

GUAM VISITORS BUREAU Japan Visitor Tracker Exit Profile FY2016 MARCH 2016



Prepared by: QMark Research

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Background & Methodology

• All surveys were partially interviewer administered, as well as selfadministered. 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 **356** departing Japanese 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 **356** is \pm -5.23 percentage points with a 95% confidence level. That is, if all Japanese 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 \pm -5.23 percentage points.



OBJECTIVES

• To monitor the effectiveness of the Japan seasonal campaigns in attracting Japanese 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.

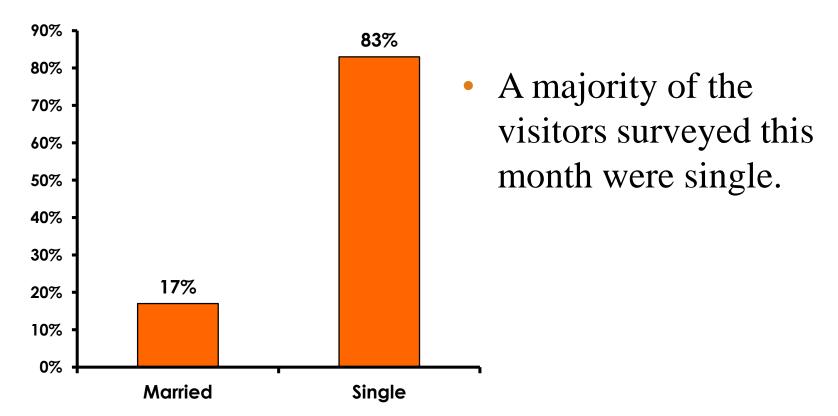
• Identify significant determinants of visitor satisfaction, expenditures and the desire to return to Guam.



<u>SECTION 1</u> PROFILE OF RESPONDENTS

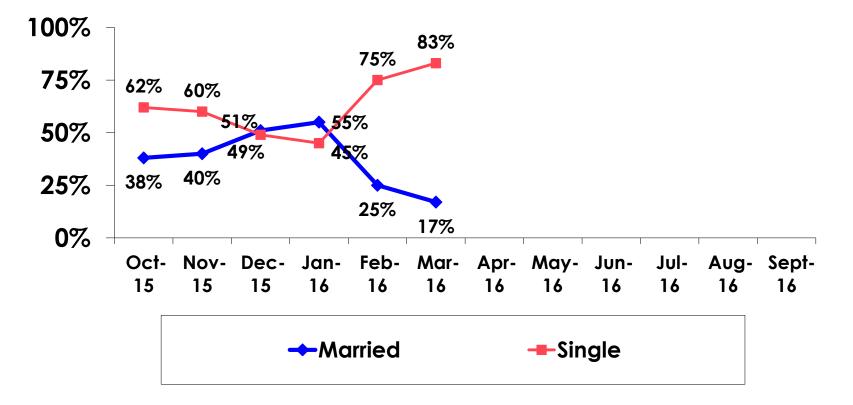


Marital Status - Overall



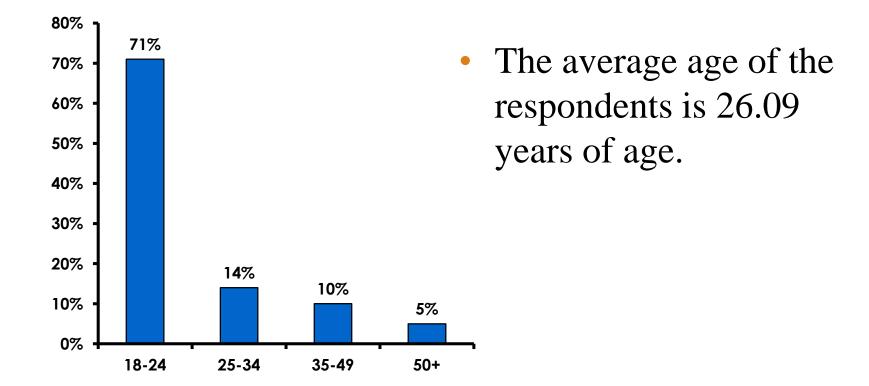


MARITAL STATUS





Age - Overall



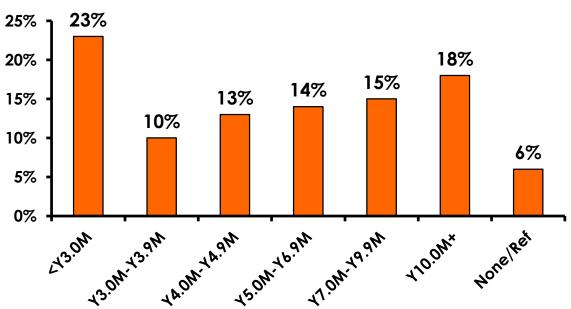


AVERAGE - AGE





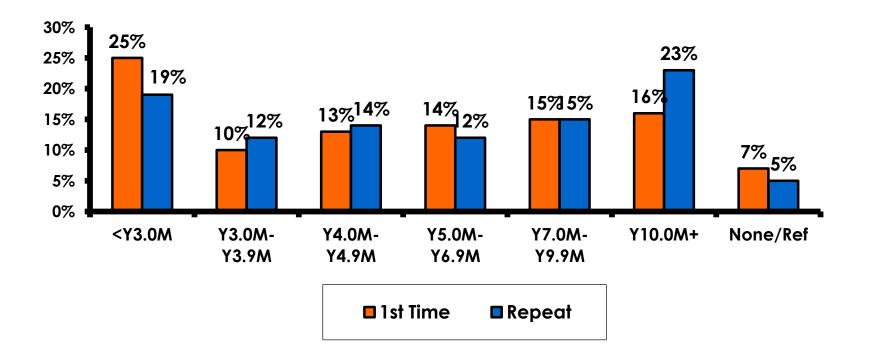
Personal Income



• ¥113.84=\$1



Personal Income – 1st time vs. repeat



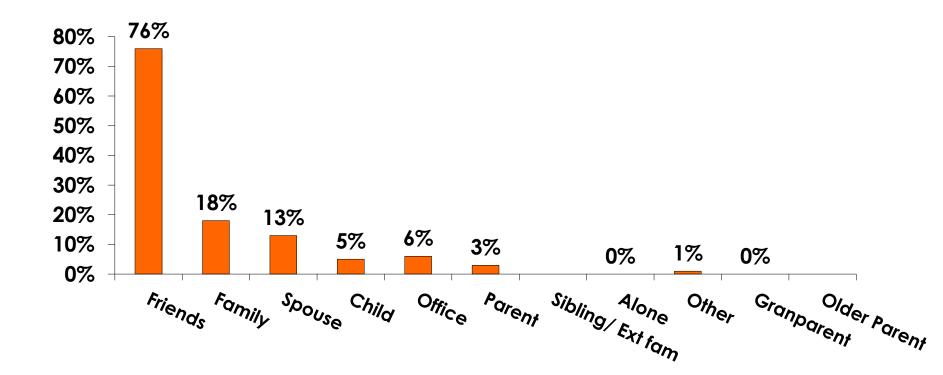


Personal Income by Gender & Age

			TOTAL	GEN	DER		AGE				
			-	Male	Female	18-24	25-34	35-49	50+		
Q26	<y2.0 million<="" td=""><td>Count</td><td>39</td><td>17</td><td>22</td><td>37</td><td>1</td><td></td><td></td></y2.0>	Count	39	17	22	37	1				
		Column N %	13%	11%	15%	19%	2%				
	Y2.0M-Y3.0M	Count	30	10	20	19	6	4	1		
		Column N %	10%	7%	14%	10%	13%	12%	6%		
	Y3.0M-Y4.0M	Count	30	15	15	16	8	3	3		
		Column N %	10%	10%	10%	8%	17%	9%	18%		
	Y4.0M-Y5.0M	Count	39	17	22	23	7	5	4		
		Column N %	13%	11%	15%	12%	15%	15%	24%		
	Y5.0M-Y7.0M	Count	40	26	14	22	9	6	2		
		Column N %	14%	17%	10%	11%	19%	18%	12%		
	Y7.0M-Y10.0M	Count	45	24	21	28	9	7	1		
		Column N %	15%	16%	15%	15%	19%	21%	6%		
	Y10.0M+	Count	54	30	24	33	6	9	6		
		Column N %	18%	20%	17%	17%	13%	26%	35%		
	No Income	Count	18	13	5	14	2				
		Column N %	6%	9%	3%	7%	4%				
	Total	Count	295	152	143	192	48	34	17		



