Speaker's Office <speaker@guamlegislature.org>

MC Fwd: Board Packet for GVB BOD regular board meeting 02-14-19
1 message

Speaker's Office <speaker@guamlegislature.org> Thu, Feb 14, 2019 at 1:22 PM
To: Clerks Office <clerks@guamlegislature.org>
Cc: Rennae Meno <rennae@guamlegislature.org>
Bcc: Tina Muna Barnes <tinamunabarnes@gmail.com>

02-14-19	1:21 PM	02-14-19	Board Packet for GVB BOD regular board meeting 02-14-19*Email	Guam Visitors Bureau	35GL-19-0147

---------- Forwarded message ---------
From: **Yolanda Bordallo** <yolanda.bordallo@visitguam.org>
Date: Thu, Feb 14, 2019 at 12:36 PM
Subject: Board Packet for GVB BOD regular board meeting 02-14-19
To: <speaker@guamlegislature.org>
Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Josh Tyquiengco <josh.tyquiengco@visitguam.org>

Håfa Adai Speaker Muna Barnes!

Here is the Board Packet for the Board of Directors regular board meeting today, Thursday February 14, 2019 at 3:30pm in the main conference room, for your review.

Attached Board Packet consists of:
1. Agenda
2. Exhibit A: Board meeting minutes from the previous meeting dated December 13, 2018
3. Exhibit B: Treasurers Report
4. Exhibit C: North America & Pacific Committee Minutes dated Nov. 07, 2018
5. Exhibit D: Japan Committee Meeting Minutes dated Dec. 11, 2018.

Si Yu'os Ma'åse' and Happy Valentine's Day!

Yolanda Bordallo
Executive Secretary

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
yolanda.bordallo@visitguam.com | visitguam.com

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OFFICE OF SPEAKER TINA ROSE MUÑA BARNES
I Mina'trentai Singko na Liheslaturan Guåhan
35th Guam Legislature
Guam Congress Building | 163 Chalan Santo Papa | Hagatña, GU 96910
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speaker@guamlegislature.org

5 attachments

- **Agenda_Feb142019.pdf** 589K
- **Exhibit_A_MINUTES_Dec132018.docx** 10449K
- **EXHIBIT B- Treasurer's Board Report 02-14-19(1).pdf** 45K
- **Exhibit C-NA&P Comm Mtg Minutes 11-07-18.pdf** 859K
- **EXHIBIT D- Japan Comm Mtg Minutes Signed- 12-11-2018.pdf.pdf** 2020K

35GL-19-0147
Speaker Tina Rose Muña Barnes

FEB 14 2019
Time 1:22 ( )AM ( )PM
Received By:

2019 FEB 14 PM 1:24

0147

REGULAR BOARD OF DIRECTORS MEETING
Thursday, February 14, 2019 – 3:30pm
Guam Visitors Bureau Main Conference Room

A G E N D A

I. CALL TO ORDER

II. MINUTES OF THE PREVIOUS MEETING Exhibit A

Approval of minutes of the previous Board of Directors meeting dated December 13, 2018

III. PRESIDENT & CEO'S REPORT

IV. TREASURER'S REPORT Exhibit B

V. REPORT OF THE BOARD COMMITTEES

A. EXECUTIVE COMMITTEE

HIGH ISLAND GEO RUN HONG KONG

Motion to ratify approval of travel for the Destination Specialist - Sports & Events to attend the High Island GEO Run in Hong Kong from January 4-8, 2019. Cost is approximately $3,140.00 to be taken from Sports & Events Account # ESP-001.

Airfare:	$1,000 x 1 pax				$1,000.00
		Lodging	M&IE	Days/Nights	
Per Diem:	Destination Specialist – S&E	$355.00	$180.00	4	$2,140.00
				TOTAL	**$3,140.00**

Background: In an effort to further promote sports tourism and the United Airlines Guam Marathon 2019, GVB Hong Kong will sponsor and co-organize the Guam Marathon High Island GEO Run with the Hong Kong Marathon Pro Race Organization. The Guam Marathon will take place inside Hong Kong Geopark on January 6, 2019. As part of China's 183 national geoparks, Hong Kong is able to gain and exchange experience on preservation of valuable geological and topographical resources, promoting public awareness of earth science and foster the development of eco-tourism.

The Guam Marathon High Island GEO Run is expected to have about 1,000 runners. GVB Sports & Events Destination Specialists will use this opportunity to engage with the race organizers, increase Guam's awareness and promote adventure and sports tourism activities on Guam, and further promote the United Airlines Guam Marathon 2019.

Issue: Board approval for travel required.

B. GREATER CHINA

Routes Asia
Motion to approve travel for the President or designee, and two (2) marketing staff to attend Routes Asia in Cebu, Philippines, from March 8 – 12, 2019. (Estimated Cost: $12,511.50; account # CI-SMD023).

Airfare:	$1,000 x 3 pax				$3,000.00
		Lodging	M&IE	Days/Nights	
Per Diem:	Cebu				
	President or Designee	$131.25	$90.00	6	$1,327.50
	Marketing Staff	$105.00	$72.00	6	$1,062.00
	Marketing Staff	$105.00	$72.00	6	$1,062.00
Misc. Expenses:	Registration Fee £1,932 x 2				$5,060.00
	Excess baggage, communication, etc.				$1,000.00
				TOTAL	$12,511.50

Routes Asia presents opportunity for route development professionals to discuss, develop, and plan network strategy at the only route development forum dedicated to the Asia Pacific region. Providing unique cost and time-saving benefits, Routes Asia arranges prescheduled meetings with key targets, provides insights from senior leaders into major issues currently affecting the aviation industry.

It is anticipated that over 800 air service development professionals representing over 100 airlines and 200 airports will be attending this event.

GVB will be attending with the A.B. Won Pat International Airport Authority Guam. Together, during this mission, Guam will address the air seat capacity issues for Japan and the developing markets to include China and Taiwan.

In addition to Routes Asia, travel trade events will be planned in Cebu to 1) Strengthen Guam's visibility and awareness among travel trade partners for future outbound travel to Guam; 2) Offer valuable face time for businesses with key decision makers from the travel trade in the Cebu region; 3.) Educate travel trade frontline staff on Guam products.

Issue: Board approval needed for all travel.

C. NORTH AMERICA & PACIFIC

Committee minutes dated November 7, 2018 **Exhibit C**

MALAYSIAN ASSOCIATION TRAVEL TRADE AGENTS (MATTA) FAIR 2019

Motion to approve travel for the North America & Pacific Marketing Chairperson, GVB President and CEO or Director of Global Marketing, two (2) GVB Staff, Cultural & Heritage Officer, two (2) entertainers and four (4) dancers to attend the Malaysian Association of Tour and Travel Agents (MATTA) Fair 2019 in Kuala Lumpur, Malaysia from March 13-18, 2019. Total cost is $31,454.00 of which $11,682.00 will come from PA-SMD023 and $19,772.00 to come from CPO007.

Airfare:	$1,000.00 x 4 pax					$4,000.00
Per Diem:	Kuala Lumpur, Malaysia	Lodging	Nights	M&IE	Days	
	Board of Director	$232.50	6	$100.00	6	$1,995.00
	President & CEO or Director of Global Marketing	$232.50	6	$100.00	6	$1,995.00
	(2) GVB Staff	$186.00	6	$80.00	6	$3,192.00
Unanticipated Expenses (Communications, excess baggage, meetings, etc.)						500.00
					TOTAL	**$11,682.00**

Airfare:	$1,000.00 x 7 pax					$7,000.00
Per Diem:	Kuala Lumpur, Malaysia	Lodging	Nights	M&IE	Days	
	CHC Officer	$186.00	6	$80.00	6	$1,596.00
	(2) Entertainer	$186.00	6	$80.00	6	$3,192.00
	(4) Dancers	$186.00	6	$80.00	6	$6,384.00
	Professional Fees ($100 x 4 days x 2 pax)			$800.00		$800.00
	Professional Fees ($50 x 4 days x 4 pax)			$800.00		$800.00
					TOTAL	**$19,772.00**

Background: MATTA Fair is Malaysia's premier travel extravaganza providing global exposure and endless business opportunities in this exciting era of groundbreaking travel innovations and technological advent.

MATTA fair provides visitors with a host of exciting and value for money travel options and excellent business and travel opportunities. In essence, all the attractions that have made MATTA fair the number one consumer travel fair in Malaysia plus many more exciting items. Over 100,000 or more visitors form Malaysia, ASEAN, and the rest of the world expect to visit the fair.

As Guam seeks new markets, especially in visa-waiver countries and with convenient connectivity via Philippines or other Asian countries, we will continue to grow the Malaysia market.

The Guam Visitors Bureau attended MATTA Fair in September 2018 and established a solid relationship with Apple Vacations. Apple Vacations was established in 1996 and is renowned as one of the largest, most innovative travel and tour wholesalers in Malaysia. Apple Vacations has a strong branding and regional presence in Southeast Asia with branches in Tokyo, Jakarta and Singapore. Apple is constantly developing, adding and promoting new affordable tours and destination packages for the public. GVB in partnership with Apple Vacations and Philippine Airlines (PAL) are continuing to grow interest and sell their existing two (2) travel packages available for the general consumer. To date, GVB has welcomed sixty (60) pax amongst three (3) groups from Apple Vacations, including Apple Vacations CEO and top-level executives.

By attending MATTA Fair in March, GVB will continue to build the needed market foundation and existing relationships with the trade while promoting Guam to the Malay-Chinese and Southeast Asian markets. GVB plans to conduct a Guam Presentation Seminar, hold a Travel

Agent Training Workshop, and showcase Guam's culture through song and dance at the booth and main stage.

Issue: Board approval required for all travel.

D. JAPAN

Committee minutes dated December 11, 2018 **Exhibit D**

E. CULTURAL & HERITAGE

AMENDED PTAA TRAVEL TOUR EXPO 2019

Motion to ratify the President & CEO's action of amending a previously approved motion for the PTAA Travel Tour Expo 2019 as follows: for the GVB President & CEO and GVB Director of Global Marketing or their designee's, (1) Marketing Staff, (1) Cultural Heritage Officer or designee, Miss Guam, two (2) musicians and four (4) entertainers to attend the 2019 Philippines Travel Agents Association Travel Tour Expo in Manila, Philippines from February 8-10, 2019. Estimated Total cost is approximately $31,655.00; ($22,528.00 from the Cultural Heritage Acct. No. DM-CPO005 and $9,127.00 from the Philippines Acct. No. PI-TTC067).

Background: The change to the traveler is to include a designee for the Cultural Heritage Officer. There was no change to the total cost of the original approved travel motion on November 8, 2018.

VI. EXECUTIVE SESSION

VII. NEW BUSINESS

VIII. OLD BUSINESS

IX. ANNOUNCEMENTS

X. UPCOMING BOARD MEETINGS:

- Thursday, February 28, 2019 at 3:30pm, GVB Main Conference Room
- Thursday, March 14, 2019 at 3:30pm, GVB Main Conference Room

XI. ADJOURNMENT

BOARD OF DIRECTORS REGULAR MEETING
Thursday, December 13, 2018 – 3:30pm
Guam Visitors Bureau – Main Conference Room

BOARD OF DIRECTORS PRESENT:

Director Milton Morinaga	Director Bartley Jackson
Director Young Sook Hong	Director Theresa Arriola
Director Brad Kloppenburg	Director Katarina Sgro
Director Robert Hofmann	Director William Nault
Director Satoru Murata	Director Samuel Shinohara

A quorum was met

BOARD OF DIRECTORS TELEPHONICALLY:

BOARD OF DIRECTORS ABSENT:
Director Eduardo "Champ" Calvo Director Monte Mesa
Director Tatsuo Takano

GVB MANAGEMENT & STAFF PRESENT:

Jon Nathan Denight	Antonio Muna Jr.	Maura Yi
Rose Q. Cunliffe	Nico Fujikawa	Dee Hernandez
Mark Manglona	Elaine Pangelinan	Doris Ada
Nicole Benavente	Colleen Cabedo	Nakisha Garrido
Joshua Tyquiengco	Gabbie Franquez	Kraig Camacho
Brian Borja	Russell Ocampo	Karida Brennan
Jamielyn Pinaula		

GVB MANAGEMENT & STAFF TELEPHONICALLY:

GUESTS:
Asher Goldenberg, Guamzilla LLC

I. CALL TO ORDER

Chairman Morinaga called the meeting of the board to order at 3:31 pm.

II. MINUTES OF THE PREVIOUS MEETING

Exhibit A

Director Jackson made a motion, seconded by Director Shinohara, to approve the minutes of the previous board of directors meeting dated November 8, 2018.
Motion unanimously approved (Subject to minor revisions)

III. CHAIRMAN'S REPORT

- Chairman Morinaga stated today's meeting as the last official meeting for the current Board of Directors. He is in receipt of a letter from the Transition Team asking current Governor appointed board members to serve until further notice. Legislative appointee's will serve for a term of two years starting from their appointed date.

