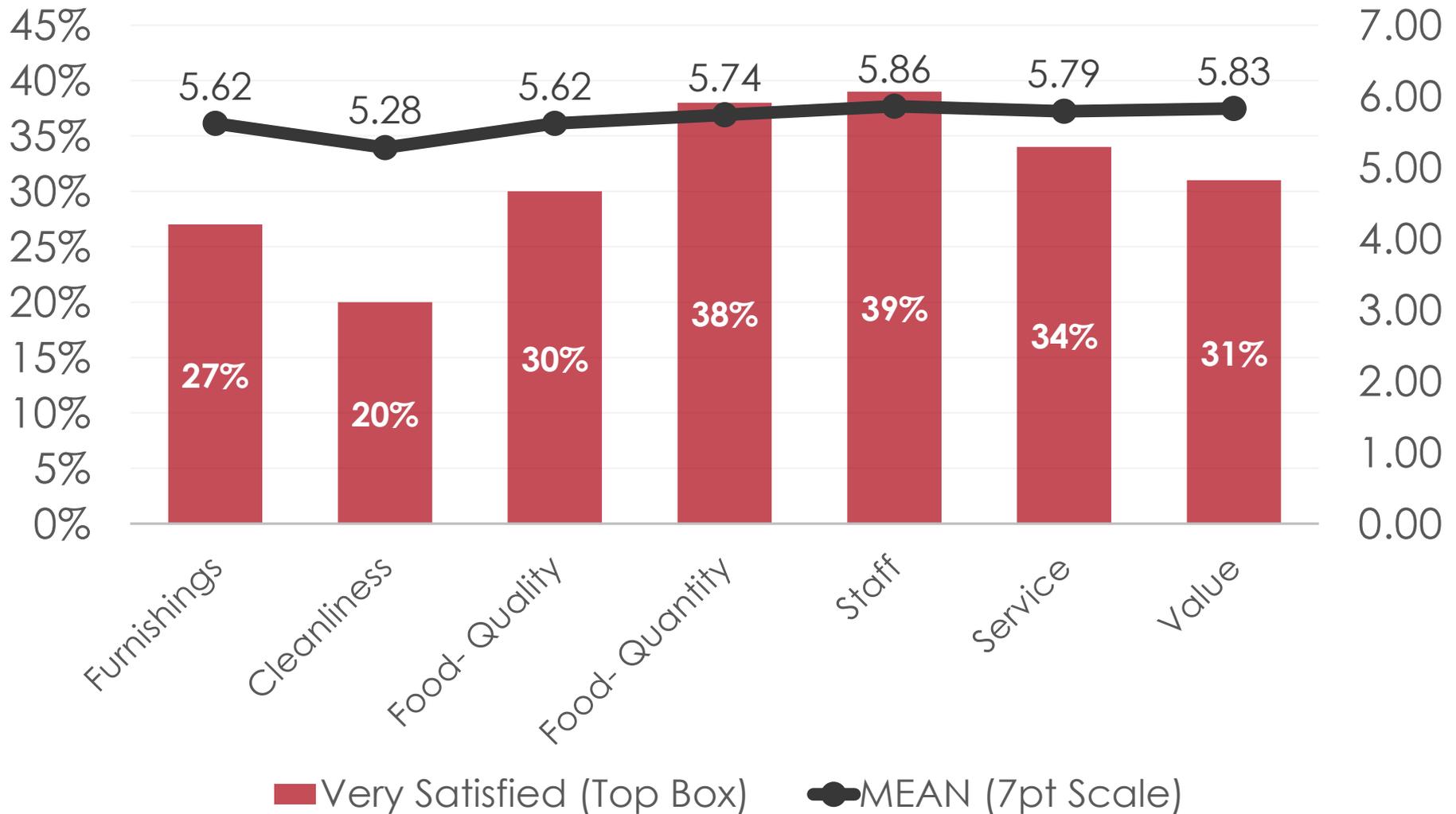
## OVERALL SATISFACTION



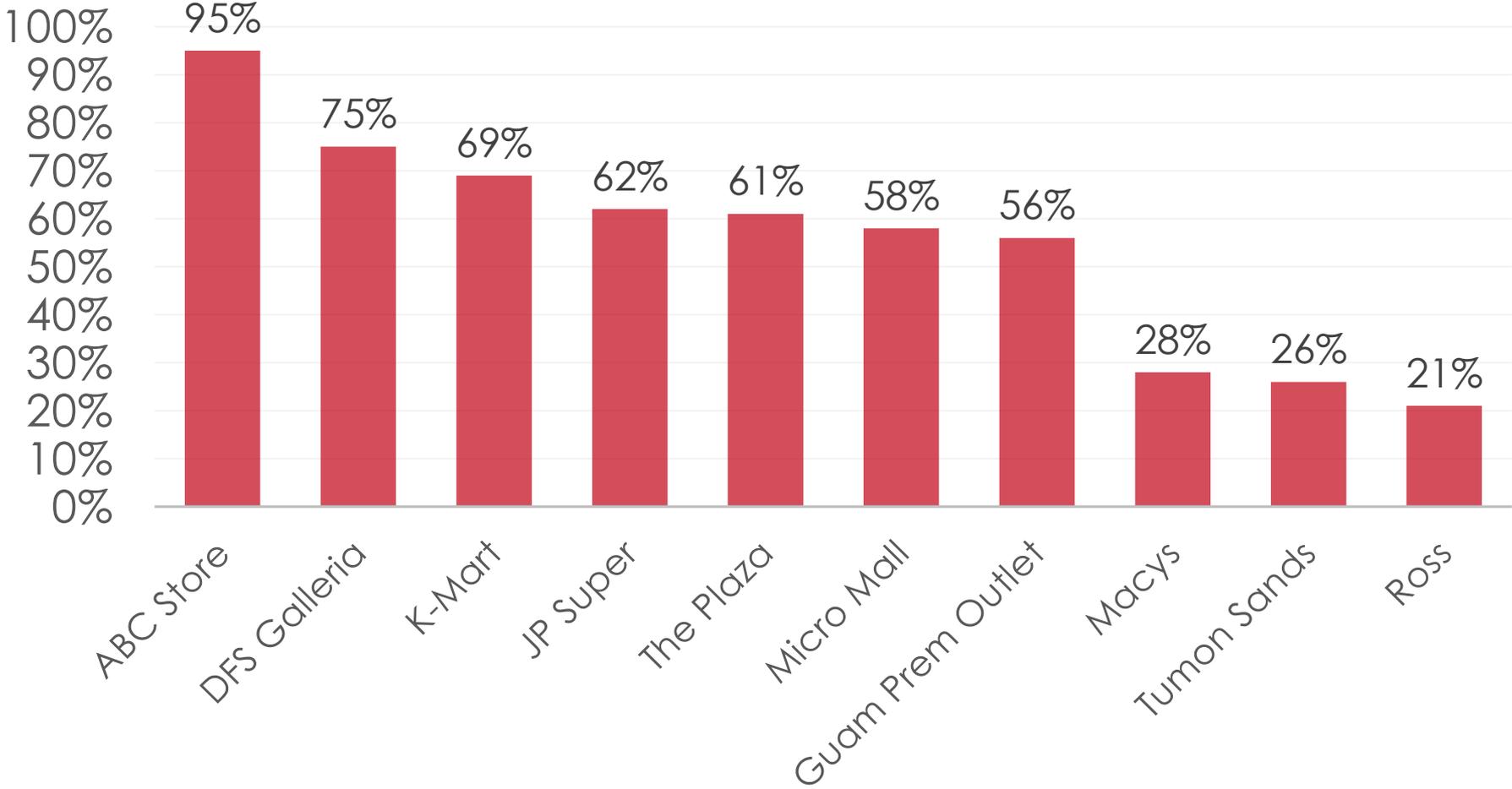
# ACCOMMODATIONS – Satisfaction by Category



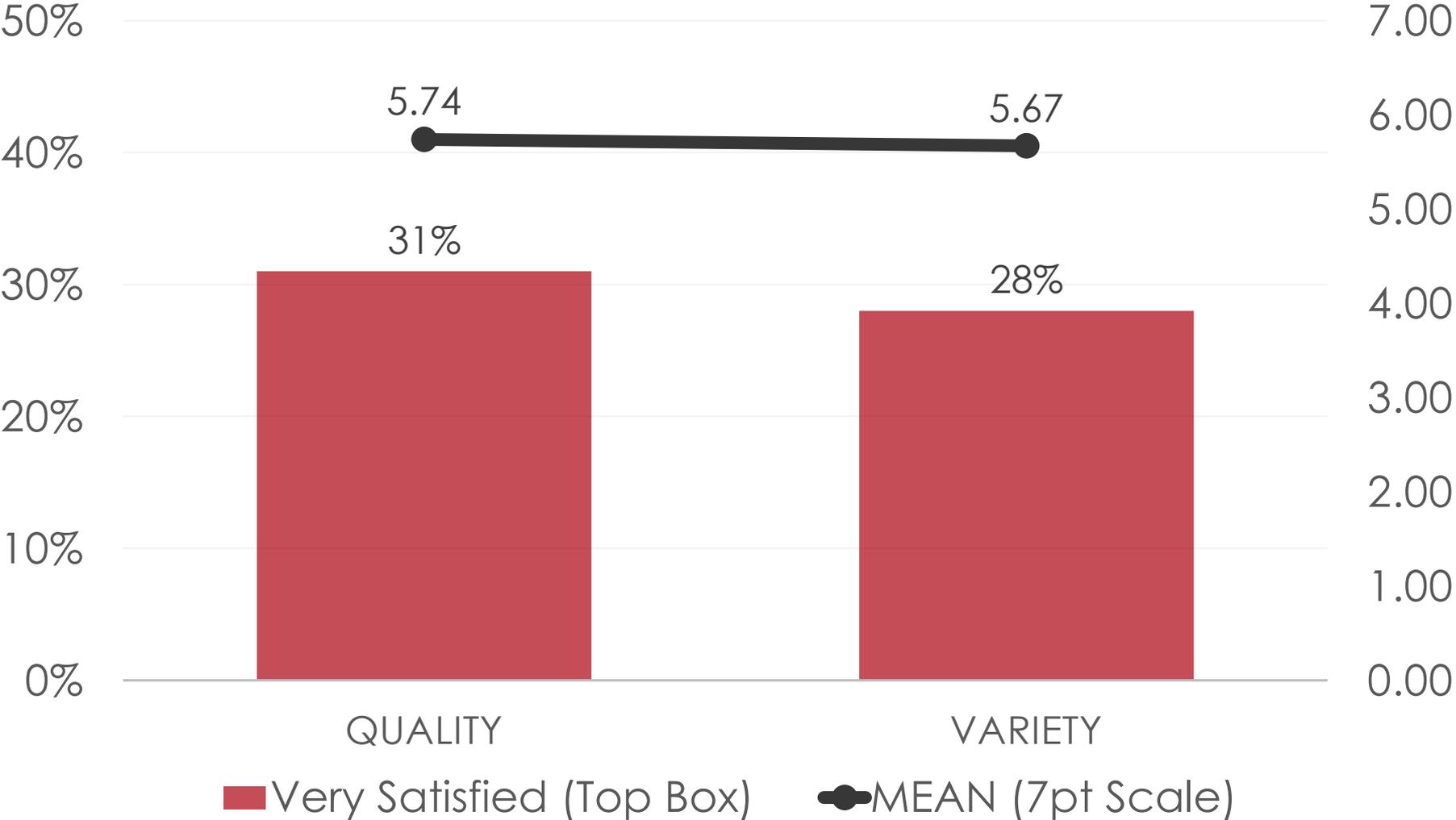
# DINING EXPERIENCE (Outside Hotel) – Satisfaction by Category