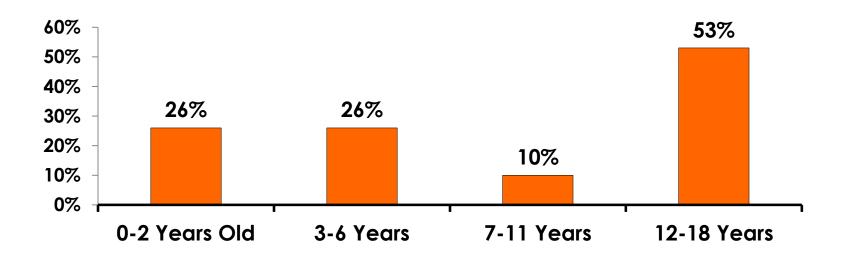
Travel Companions





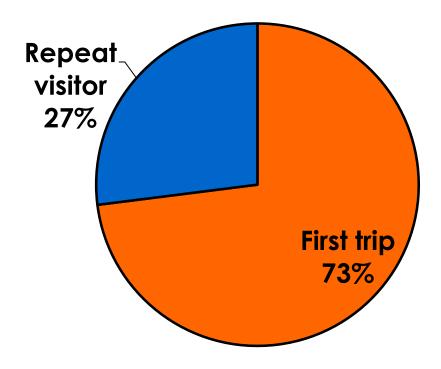
Number of Children Travel Party

N=19 total respondents traveling with children. (Of those N=19 respondents, there is a total of 25 children 18 years or younger)



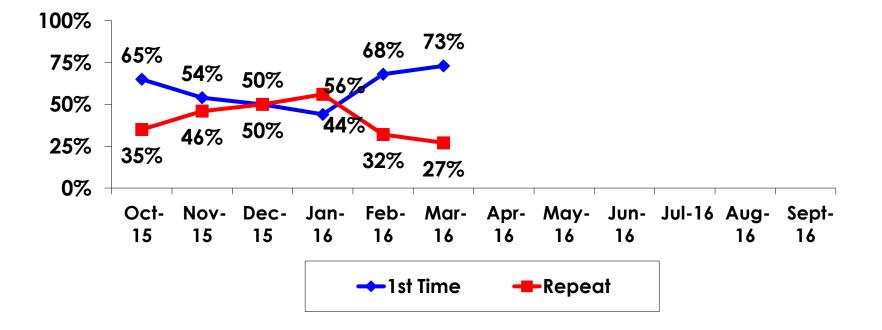


Prior Trips to Guam





PRIOR TRIPS TO GUAM





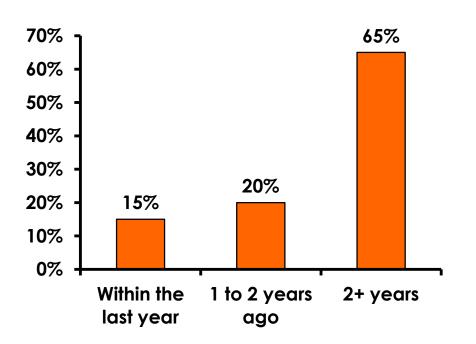
Trips to Guam by Age & Gender

			TOTAL	TRIPS T	O GUAM
			-	1st	Repeat
GENDER	Male	Count	177	131	44
		Column N %	50%	50%	47%
	Female	Count	179	129	50
		Column N %	50%	50%	53%
	Total	Count	356	260	94
AGE	18-24	Count	251	199	51
		Column N %	71%	78%	54%
	25-34	Count	50	36	13
		Column N %	14%	14%	14%
	35-49	Count	34	15	19
		Column N %	10%	6%	20%
	50+	Count	17	6	11
		Column N %	5%	2%	12%
	Total	Count	352	256	94

 First-time visitors are younger than repeat visitors to Guam.



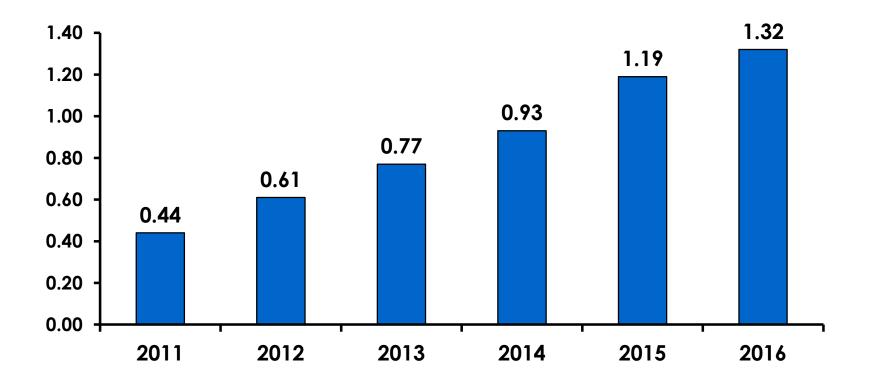
Repeat Visitors Last Trip n = 94



• The average repeat visitor has been to Guam 2.03 times.

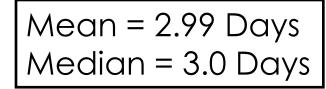


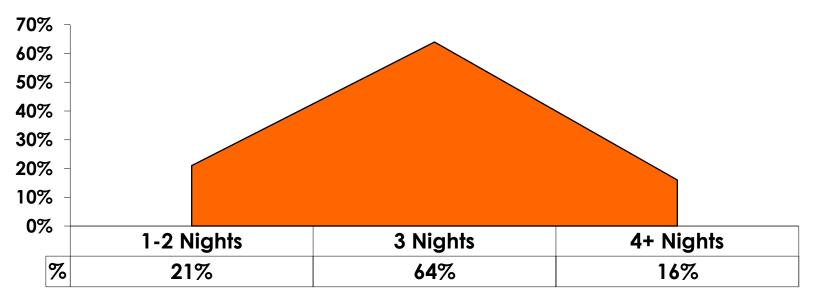
Average Number Overnight Trips (2011-2016) (2 nights or more)