IV. PRESIDENT & CEO'S REPORT

GUAM VISITORS BUREAU
55TH ANNIVERSARY
1963 - 2018



1



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November 2018

November 1-30, 2018 — **Total: 132,850 (+8.6%)**

% Market Mix	Origin	2017	2018	% to LY
42.0%	Japan	44,346	55,733	25.7%
42.9%	Korea	61,093	56,958	-6.8%
1.5%	Taiwan	1,958	2,057	5.1%
0.7%	China	1,057	929	-12.1%
5.7%	US/Hawaii	6,053	7,517	24.2%
0.4%	Hong Kong	696	594	-14.7%
1.9%	Philippines	2,490	2,503	0.5%
0.3%	Russia	244	451	84.8%

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

3

December 2018

December 1-5, 2018 — **Total: 21,820 (+7.5%)**

% Market Mix	Origin	2017	2018	% to LY
40.7%	Japan	6,165	8,871	43.9%
45.8%	Korea	10,840	9,993	-7.8%
1.7%	Taiwan	347	365	5.2%
0.8%	China	362	165	-54.4%
5.6%	US/Hawaii	970	1,229	26.7%
0.5%	Hong Kong	147	112	-23.8%
1.2%	Philippines	246	266	8.1%
0.2%	Russia	50	50	0.0%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: December 2018 Daily Arrivals reflect Civilian Air arrivals only

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Calendar Year to Date 2018

January – December 5, 2018 — **Total: 1,427,893 (+0.2%)**

% Market Mix	Origin	2017	2018	% to LY
35.7%	Japan	577,756	510,054	-11.7%
48.5%	Korea	625,657	692,853	10.7%
1.8%	Taiwan	30,753	26,004	-15.4%
1.1%	China	20,666	15,344	-25.8%
6.1%	US/Hawaii	70,726	86,654	22.5%
0.4%	Hong Kong	14,095	5,753	-59.2%
1.2%	Philippines	17,263	17,397	0.8%
0.3%	Russia	2,743	3,781	37.8%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: December 2018 Daily Arrivals reflect Civilian Air arrivals only

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Fiscal Year to Date 2019

October – December 1-5, 2018 — **Total: 276,326 (+7.9%)**

% Market Mix	Origin	2018	2019	% to LY
38.9%	Japan	85,000	107,617	26.6%
46.3%	Korea	128,225	127,934	-0.2%
1.6%	Taiwan	4,206	4,412	4.9%
0.9%	China	2,814	2,419	-14.0%
5.8%	US/Hawaii	12,341	16,008	29.7%
0.4%	Hong Kong	1,454	1,207	-17.0%
1.7%	Philippines	4,468	4,709	5.4%
0.3%	Russia	539	920	70.7%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: December 2018 Daily Arrivals reflect Civilian Air arrivals only

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GUAM VISITORS BUREAU
55TH ANNIVERSARY
1963 - 2018

MARKETING

7

Japan Marketing News

Strategic Meeting with JTB Executives

- November 14, 2018 in Tokyo, Japan
- Participants from JTB:
  - Toru Ikuta, Managing Executive Officer
  - Kajihara Tomoyuki, Division Manager of Hawaii & Micronesia and JGTC Chairman
  - Daisuke Watanabe, Senior Manager of Micronesia Planning, Hawaii & Micronesia, Purchasing & Tour Planning
  - Mayu Yonetsu, Assistant Manager, Micronesia Planning & Purchasing
- Agenda: MOU between JTB and GVB for a Global Destination Campaign




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Japan Marketing News

Strategic Meeting with T'way Air Executives

- November 15, 2018 in Tokyo, Japan
- Participants from T'way Air:
  - Park Je-Man, Director, Japan Regional Division (OSA, Head of T'way Japan)
  - Kim Yura, Manager, Japan Division (OSA, Pricing & Network Planning)
  - Hirokazu Yamada, General Manager, Nagoya Branch Office
- Agenda: Air service development out of Nagoya, Japan



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Japan Marketing News

Kashiwa YEG 40th Anniversary Reception in Guam

- November 17-21, 2018
- Partnership between Kashiwa and Guam (GVB, GEDA, UOG, GYP, FHB, Japan Consulate, and the Guam Chamber of Commerce)
- Itinerary: Seminars, island tours, MOU signings with GYP and UOG, banquet





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Japan Marketing News

United Airlines Cup in Guam 2018

- December 2, 2018 at Onward Mangilao Golf Course
- Over 150 participants
- GVB supported the event with welcome greetings by Miss Guam and Chamorro cultural entertainers





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Japan Marketing News

MBC Music K-Pop Concert on Guam Exposure

- Web ads on YouTube, Google Display Network, Facebook, Instagram, and Travelko
- Joint promotions with airlines
- Concert covered by Japanese influencers, television programs, bloggers, and magazines with nearly $200k in overall media value



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GUAM VISITORS BUREAU
55TH ANNIVERSARY
1963 - 2018

Japan Marketing News

Jeju Air Courtesy Call

- December 3, 2018 at GVB Head Office
- Participants from Jeju Air:
  - Sooyong Cha, Branch Manager, Guam Station
  - Changwoo Oh, Branch Manager, Osaka Station
- Agenda: Flight schedule for the year (regular and charter service), Osaka-Guam flight sales ongoing until 2020, online platform for purchasing, package pricing



JEJUair

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Japan Marketing News

Nanshiki Baseball Courtesy Call

- December 6, 2018 at GVB Head Office
- 25 pax arrived on Guam for a rubber baseball tournament at Leo Palace Resort from December 7-8, 2018



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Korea Marketing News

GVB KOREA COMPLETED PROJECTS

2018 SHOP GUAM FESTIVAL DISCOVERY FAM

Period: November 12 – 16, 2018

Objective:

- Shop Guam e-Festival Ambassadors from Korea, Japan, Taiwan, China, Hong Kong, the Philippines, Russia, and North America have been selected by GVB to assist promoting the Shop Guam e-Festival in their respective countries. Their combined fan base on social media totals more than 12 million



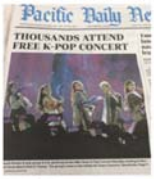
15

Korea Marketing News

GVB KOREA COMPLETED PROJECTS

MBC MUSIC K-POP CONCERT ON GUAM







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Korea Marketing News

GVB KOREA COMPLETED PROJECTS

MBC MUSIC K-POP CONCERT ON GUAM



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Korea Marketing News

GVB KOREA COMPLETED PROJECTS

2018 HANA TOUR INTL. TRAVEL SHOW IN BUSAN





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GUAM VISITORS BUREAU
55TH ANNIVERSARY
1963 - 2018

Korea Marketing News

ONGOING & UPCOMING PROJECTS

2018 4TH ANNUAL GOLF TOURNAMENT IN GUAM

- Title: 2018 Mode Tour Pro Baseball Player in Guam
- Period: December 10 ~ 14, 2018
- Venue
  - Preliminary Round: Starts
  - Final Round: Mangilao Golf Club
- Participants
  - 10 players from LPGA & KLPGA
  - 20 players from KBO Players
  - * Teams: 2 Players from each KBO Team X 1 KLPGA golfer
- Broadcasting Plan

MBC	60min	Original air	10 times	rerun 20 times
	60min	Original air	1 time	Final Match
MBC every1	60min	Original air	10 times	
MBC every1	60min	Original air	10 times	rerun 20 times
GOLF EXCITER	60min	Original air	10 times	rerun 20 times

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Korea Marketing News

ONGOING & UPCOMING PROJECTS

TVN TV PROGRAM 'SOOMI'S SIDE DISHES'

- Objective
  - To expose Guam's beautiful environment through TV Program and generate high media value.
  - To promote Guam to potential Korean family travelers by exposing TV programs with many family-based viewers.
- Period
  - Pre-inspection: December 14 ~ 18, 2018
  - Actual Shooting: January 10 ~ 14, 2019
- tvN "Soomi's Side Dishes"
  - Broadcast date: Every Wednesday, 08:10pm
  - Running time: 60 minutes
  - Target Audiences: +30s generations, especially who are married homemaker & families
  - Average viewer rating: 3.8% ~ 5.6%



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Pacific Marketing News

Malaysia Group Travel w/ Apple Vacations



- Three (3) Groups from Dec. 2018 – Jan. 2019
  - Dec. 8-13, 2018: 14 pax
  - Dec. 22-27, 2018: 28 pax
  - Feb. 2019: Apple Vacations Executives and top clients (pax TBD)
- 6D/4N All-inclusive package
- GVB provided airport greeting, welcome bags and a hosted lunch on the day of arrival.

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Pacific Marketing News





PATA Micronesia Chapter 3rd Tri-Annual Meeting - Guam

- PATA Micronesia Chapter members from the region were in attendance.
- Chapter contributed to the Typhoon Yutu relief by purchasing "Marianas Strong" t-shirts.
- Sponsors:
  - GVB
  - United
  - Pacific SBDC
  - Valley of the Latte

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North America Marketing News





DEMA Show 2018

- Took place on November 14-17, 2018 at the Las Vegas Convention Center
- Regional partners from Yap, Palau, Chuuk and Kosrae were also in attendance
- GVB partnered with Jim Pinson from GMI Wholesale and Terri Huber from Deep Blue Adventures to conduct a dive seminar

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Taiwan Marketing News

Travel Fair

DAC Press Conference

- As part of the US Pavilion, Guam was able to present at the press conference to introduce activities at the Guam Booth
- "Year of Travel" as AIT's theme next year and the AIT FB will be promoting each destination
- Registration for 2019 IPW has begun





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GUAM VISITORS BUREAU
55TH ANNIVERSARY
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Taiwan Marketing News

International Travel Fair (11/23-11/26)

- ITF Pre-Event Press Conference was held on 11/22 and Guam performed during the opening
- 700+ visitors answered the and gained lots of followers on social media
- Guam won the Best Performance Award at ITF




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Taiwan Marketing News

Kaohsiung Winter International Travel Fair (11/30-12/3)

- Guam performed at the opening ceremony and Elaine was invited on stage for the ribbon-cutting ceremony
- The new Kaohsiung Mayor mentioned that he went to Guam twice during his speech at the opening ceremony
- Over 1000+ visitors answered our consumer survey and joined our SM accounts




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Taiwan Marketing News

Courtesy Visits

- Courtesy visit to China Airlines HQ to discuss on adding regular flights, changing to a bigger aircraft, and flying from Kaohsiung to Guam
- Courtesy visit to PLI to discuss upcoming golf tours from both Taiwan and China
- Courtesy visit to Mandarin Airlines to discuss opportunity to develop direct flight from Taichung to Guam



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DESTINATION

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2018 GVB Christmas Village



- GVB Christmas Village returns Dec. 17, 2018 through January 20, 2019
- Theme is "Holiday Tide-ings" and incorporates Guam's marine line and the ocean
- Christmas Village opening night will also serve as a membership mixer
- Parking is available at Tumon Sands Plaza

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2019 #instaGuam Fireworks Show

- GVB preparing to ring in the new year with the 2019 #instaGuam fireworks show at the stroke of midnight
- 10 minute fireworks display is planned that will be synchronized to a musical score
- GVB seeking sponsors at this time



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V. TREASURER'S REPORT

Exhibit B

- President Denight reported the first allotment of FY2019 has been received the next allotment will be received at the end of the week and all allotments for FY2018 to be closed out as well.

VI. REPORT OF THE BOARD COMMITTEES

A. EXECUTIVE COMMITTEE

MBC MUSIC K-POP CONCERT IN GUAM – JAPAN SUPPORT

Director Jackson made a motion, seconded by Director Shinohara, to ratify travel for the GVB Japan Acting Director to travel to Guam from November 29 – December 2, 2018 to provide on-the-ground support for the MBC Music KPOP Concert in Guam. Cost is $2,650.00; Account # JA-PRE002.
Motion unanimously approved

Airfare:	$1,000 x 1 pax			$1,000.00
Per Diem:	**Guam**		**Days/Nights**	
	GVB Japan Acting Director	$62.50	4	$250.00
Hotel Accommodations:	GVB Japan Acting Director	$200.00	4	$800.00
Japan Transportation	To and from airport	$100.00	2	$200.00
Guam Transportation	Rental car	$100.00	4	$400.00
			TOTAL:	**$2,650.00**

Background: The Guam Visitors Bureau (GVB) has partnered with MBC, one of Korea's top broadcasting networks, to produce and broadcast a music event on Guam featuring five (5) top K-Pop groups including TWICE, Supernova, JBJ95, ELRIS and Mighty Mouth. The MBC Music K-Pop Concert on Guam will be held at the Governor Joseph F. Flores Memorial Park, better known as Ypao Beach Park, on Saturday evening, December 1, 2018. The concert is absolutely free and open to the public. It will be broadcasted to millions of viewers across Asia and to millions more globally online.

K-Pop has become a popular genre of music and culture around the globe. Specifically for the Japan market, there are thousands of fans that will travel and consume products from this market. To date, nearly 2,000 tickets have been registered and issued to Japan. The support of the Acting Japan Director will serve several purposes to include sales support for the local receptive partners in the Japan travel trade, language assistance onsite at the event, and assistance with Japan media handling before and after the concert.