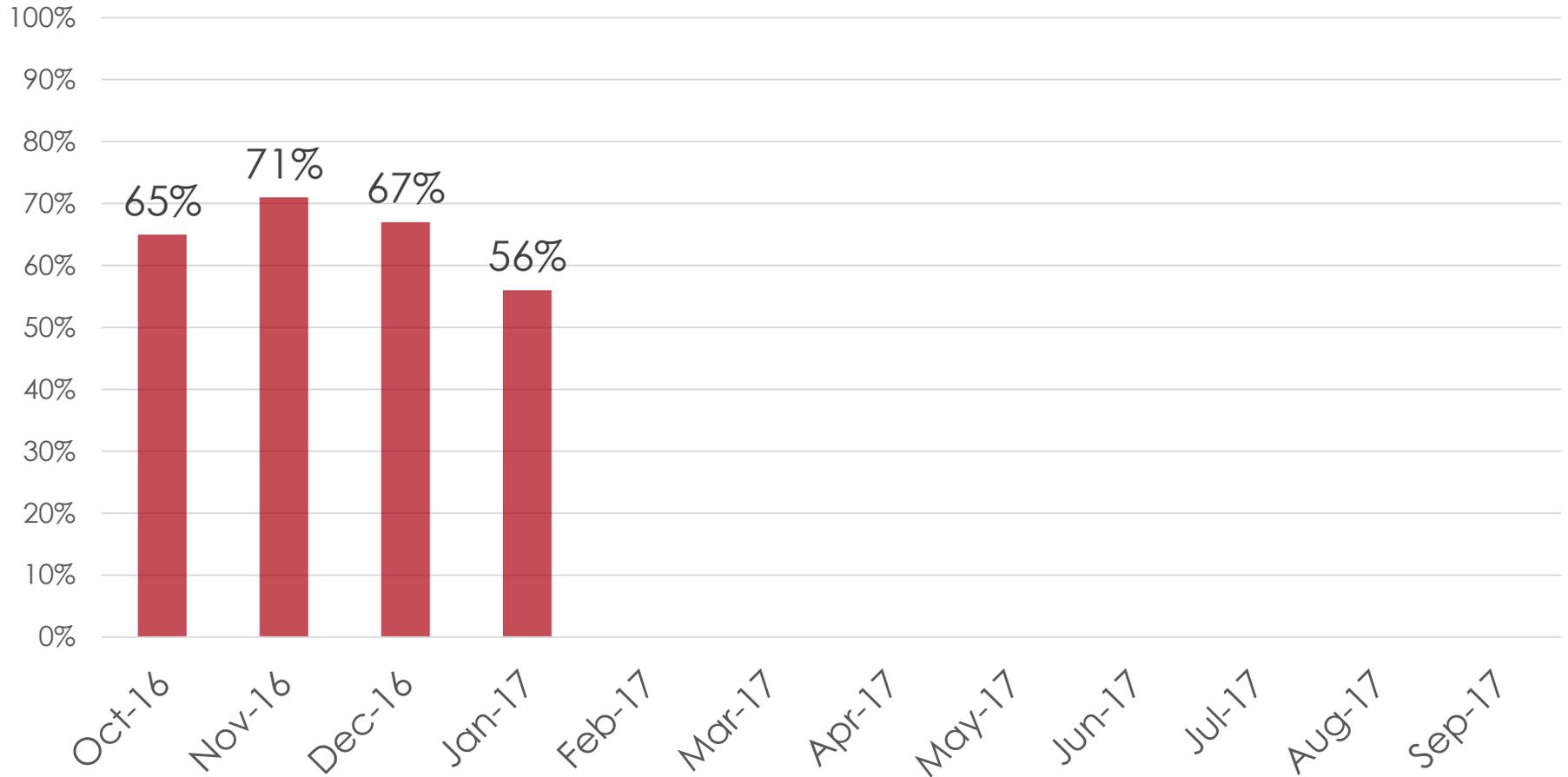
# Shopping Malls/ Stores (Top Responses)