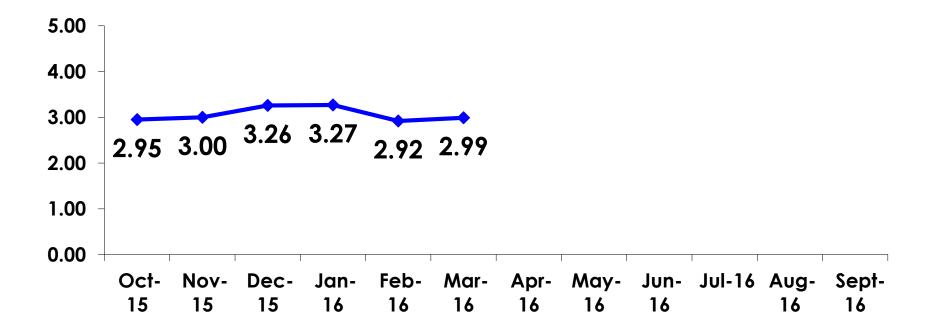
Length of Stay







AVG LENGTH OF STAY





Occupation by Income

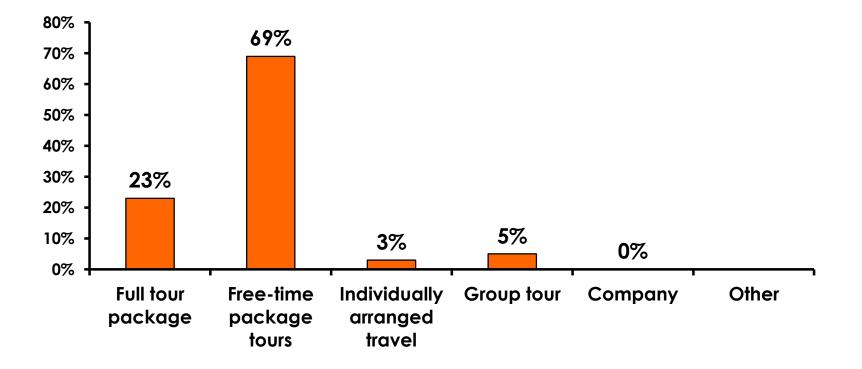
			TOTAL				Q26				
			-	<y2.0 million<="" th=""><th>Y2.0M-Y3.0M</th><th>Y3.0M-Y4.0M</th><th>Y4.0M-Y5.0M</th><th>Y5.0M-Y7.0M</th><th>Y7.0M-Y10.0M</th><th>Y10.0M+</th><th>No Income</th></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q25	Student		64%	87%	23%	37%	53%	57%	62%	54%	100%
	Office worker non-mgr		9%	3%	33%	20%	11%	5%	7%	11%	
	Engineer		5%		3%	3%	11%	13%	9%	7%	
	Salesperson		4%	3%	3%	10%	3%	5%	7%	6%	
	Other		2%		10%	10%	3%		2%		
	Homemaker		2%			3%	11%	3%		4%	
	Skilled worker		2%	3%	7%	3%	5%	3%			
	Self-employed		2%	5%	3%	3%		3%		4%	
	Govt- office worker non- mgr		2%			3%		5%	4%	2%	
	Professional/ Specialist		1%		3%		3%	3%		4%	
	Manager		1%		3%	3%			4%		
	Unemployed		1%			3%	3%			2%	
	Freeter		1%		7%					2%	
	Executive (30+ employees)		1%					3%	4%		
	Teacher		1%							4%	
	Retired		0%		3%						
	Govt- Executive		0%					3%			
	Govt- Manager		0%							2%	
	Total	Count	346	39	30	30	38	40	45	54	18



<u>SECTION 2</u> TRAVEL PLANNING



Travel Planning - Overall





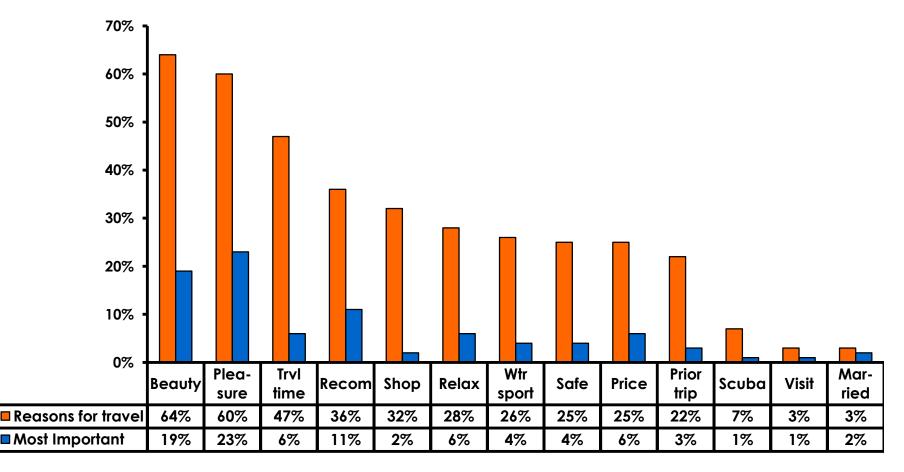
Accommodation by Income

Average length of stay: 2.99 days

			TOTAL	Q26							
			-	<y2.0 million<="" th=""><th>Y2.0M-Y3.0M</th><th>Y3.0M-Y4.0M</th><th>Y4.0M-Y5.0M</th><th>Y5.0M-Y7.0M</th><th>Y7.0M-Y10.0M</th><th>Y10.0M+</th><th>No Income</th></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q9	Guam Plaza Hotel		13%	23%	10%	10%	18%	3%	18%	11%	17%
	Pacific Bay Hotel		10%	5%	7%	17%	3%	13%	13%	6%	17%
	Other		8%	8%	7%		10%	10%	11%	6%	11%
	Royal Orchid Guam		7%	10%		3%	8%	15%	4%	4%	6%
	Outrigger Guam Resort		7%	8%	3%	20%	3%	5%	4%	15%	
	Bayview Hotel		6%		10%	10%	8%		2%	7%	6%
	Hilton Guam Resort		5%	5%	17%			8%	7%	6%	6%
	Oceanview Hotel		5%	5%	3%			5%	4%	7%	
	Guam Reef & Olive Spa		4%		7%	10%		8%	2%	7%	
	PIC Club		4%	5%	7%		3%	8%	2%	7%	
	Verona Resort & Spa		4%	5%		7%	8%		2%	4%	
	Fiesta Resort Guam		3%	3%			5%	5%	4%	2%	6%
	Hotel Nikko Guam		3%	3%	3%	3%	10%	8%	2%	2%	
	Leo Palace Resort		3%		3%	7%	3%	3%	9%		11%
	Onward Beach Resort		3%	3%			5%	5%	2%	2%	17%
	Grand Plaza Hotel		3%	8%	10%		3%		2%	2%	
	Hotel Santa Fe		3%	3%			3%	3%			6%
	Westin Resort Guam		3%	5%		3%	3%		2%	6%	
	Holiday Resort Guam		2%	3%	3%	3%	3%	3%			
	Pacific Star Resort & Spa		2%		7%	3%	3%	3%		4%	
	Aqua Suites		1%				3%		4%		
	Sheraton Laguna Guam		1%			3%	3%			2%	
	Dusit Thani Guam		0%							2%	
	Lotte Hotel Guam		0%						2%		
	Hyatt Regency Guam		0%		3%						
	Total	Count	356	39	30	30	39	40	45	54	18



Travel Motivation - Top Responses





Most Important Reason for Choosing Guam

- Pleasure
- Guam's natural beauty/ beaches,
- Recommendations, and were the primary reasons for visiting during this period.



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Motivation by Age & Gender

			TOTAL		AG	Ε		GEN	DER
			-	18-24	25-34	35-49	50+	Male	Female
Q5A	Natural beauty		64%	65%	66%	59%	59%	58%	69%
	Pleasure		60%	63%	60%	56%	35%	56%	64%
	Short travel time		47%	47%	46%	53%	41%	43%	50%
	Recomm- friend/family/trvl agnt		36%	41%	24%	15%	24%	36%	35%
	Shopping		32%	34%	24%	38%	29%	23%	42%
	Relax		28%	26%	34%	32%	29%	28%	28%
	Water sports		26%	30%	20%	12%	18%	22%	29%
	Safe		25%	22%	32%	35%	41%	25%	25%
	Price		25%	26%	14%	38%	18%	20%	29%
	Previous trip		22%	16%	20%	44%	65%	21%	22%
	Scuba		7%	6%	14%	3%		7%	6%
	Other		6%	8%	2%	3%		2%	10%
	Visit friends/ Relatives		3%	4%		3%		4%	2%
	Married/ Attn wedding		3%		10%	3%	18%	5%	1%
	Golf		3%	1%	2%	15%		2%	3%
	Organized sports		2%	2%	2%		6%	4%	1%
	Honeymoon		2%		12%	3%		3%	1%
	Company/ Business Trip		2%		8%	3%	12%	2%	2%
	Company Sponsored		1%	0%	2%		6%	2%	
	Career Cert/ Testing		0%		2%			1%	
	Convention/ Trade/ Conference		0%	0%				1%	
	Total	Count	351	246	50	34	17	174	177



Motivation by Income

			TOTAL		Q26						
			-	<y2.0 million<="" th=""><th>Y2.0M-Y3.0M</th><th>Y3.0M-Y4.0M</th><th>Y4.0M-Y5.0M</th><th>Y5.0M-Y7.0M</th><th>Y7.0M-Y10.0M</th><th>Y10.0M+</th><th>No Income</th></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q5A	Natural beauty		64%	53%	69%	66%	72%	63%	60%	75%	39%
	Pleasure		60%	45%	66%	62%	64%	65%	44%	70%	56%
	Short travel time		47%	47%	59%	41%	46%	48%	47%	43%	22%
	Recomm- friend/family/trvl agnt		36%	47%	31%	28%	46%	30%	31%	30%	39%
	Shopping		32%	32%	41%	45%	33%	25%	31%	36%	6%
	Relax		28%	21%	59%	28%	33%	20%	24%	32%	28%
	Water sports		26%	26%	34%	17%	26%	35%	16%	23%	22%
	Safe		25%	21%	31%	24%	18%	23%	36%	26%	11%
	Price		25%	34%	24%	21%	28%	18%	20%	28%	22%
	Previous trip		22%	21%	31%	24%	23%	23%	20%	30%	17%
	Scuba		7%	3%	3%	3%	13%	5%	9%	9%	
	Other		6%	13%			5%	5%	9%	6%	6%
	Visit friends/ Relatives		3%	3%		3%	3%	5%	2%	4%	6%
	Married/ Attn wedding		3%		7%	3%	5%	3%	4%	2%	
	Golf		3%			3%	3%		7%	4%	
	Organized sports		2%			7%		5%			11%
	Honeymoon		2%		3%	7%		5%	4%		
	Company/ Business Trip		2%	3%	7%	7%		3%		2%	
	Company Sponsored		1%						2%	4%	
	Career Cert/ Testing		0%						2%		
	Convention/ Trade/ Conference		0%						2%		
	Total	Count	351	38	29	29	39	40	45	53	18