Furthermore, while on Guam, GVB will arrange for meetings to discuss upcoming sales and marketing promotions in the Japan market.

Issue: Board approval required for travel.

JMC MEETING AND FINAL BOARD MEETING

Director Nault made a motion, seconded by Director Kloppenburg, to ratify travel for the GVB Japan Acting Director to travel to Guam from December 10 – 14, 2018 to attend a Japan Marketing Committee (JMC) Meeting, the final Board Meeting of the calendar year and internal meetings. Cost is approximately $3,012.50; Account # JA-GAMAL001.
Motion unanimously approved

Airfare:	$1,000 x 1 pax			$1,000.00
Per Diem:	**Guam**		**Days/Nights**	
	GVB Japan Acting Director	$62.50	5	$312.50
Hotel Accommodations:	GVB Japan Acting Director	$200.00	5	$1,000.00
Japan Transportation	To and from airport	$100.00	2	$200.00
Guam Transportation	Rental car	$100.00	5	$500.00
			TOTAL:	**$3,012.50**

Background: GVB Japan Acting Director Hiroshi Kaneko will attend the year's final meetings with the Japan Marketing Committee (December 11, 2018) and the Board of Directors (December 13, 2018). As the calendar year comes to a close it will be advantageous for Mr. Kaneko to meet with appropriate industry partners to discuss upcoming sales and marketing activities. We will also schedule internal meetings with Mr. Kaneko to discuss concerning Japan office administration.

Issue: Board approval required for travel.

B. ADMINISTRATION & GOV'T RELATIONS

C. RUSSIA & NEW MARKETS

Committee minutes dated December 4, 2018 **Exhibit C**

- The Russian market continues to grow along with the Russian asylum community. Director Jackson suggests taking preventative methods to address the issue so it may not impact the visa-waiver status of Russian travelers.

D. KOREA

Committee minutes dated December 4, 2018 **Exhibit D**

- Director Jackson reported a success completion of the Hana Tour Busan trade show (30,000 attendees) accompanied by the GVB cultural delegation.
- The 4th annual KLPGA and KBPPA Golf Tournament is in taking place and will be televised on national Korean TV, anticipating to reach thousands of viewership.

E. JAPAN

Committee minutes dated November 13, 2018 **Exhibit E**

GVB JAPAN REPRESENTATIVE OFFICE ORIENTATION

Director Nault made a motion, seconded by Director Shinohara, to approve travel to Tokyo, Japan for the GVB President & CEO and two (2) GVB Marketing Staff – Japan for orientation and internal meetings with the Japan Representative Office. Projected month: January 2019. Estimated cost is $11,381.25; from account # JA-SMD008.
Motion unanimously approved

Airfare:	$1,000 x 3 pax					$3,000.00
Per Diem:	**Tokyo**	**Lodging**	**Nights**	**M&IE**	**Days**	
	GVB President & CEO	$332.50	5	$273.75	5	$3,031.25
	GVB Marketing Staff – Japan (2 pax)	$266.00	5	$219.00	5	$4,850.00
Miscellaneous (Business communications, excess baggage, etc.):						$500.00
TOTAL:						**$11,381.25**

Background: In September 2018, GVB announced the reorganization of the Japan office operations. Since then, the Bureau has been working towards transitioning GVB Japan to an outsourced marketing representative. Barring force majeure, the contract for this service will be in place by early January 2019. To ensure a smooth transition, the President & CEO and two (2) Japan marketing staff will travel to Tokyo to hold an orientation with the new company. The agenda will be extensive and will include introductions, a briefing on GVB operations, job performance, and training in procurement, accounting, administrative processes, and office management. This orientation is crucial to the productivity and efficiency of the representative office.

Issue: Board approval required for travel.

T'WAY AIR INAUGURAL WELCOME FIESTA

Director Nault made a motion, seconded by Director Jackson, to approve travel for the following delegates to attend the Inaugural Welcome Fiesta for T'way Air's Nagoya-Guam flight on January 26, 2019 in Nagoya, Japan. Estimated total cost is $21,587.00: $7,889.00 from account # JA-SMD008 and $13,698.00 from account # DM-CPO001.
Motion unanimously approved

Marketing

Airfare:	$1,000 x 3 pax					$3,000.00
Per Diem:	**Nagoya**	**Lodging**	**Nights**	**M&IE**	**Days**	
	Japan Marketing Committee Chairman/Designee	$371.25	3	$151.25	3	$1,567.50
	GVB President & CEO/Designee	$371.25	3	$151.25	3	$1,567.50
	GVB Marketing Staff – Japan	$297.00	3	$121.00	3	$1,254.00
Miscellaneous (Business communications, excess baggage, etc.):						$500.00
					TOTAL:	**$7,889.00**

Culture

Airfare:	$1,000 x 6 pax					$6,000.00
Per Diem:	**Nagoya**	**Lodging**	**Nights**	**M&IE**	**Days**	
	GVB Senior Destination Specialist – Chamorro Culture/Designee	$297.00	3	$121.00	2	$1,133.00
	Two (2) musicians	$297.00	3	$121.00	2	$2,266.00
	Two (2) cultural dancers	$297.00	3	$121.00	2	$2,266.00
	One (1) Miss Guam	$297.00	3	$121.00	2	$1,133.00
Musicians' and Miss Guam's professional fees (3 pax)				$100.00	1	$300.00
Cultural dancers' professional fees (2 pax)				$50.00	1	$100.00
Miscellaneous (Business communications, excess baggage, etc.):						$500.00
					TOTAL:	**$13,698.00**

Background: On December 29, 2018, T'way Air will launch its new regular service from Nagoya to Guam. This flight will operate every Saturday until the end of March 2019 increasing Guam's air seat capacity out of Japan by 188 direct flight seats per week.

At the request of T'way Air, GVB will be sending the Japan Marketing Committee (JMC) Chairman, the President & CEO, cultural entertainers, Miss Guam, and support staff to participate in the inaugural flight festivities on January 26, 2019. The ceremony will open with a dance performance by Guam's cultural musicians and dancers to commemorate this special occasion with a touch of Chamorro culture. The JMC Chairman and President & CEO will then deliver congratulatory remarks and participate in the ribbon cutting ceremony alongside T'way Air and Chubu Centrair Airport executives. Miss Guam will greet passengers with shell leis as they board the aircraft to express our appreciation for their patronage.

While in Japan, a strategic meeting will be scheduled with JGTC members, the JMC Chairman, President & CEO and Japan marketing staff.

Issue: Board approval required for travel.

- Commitment for T'way Air Guam- Nagoya flights is until mid-September 2019.

GUMAMON LICENSING AGREEMENT

Director Nault made a motion, seconded by Director Kloppenburg, to approve the Guam Visitors Bureau to enter into a licensing agreement with Gumamon for promotional purposes in Guam's various tourism source markets.
Motion unanimously approved

Background: Gumamon was founded in October 2016 as a loveable monster from the sea who loves Guam. He wants to protect Guam by eating pollution! His name comes from "Guma," meaning home in the CHamoru language and "mon," which stands for monster – Guam monster making Guam his home – Gumamon the Guamster.

For Guam natives and visitors alike, Gumamon will become a lovable icon synonymous with adventure and environmental preservation. Unlike any other brand, Gumamon is the only playful and relatable symbol of responsible eco-tourism. He will be embraced as a regional icon because he embodies the highest values of Island culture, ecological responsibility, and the vacationer's dream of discovery paradise.

The agreement outlines three key points below.

- Free licensing: of the mark and image for GVB and GVB members.
- Free merchandise: Gumamon will provide free merchandise for giveaways and incentives.
- Free appearances: for GVB events and missions such the Håfa Adai Pledge (HAP) and HAP Kids ceremonies.
- Community contributions: Continued beach clean-ups and educational initiatives.

GVB would like to build this partnership with Gumamon as a unique branding initiative, adding a new facet of Guam's image in its tourism source markets. The partnership will provide official GVB endorsement of Gumamon, but not on an exclusive level.

Issue: Board approval required.

o The licensing agreement is the result from previous concerns voiced by stakeholders and board members. This agreement will be the official arrangement between GVB and Gumamon, already vetted by JMC, presented to the board for discussion and approval.

GVB RFP 2018-008

Director Nault made a motion, seconded by Director Jackson, to authorize the President and Chief Executive Officer as Chief Procurement Officer of GVB to enter into negotiations with the highest-ranking qualified Offeror in response to GVB RFP 2018-008 Tourism Destination Marketing Representation Services in Japan, and if successful, to enter into a contract.
Motion unanimously approved

Background: The solicitation period for this RFP was October 8 through November 19, 2018; and presentations by the potential Offerors were held December 12 and 13, 2018 in the GVB Main Conference room.

This contract shall commence January 1, 2019 through September 30, 2019 for the remainder of FY2019, along with three (3) one-year options to renew; and is subject to fiscal year-end performance reviews, availability and certification of funds from fiscal year to fiscal year.

Issue: Board approval required.

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o Director Nault thanks GVB board members, management and staff for their hard work and wishes everyone a Merry Christmas and happy New Year. He also announces Japan Marketing Manager June Suguwara's replacement and welcomes back Marketing Manager Russell Ocampo.

F. NORTH AMERICA & PACIFIC MARKETS

o Director Hofmann wishes everyone a very Merry Christmas and a happy New Year.

G. GREATER CHINA

Committee minutes dated November 15, 2018 **Exhibit F**

- Director Shinohara reports the last GCMC meeting for the year will be tomorrow. He thanks the staff at GVB for all their hard work.

H. MEMBERSHIP & COMMUNITY OUTREACH

GVB MEMBERSHIP MIXER

Director Kloppenburg made a motion, seconded by Director Jackson, to approve up to $6,000.00 from the Membership Account Appreciation Mixer on December 17, 2018 from 6:00pm to 9:00pm.
Motion amended from "$6,000.00 to $7,000.00" and unanimously approved

Background: As a gesture of gratitude to members, GVB holds a Membership Appreciation Mixer during the holidays. This year's event will be held simultaneously with the opening of the Holiday Illumination Village (next to Tumon Sands Plaza), December 17, 2018, at 6:00pm. Event expenses include service for food, entertainment, giveaways and logistics.

Issue: Board approval required.

- Membership Mixer will be the end of the year event for all GVB members as a thank you for their efforts and contributions to the bureau.

GVB STAFF APPRECIATION PARTY

Director Kloppenburg made a motion on the floor, seconded by Director Jackson, to approve $3,000.00 for the GVB 2018 Staff Appreciation Party with the funds from the Membership Account.
Motion unanimously approved

Issue: Board approval required.

- The event was held on December 7, 2018 and the request is to help cover the expenses paid.

- Director Kloppenburg informs the board the venue for the Membership Election has been decided, it will be held at the Sheraton. There are currently 6 nominees for 4 seats on the board with the deadline for accepting the nomination on December 17, 2018. There is a total of 384 members with 353 eligible voters and an expected count of about 1100 votes. Membership election will be held January 8, 2019 from 11:30am – 1:00pm.

I. RESEARCH

J. VISITOR SAFETY & SATISFACTION

- Director Hong thanks everyone at GVB for their help during her time serving on the board.

K. CULTURAL & HERITAGE

- Director Arriola wishes everyone a Merry Christmas.

L. DESTINATION MANAGEMENT

TYPHOON MANGKHUT REIMBURSEMENT

Director Hofmann, made a motion, seconded by Director Jackson, to approve a total of $72,575.56 for emergency pre- and post- typhoon safety measures for Typhoon Mangkhut which passed through Guam September 11, 2018. Funding source to be identified by GVB Management.
Motion unanimously approved

LMS - Tumon beach cleanup	$27,392.94
LMS - Tumon San Vitores road cleanup	$30,698.62
GET, LLX - island road cleanup	$11,534.00
Citi Development & Construction - removal and installation of solar power panels	$2,950.00
TOTAL:	**$72,575.56**

Background: Typhoon Mangkhut passed through Guam on September 11, 2018. GVB took necessary action to ensure that landscaping and infrastructure pre- and post- typhoon minimized safety hazards as much as possible. GVB has applied for FEMA reimbursement and if approved, GVB will receive 75% or reimbursable expenses.

Issue: Board approval required.

- Chairman Morinaga inquired about the coconut trees in front of the Trivision screen. President Denight reports the Destination Management Committee came to an agreement with Trivision Media to cut down 4 trees directly in front of the screen and in return they would create a garden landscape plan for the area and adopt it. An MOU will be in place to set the parameters of the agreement.
- President Denight informed the board, GVB met with the Transition Team twice, first with management followed by management and staff meeting and another meeting by department. Director Arriola has asked board members to forward any concerns or issues that need to be brought to the Transition Team's attention so would like to include them in her report to them (BnB, Russian asylum, island beautification, visitor safety, illegitimate businesses).

M. SPORTS & EVENTS

- Director Sgro wishes everyone a Merry Christmas.