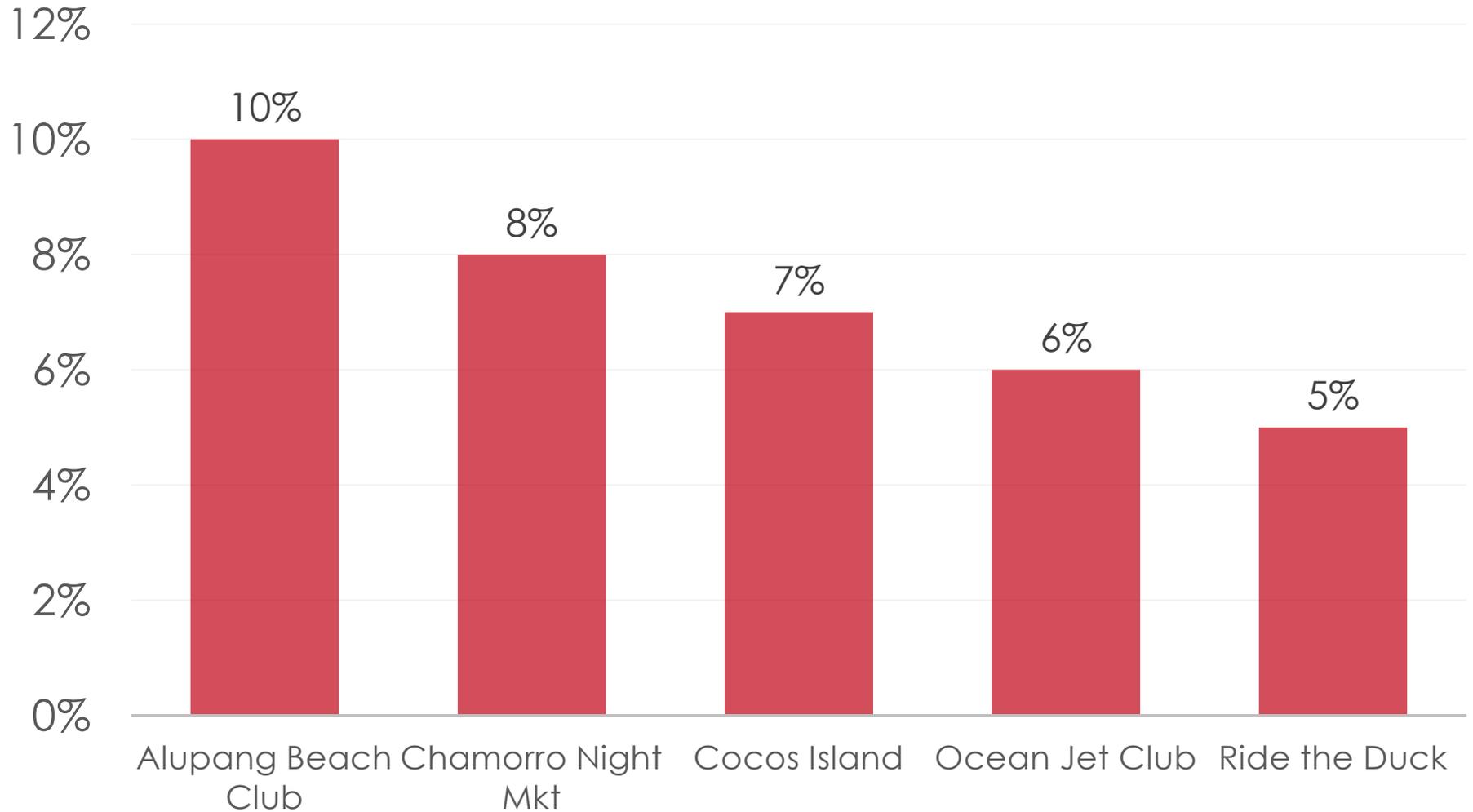
# SHOPPING - SATISFACTION



# OPTIONAL TOUR PARTICIPATION – FY2017 Tracking

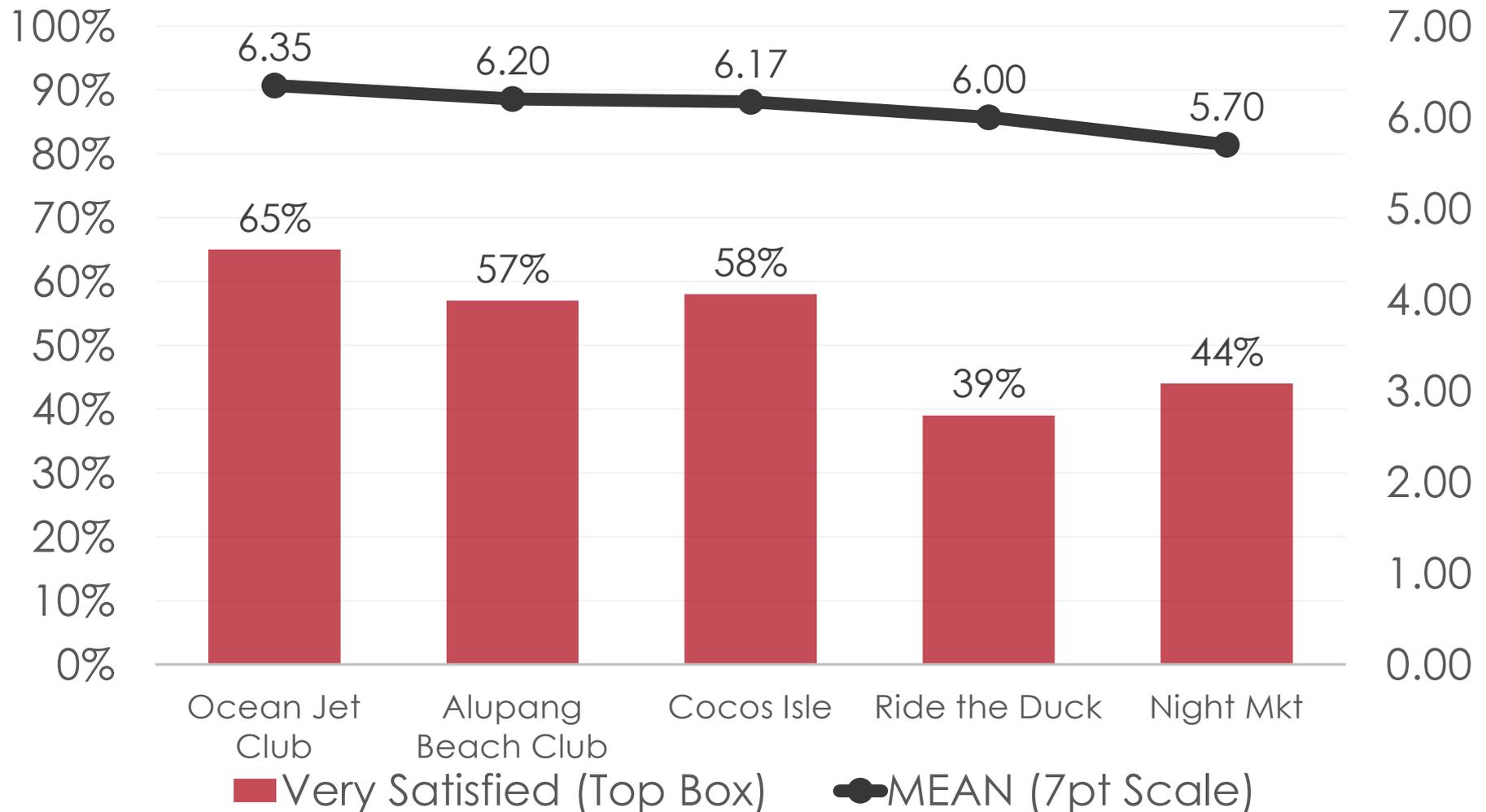


# Optional Tour Participation (Top Responses)

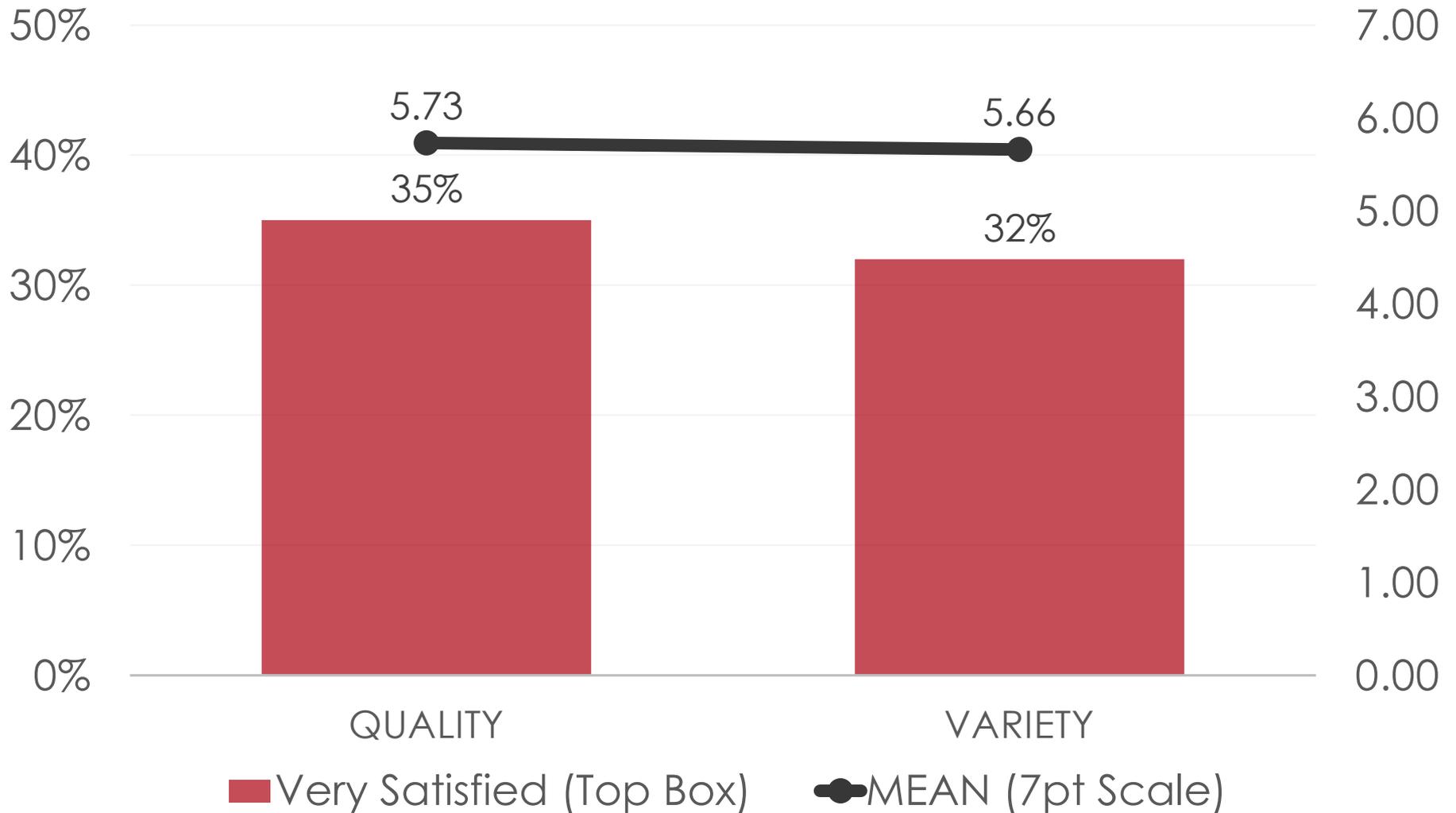


# Optional Tour Satisfaction

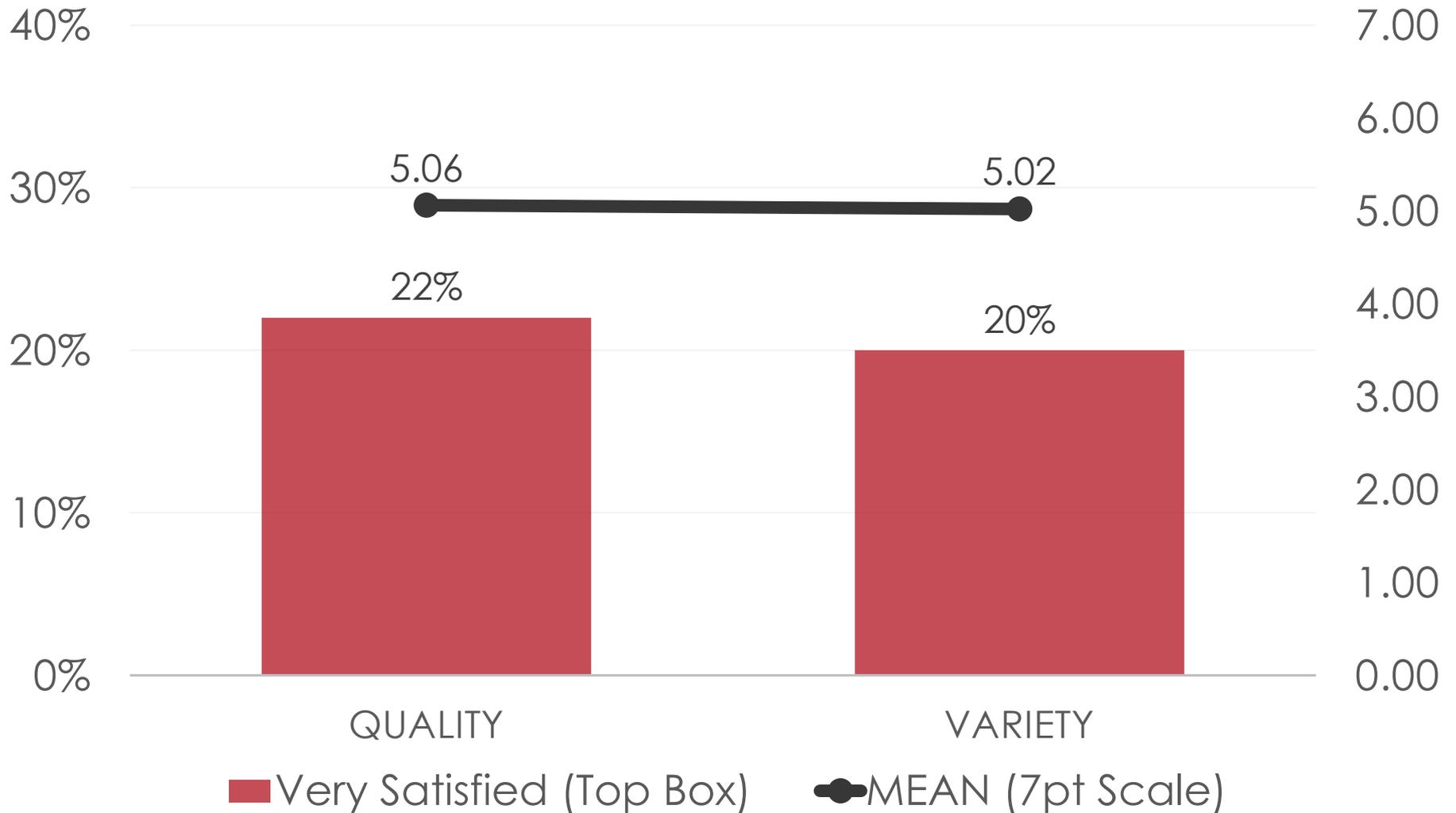
## Top Responses only - Participation (5%+)