<u>SECTION 3</u> EXPENDITURES



Prepaid Expenditures ¥113.84/US\$1

- \$1,362.41 = overall mean average prepaid expense (for entire travel party size) by respondent
- $\$0 = \min(1 \text{ minimum (lowest amount recorded for the entire sample)})$
- \$14,055 = maximum (highest amount recorded for the entire sample)
- \$812.99 = overall mean average <u>per person</u> prepaid expenditures



PREPAID EXPENDITURES Per Person





Breakdown of Prepaid Expenditures ¥113.84=\$1

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

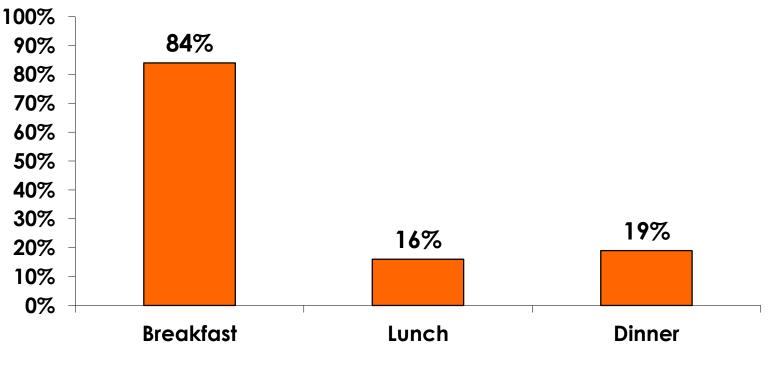
	MEAN \$
Air & Accommodation package only	\$1,279.61
Air & Accommodation w/ daily meal package	\$1,955.45
Air only	\$600.26
Accommodation only	\$380.65
Accommodation w/ daily meal only	\$-
Food & Beverages in Hotel	\$168.00
Ground transportation – Japan	\$85.87
Ground transportation – Guam	\$52.71
Optional tours/ activities	\$276.16
Other expenses	\$286.39
Total Prepaid	\$1,362.41



PREPAID MEAL BREAKDOWN

Air/ Accommodations with Daily Meal Pkg.

n=31



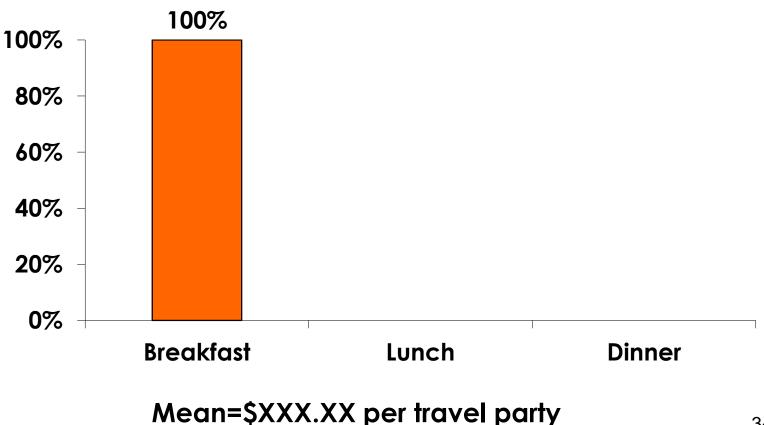
Mean=\$1,955.45 per travel party



PREPAID MEAL BREAKDOWN

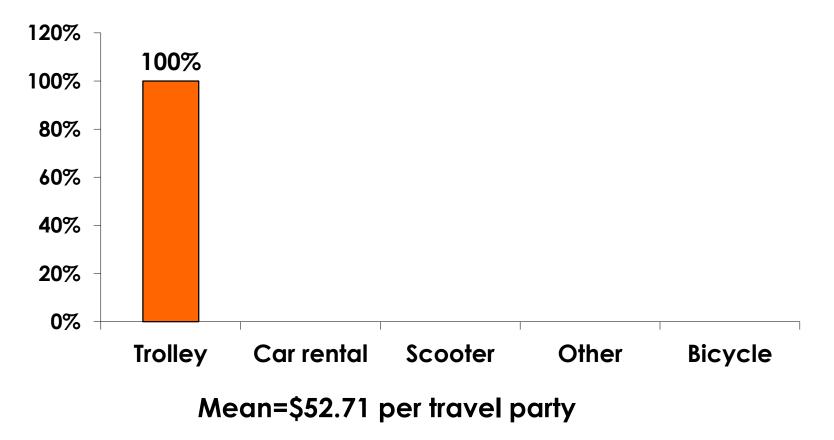
Accommodations with Daily Meal Pkg.

n=1





PREPAID GROUND TRANSPORTATION n=1



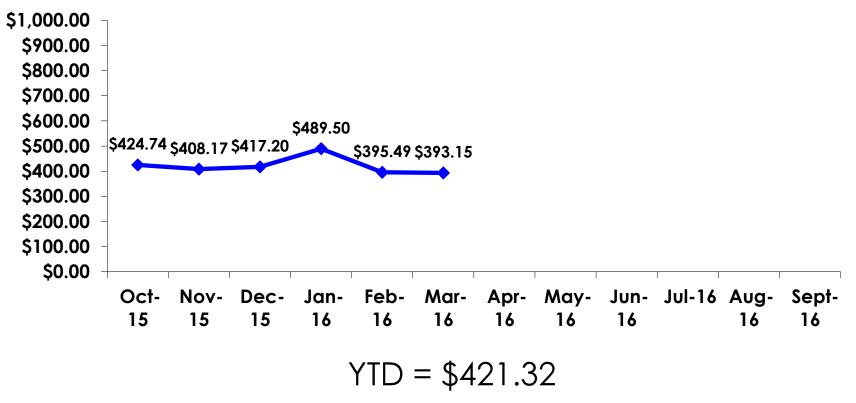


On-Island Expenditures

- \$566.56 = overall mean average on-island expense (for entire travel party size) by respondent
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$7,250 = Maximum (highest amount recorded for the entire sample)
- \$393.15 = overall mean average <u>per person</u> onisland expenditure



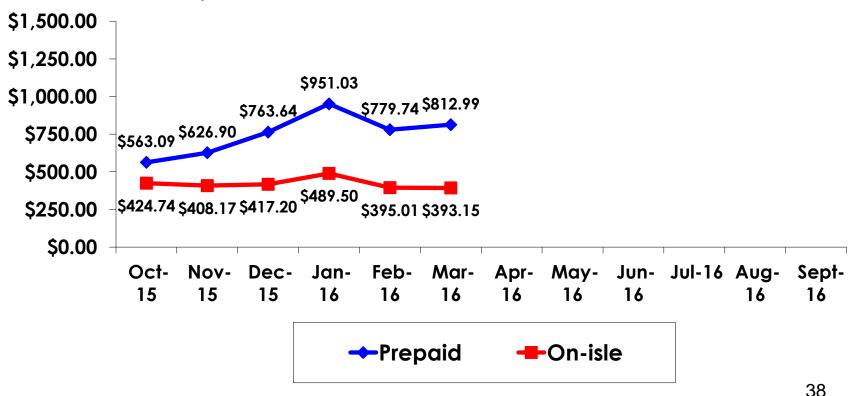
ON-ISLAND EXPENDITURES Per Person





PREPAID/ ON-ISLE EXPENDITURES – Per Person

Prepaid YTD = \$749.98 On-Isle YTD = \$421.32





Total On-Island Expenditure by Gender & Age

TOTAL				DER	GENDER								
						Ma	ile		Female				
						AGE				AGE			
		-	Male	Female	18-24 25-34 35-49 50+				18-24	25-34	35-49	50+	
PER PERSON	Mean	\$393.15	\$418.51	\$368.08	\$391.67	\$451.10	\$433.19	\$616.92	\$344.16	\$321.71	\$500.76	\$714.17	
	Median	\$300	\$335	\$300	\$320	\$390	\$350	\$350	\$300	\$300	\$400	\$600	
	Minimum	\$0	\$0	\$0	\$0	\$80	\$0	\$130	\$0	\$150	\$0	\$240	
	Maximum	\$2,665	\$2,665	\$2,000	\$2,665	\$1,100	\$1,813	\$2,500	\$2,000	\$500	\$1,735	\$1,815	