VII. OLD BUSINESS

VIII. NEW BUSINESS

- Chairman Morinaga thanks the board and all GVB staff for their services as his two-year term as Chairman comes to an end.

IX. EXECUTIVE SESSION

X. ANNOUNCEMENTS

- Holiday Illumination Christmas Village Opening Night, December 17, 2018 at 6:00pm, next to the Tumon Sands Plaza
- Christmas Day December 25, 2018 and New Year's Day January 1, 2019 GVB office closure
- Membership Election Day, January 8, 2018

Upcoming Board Meetings:

- **CANCELED** (due to Christmas holiday) - Thursday, December 27, 2018 at 3:30pm, GVB Main Conference Room
- Thursday, January 10, 2019 at 3:30pm, GVB Main Conference Room

XI. ADJOURNMENT

Director Shinohara made a motion, seconded by Director Jackson, to adjourn the meeting. Meeting adjourned at 4:46 pm.
Motion unanimously approved

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

Board Minutes respectively submitted by Maura Yi, Executive Secretary

FY 2019

	Appropriation	Received to Date		Balance	
General Administration	$ 3,600,000	$ 900,000	25%	$ 2,700,000	75%
Marketing	$ 14,500,216	$ 3,625,054	25%	$ 10,875,162	75%
Sports & Events	$ 850,000	$ 212,500	25%	$ 637,500	75%
Research	$ 600,000	$ 150,000	25%	$ 450,000	75%
Cultural & Heritage	$ 750,000	$ 187,500	25%	$ 562,500	75%
Visitor Safety & Satisfaction	$ 950,000	$ 237,500	25%	$ 712,500	75%
Destination Development	$ 1,085,000	$ 271,250	25%	$ 813,750	75%
TOTAL RECEIVABLES FY 2019	**$ 22,335,216**	**$ 5,583,804**		**$ 16,751,412**	

	Budget	Expenditures to Date	Balance
Administration	**3,600,000**	**956,112**	**2,643,888**
Marketing			
Japan[1]	8,000,000	1,661,745	6,338,255
Korea[1]	3,000,000	78,168	2,921,832
Taiwan	650,000	50,513	599,487
Pacific Micronesia	180,000	563	179,437
North America	250,000	50,571	199,429
China[1]	1,000,000	47,349	952,651
Russia	250,000	-	250,000
Hong Kong	230,216	-	230,216
Philippines	350,000	24,528	325,472
Branding	500,000	84,704	415,296
Social Media	340,000	-	340,000
Global Website	300,000	34,277	265,723
Printing Promotion	200,000	-	200,000
Total Marketing	**15,250,216**	**2,032,418**	**13,217,798**
Research	**600,000**	**116,677**	**483,323**
Sports & Events	**850,000**	**283,663**	**566,337**
Cultural & Heritage[1]	**850,000**	**7,601**	**842,399**
Visitor Safety & Satisfaction[1]	**1,050,000**	**245,220**	**804,780**
Destination Development[1]	**1,300,000**	**393,962**	**906,038**
Total	**23,500,216**	**4,035,653**	**19,464,563**

Supplemental[2]			
Capital Improvement Projects	**3,000,000**	**4,939**	**2,995,061**
Airline Development	**3,000,000**	**705,690**	**2,294,310**

[1]FY 2019 BOD approved budget and MGMT allocation 09/13/18

[2]BOD approved supplemental funding 09/13/18

NORTH AMERICA & PACIFIC MARKETING COMMITTEE MEETING **EXHIBIT C**
WEDNESDAY, NOVEMBER 7, 2018
2:00PM, GVB MAIN CONFERENCE ROOM

PRESENT:	Joann Camacho, Valerie Blas, Neil Urbano, Kathy Segal, Yoshinori Oshita
ABSENT:	Mayor Robert Hofmann, Paula Monk, Olga Tonkikh, Theresa Arriola, Ana Marie Franquez, Barbara Taitano, Katie Black, John Calvo, Emily Wallace, Mai Perez, Susan Fryer, Sheila Shedd, June Mendiola, Rosabelle Malones, Rolenda Faasuamalie, Atsuta Kazunori, Joann Camacho, Gary Cruz, Blessie Cruz, Yuki Motoda, John Paul Calvo, Annabelle Santos, Elfrieda Koshiba, Akiko Futakami
OBSERVERS:	No observers present
GVB STAFF AND MANAGEMENT:	Pilar Laguaña, Regina Nedlic, Gabryel Franquez, Mark Manglona, Jamielyn Pinaula, Sydney Leon Guerrero

CALL TO ORDER

Joann Camacho called the North America & Pacific meeting to order at 2:11PM.

APPROVAL OF PREVIOUS MEETING MINUTES

Ms. Valerie Blas made the motion and seconded by Mr. Yoshinori Oshita to approve the minutes of September 18, 2018. Motion approved unanimously.

REPORT OF THE CHAIRMAN

Nothing to report.

REPORT OF GVB MANAGEMENT

a. Director of Global Marketing Report

Nothing to report.

b. Visitor Arrivals Update

Mr. Mark Manglona reported the month to date (MTD), calendar year to date (CYTD) and fiscal year to date (FYTD) arrival comparisons (as of October 31, 2018) for the Pacific and North America markets.

Mr. Manglona noted that arrivals out of Canada are accounted for along with the "US/Hawaii" figures for the North America market. For both MTD and CYTD numbers, North America arrivals are up 34.0% and 22.0%, respectively. As for Pacific, MTD arrivals are down -9.1% for the CNMI and -25.5% for Palau, while the arrivals are up 2.7%, 123.7%, and 43.5% for the FSM, RMI and Australia, respectively. On a CYTD basis, arrivals for all Pacific markets show a positive increase.

Mr. Manglona highlighted that GVB is tracking visitor arrivals for two very new markets - Malaysia and Singapore, which was not previously tracked in FY17. We are seeing a steady flow in arrivals from Singapore and Malaysia month-over-month.

North America Markets

Month to Date October 1-31, 2018 **Total: 119,344 (+13.8%)**

Market	Total MTD 2017	Total MTD 2018	% to LY
US/Hawaii	4,927	6,604	34.0%
Canada	69	-	-

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

Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

North America Markets

Calendar Year to Date January - October 31, 2018 **Total: 1,270,911 (-0.2%)**

Market	CY 2017	Total CYTD 2017	Total CYTD 2018	% to LY
US/Hawaii	77,077	63,317	77,250	22.0%
Canada	859	804	-	-

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

Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

Pacific Markets

Month to Date October 1-31, 2018 **Total: 119,344 (+13.8%)**

Market	Total MTD 2017	Total MTD 2018	% to LY
CNMI	1,391	1,265	-9.1%
Palau	479	357	-25.5%
FSM	956	982	2.7%
RMI	59	132	123.7%
Australia	115	165	43.5%

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

Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

Pacific Markets

Calendar Year to Date January - October 31, 2018 **Total: 1,270,911 (-0.2%)**

Market	CY 2017	Total CYTD 2017	Total CYTD 2018	% to LY
CNMI	19,316	15,623	16,834	7.8%
Palau	4,165	3,346	3,363	0.5%
FSM	11,541	9,087	12,299	35.3%
RMI	1,275	1,028	1,390	35.2%
Australia	2,255	1,916	1,989	3.8%

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

Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

New Markets

Market	Total MTD Oct 2018	Total CYTD 2018
Singapore	90	785
Malaysia	43	270

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

Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

Ms. Regina Nedlic reported the month to date (MTD) and calendar year to date (CYTD) arrival comparisons (as of October 31, 2018) for the Philippine market. As you can see, the Philippine market is up by 12.4% MTD. In the same respect, CYTD arrivals show a slight positive 0.7% increase in arrivals as compared to 2017.

Philippines

Visitor Arrivals as of October 31, 2018

Market	Total MTD 2017	Total MTD 2018	% to LY
Philippines	1,726	1,940	12.4%

Market	CY 2017	Total CYTD 2017	Total CYTD 2018	% to LY
Philippines	19,132	14,522	14,628	0.7%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

Mr. Mark Manglona reported the breakdown of arrivals on a MTD and CYTD basis for all of Guam's major source markets, including Russia, Japan, Korea, Taiwan, China, US/Hawaii, Hong Kong and the Philippines. MTD, arrivals are down -5% for China and -18% for Hong Kong, while all other markets show a positive increase. Ms. Joann Camacho noted that it's great to see arrival numbers going back up for the Japan market. CYTD, Japan is down -15.5%, Taiwan -17.1%, China -25.7%, and Hong Kong -61.7% while we see an increase in arrivals for Russia 33.8%, Korea 12.9%, US/Hawaii 22.0% and Philippines 0.7%. Ms. Camacho made a comment that seat capacity really does affect visitor arrivals and it shows through the numbers.

October 2018

October 1-31, 2018 **Total: 119,344 (+13.8%)**

% Market Mix	Origin	2017	2018	% to LY
0.1%	Russia	245	416	69.8%
35.8%	Japan	34,212	42,776	25.0%
50.6%	Korea	56,292	60,340	7.2%
1.7%	Taiwan	1,901	1,990	4.7%
1.1%	China	1,394	1,324	-5.0%
5.5%	US/Hawaii	4,927	6,604	34.0%
0.4%	Hong Kong	611	501	-18.0%
1.6%	Philippines	1,726	1,940	12.4%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

Calendar Year to Date 2018

January - October 31, 2018 **Total: 1,270,911 (-0.2%)**

% Market Mix	Origin	2017	2018	% to LY
0.3%	Russia	2,449	3,277	33.8%
35.0%	Japan	526,966	445,213	-15.5%
49.2%	Korea	553,718	625,259	12.9%
1.9%	Taiwan	28,450	23,582	-17.1%
1.1%	China	19,185	14,249	-25.7%
6.1%	US/Hawaii	63,317	77,250	22.0%
0.4%	Hong Kong	13,165	5,047	-61.7%
1.2%	Philippines	14,522	14,628	0.7%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: October 2018 Daily Arrivals reflect Civilian Air arrivals only

OLD BUSINESS

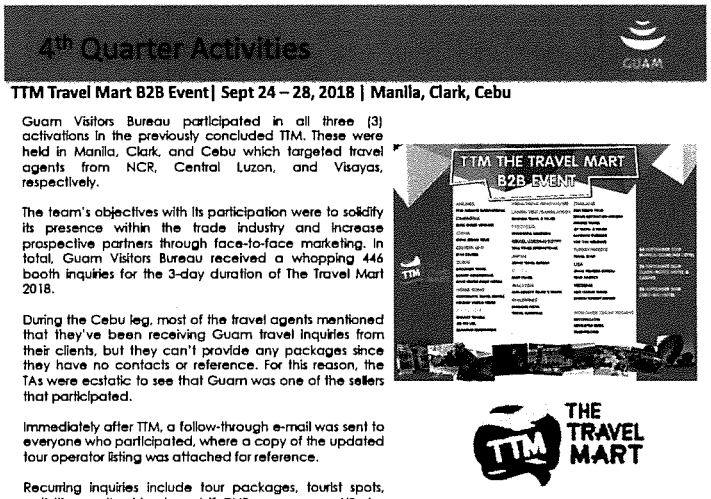
a. FY2018 Q4 Programs Recap (July – September 2018)