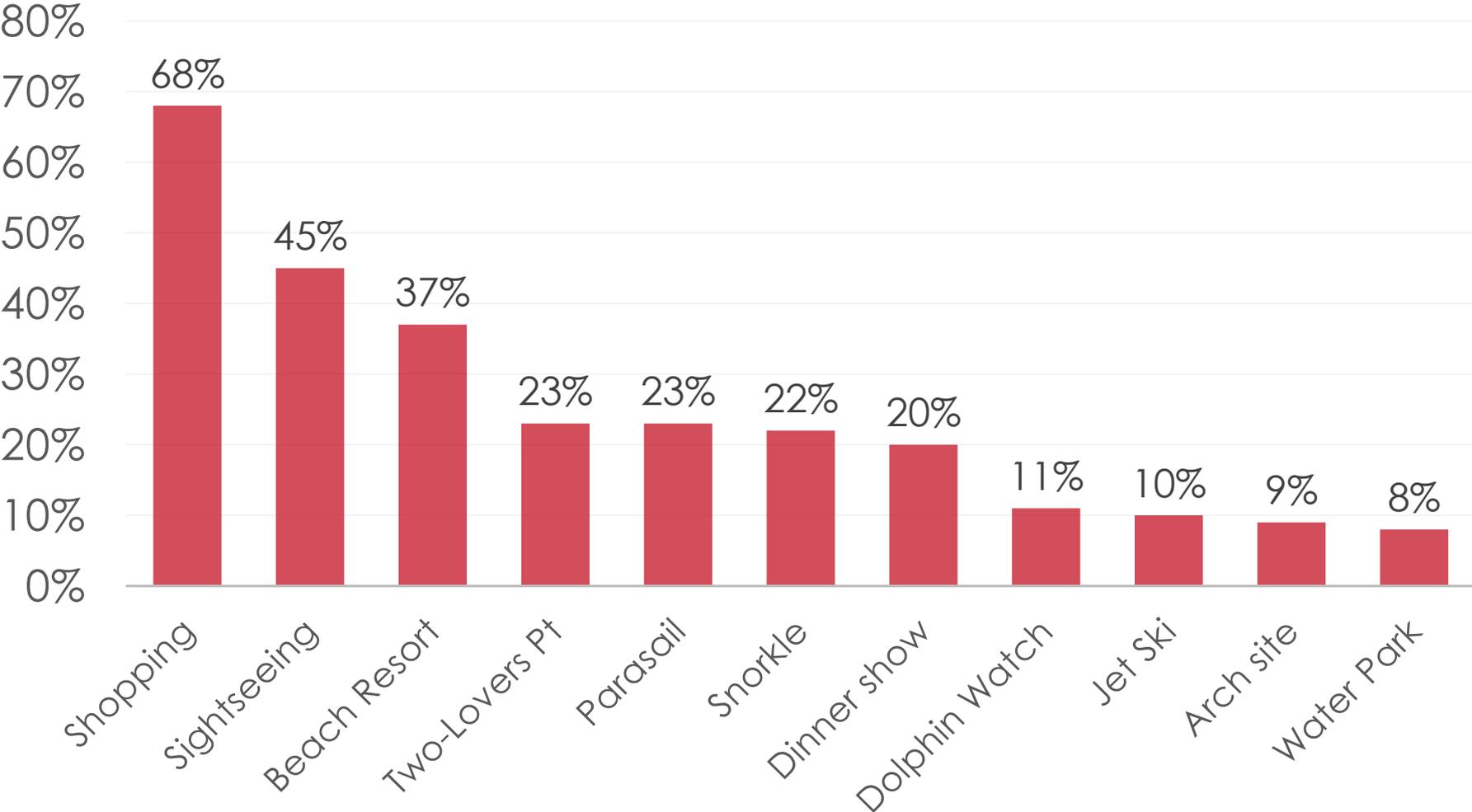
# DAY TOUR - SATISFACTION



# NIGHT TOUR - SATISFACTION

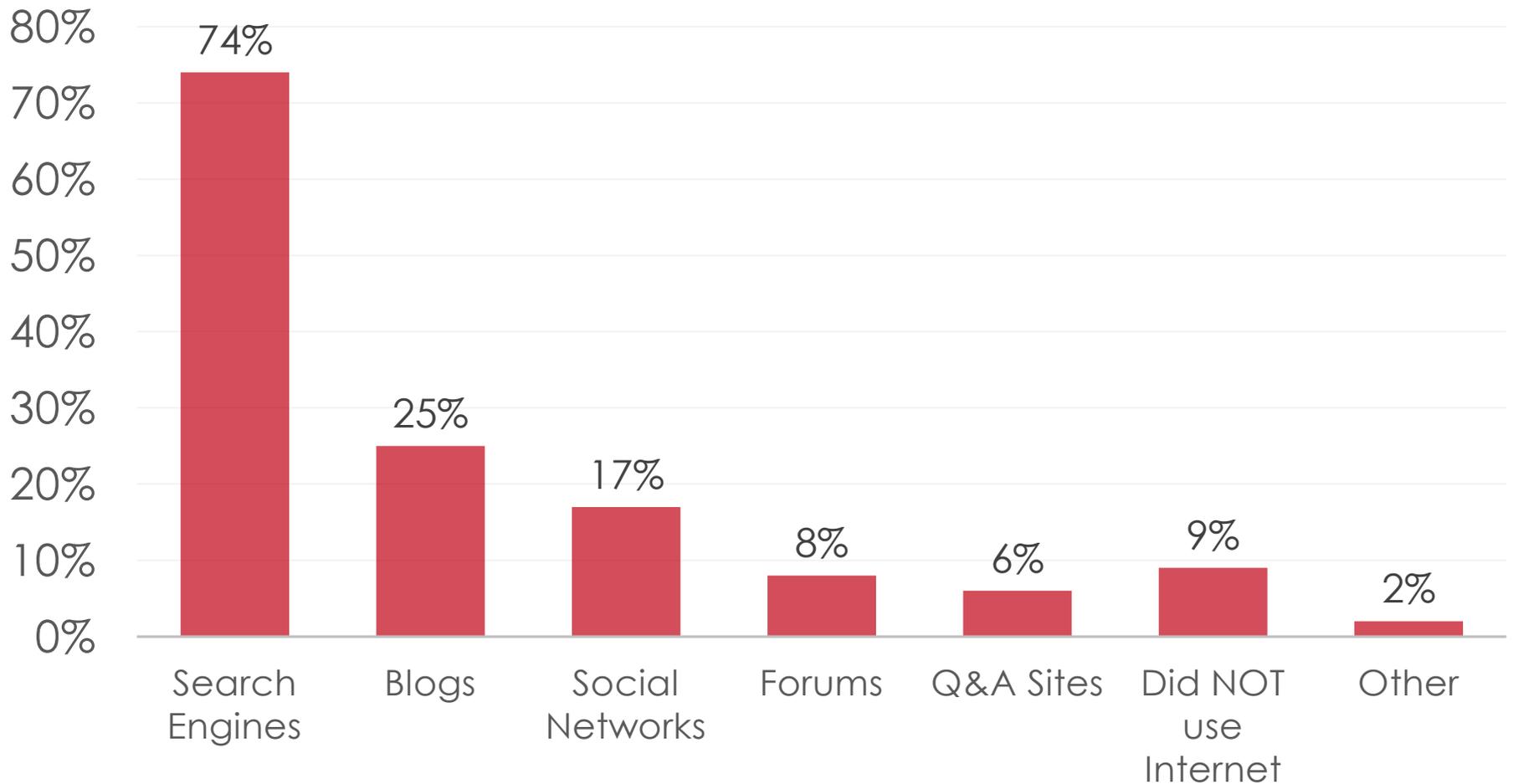


# Activities Participation (Top Responses)



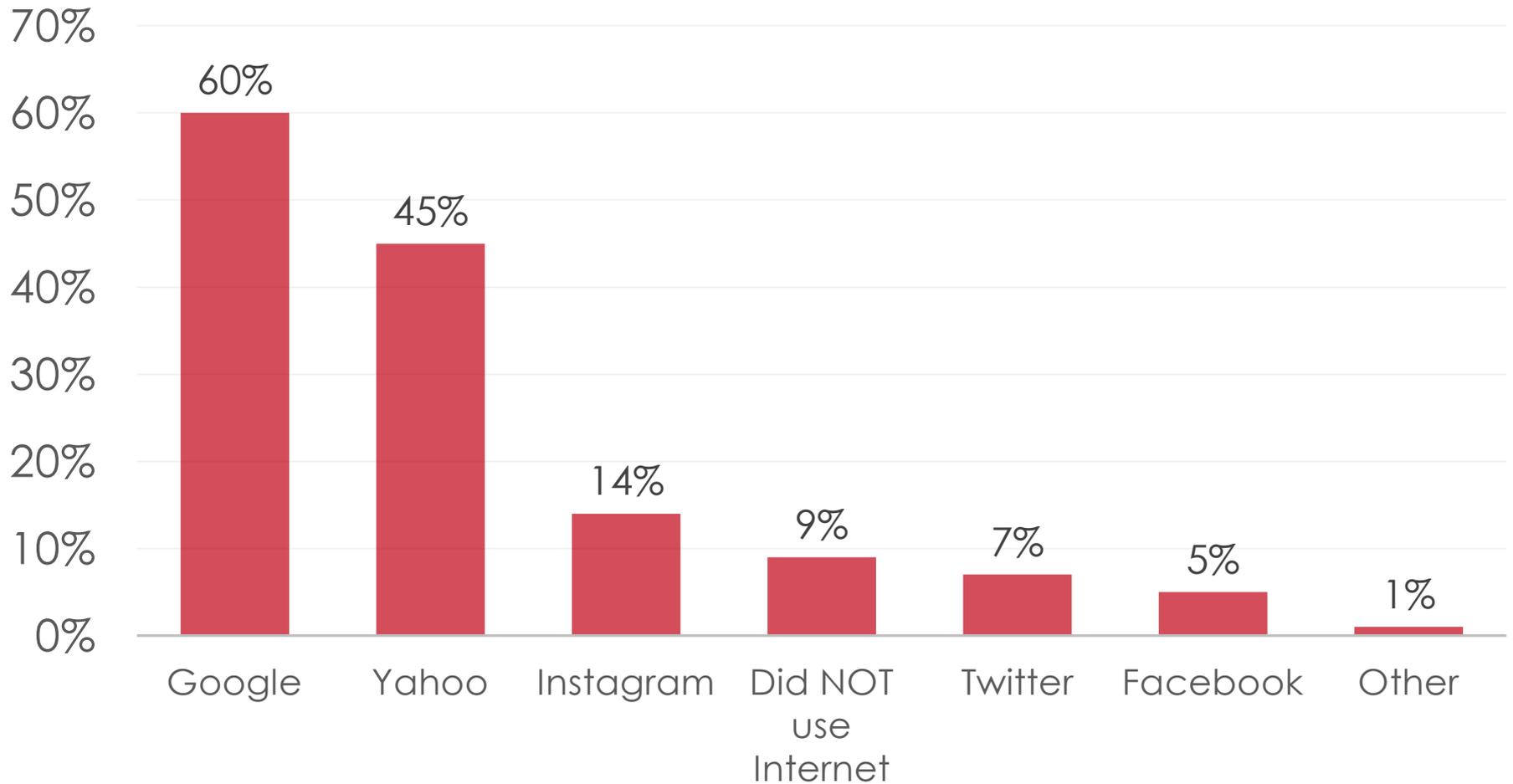
# SECTION 5 PROMOTIONS

# INTERNET- GUAM SOURCES OF INFORMATION



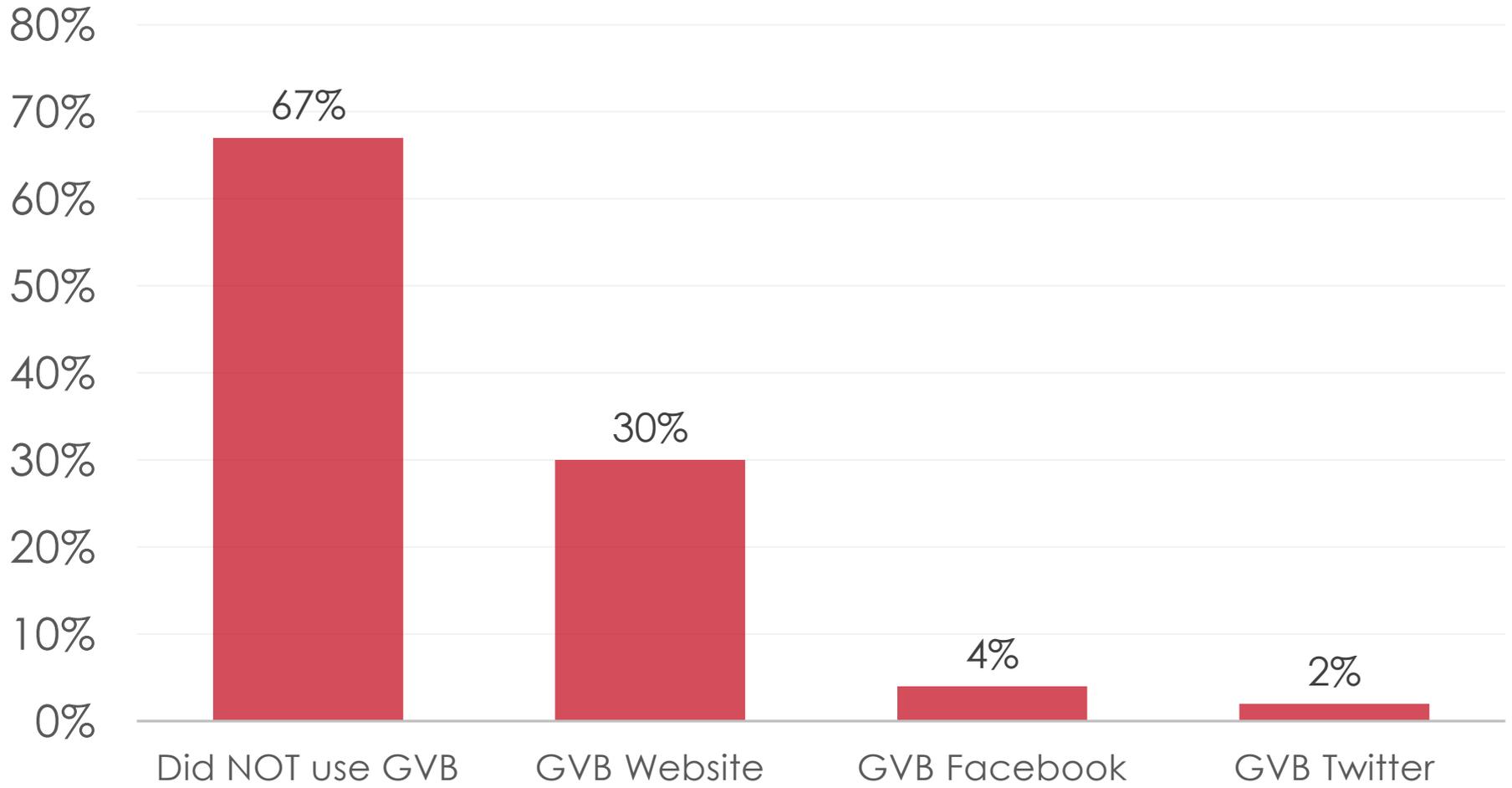
# INTERNET- SOURCES OF INFORMATION

## Things to do on Guam

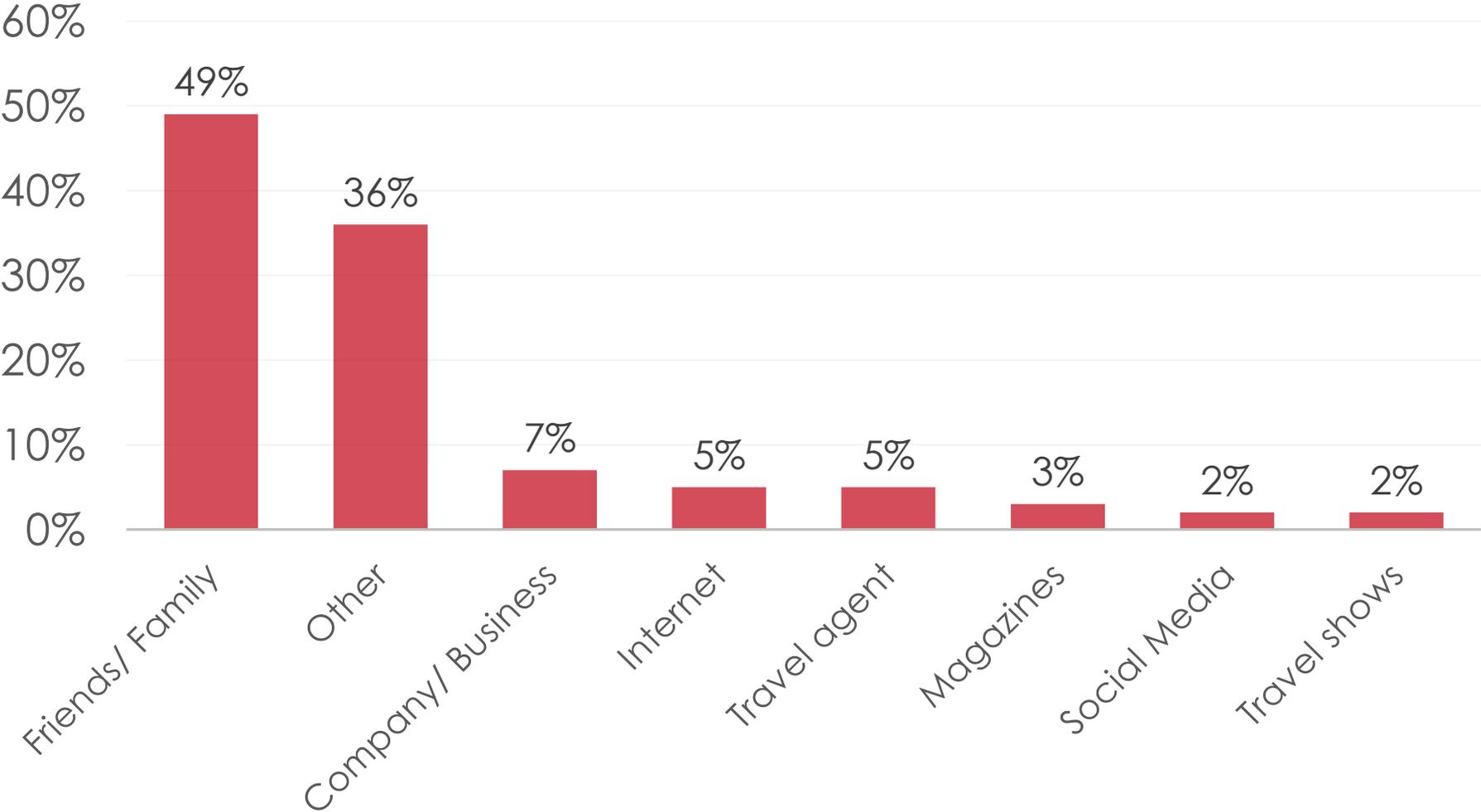


# INTERNET- SOURCES OF INFORMATION

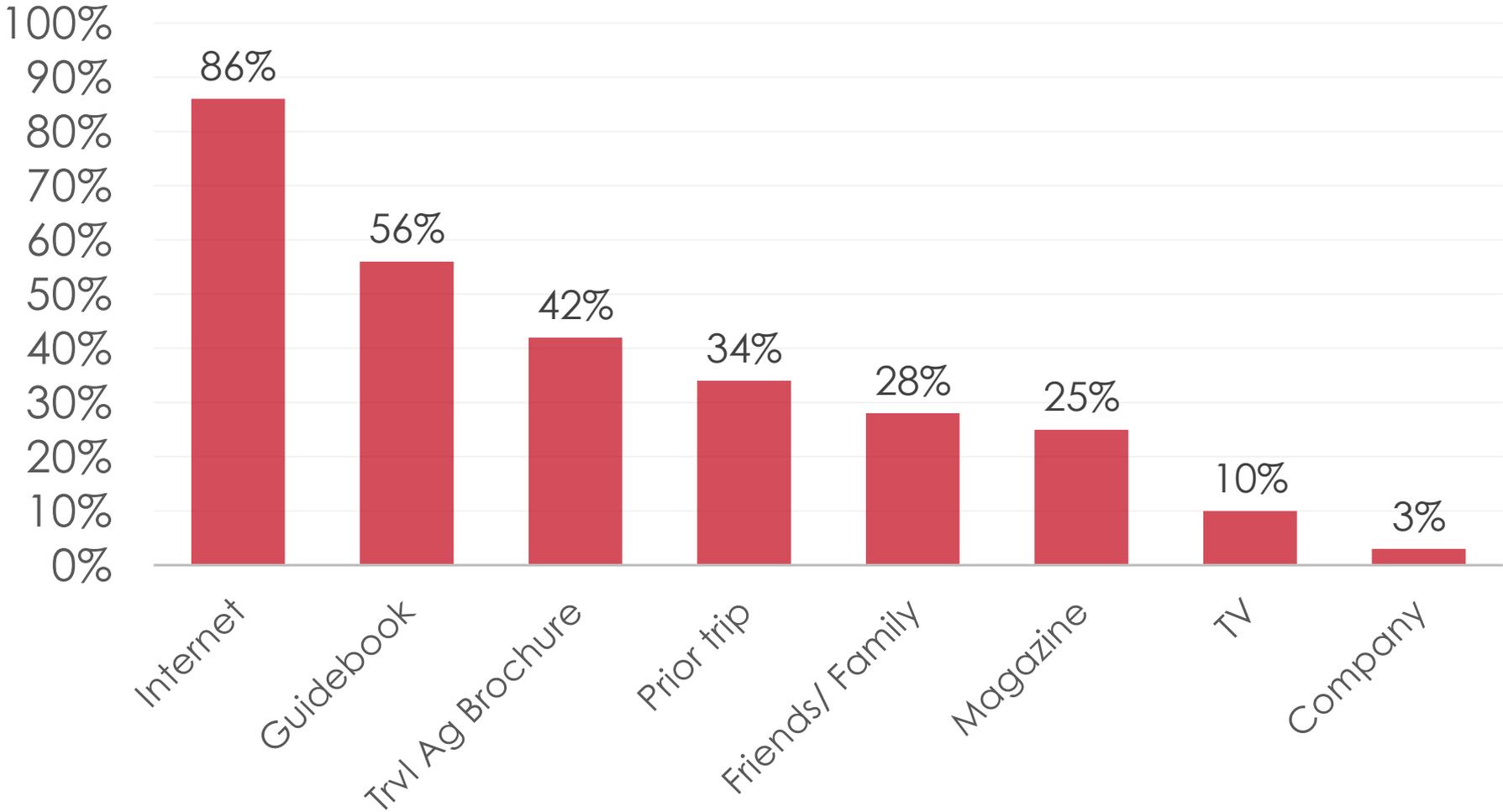
## GVB



# TRAVEL MOTIVATION



# PRE-ARRIVAL SOURCES OF INFORMATION



# PRE-ARRIVAL SOURCES OF INFORMATION – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

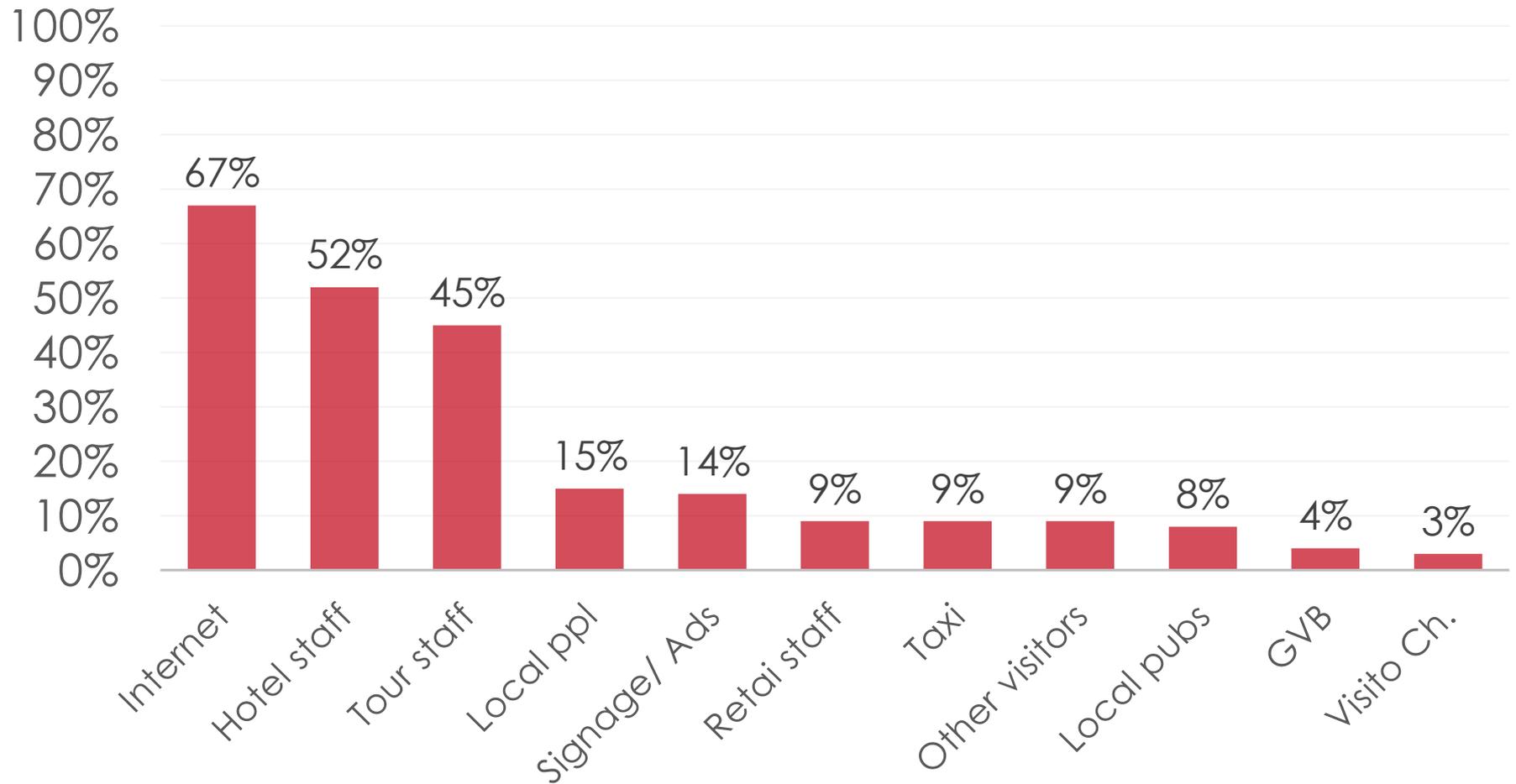
Q1 Please select the top 3 sources of information you used to find out about Guam before you trip.

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q1	Internet	86%	85%	90%	79%	57%	90%	84%	80%