On-Island Expenditure Categories by Gender & Age

		TOTAL	GEN	DER		A	GE	
		-	Male	Female	18-24	25-34	35-49	50+
F&B HOTEL	Mean	\$31.69	\$46.21	\$17.34	\$14.06	\$52.40	\$111.18	\$79.65
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
F&B FF/STORE	Mean	\$38.12	\$44.55	\$31.76	\$30.83	\$45.40	\$79.71	\$35.41
	Median	\$10	\$12	\$0	\$5	\$20	\$0	\$22
F&B RESTRNT	Mean	\$78.67	\$91.24	\$66.23	\$62.23	\$76.76	\$100.00	\$296.88
	Median	\$30	\$30	\$30	\$25	\$50	\$10	\$100
OPT TOUR	Mean	\$57.79	\$71.19	\$44.54	\$45.90	\$96.14	\$81.71	\$86.24
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GIFT- SELF	Mean	\$130.19	\$143.55	\$116.97	\$85.53	\$106.20	\$324.41	\$500.71
	Median	\$20	\$0	\$30	\$2	\$45	\$100	\$52
GIFT- OTHER	Mean	\$85.72	\$84.45	\$86.98	\$59.45	\$115.60	\$167.85	\$222.24
	Median	\$40	\$30	\$50	\$30	\$80	\$80	\$100
TRANS	Mean	\$10.26	\$13.66	\$6.89	\$7.73	\$17.32	\$17.21	\$15.29
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
OTHER	Mean	\$134.13	\$160.65	\$107.90	\$131.42	\$90.50	\$174.03	\$242.35
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	Mean	\$566.56	\$655.50	\$478.61	\$437.16	\$600.32	\$1,056.09	\$1,478.76
	Median	\$375	\$420	\$300	\$300	\$500	\$578	\$1,000



On-Island Expenditures First Timers & Repeaters

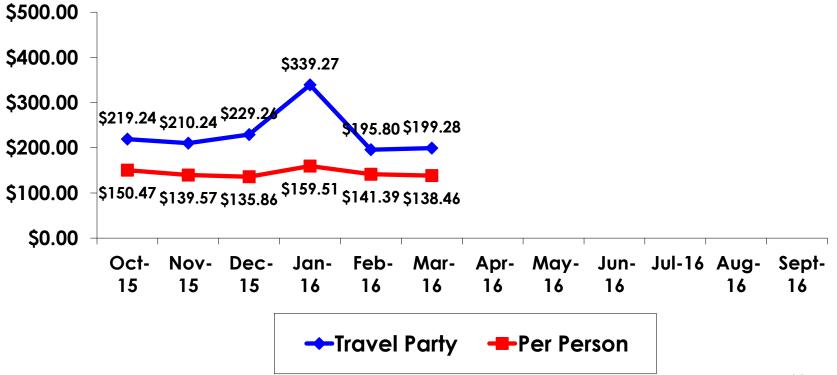
		TOTAL TRIPS TO GUA				
		-	1st	Repeat		
F&B HOTEL	Mean	\$31.69	\$27.75	\$43.28		
	Median	\$0	\$0	\$0		
F&B FF/STORE	Mean	\$38.12	\$36.89	\$36.49		
	Median	\$10	\$10	\$10		
F&B RESTRNT	Mean	\$78.67	\$80.63	\$73.83		
	Median	\$30	\$30	\$0		
OPT TOUR	Mean	\$57.79	\$54.24	\$64.59		
	Median	\$0	\$0	\$0		
GIFT- SELF	Mean	\$130.19	\$100.32	\$215.13		
	Median	\$20	\$1	\$45		
GIFT- OTHER	Mean	\$85.72	\$79.87	\$101.94		
	Median	\$40	\$40	\$35		
TRANS	Mean	\$10.26	\$9.83	\$11.41		
	Median	\$0	\$0	\$0		
OTHER	Mean	\$134.13	\$138.47	\$124.98		
	Median	\$0	\$0	\$0		
TOTAL	Mean	\$566.56	\$527.99	\$671.64		
	Median	\$375	\$350	\$400		



ON-ISLE EXPENDITURES – Per Day

Travel Party YTD = \$232.13

Per Person YTD = \$144.18



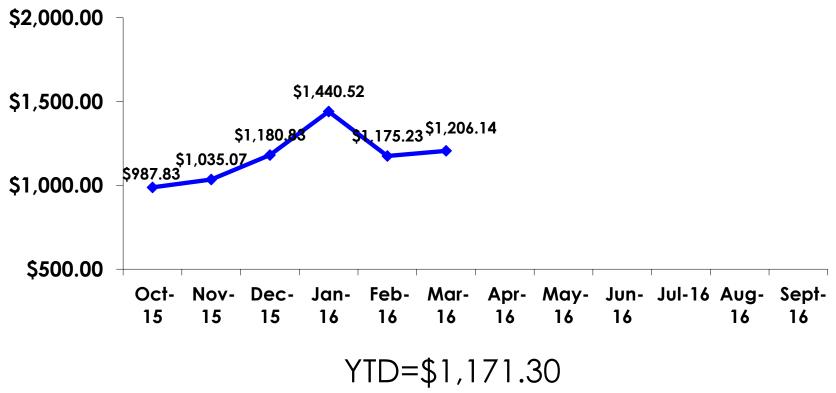


Total Expenditures Per Person (**Prepaid & On-Island**)

- \$1,206.14 = overall average
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$7,527 = Maximum (highest amount recorded for the entire sample)



TOTAL EXPENDITURES Per Person



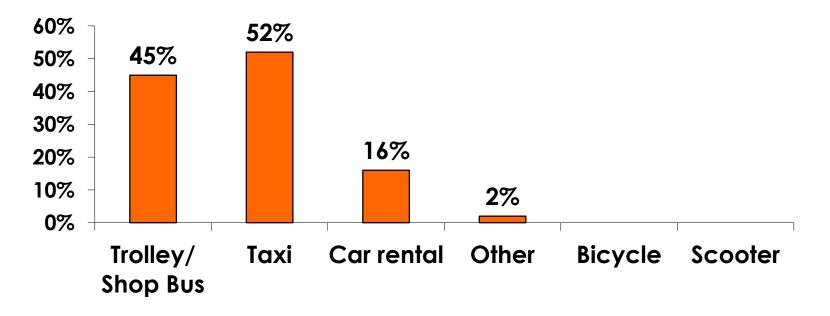


Breakdown of On-Island Expenditures

	MEAN \$
Food & beverage in a hotel	\$31.69
Food & beverage in fast food restaurant/convenience store	\$38.12
Food & beverage at restaurants or drinking establishments outside a hotel	\$78.67
Optional tours and activities	\$57.79
Gifts/ souvenirs for yourself/companions	\$130.19
Gifts/ souvenirs for friends/family at home	\$85.72
Local transportation	\$10.26
Other expenses not covered	\$134.13
Average Total	\$566.56



Local Transportation n=85



Mean=\$10.26 per travel party



Guam Airport Expenditures

- \$19.22 = Mean
- \$10 = Median
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$400 = Maximum (highest amount recorded for the entire sample)



Breakdown of Airport Expenditures

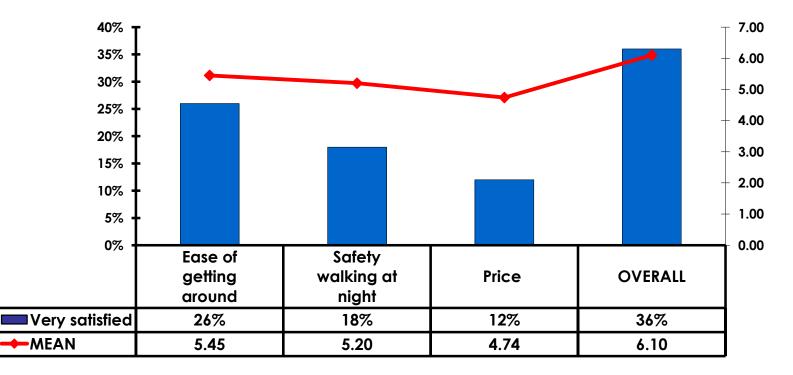
	MEAN \$
Food & Beverages	\$8.72
Gifts/Souvenirs Self	\$5.77
Gifts/Souvenirs Others	\$4.73
Total	\$19.22