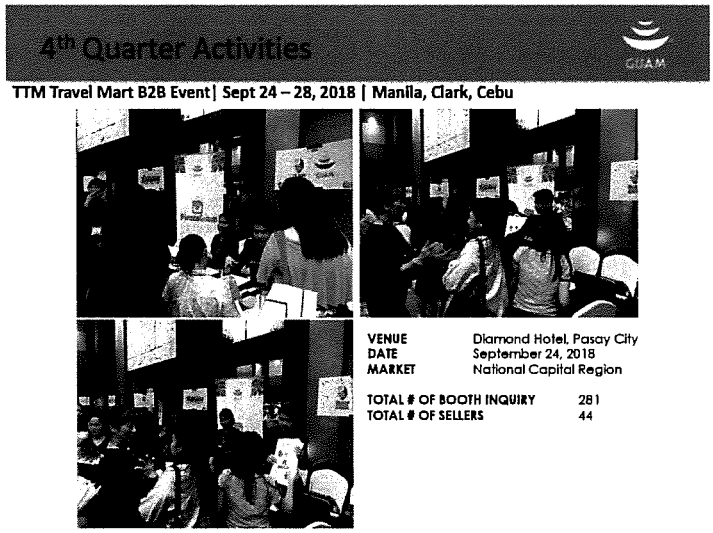
i. North America - NONE

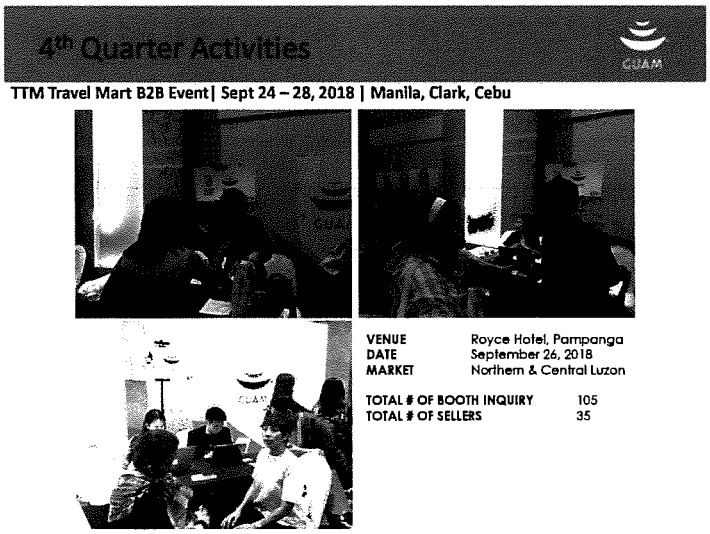
ii. Pacific - NONE

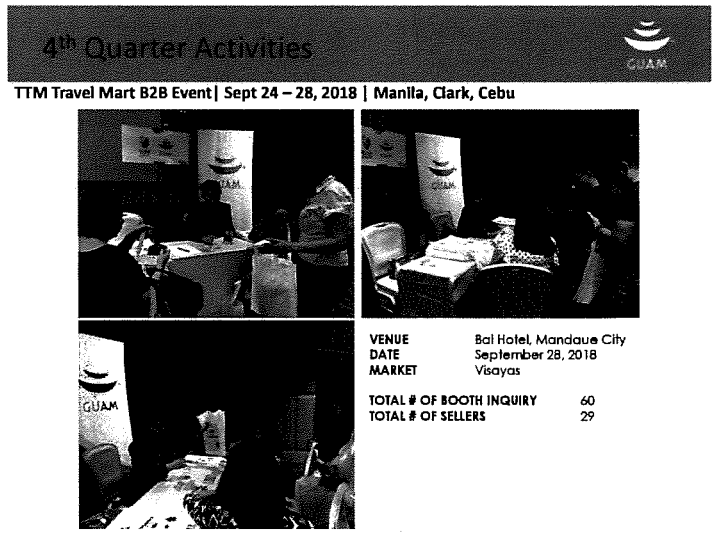
iii. Philippines

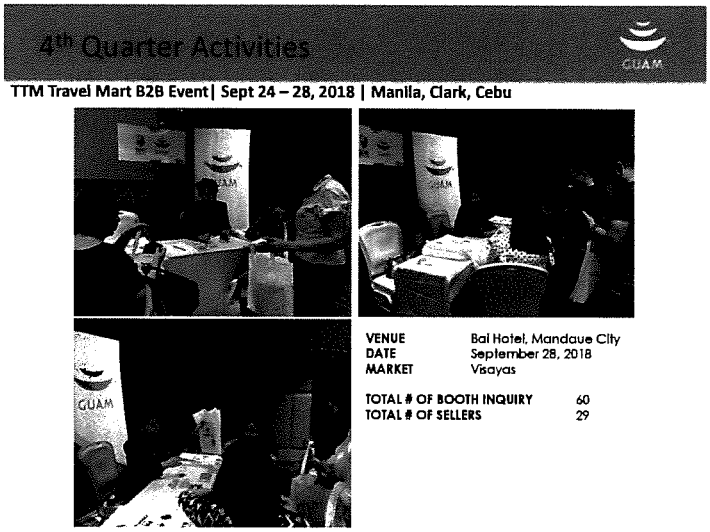
Ms. Nedlic reported that a post report was done for the 4th quarter activities beginning with the TTM Travel Mart that took place in Manila, Clark and Cebu from September 24-28, 2018. This travel mart was a B2B event where GVB met with numerous travel agents who could sell travel packages to Guam. Ms. Nedlic mentioned that the GVB Philippine office has a new Sales and Public Relations manager, Ms. Jeannee Magluyan, who joined GVB for her first event. Collectively, there were over 400 inquiries about travel to Guam. Ms. Nedlic added that moving forward, GVB members will be invited to join in this annual overseas mission to promote their product. Overall, the event was very successful.











NEW BUSINESS

b. FY2019 Q1 Programs (October - December 2018)

i. North America

Mr. Manglona noted that GVB Director of Global Marketing, Ms. Pilar Laguaña, and GVB Global Media Strategist, Jason Lin, had an East Coast Roadshow from October 3-6, 2018. Pilar and Jason met in New York where they met with Google Brand Accelerator Program Manager, Mr. Cameron Kessel. At this meeting, they discussed GVB's FY2019 digital programs as well as upcoming event promotions. Lastly, they also discussed ideas to reach GVB's new emerging markets including Malaysia, Singapore and India. Ms. Laguaña commented that this is the second year GVB has met with Google. At this particular meeting, Google set up GVB with a team based in California to assist with our online social media campaigns.

Ms. Laguaña reported that prior to going to New York to meet with Google, she was in Washington D.C. to participate in the Guam Society America Club, the oldest club of Chamorros in the U.S. Mainland, to promote GVB's new travel package with IWorld of Travel and GVB's Calendar of Events for 2019. Ms. Laguaña further stated that she met with Brand USA, of which Guam is a partner, who will send a representative to Guam to gather content material for marketing promotional materials. The representative that will be in Guam in December 2019 is Alex Lacson, who is a Guam native. Ms. Laguaña also noted she met with the U.S. Department of Commerce Commercial Services and other key representatives from Guam to maintain relationships.

While in New York, Mr. Laguaña reported that she and Jason then met with the Pacific Asia Travel Association (PATA) New York Chapter. In attendance was PATA NYC Chapter travel agents Elizabeth Chen, Simone Oliver Bassous, Antonio Merino, Raymond Zirkle, Antoinette Russo, and the IWorld of Travel (IWOT) President, Richard Krieger. The purpose of this meeting was to discuss Guam's latest product development. Ms. Laguaña made mention of GVB's partnership with IWOT to promote travel packages to Guam and Japan. Mr. Krieger noted he would like to come up with a strategy to introduce Guam to the mainland United States' trade market.

East Coast Road Show - Meeting with Google

Go gle



- **Meeting with** Google Brand Accelerator **Program manager**, Cameron Kessel.
- Discussed the new FY2019 GVB digital programs and the upcoming significant event promotions such as the Shop Guam and K-POP concert.
- We also discussed new ideas for reaching emerging markets such as Malaysia, Singapore and India.

East Coast Road Show – Meeting with PATA New York Chapter and

East Coast Road Show
10/11 Meeting Update



PATA Pacific Asia Travel Association NEW YORK CHAPTER

IWORLD OF TRAVEL

- GVB met with PATA NYC Chapter travel agents Elizabeth Chin, Simone Olivier Bassous, Antonio Merino, Raymond Zirkle, Antoinette Russo, and the I World of Travel President, Richard Krieger.
- We discussed Guam's latest product development, and the new GVB partnership with IWOT. Mr. Krieger from IWOT also talked about the vision of his company and the strategy to introduce Guam to the United State trade market.

Ms. Laguaña reported that she and Mr. Lin then met with Skift Founder and CEO, Rafat Ali, for a Guam product presentation and the possibility of a working partnership, such as being a speaker at a digital conference in Guam in the near future. Skift is a media company founded in 2012 that provides news, research, and marketing services for the travel industry. Lastly, Ms. Laguaña mentioned they also met with Ms. Deborah Yun of multi-language newspaper company Epoch Times to discuss Guam's 75th Liberation in July 2019.

East Coast Road Show - Meeting with PATA New York Chapter and IWOT

East Coast Road Show
10/12 Meeting Update

Skift

ET





- GVB met with Skift Founder and CEO, Rafat Ali, to discuss the Guam's latest product update and possible partnership.
- GVB met with Deborah Yun, the strategic partnership director from Epoch Times, to discuss Guam's 75th Liberation in 2019.

Ms. Laguaña went on to report that after New York, she flew over to Las Vegas for the IMEX 2018 Expo, which is the largest MICE Expo in the United States. This year, representatives from the Dusit Thani Resort Guam joined GVB to promote their facility, which can host MICE groups. GVB had over thirty (30) appointments with MICE planners, all of whom came from Asia. There were three (3) planners who confirmed they would sign contracts with the Dusit to host a MICE convention. Ms. Laguaña noted GVB has an opportunity to improve the way we work with our members. She added Guam needs to host trainings with our DMCs on how to deal with MICE planners from our core markets. She added that Guam needs to be more involved in the Request for Proposal (RFP) process.

International MICE Expo (IMEX) 2018

IMEX 2018
Overview

imex america
LAS VEGAS
OCTOBER 16-18, 2018

GUAM

- 12,389 total participants including exhibitors
- 3,390 exhibitors representing 150 countries
- 60,000 prescheduled appointments
- 3,286 hosted buyers from 61 countries
- 2,566 trade attendees from 62 countries

- GVB conducted total of 32 total appointments
- China x 16
- USA x 7
- Taiwan x 4
- Japan x 1
- EU x 2
- Russia x 1
- Media x 1

International MICE Expo (IMEX) 2018

GCM GRAND CHINA MICE

- **Grand China MICE**
  Interested in doing a proposal for hosting the high end incentive group from Volvo Truck executives in China to Guam. GVB needs to help Grand China prepare a destination proposal by 12/2018 for the incentive trip in Spring 2019. **Approx. 120 pax.**

- **Meetings Made Easy**
  The planner assists the National Association of Chronic Disease Directors who has quarterly meetings in Guam funded by CDC. The planner is working on the next meeting which has about 30 - 40 doctors who will come to Guam from North America. GVB will be assisting with MICE support program.

International MICE Expo (IMEX) 2018

IMEX 2018
Hot Leads for GVB

BLC Capital

- **BLC Capital**
  A New York based Hedge Fund Group plans to launch a new office in Hong Kong and it would like to invite its investors and executives from HK to Guam in 2019. **Approx. 50 - 80 pax.**

- **HPN**
  The meeting planning company, HPN, won the managed travel service contract for a Department of Defense military hospital contractor. Over the next 10 years, HPN will be assisting the contractor with multiple training meetings from North America professionals to Guam, to work with the military hospitals in Guam.

- **Helmsbriscoe**
  The meeting planner has confirmed an education tour group coming to Guam in 2019 or 2020 and GVB will be assistance in planning for the visit.

International MICE Expo (IMEX) 2018

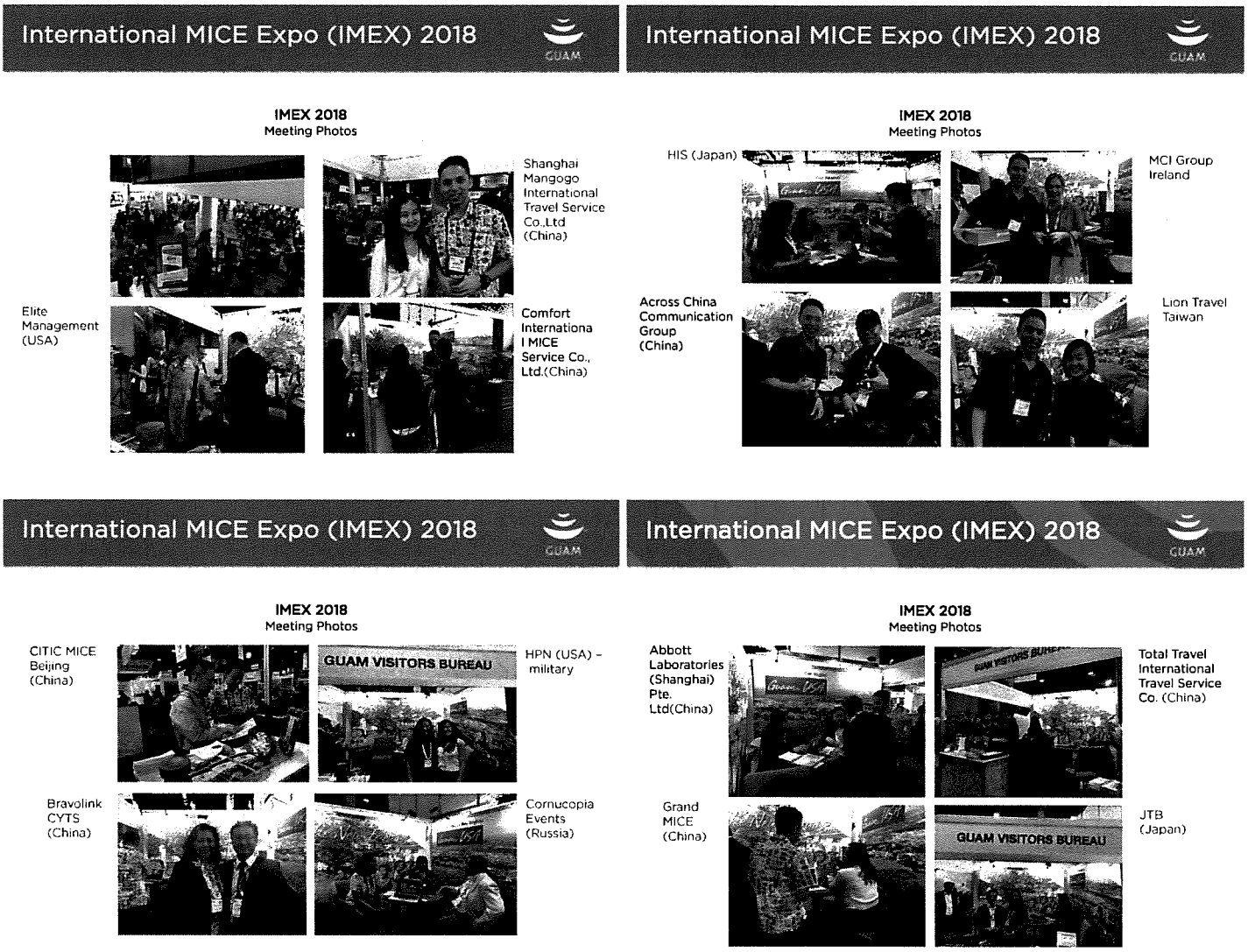
IMEX 2018
Hot Leads for Dusit Thani

cvent ELITE MEETINGS ALLIANCE

The Dusit Thani Guam Resort has secured a prominent opportunities to host two groups coming to Guam, organized by national meeting planner, Elite Meeting Alliance. There will be one 500 pax sales meeting in Feb 2019 and one 50 pax in Feb or Mar 2019 from a multi-national pharmaceutical company. Attendees will be coming from China, Korea, Japan and Taiwan to Guam. Elite Meeting Alliance will be sending out a RFP formally to Dusit Thani to start the bidding process.