	Travel Guidebook- Bookstore	56%	53%	63%	50%	36%	50%	48%	60%
	Travel Agent Brochure	42%	41%	40%	29%	79%	80%	35%	20%
	Prior Trip	34%	42%	30%	36%	43%	20%	63%	40%
	Friend/ Relative	28%	23%	28%	29%	29%	20%	22%	10%
	Magazine (Consumer)	25%	24%	10%	36%	7%	30%	19%	30%
	TV	10%	10%	10%	14%	14%	10%	9%	30%
	Co-Worker/ Company Trvl Dept	3%	2%	8%	7%			2%	
	Consumer Trvl Show	2%	2%		7%		10%	2%	
	GVB Promo	1%	1%	3%				2%	
	GVB Office	1%	2%	3%	7%			2%	10%
	Other	1%	1%			7%		1%	
	Travel Trade Show	1%	1%					1%	10%
	Radio	0%							
	Newspaper	0%							
	Total	349	165	40	14	14	10	188	10

Prepared by QMark Research

# ONISLE

## SOURCES OF INFORMATION



# ON-ISLE SOURCES OF INFORMATION – Key Segments

## GUAM VISITORS BUREAU - EXIT SURVEY

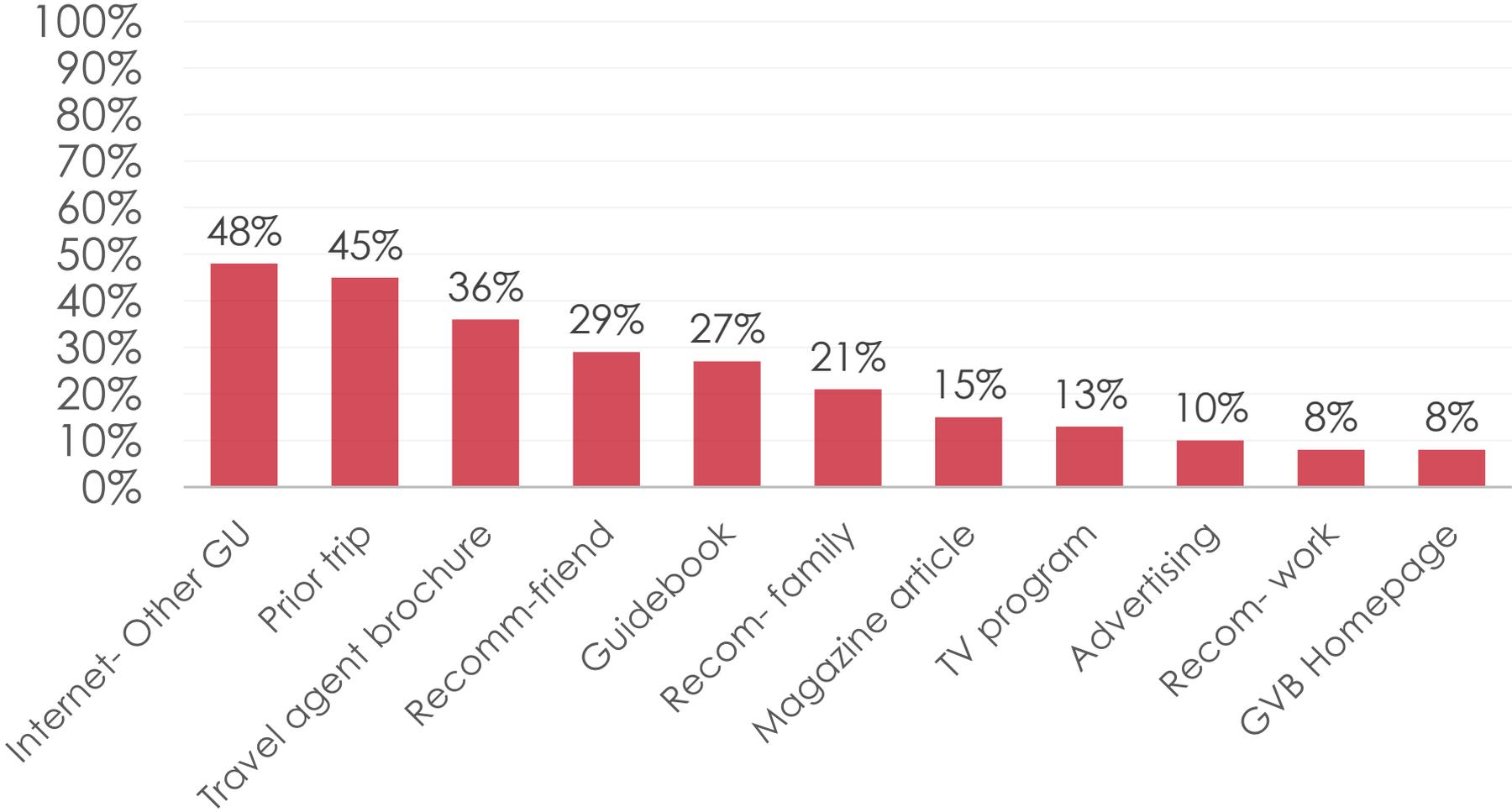
Q2 Please select the top 3 sources of information you used to find out about Guam while you were here.