<u>SECTION 4</u> VISITOR SATISFACTION

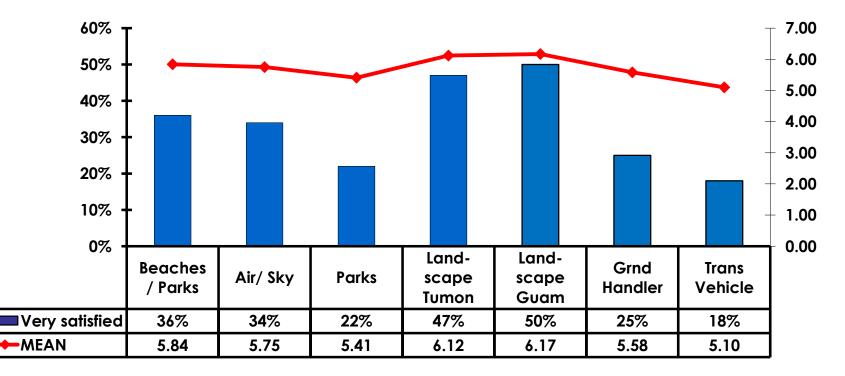


Satisfaction Scores Overall 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



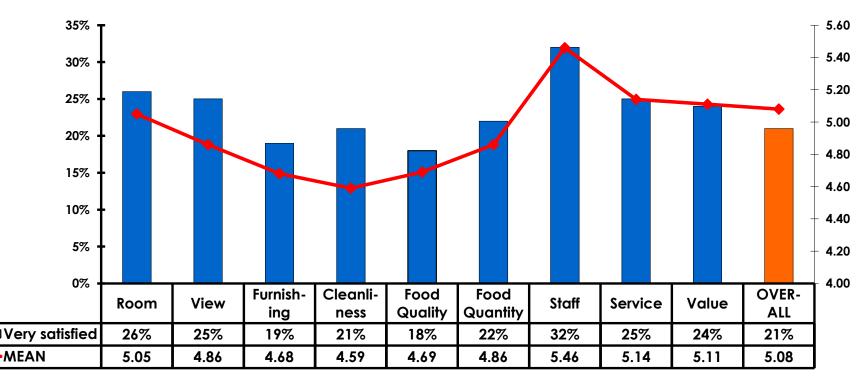


Satisfaction Quality/ Cleanliness 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



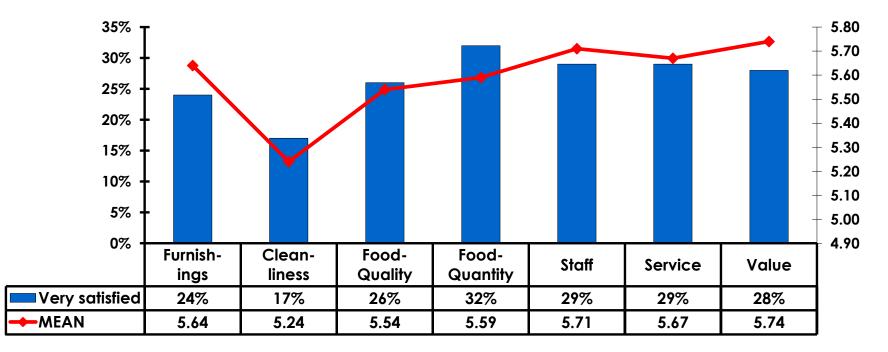


Quality of Accommodations 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



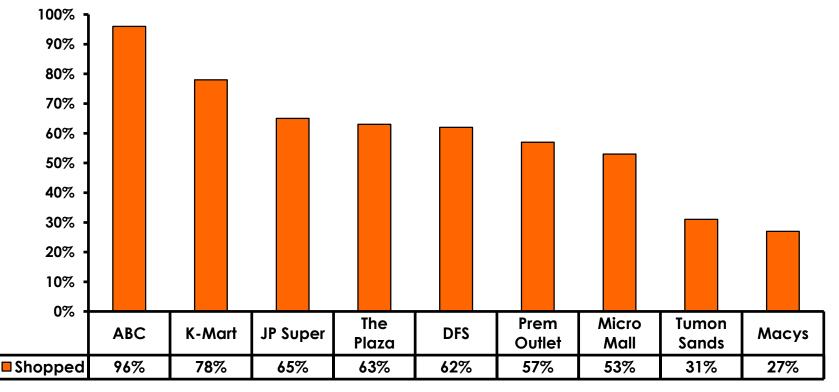


Quality of Dining Experience 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied





Visits to Shopping Centers/Malls on Guam Top responses



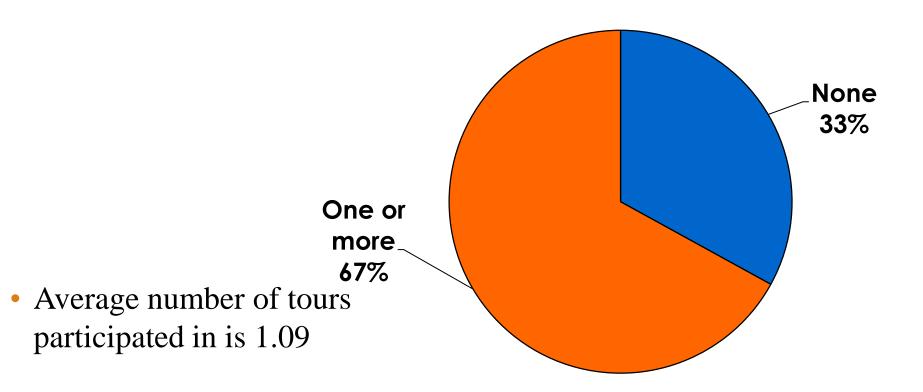


Satisfaction with Shopping 7pt Rating Scale 7=Very Satisfied/ 1=Very Dissatisfied

Quality of Shopping	Variety of Shopping
Score of 6 to 7 = 60%	Score of 6 to 7 = 58%
Score of 4 to 5 = 35%	Score of 4 to 5 = 35%
Score 1 to 3 = 4%	Score 1 to 3 = 7%
MEAN = 5.61	MEAN = 5.52

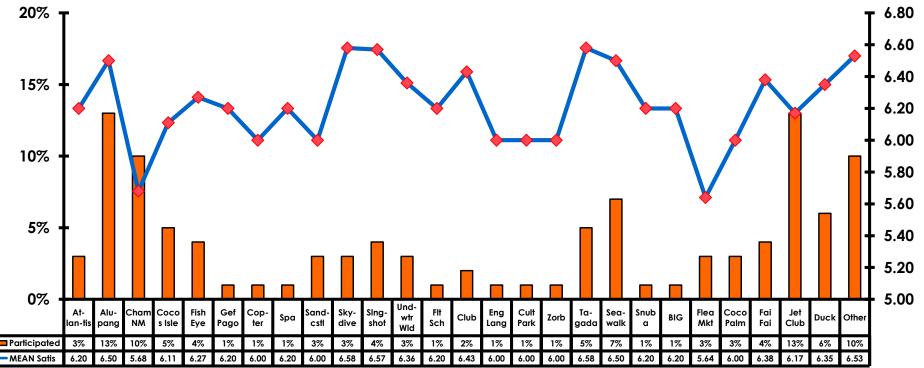


Optional Tour Participation





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 = 66%	Score of 6 to 7 = 65%
Score of 4 to 5 = 33%	Score of 4 to 5 = 33%
Score 1 to 3 = 1%	Score 1 to 3 = 1%
MEAN = 5.78	MEAN = 5.72