Ms. Laguaña noted that GVB has already begun conducting follow-ups with MICE planners who represent clients that already hold U.S. visas. Ms. Laguaña added that GVB is currently developing more MICE collateral material and is working on a MICE microsite. GVB requires that all overseas offices have a MICE representative to assist in selling MICE packages for Guam. Ms. Laguaña added that GVB shares their MICE leads with their members.

Ms. Valerie Blas asked Pilar if the companies were based in the U.S. or Asia? Ms. Laguaña responded that some companies were based in the U.S. to service their China offices. Ms. Blas suggested to Pilar to continue conducting follow-ups with the leads and building relationships, especially with the decision makers. Ms. Laguaña confirmed that is what GVB is actively doing. Ms. Blas added that during her tenure at the Guam Community College, it was all about asking for the sale and having the ground tour operators make a more visible presence in the market. Ms. Laguaña followed up that GVB will go to MICE planners and provide them the tools they need.



ii. Pacific

For the Pacific market, Mr. Manglona shared with the committee that GVB just returned from an overseas mission – Apple Vacations Travel Fair from October 4-7, 2018 in Kuala Lumpur, Malaysia. Aside from Mr. Manglona, GVB Destination Manager Doris Ada and four cultural dancers also attended the show. Mr. Manglona added that after attending MATTA, the largest consumer show in Kuala Lumpur, Malaysia, GVB was invited by Apple Vacations to attend their travel fair. Apple Vacations is one of Kuala Lumpur's largest and prominent travel agencies.

Mr. Manglona shared that as a result of attending the Fair, Apple Vacations, who has already begun selling an all-inclusive Guam vacation package, was able to secure three inaugural groups to visit Guam in December 2018 through February 2019. Mr. Manglona further added that the familiarization groups coming to Guam will include Apple Vacations CEO plus other media out of Malaysia, which will inevitably create great exposure for Guam as we look to expanding the Southeast Asia market further.

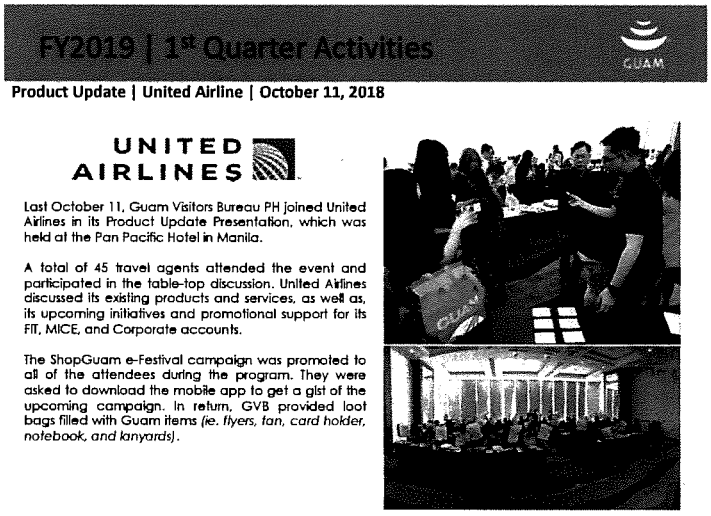


Ms. Laguaña commended Mr. Manglona for his efforts in conducting progressive follow-ups with GVB's Malaysia contacts. Ms. Laguaña added that during GVB's missions to Malaysia, they spoke with Korean Airlines and United Airlines regarding air route options for Malaysians to travel to Guam.

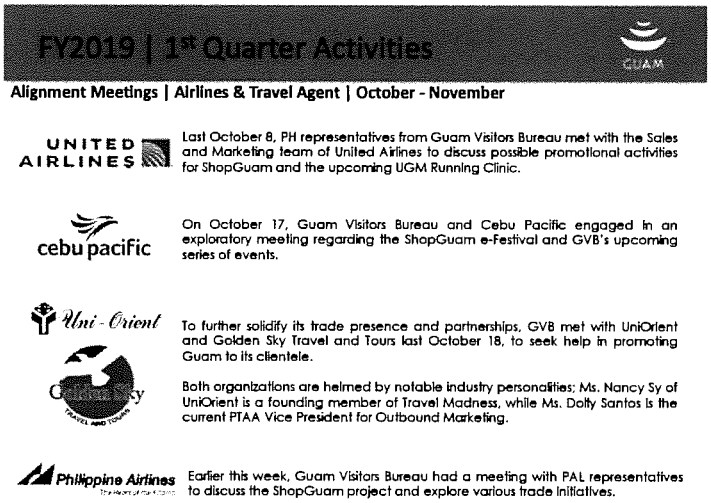
Mr. Oshita asked how the Malaysians get to Guam. Mr. Manglona responded that they fly from Malaysia to Manila, Philippines then to Guam via Philippine Airlines (PAL). The package is $1,500 USD, which includes airfare, hotel, meals and optional tours for 6 days.

iii. Philippines

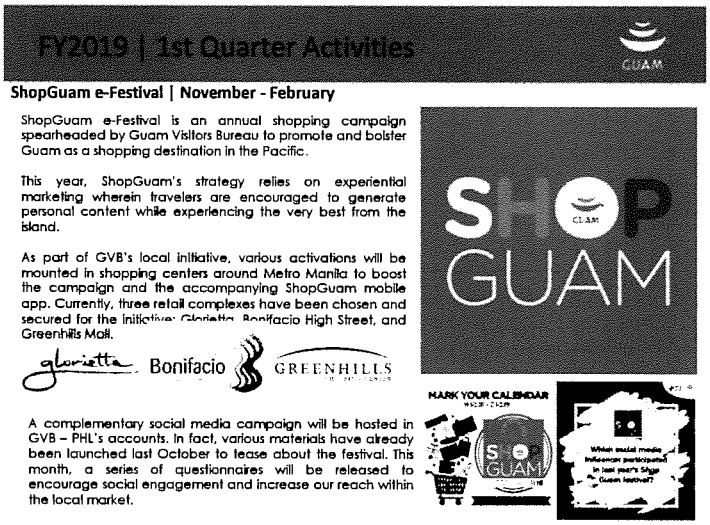
Ms. Nedlic reported on FY2019 1st quarter activities beginning with the Guam product update with United Airlines on October 11, 2018. There were 45 travel agents that attended the event. GVB was able to share upcoming promotions, such as the ShopGuam e-Festival campaign, which offers travelers promotional discounts at restaurants, stores and other establishments.



Ms. Nedlic added that they started conducting pre-promotions in October up until December 2018 with various airlines seeking their support for the ShopGuam e-Festival campaign. Airline meetings took place with United Airlines, Cebu Pacific, Uni-Orient, Golden Sky and Philippine Airlines.

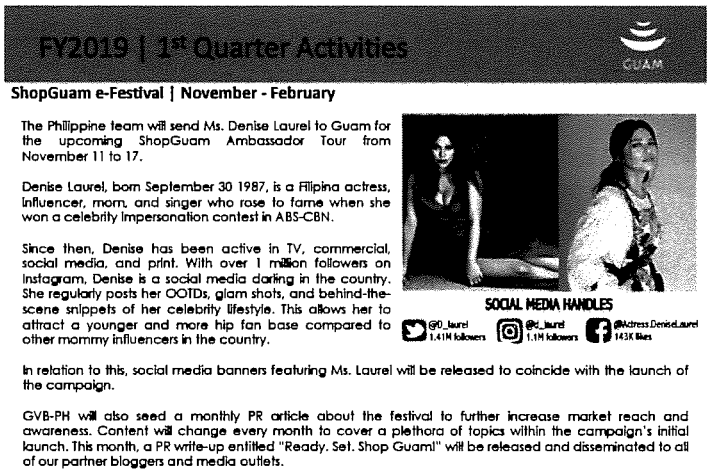


Ms. Nedlic shared that for ShopGuam, the GVB Philippine market is looking to conduct mall activations in Laguardia, Fort Bonifacio and Green Hills areas. Last year, GVB faced challenges with the number of downloads; however, they added a third location in hopes of increasing the number of application downloads. Pilar Laguaña added that she would like to see more work done with the airports in the Philippines to assist with promoting ShopGuam so that travelers coming to Guam can download the application prior to their arrival on island. Ms. Nedlic confirmed that they are already in communication with UA and PAL regarding this.



Lastly, Ms. Nedlic briefly spoke about the ShopGuam Ambassador familiarization tour. The Philippine market invited Ms. Denise Laurel to Guam to be one of the SG Ambassadors for

GVB's Discovery Tour. Each major market invited a social media influencer to discover Guam's latest offerings from November 11-17, 2018, as part of their initial launch of the ShopGuam campaign. Ms. Laurel is a social media influencer with over a million followers on Instagram and Twitter. Ms. Laguaña commented that this is GVB's 7th Annual ShopGuam festival. Each influencer from each of the core markets will be given $5,000 USD to purchase items on Guam and engage their audience by holding online social media contests.



FY2019 | 1st Quarter Activities

GUAM

ShopGuam e-Festival | November - February

The Philippine team will send Ms. Denise Laurel to Guam for the upcoming ShopGuam Ambassador Tour from November 11 to 17.

Denise Laurel, born September 30 1987, is a Filipina actress, influencer, mom, and singer who rose to fame when she won a celebrity impersonation contest in ABS-CBN.

Since then, Denise has been active in TV, commercial, social media, and print. With over 1 million followers on Instagram, Denise is a social media darling in the country. She regularly posts her OOTDs, glam shots, and behind-the-scene snippets of her celebrity lifestyle. This allows her to attract a younger and more hip fan base compared to other mommy influencers in the country.

SOCIAL MEDIA HANDLES

@0_laurel 1.41M followers

@t_laurel 1.1M followers

@Actress.Denise.Laurel 143K likes

In relation to this, social media banners featuring Ms. Laurel will be released to coincide with the launch of the campaign.

GVB-PH will also seed a monthly PR article about the festival to further increase market reach and awareness. Content will change every month to cover a plethora of topics within the campaign's initial launch. This month, a PR write-up entitled "Ready. Set. Shop Guam!" will be released and disseminated to all of our partner bloggers and media outlets.

ANNOUNCEMENTS

- GVB Research Department News
  - Sydney Leon Guerrero shared that GVB's research department has begun tracking U.S. exit surveys beginning October 2018 for the start of FY2019.
  - Ms. Camacho noted that there was a complaint that there aren't enough Customs forms at the airport. Ms. Leon Guerrero responded to that saying they distributed more than enough forms to each airline from 9 months up until a year's supply. Based on the number of forms distributed to the airlines, GVB can track how many are actually being utilized based on a code that is scanned when the forms are being processed.
  - Another complaint was that the forms are now too small so people with longer names have limited space to fill out pertinent information. Ms. Laguaña wanted to note on record that the data being processed is extremely valuable and Guam is highly commended by many other businesses locally and internationally for collecting and publishing that data on a timely basis.
- GVB is a drop-off location for any Typhoon Yutu relief goods
- Free K-POP for visitors and residents at Ypao Beach | December 1, 2018
- Next NAP Meeting | December 5, 2018 at 2:00PM

ADJOURNMENT

Ms. Valerie Blas made a motion and seconded by Ms. Kathy Segal to adjourn the meeting at 3:33PM. Meeting adjourned.