		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q2	Internet	67%	68%	78%	57%	43%	50%	62%	50%
	Hotel Staff	52%	56%	55%	71%	50%	70%	52%	90%
	Tour Staff	45%	49%	38%	50%	64%	70%	44%	50%
	Local Ppl	15%	9%	8%	14%	14%		14%	30%
	Signs/ Advertisement	14%	16%	15%	14%	7%	30%	15%	20%
	Other	10%	5%	13%		7%		9%	
	Taxi Driver	9%	4%	13%	14%	7%	10%	11%	20%
	Other Visitors	9%	9%	3%	21%	21%	10%	11%	10%
	Retail Staff	9%	10%	5%	14%	14%		9%	
	Local Publication	8%	11%	5%	14%		20%	9%	10%
	GVB	4%	5%	3%		14%		4%	
	Visitor Channel	3%	4%	3%		7%		5%	
	Restaurant Staff	3%	4%	5%	14%			2%	
	Total	347	164	40	14	14	10	188	10

Prepared by QMark Research

# SOURCES OF INFORMATION

## TRIP INFLUENCERS



# SOURCES OF INFORMATION

## TRIP INFLUENCERS – KEY SEGMENTS

### GUAM VISITORS BUREAU - EXIT SURVEY

Q5C Please select the top 3 sources of information which motivated you to travel to Guam?

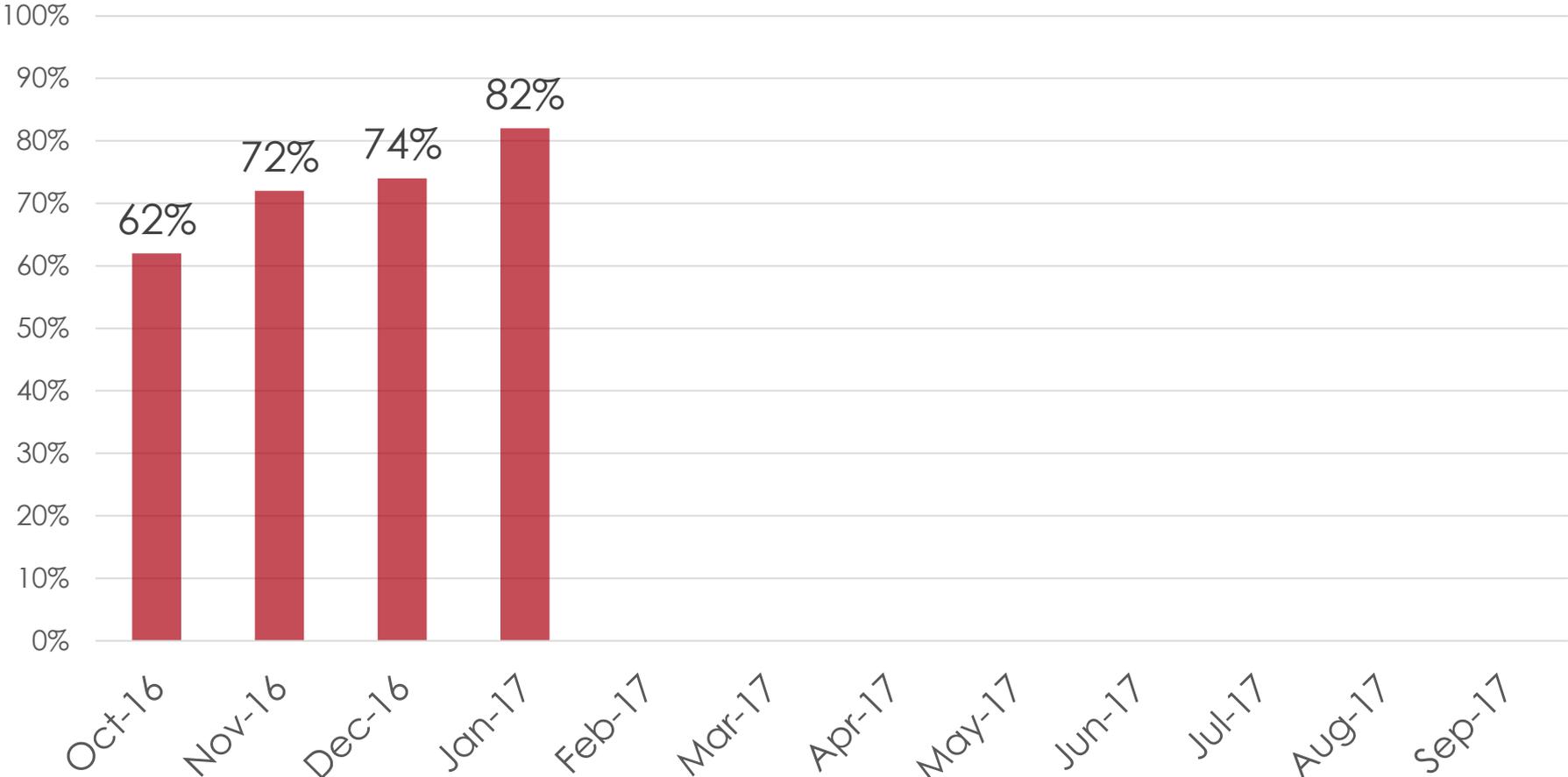
		TOTAL	FAMILY	OFFICE LADY/ SALARY	GROUP TRVL	SILVERS	WEDDING	REPEAT	MICE
		-	-	-	-	-	-	-	-
Q5C	Internet- Other Guam	48%	47%	63%	38%	36%	30%	46%	33%
	Prior trip	45%	55%	47%	38%	57%	30%	83%	56%
	Travel Ag Brochure	36%	31%	39%	8%	50%	70%	28%	22%
	Recomm- friend	29%	15%	34%	46%	21%	10%	19%	22%
	Guidebook- bookstore	27%	26%	29%	31%	14%	20%	21%	
	Recomm- family/friends	21%	35%	13%	23%	14%	50%	23%	11%
	Magazine article	15%	15%	5%	23%	14%		10%	
	TV program	13%	14%	8%		21%		11%	
	Advertisement	10%	9%	11%	8%	14%		8%	
	Recomm- Co-worker	8%	5%	8%	31%			7%	67%
	GVB Japan homepage	8%	7%	8%	8%	7%	10%	8%	11%
	Other	4%	2%	3%			10%	4%	
	GVB Promo activity	1%	1%					2%	11%
	Newspaper article	1%	1%	3%		7%		1%	
	Total	344	163	38	13	14	10	187	9

Prepared by QMark Research

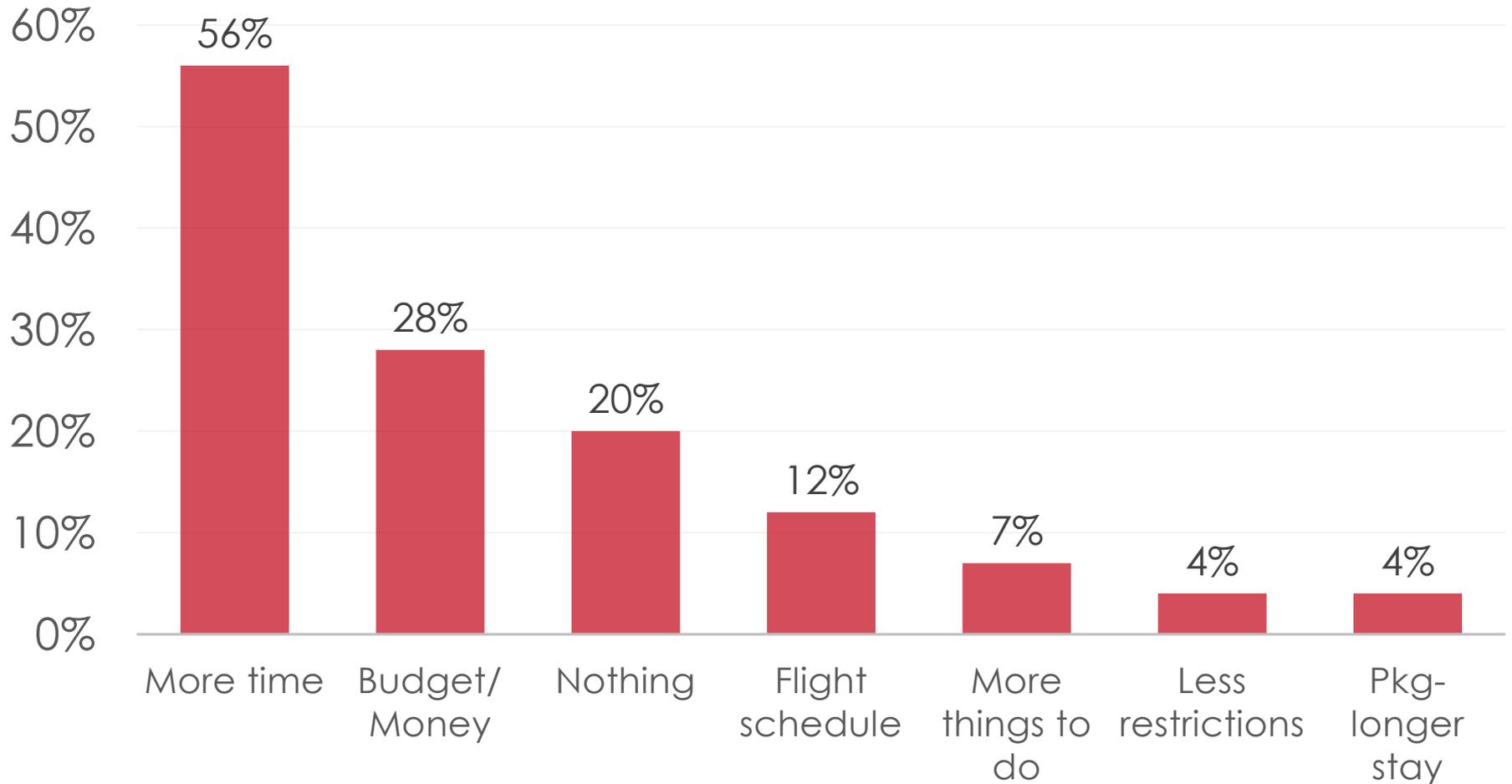
# SECTION 6

# FUTURE TRAVEL TO GUAM

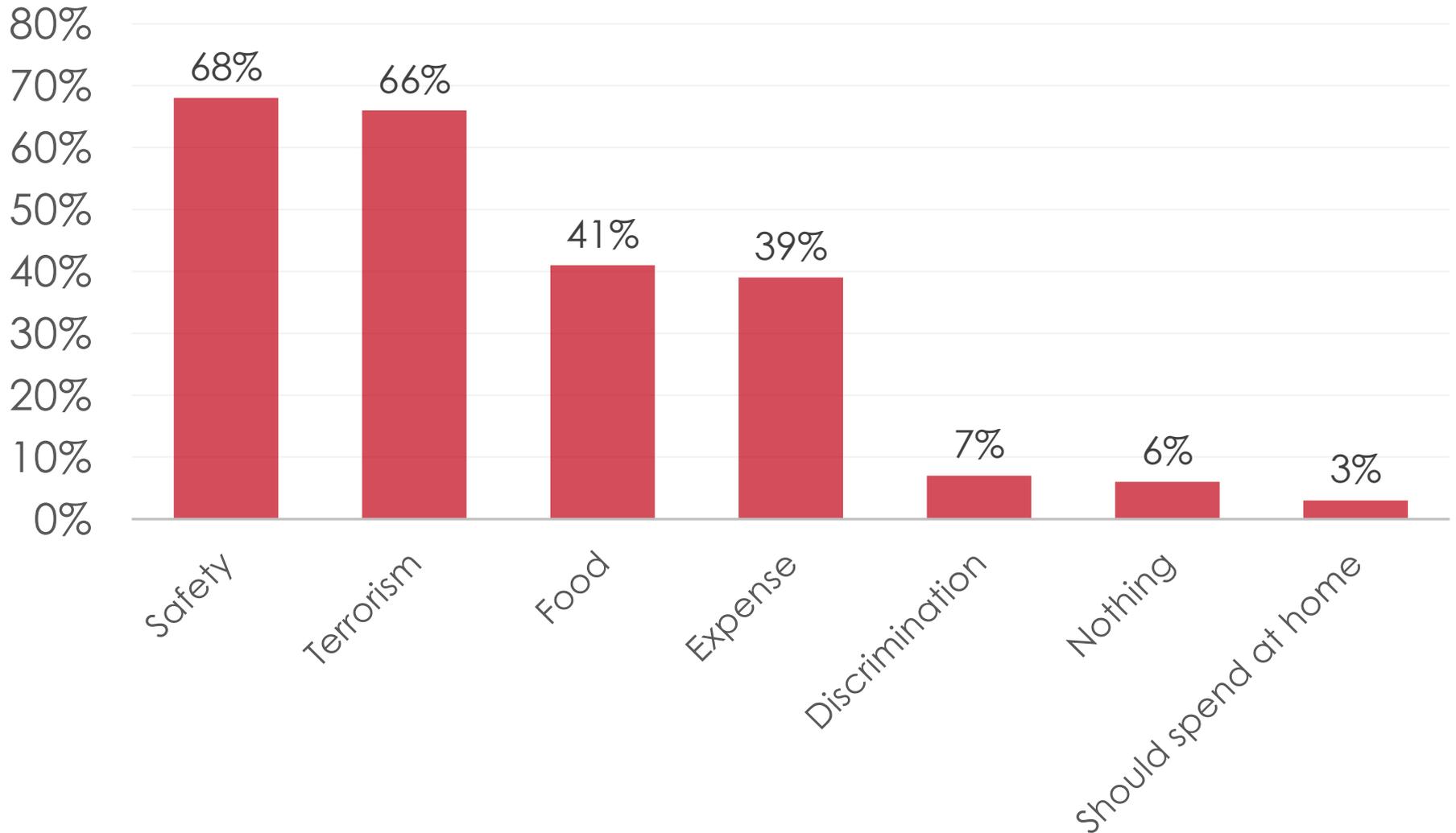
# Will security screening/ immigration at Guam Airport impact future travel to Guam?