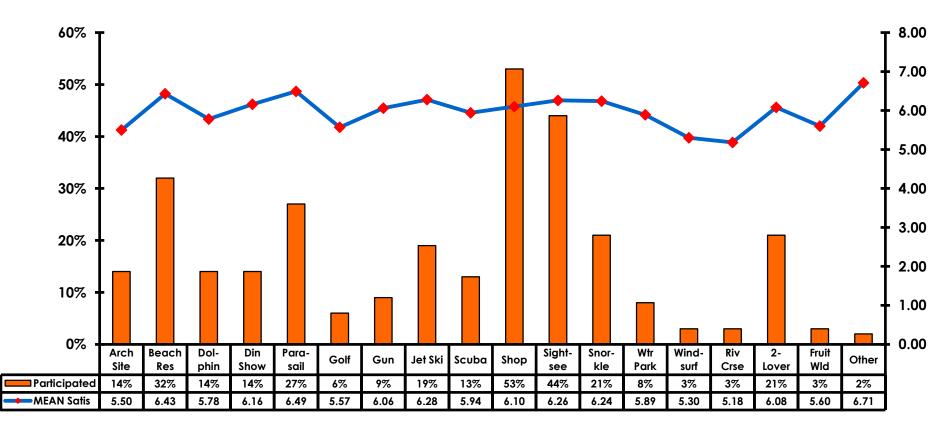


Night Tours Satisfaction 7pt Rating Scale 7=Very Satisfied/ 1=Very Dissatisfied

Quality of Night Tour	Variety of Night Tour
Score of 6 to 7 = 35%	Score of 6 to 7 = 34%
Score of 4 to 5 = 64%	Score of 4 to 5 = 65%
Score 1 to 3 = 1%	Score 1 to 3 = 1%
MEAN = 4.94	MEAN = 4.94

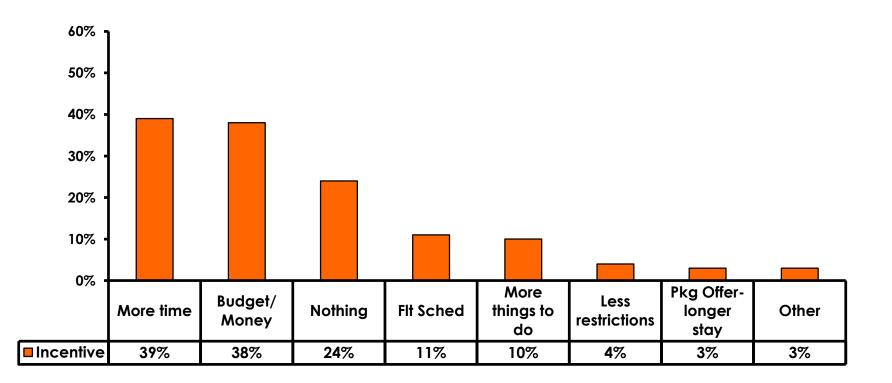


Satisfaction with Other Activities

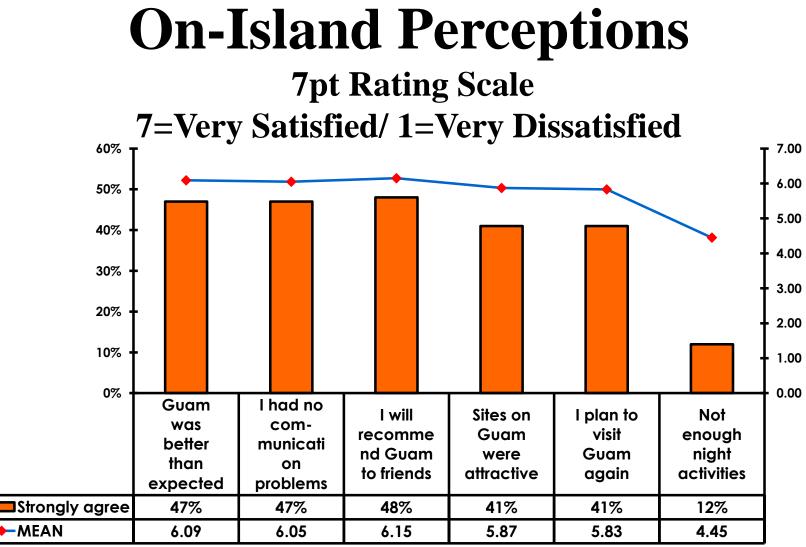




What would it take to make you want to stay an extra day in Guam?