Prepared by:

Maria C. San Nicolas, Marketing Coordinator – North America & Pacific

Reviewed by:

Mark Manglona, Marketing Manager – North America & Pacific

Reviewed by:

Regina Nedlic, Marketing Manager – Russia & Philippines

Approved by:

Pilar Laguaña, Director of Global Marketing

EXHIBIT D

JAPAN MARKETING COMMITTEE MEETING - TUESDAY, DECEMBER 11, 2018

JMC MEMBERS PRESENT: Bill Nault, Satoru Murata, Mike Lee, Kiyoshi Kawano, Jerry White, Daisuke Tsuchiya, Toshio Akigami, Milton Morinaga,

OFF-ISLAND: Tak Takano, Monte Mesa

OBSERVERS/GUESTS PRESENT: Yusuke Imazu, Sayumi Ishioka, Katsutoshi Kabasawa, Koji Nagano, Mitsue Nakamura, Yoshinori Oshita, Yoshihisa Otani, Osamu Takahashi, Kyoichi Aoki, Kazu Atsuta, Ellis Baldevia, Akiko Futakami, Asher Goldenberg

ABSENT: Terry Debold, Kiyoshi Kawano, Daisuke Tsuchiya, Norio Nakajima

GVB: Nathan Denight, Brian Borja, Russell Ocampo

GVB JAPAN: Hiroshi Kaneko, Acting Director

GOOGLE HANGOUTS: Kochi Hoshino

CALL TO ORDER

The meeting was called to order at 1:30 PM.

APPROVAL OF MINUTES

Motion made by Mr. Toshio Akigami and seconded by Mr. Mike Lee to approve the minutes of November 13, 2018. Minutes approved.

REPORT OF THE CHAIRMAN

- Expressed thanks to the Committee, GVB Japan staff and management for their work this past year
- Early in the year it was noted that increasing air capacity will be the key factor to increase tourist numbers
- Airlines have supported GVB to include United, Japan Airlines, Jeju Air, and T'way. Hope to continue support in this area.
- In 2019, there is more work to be done with GVB.
    - Demand. There needs to be a buildup of demand, which can be made by considering: (1) price of goods or services, (2) income of buyers, (3) price of related goods or services, (4) taste of the consumer and (5) expectations.
    - Demand has a lot to do with the price of goods. We need to look at the price of goods and how we sell our products and the income of the buyers. Also, the price of related goods and services as well as the taste of the consumers (what consumers want).
    - Include all these five elements, you be able to build demand. Ignore one of these elements, you will never be able to create demand.

REPORT OF MANAGEMENT

President expressed the following remarks:

- Thank you to Chairman Morinaga, JMC Chairs Bill-san and Murata-san
- It was difficult this year with North Korea issues and loss of seats in Micronesia
- We put together the MegFam in about 60 days; a short amount of time but without the help of United and other partners we showed Guam is still here and still a safe destination
- Director Kaneko-san has focused on air service development
- Committee work has been good.

EXHIBIT D

- As far as demand, we thank all our office and our partners. We have been focused to make Guam a trendier destination through our #instaGuam campaign using social media. You can see it as the OL is an influencer of travel. Trends are set through Instagram through OL's going to restaurants and experiencing tours, taking the perfect photos and sharing that with their friends. The average person has about 300 friends and family but some people reach more using the power of influencers to get the word out here. You can see Guam is becoming a trendier destination but need help on the government side to clean the parks and bathrooms and that's always an issue. We are very much involved on that side of it. GVB will continue to push those agencies and do what we can when we can do it. We have been doing it, but there is only so much we can do. On the private side, continue the new home businesses to really think about that customer; think about the customer at your restaurant or business if your food is presented in a way for the customer to want to take a picture of it. If plated in a nice way, people take a photo of it and promote your business, which costs nothing. Place artwork and people take a photo of it. Example is Fizz & Co with the interior decorations and environment as promoted on social media.
- In that mindset, everyone has challenges and not everyone can renovate their business, but there are little things you can do with that creativity. Ask you staff how they can get involved
- GVB will be doing phase II of #instaGuam working with businesses to create insta-spots. It is a way get more value for our members and more exposure through this campaign.
- KPOP update
  - Over 5,000 total attendees with Guam as the largest
    - Almost 4,000 from Guam
    - 467 from Korea
    - 382 rom Japan
    - 226 US
    - 41 Taiwan
    - 27 China
    - 21 Hong Kong
    - 115 Philippines
    - 17 Russia
    - 37 Others
  - Huge value will be media value as it was a made for TV concert
  - Content will be used for promotional purposes
  - Will be aired in Korea, Taiwan and Japan
  - TWICE is very popular in Japan
  - Supernova lived in Japan for over 10 years
  - Focused on talent who are popular in Japan

President Denight continued his report with the following:

- Statistics
- Three Month Forecast
- Air Service Development

EXHIBIT D

November 2018

November 1-30, 2018 **Total: 129,510 (+6.0%)**

% Market Mix	Origin	2017	2018	% to LY
42.8%	Japan	44,428	55,471	24.9%
43.8%	Korea	61,209	56,781	-7.2%
1.6%	Taiwan	1,961	2,057	4.9%
0.7%	China	1,063	928	-12.7%
5.3%	US/Hawaii	5,699	6,814	19.6%
0.5%	Hong Kong	696	594	-14.7%
1.9%	Philippines	2,504	2,503	0.0%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: November 2018 Daily Arrivals reflect Civilian Air arrivals only

Calendar Year to Date 2018

January – November 30, 2018 **Total: 1,402,733 (-0.1%)**

% Market Mix	Origin	2017	2018	% to LY
35.7%	Japan	571,673	500,921	-12.4%
48.7%	Korea	614,933	682,683	11.0%
1.8%	Taiwan	30,409	25,639	-15.7%
1.1%	China	20,310	15,178	-25.3%
6.0%	US/Hawaii	69,402	84,722	22.1%
0.4%	Hong Kong	13,948	5,641	-59.6%
1.2%	Philippines	17,031	17,131	0.6%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: November 2018 Daily Arrivals reflect Civilian Air arrivals only

Fiscal Year to Date 2019

October – November 30, 2018 **Total: 251,166 (+6.6%)**

% Market Mix	Origin	2017	2018	% to LY
39.2%	Japan	78,917	98,484	24.8%
46.9%	Korea	117,501	117,764	0.2%
1.6%	Taiwan	3,862	4,047	4.8%
0.9%	China	2,458	2,253	-8.3%
5.6%	US/Hawaii	11,017	14,076	27.8%
0.4%	Hong Kong	1,307	1,095	-16.2%
1.8%	Philippines	4,238	4,443	4.9%

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Note: November 2018 Daily Arrivals reflect Civilian Air arrivals only

3 Month Forecast

(as of 11Dec.2018)

Month	2018/2019 Arrival Forecast	2018/2019 Capacity	2018/2019 LF	2017/2018 Arrival	2017/2018 Capacity	2017/2018 LF	Diff Arrival	Diff Capacity
December	57,000	79,791	71%	48,958	64,140	76%	+16%	+24%
January	58,000	81,218	75%	41,250	61,098	68%	+41%	+33%
February	54,000	72,812	74%	46,599	54,990	85%	+16%	+32%

(Data Source : Dai Ni, JGTA and other HI)

Dec 2018
Narita
UA: 21 flights per week (6,258)
JL: 14 flights per week (2,786)
Nagoya
UA: 7 flights per week (1,162)
Kansai
UA: 7 flights per week (1,162)
TW: 7 flights per week (1,323)
7C: 7 flights per week (1,323)
Fukuoka
UA: 7 flights per week (826)

Jan 2019
Narita
UA: 21 flights per week (6,258)
JL: 14 flights per week (2,786)
Nagoya
UA: 7 flights per week (1,162)
TW: 1 flight per week (189)
Kansai
UA: 7 flights per week (1,162)
TW: 7 flights per week (1,323)
7C: 7 flights per week (1,323)
Fukuoka
UA: 7 flights per week (826)

Feb 2019
Narita
UA: 21 flights per week (6,258)
JL: 14 flights per week (2,786)
Nagoya
UA: 7 flights per week (1,162)
TW: 1 flight per week (189)
Kansai
UA: 7 flights per week (1,162)
TW: 7 flights per week (1,323)
7C: 7 flights per week (1,323)
Fukuoka
UA: 7 flights per week (826)

Charter Flight Information:
Dec:
Narita: 40 flights (7,545)
Nagoya: 4 (746)
Kansai: 16 (2,991)
Fukuoka: 1 (190)
Takamatsu: 1 (194)
Hiroshima: 1 (194)
Matsuyama: 1 (185)
Jan:
Narita: 32 (11,963)
Nagoya: 6 (1,564)
Sapporo: 2 (342)
Matsumoto: 1 (147)
Feb:
Narita: 58 (10,444)
Nagoya: 4 (752)
G/Total: 187 flights, (36,617 seats)

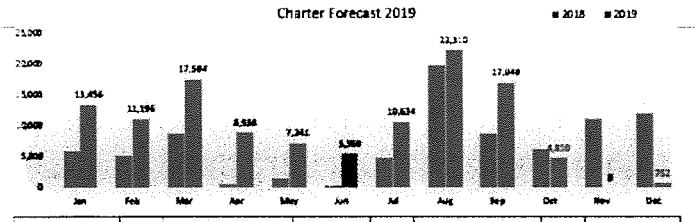
Air Service Development

(as of 11Dec.2018)

Charter Forecast 2019

Total : 119,529 seats. (+ 34,583 seats, +141%)

2018 : 84,946 seats
2017 : 33,468 seats.
2016 : 20,515 seats.



Charter	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2018: Charter (494)	8,977	5,284	8,886	986	1,498	6	4,882	19,914	8,986	6,221	11,031	11,986	84,946
2019: Charter (842)	13,456	11,196	17,584	8,536	7,241	8,560	10,634	22,316	17,948	4,810	0	752	119,529
Diff (+ 178) vs 2018	125%	113%	98%	1479%	415%		118%	12%	82%	-23%	-100%	-94%	41%

Confidential and subject to change

Air Service Development

(as of 11Dec.2018)

- **Tway Airlines update:**

New regular operation from Chubu to Guam.

- Every Saturday.
- Inaugural flight, December 29th, 2018.
- Flight schedule

TW337 NGOGUM 10:00 14:30
TW338 GUMNGO 15:30 18:15

- Date :

Dec.18: 29Dec.18 (1 flight)
Jan.19: 5/12/19/26Jan.19 (4 flights)
Feb.19: 2/9/16/23Feb.19 (4 flights)
Mar.19: 2/9/16/23/30Mar.19 (5 flights)
Apr.19: 6/13/20/27Apr.19 (4 flights)
May.19: 4/11/18/25May.19 (4 flights)
Jun.19: 1/8/15/22/29Jun.19 (5 flights)
Jul.19: 6/13/20/27Jul.19 (4 flights)
Aug.19: 3/10/17/24/31Aug.19 (5 flights)
Sep.19: 7/14/21/28Sep.19 (4 flights)

Total: 40 flights x 188 seats = 7,520 seats

t'way





EXHIBIT D

Air Service Development

(as of 11Dec.2018)

- **Tway Airlines update:**

Charter operation from Chubu to Guam.

t'way

- Every Wednesday +.
- Flight schedule

TW9337 NGOGUM 10:00 14:30
TW9338 GUMNGO 15:30 18:15

- Date:

Dec.18: 30-31Dec.18 (2 flights)
Jan.19: 1-3/6/9/16/23/30Jan.19 (8 flights)
Feb.19: 6/13/20/27Feb.19 (4 flights)
Mar.19: 6/13-15/17-22/24-29/31Mar.19 (17 flights)
Apr.19: 1-4/8/10-11/15/17-18/22/24-25/28-30Apr.19 (16 flights)
May.19: 1-3/6/8-9/13/15-16/20/22-23/27/28-30May.19 (15 flights)
Jun.19: 3/5-6/10/12-13/17/19-20/24/26-27Jun.19 (12 flights)
Jul.19: 1/3-4/8/10-11/15/17-18/22/24-25/28-31Jul.19 (16 flights)
Aug.19: 1-2/4-9/11-16/18-23/25-29Aug.19 (25 flights)
Sep.19: 2/4-5/9/11-12/16/18-19/23/25-26/31Sep.19 (13 flights)

Total: 128 flights x 188 seats = 24,064 seats



Mr. Hiroshi Kaneko reported on the following:

- Japan Seat Capacity
- Kanto Update
- School Business
- Japan Market Update
- Shop Guam e-Festival
- Homepage & SNS
- Price Competition

Japan Seat Capacity

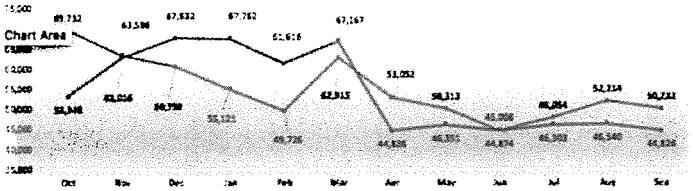
(as of 11Dec.2018)

Capacity Forecast in 2019 (Regular)

FY19 : 654,461
FY18 : 660,692
Diff : -6,231 seats (-0.9%)