# What would it take to make you stay an extra day on Guam?



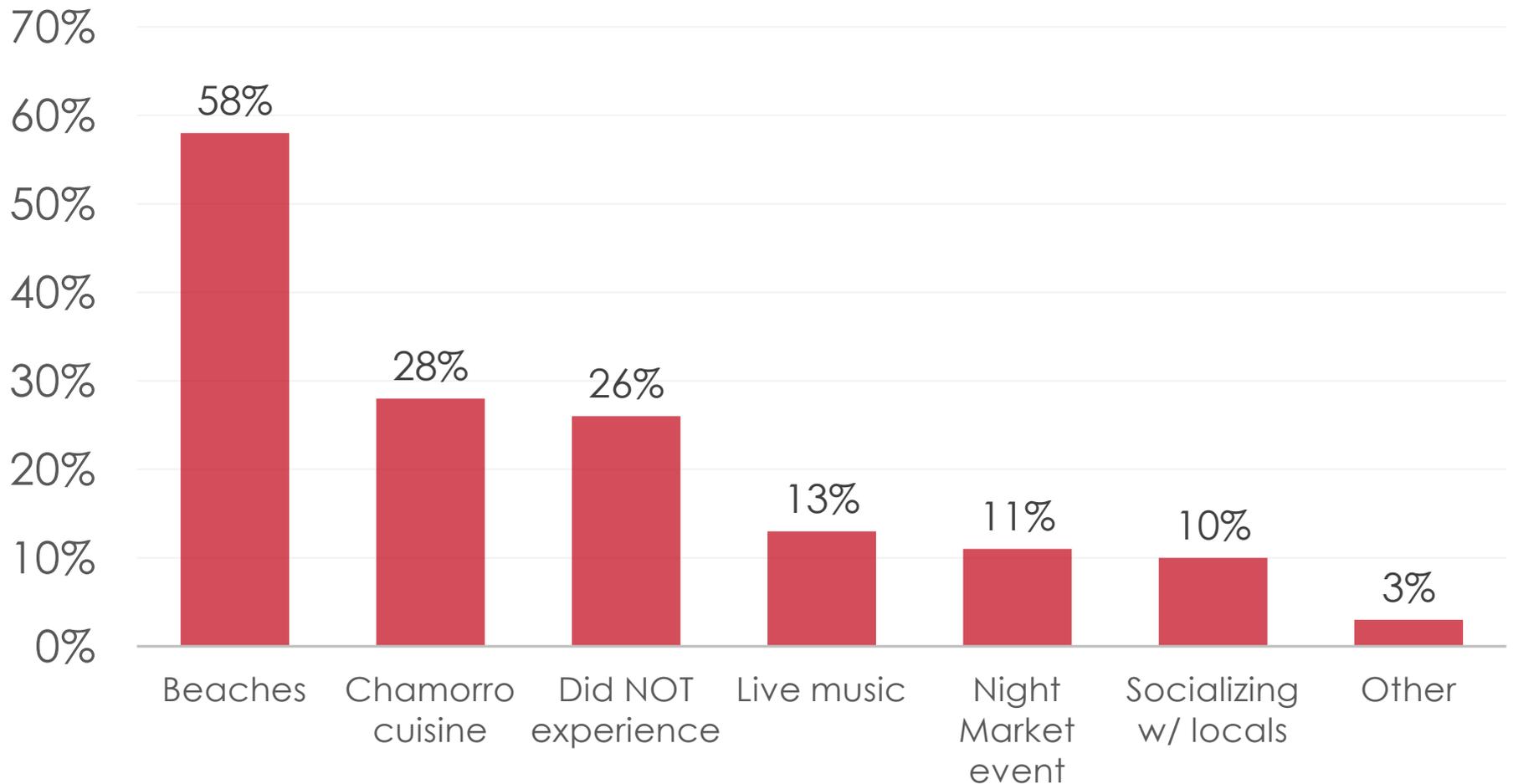
# FUTURE TRAVEL CONCERNS



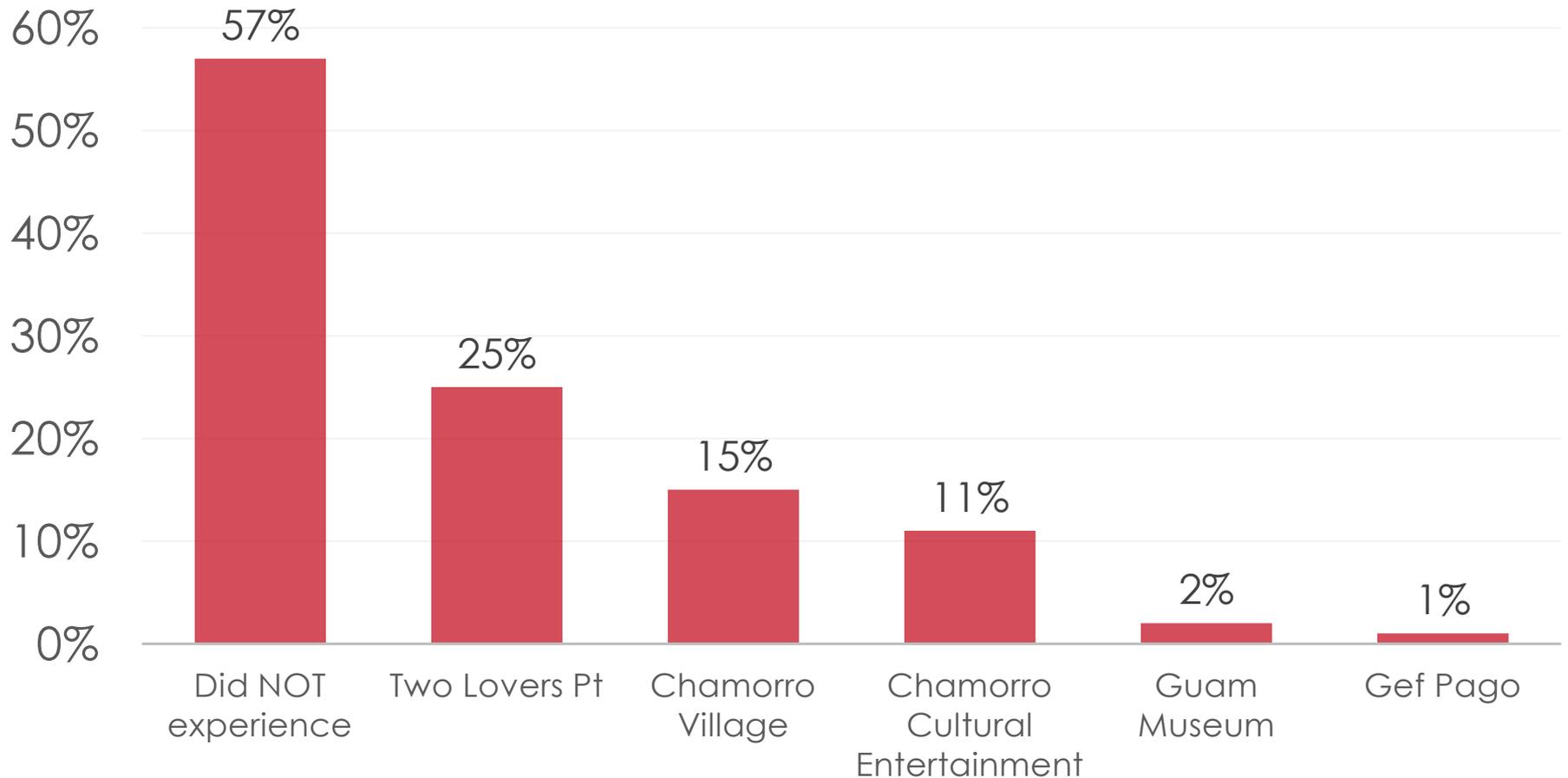
# SECTION 7

# GUAM CULTURE

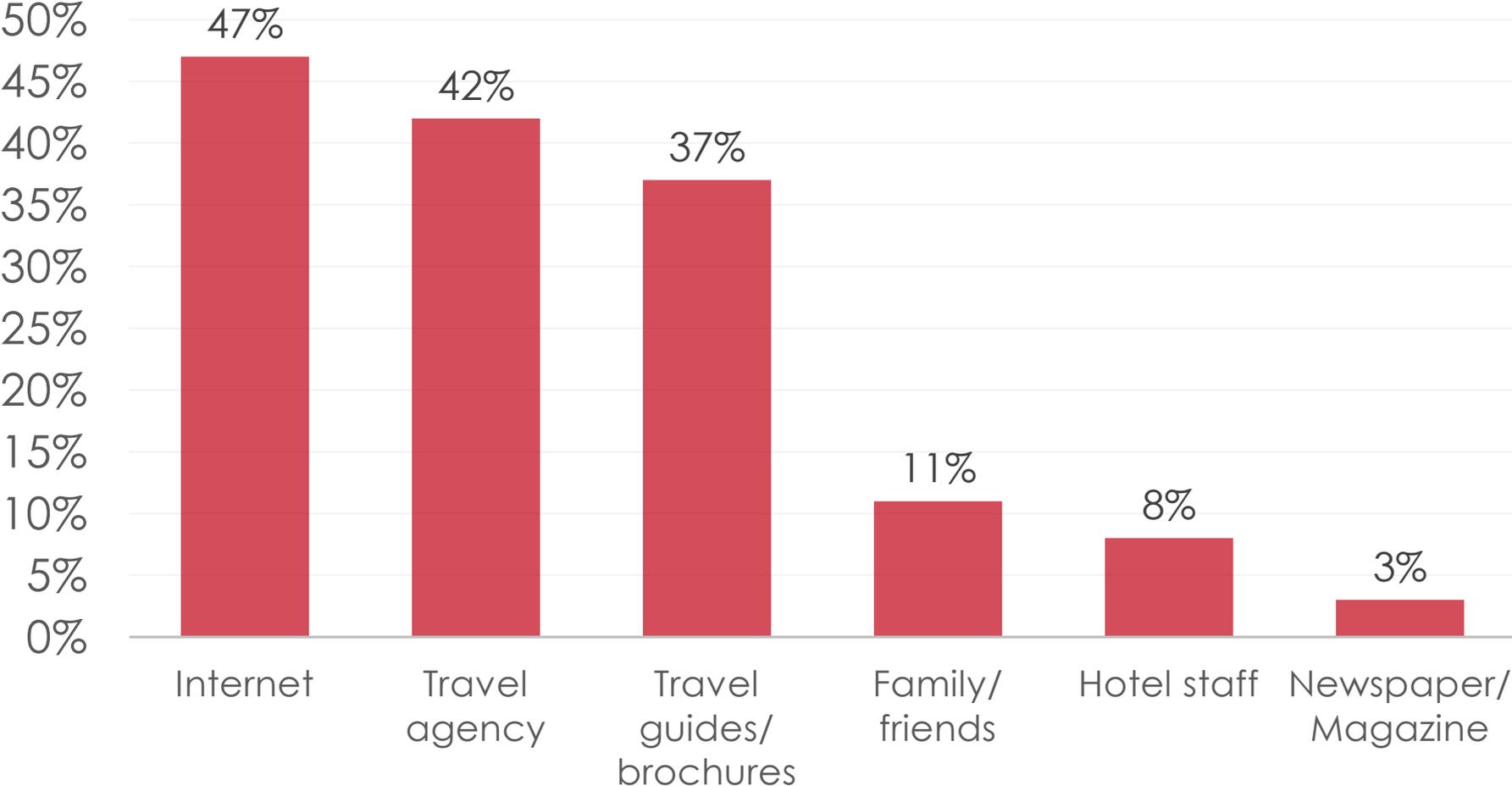
# EXPERIENCED- CHAMORRO/ HAFSA ADAI SPIRIT



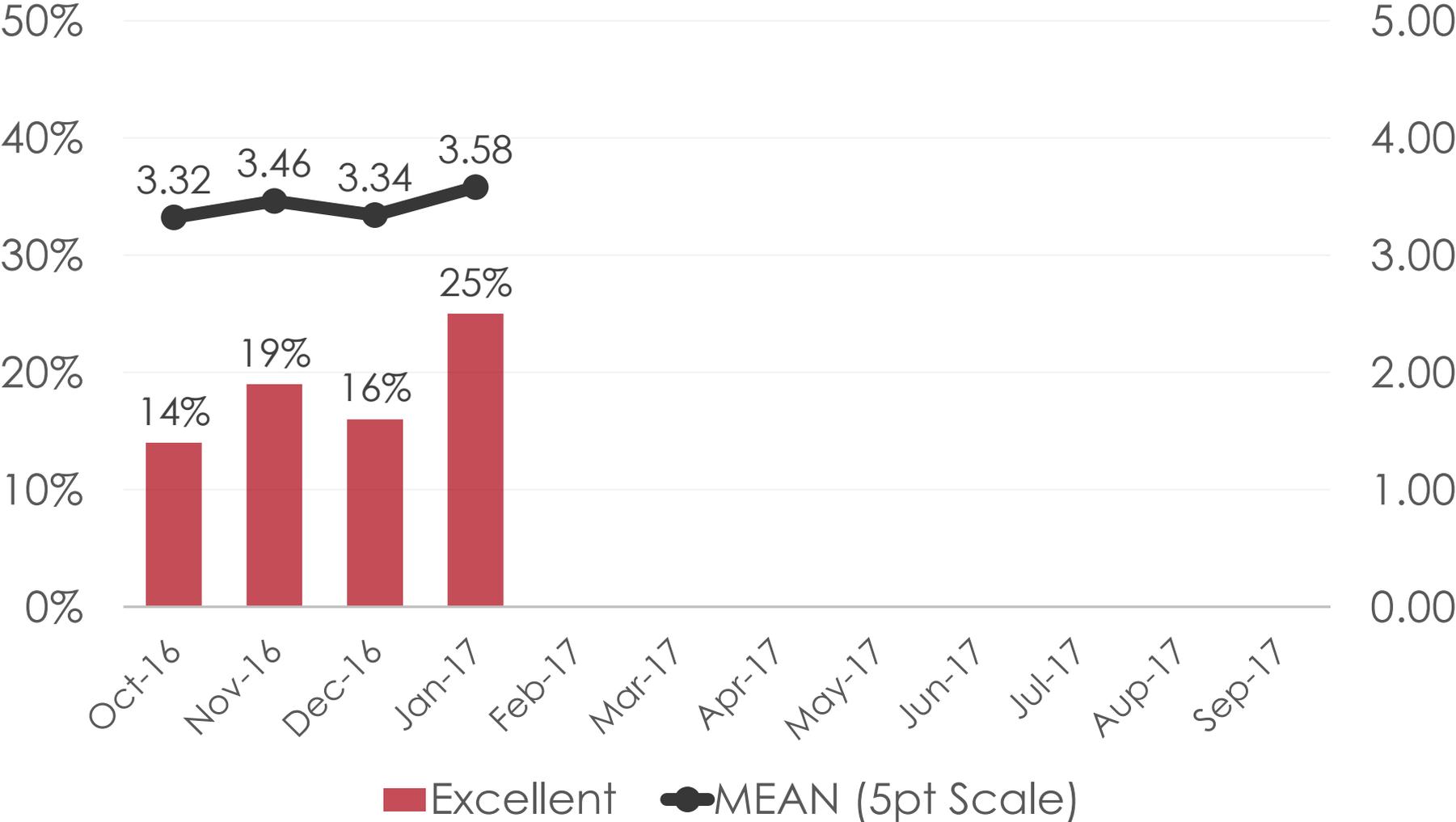
# EXPERIENCED- OTHER CULTURAL ACTIVITY/EVENTS



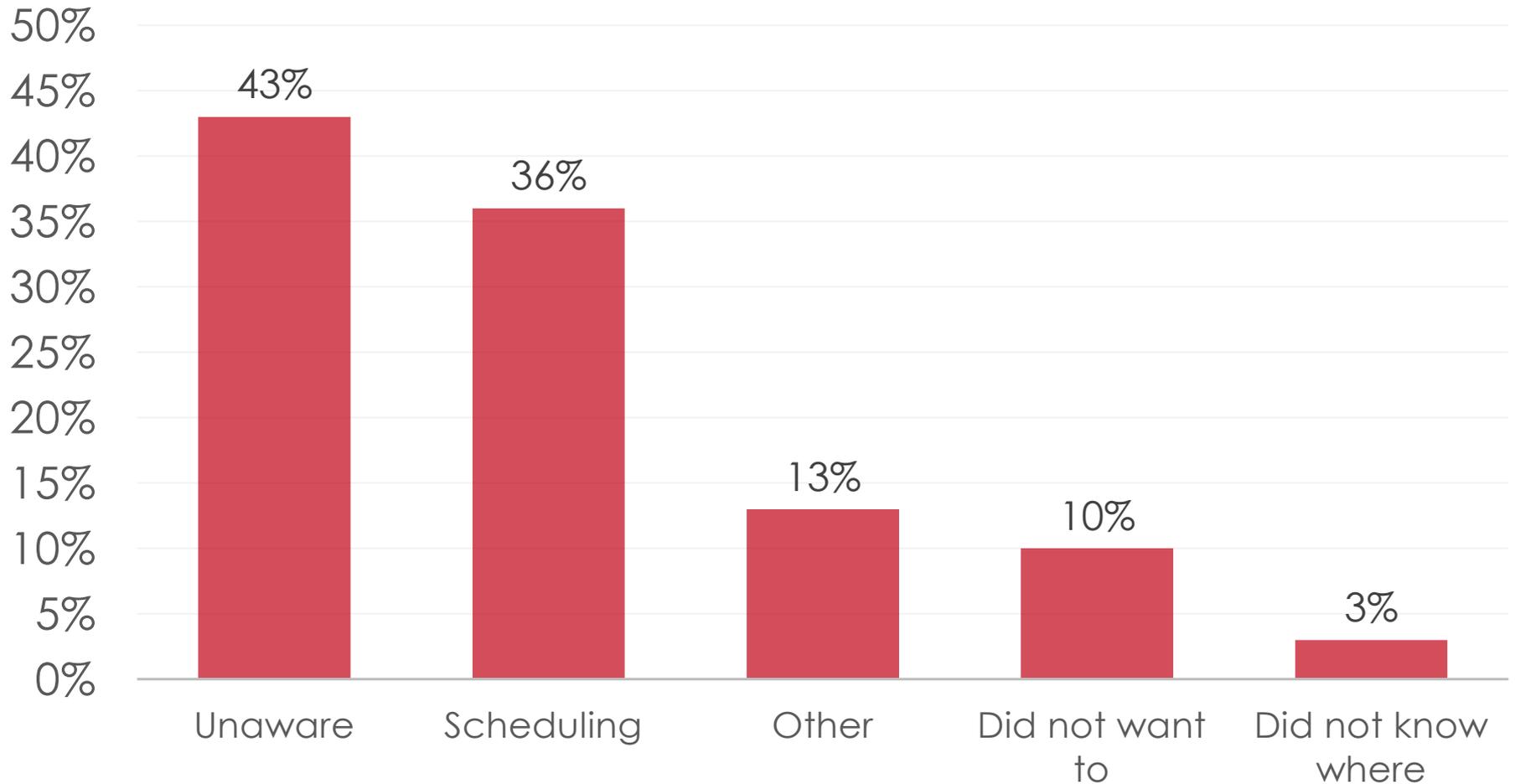
# SOURCES OF INFORMATION- CULTURAL ACTIVITY/EVENTS



# SATISFACTION- CULTURAL ACTIVITY/EVENTS



# OBSTACLES- CULTURAL ACTIVITY/EVENTS



SECTION 7

ADVANCED STATISTICS

# Analysis Technique

- Dependent variables: total per person on island expenditure and overall satisfaction (numeric)
- Independent variables are satisfaction with different aspects of trip to Guam (numeric).
- Use of linear stepwise regression to derive predictors (drivers) of on-island expenditure and overall satisfaction, Since both the independent and dependent variables are numeric.
- This determines the significant ( $p < .05$ ) drivers and the percentage of the dependent variables accounted for by each significant predictor and by all of them combined.

# Drivers- Overall Satisfaction

Comparison of Drivers of Overall Satisfaction, Oct, Nov, Dec 2016, Jan 2017, and Overall Oct-2016 - Jan 2017					
	Oct-16	Nov-16	Dec-16	Jan-17	Combine d Oct- 2016 - Jan 2017
Drivers:	rank	rank	rank	rank	rank
Quality & Cleanliness of beaches & parks		4	5		5
Ease of getting around					
Safety walking around at night					
Quality of daytime tours			4		
Variety of daytime tours					
Quality of nighttime tours					
Variety of nighttime tours					
Quality of shopping	2		2	3	3
Variety of shopping		6			
Price of things on Guam					
Quality of hotel accommodations	3	3		4	2
Quality/cleanliness of air, sky		5	3		
Quality/cleanliness of parks					
Quality of landscape in Tumon		2			
Quality of landscape in Guam			1	1	1
Quality of ground handler	1	1			4
Quality/cleanliness of transportation vehicles	4			2	
% of Overall Satisfaction Accounted For	64.7%	55.2%	43.2%	41.1%	47.5%