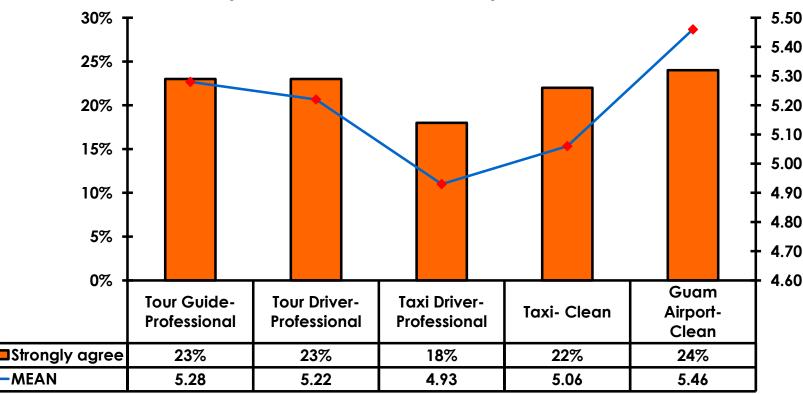








On-Island Perceptions 7pt Rating Scale 7=Very Satisfied/ 1=Very Dissatisfied

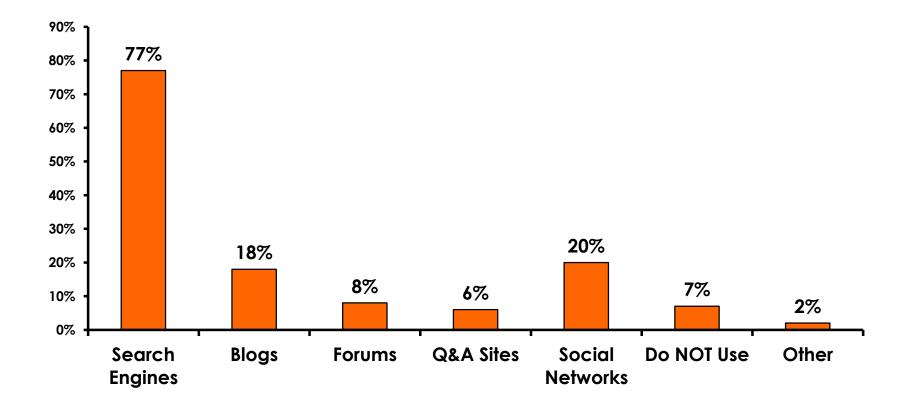




<u>SECTION 5</u> **PROMOTIONS**

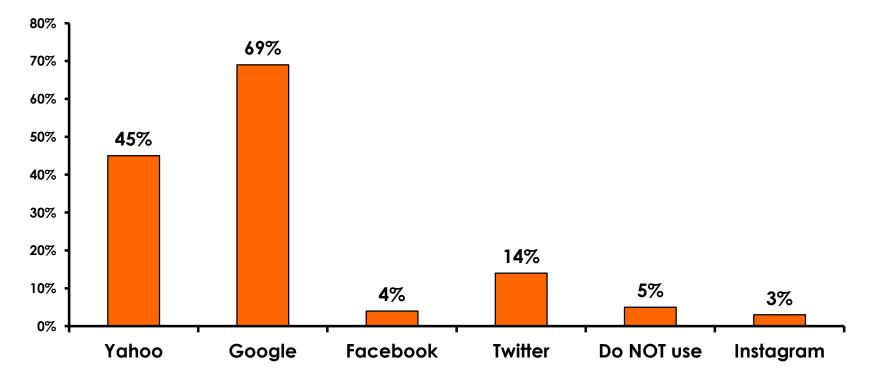


Internet- Guam Sources of Info



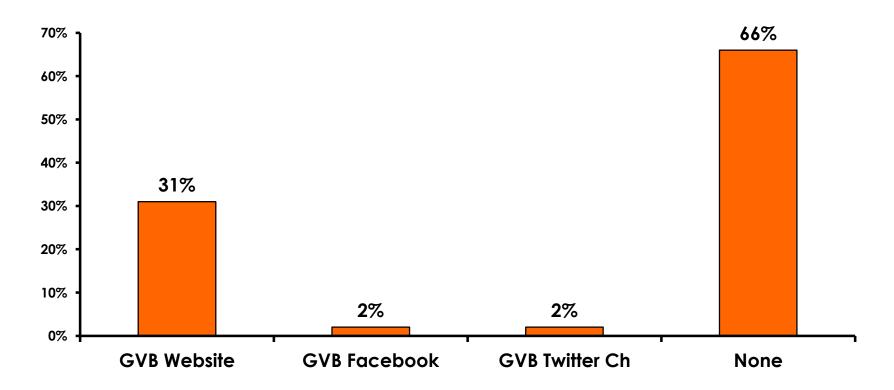


Internet- Things To Do Sources of Info



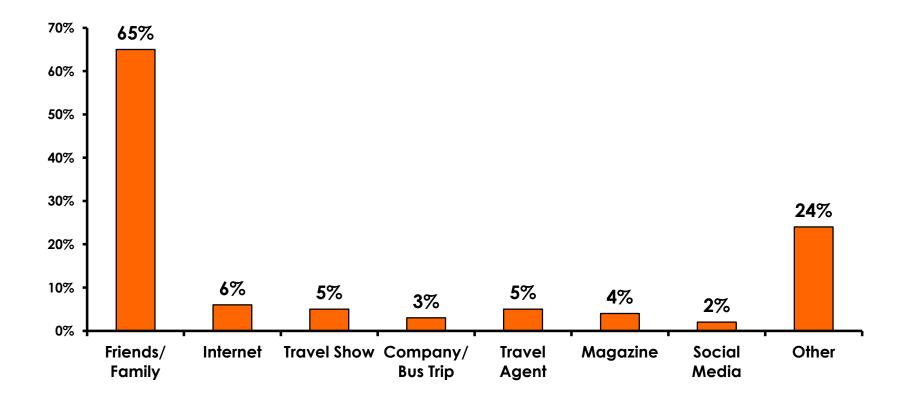


Internet- GVB Sources



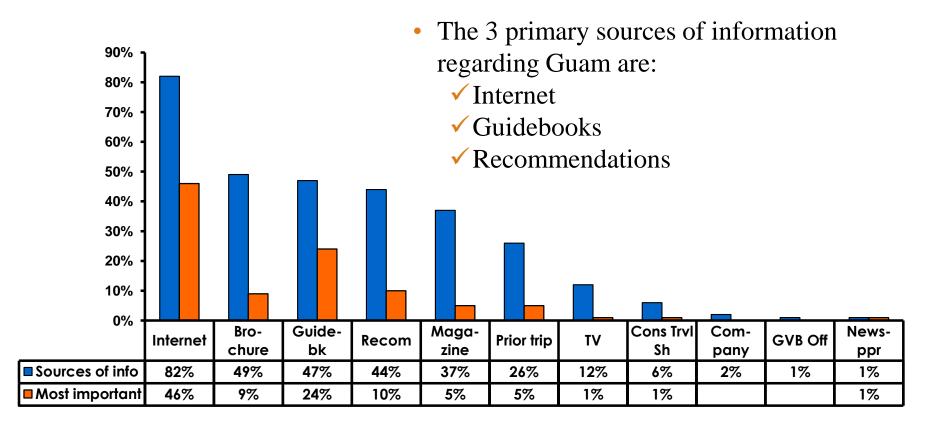


Travel Motivation- Info Sources



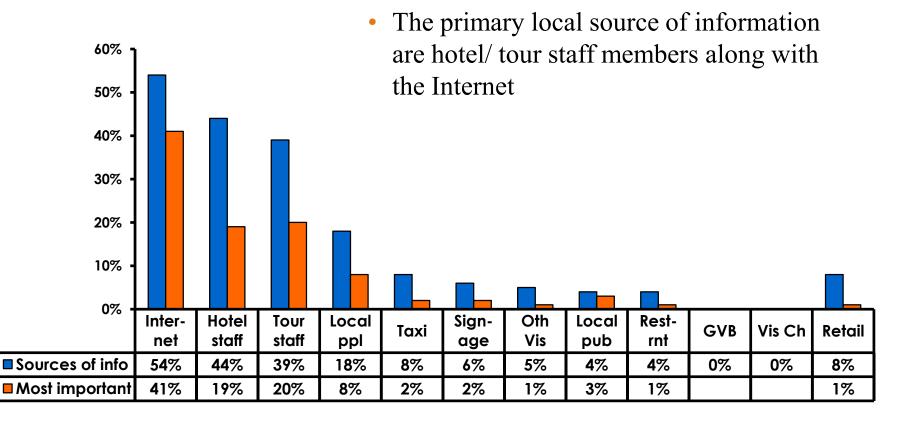


Sources of Information Pre-arrival



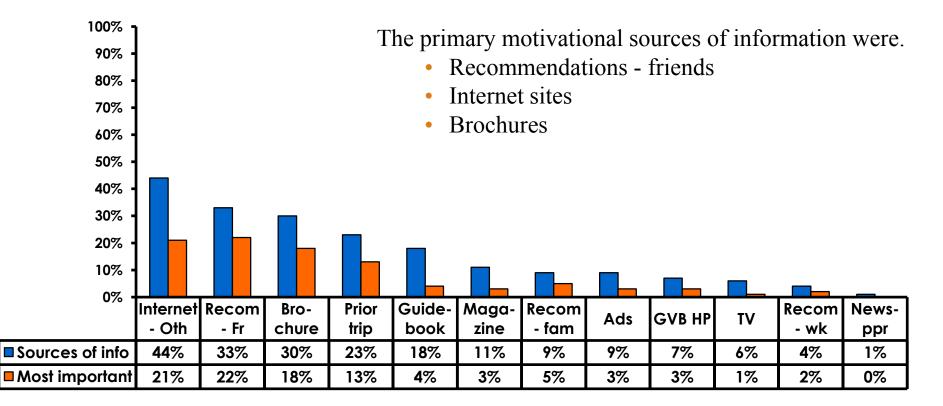


Sources of Information Post-arrival





Sources of Information - Motivation

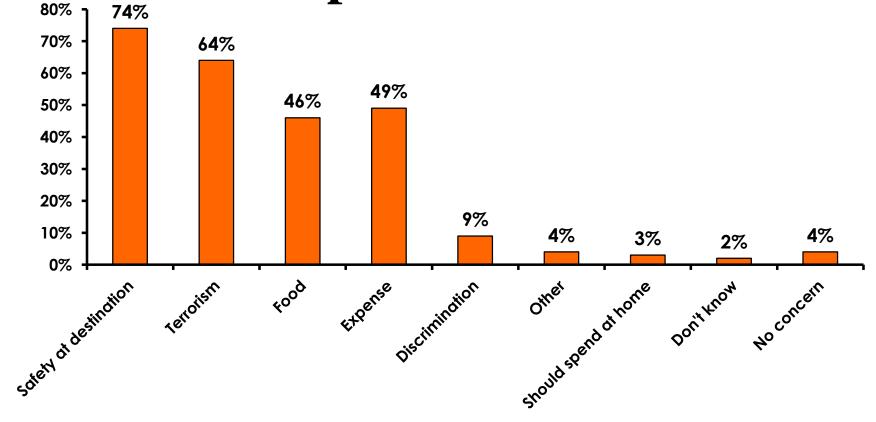




<u>SECTION 6</u> OTHER ISSUES



Concerns about travel outside of Japan - Overall





Concerns about travel outside of Japan - By Age & Income

					AG	ε					Q26				
			-	18-24	25-34	35-49	50+	<y2.0 million<="" td=""><td>Y2.0M-Y3.0M</td><td>Y3.0M-Y4.0M</td><td>Y4.0M-Y5.0M</td><td>Y5.0M-Y7.0M</td><td>Y7.0M-Y10.0M</td><td>Y10.0M+</td><td>No Income</td></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q21	Safety		74%	71%	80%	79%	88%	71%	77%	70%	68%	80%	80%	83%	53%
	Terrorism		64%	63%	67%	71%	71%	58%	83%	80%	68%	78%	56%	63%	53%
	Expense		49%	50%	53%	41%	41%	61%	60%	40%	53%	57%	47%	43%	53%
	Food		46%	44%	47%	53%	65%	39%	57%	37%	58%	57%	38%	56%	41%
	Discrimination against Japanese		9%	9%	6%	12%	6%	5%	17%	3%	5%	13%	9%	7%	6%
	Other		4%	3%	6%	9%	6%	5%	10%	7%		5%		6%	
	No concerns		4%	4%		6%		3%			8%		4%	4%	12%
	Should spend at home		3%	3%	2%		6%	3%			3%	5%	9%	2%	6%
	Don't know		2%	3%					3%					2%	
	Total	Count	353	249	49	34	17	38	30	30	38	40	45	54	17



Security Screening/ Immigration Process at Guam International Airport