NOTE: Only significant drivers are included.					

# Drivers of Overall Satisfaction

- **Overall satisfaction** with the Japan visitor's experience on Guam is driven by four significant factors in the January 2017 Period. By rank order they are:
  - **Quality of landscape in Guam,**
  - **Quality/cleanliness of transportation vehicles,**
  - **Quality of shopping, and**
  - **Quality of hotel accommodations.**
- With all four factors the overall  $r^2$  is .411 meaning that **41.1% of overall satisfaction is accounted for by these factors.**

# Drivers – On-Isle Expenditures

Comparison of Drivers of Per Person On-Island Expenditures, Oct, Nov, Dec 2016, Jan 2017 and Overall Oct 2016-Jan 2017					
	Oct-16	Nov-16	Dec-16	Jan-17	Combine d Oct 2016-Jan 2017
Drivers:	rank	rank	rank	rank	rank
Quality & Cleanliness of beaches & parks				<b>1</b>	
Ease of getting around				<b>3</b>	2
Safety walking around at night					
Quality of daytime tours					
Variety of daytime tours				<b>4</b>	
Quality of nighttime tours					
Variety of nighttime tours					
Quality of shopping	1				1
Variety of shopping					
Price of things on Guam		1			
Quality of hotel accommodations					
Quality/cleanliness of air, sky					
Quality/cleanliness of parks					
Quality of landscape in Tumon				<b>2</b>	3
Quality of landscape in Guam					
Quality of ground handler				<b>5</b>	
Quality/cleanliness of transportation vehicles					
% of Per Person On Island Expenditures Accounted For	2.7%	1.8%	0.0%	<b>10.0%</b>	1.9%

NOTE: Only significant drivers are included.

# Drivers of On-Isle Expenditures

- **Per Person On Island Expenditure** of Japan visitors on Guam is driven by five significant factors in the January 2017 period. By rank order they are:
  - **Quality & cleanliness of beaches and parks,**
  - **Quality of landscape in Tumon,**
  - **Ease of getting around,**
  - **Variety of day time tours, and**
  - **Quality of ground handler.**
- With all five factors the overall  $r^2$  is .10 meaning that **10.0% of Per Person On Island Expenditure is accounted for by these factors.**