Data Source : Dkio Mk & other Mk

Regular Capacity Forecast 2019



Capacity Forecast FY19	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
FY19 : Regular capacity	53,348	53,016	67,832	67,762	61,616	67,167	44,826	46,351	44,874	46,303	46,540	44,826	654,461
FY18 : Regular capacity	59,732	63,596	66,736	66,121	69,726	62,815	53,052	50,313	46,008	46,864	52,214	50,232	660,692
FY19 vs FY18	-10.5%	-16.7%	11.7%	22.5%	-17.9%	6.5%	-15.5%	-7.9%	-2.3%	-0.6%	-10.9%	-10.8%	-0.9%

Confidential and subject to change

Japan Seat Capacity

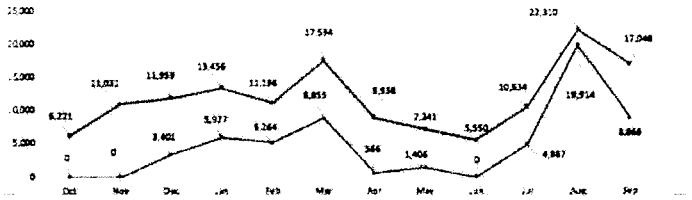
(as of 11Dec.2018)

Capacity Forecast in 2019 (Charter)

FY19 : 143,178
FY18 : 59,138
Diff : +84,042 (+242%)

Data Source : Dkio Mk & other Mk

Charter Capacity Forecast 2019



Capacity Forecast FY19	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
FY19 : charter capacity	6,221	11,031	8,868	7,476	8,932	8,736	8,172	5,836	5,550	8,747	2,996	8,182	84,042
FY18 : charter capacity	0	0	1,461	1,877	3,264	3,886	366	1,406	0	4,867	18,914	0,866	59,138
FY19 vs FY18	6,221	11,031	8,868	7,476	8,932	8,736	8,172	5,836	5,550	8,747	2,996	8,182	84,042

Confidential and subject to change

EXHIBIT D

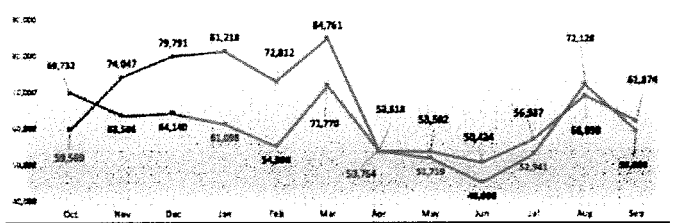
Japan Seat Capacity

(as of 11Dec.2018)

Capacity Forecast in 2019 (Total)

FY19 : 797,639
FY18 : 719,828
Diff : +77,811 seats (+11%)

Total Capacity Forecast 2019



Capacity Forecast FY19	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total
FY19 : Total capacity	59,569	74,047	79,791	81,218	72,812	84,761	53,764	53,592	50,424	56,937	66,890	61,874	797,639
FY18 : Total capacity	69,732	69,896	64,140	61,696	54,900	71,778	59,018	51,719	46,098	52,941	72,128	59,696	719,828
FY19 vs FY18	-14.6%	16.9%	24.4%	32.9%	32.4%	18.1%	-8.3%	3.6%	12.9%	7.3%	-7.3%	4.7%	10.8%

Confidential and subject to change

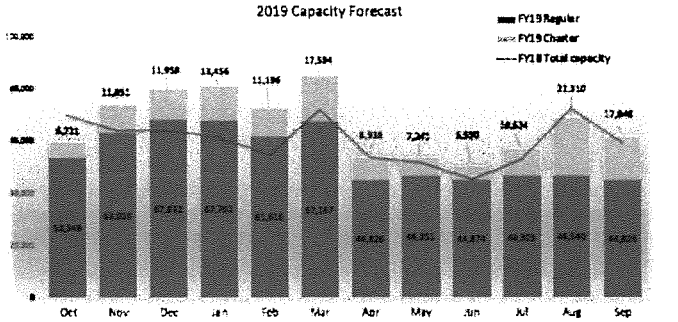
Japan Seat Capacity

(as of 11Dec.2018)

Capacity Forecast in 2019

Total capacity 797,639 seats. (4,346 flights) (+10.8%)
Regular flight: 654,461 seats. (3,578 flights) (-0.9%)
Charter flight: 33,468 seats. (768 flights) (+242%)

2019 Capacity Forecast



Confidential and subject to change

Kanto

(as of 11Dec.2018)

Year-end Charter Sales update:

Airline	Dep. port	Dep Date	Time (subject to change)	Aircraft	Capacity	Expected LF
Tway	Narita	28-31Dec.18	11:25 16:15	B737-800	186 x 4	over 90%
China	Narita	29-30Dec.18	21:25 02:10+1	B737-800	307 x 2	over 95%
Uzbekistan	Narita	29-31Dec.18	10:00 14:40	A320-200	148 x 3	over 90%
JEJU	Narita	01-31Dec.18	10:05 15:00	B737-800	185 x 31	------

Year-end period : (28-31Dec.18)

- TW : 752 seats.
- CI : 614 seats.
- HY : 444 seas.
- Total : 1,819 seats.

Comparison to LY: 182%
(LY:990 seats)



Kanto

(as of 11Dec.2018)

GW Sales update:

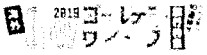
- Period: 4/27 - 5/6.
- 10 consecutive holidays
- Started selling package, air etc by major wholesalers.
- Guam: No. 3 to 4 position.



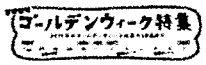
- Additional flight information

Airline	Dep. port	Period	Aircraft	Capacity
Tway	Narita	27Apr - 03May.19	B737-800	186 x 7
Tway	Nagoya	27Apr - 03May.19	B737-800	186 x 7
Tway	Kansai	27Apr - 03May.19	B737-800	186 x 6
Tway	Fukuoka	28Apr & 02May.19	B737-800	186 x 2
------	Chushikoku	27Apr - 03May.19	A320	193 x 7
Total		27Apr - 03May.19	29 flights	29

Total: 29 flights (more than 5,000 seats)
Comparison to FY18: 410%







Kanto

(as of 11Dec.2018)

YEG 40th anniversary Reception in Guam.

- Kashiwa Chambers of commerce visited Guam. (Young Entrepreneur Group).
- Period: November 17 - 21, 2018.
- Partnership tie-up between Kashiwa and Guam.
- MOU with Guam Young Professional
- MOU with University of Guam





School Business

(as of 11Dec.2018)

Kansai School Business by TW.

2018:

- Period: 10/23 - 12/16, 2018.
- Frequency: 48 flights.
- Port : Kansai.
- School: 64 schools.
- Number: 6,188 pax.

2019 forecast:

- Period: Oct - Dec, 2019.
- Frequency: more than 50 flights.
- Port : Kansai.
- School: more than 60 schools.
- Number: more than 6,500 pax.

t'way x



EXHIBIT D

Japan Market Update

(as of 11Dec.2018)

Guam Charter Summary: (December 28 – 31, 2018 period)

Total 23 Charter flights will operate during year-end & new year holiday period.

Departure port	Airline	Departure Date	Time	Capacity
Narita	T'way	28-31Dec.18	11:25 16:15	188 x 4
Narita	China Airlines	29-30Dec.18	21:25 02:10+1	307 x 2
Narita	Uzbekistan	29-31Dec.18	10:00 14:40	148 x 3
Narita	JEJU Air	28-31Dec.18	10:05 15:00	185 x 4
Nagoya	T'way	30-31Dec.18	10:20 14:50	188 x 2
Nagoya	JEJU Air	29-30Dec.18	21:30 02:10+	185 x 2
Kansai	T'way	30Dec.18	11:30 15:55	189
Kansai	China Airlines	30Dec.18	10:35 15:15	156
Fukuoka	JEJU Air	29Dec.18	09:45 14:00	180
Hiroshima	China Airlines	29Dec.18	21:20 02:05+1	156
Takamatsu	China Airlines	29Dec.18	09:00 13:45	156
Matsuyama	JEJU Air	30Dec.18	09:15 13:45	185

Capacity Summary by port :
- Narita 2,550, Nagoya 746, Kansai, 345. Fukuoka 180, Hiroshima 156. Takamatsu 156. Matsuyama 185
- Total : 4,318 seats (122% vs LY)

Shop Guam: JAL in Cabin

(as of 11Dec.2018)

Narita to Guam in the cabin. (JL8943 & JL941)





Shop Guam : JAL in Cabin

(as of 11Dec.2018)

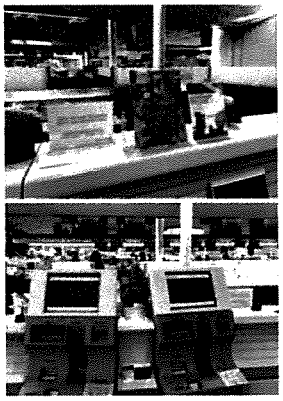
Narita to Guam in the cabin. (JL8943 & JL941)




Shop Guam: United

(as of 11Dec.2018)

Narita Airport check in counter




Shop Guam: United

(as of 11Dec.2018)

Kansai & Fukuoka Airport check in counter





Shop Guam: United

(as of 11Dec.2018)

Nagoya Airport check in counter



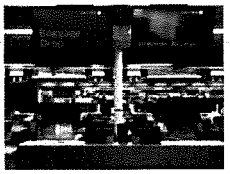


EXHIBIT D

Tway Check-in Counter

(as of 11Dec.2018)

Kansai Airport check in counter






JEJU Air Check-in Counter

(as of 11Dec.2018)

Kansai Airport check in counter





Shop Guam: JGTC Members

(as of 11Dec.2018)

KNT Web page



Shop Guam: JGTC Members

(as of 11Dec.2018)

TOBU Top Web page



Homepage & SNS *As of 3 Dec*

(as of 11Dec.2018)

GVB Website NOV 2018

User Total : 54,541 (-1,761)
Page View Total : 133,649 (-9,719)

TOP3 pages

1: Immigration To Guam
2: Question
3: Money

GVB SNS Fans

Facebook Total : 24,259 (+70)
Twitter Total : 9,899 (-21)
Instagram Total : 15,501 (+1,697)

SNS engaging contents TOP3 (Facebook, Twitter, Instagram)



SHOP GUAM Eggs'n things
Instagram
Day: Nov 27
LIKE: 857



SHOP GUAM CINNABON
Instagram
Day: Nov 22
LIKE: 846

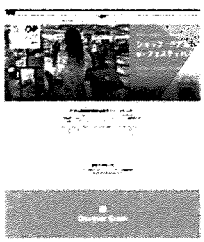


Holiday Information
Facebook
Day: Nov 26
Reach: 5,834

Homepage & SNS *As of 3 Dec*

(as of 11Dec.2018)

Website transition



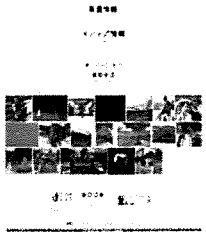



EXHIBIT D

Price Competition

(as of 11Dec.2018)

Package Price:

Condition:
Destination: **Guam**
Departure month: February 2019
Product: Package Product (web)
Duration: 3 nights 4 days
Carrier: JL/TW/LJ/7C/UA

GUAM	lowest	Highest	lowest	Highest
Dep port	Narita (NRT)	Narita (NRT)	Kansai (KIX)	Kansai (KIX)
Airline	UA/JL/TW/LJ	UA/JL/TW/LJ	UA/TW/7C	UA/TW/7C
Hotel Grade	Economy grade	Economy grade	Economy grade	Economy grade
Duration	3 nights 4 days	3 nights 4 days	3 nights 4 days	3 nights 4 days
HIS	¥64,800	¥157,800	¥69,800	¥244,000
NTA	¥78,900	¥162,900	¥73,900	¥191,900
KNT	¥74,700	¥234,700	¥92,800	¥179,800
JTB	¥64,800	¥186,800	¥59,800	¥213,000
JALPAK	¥106,000	¥234,000	¥ 132,000	¥ 260,000
	(JL only)	(JL only)	(JL only)	(JL only)

Data source : TRAVELKO & subject change

Price Competition

(as of 11Dec.2018)

Package Price:

Condition:
Destination: **Taiwan**
Departure month: February,2019
Product: Package Product (web)
Duration: 3 nights 4 days
Carrier: JW/BR/CX/NH/CI/JL/MM/PR/3K/IT/GK/TR

Taipei	lowest	Highest	lowest	Highest
Departing port	Narita or Haneda	Narita or Haneda	Kansai (KIX)	Kansai (KIX)
Airline	Any	Any	Any	Any
Hotel Grade	Economy grade	Deluxe grade	Economy grade	Deluxe grade
Duration	3 nights 4 days	3 nights 4 days	3 nights 4 days	3 nights 4 days
HIS	¥35,800	¥196,000	¥40,800	¥219,000
NTA	¥52,900	¥157,900	¥39,900	¥125,900
KNT	¥94,000	¥183,000	¥90,800	¥207,800
JTB	¥44,800	¥148,800	¥49,800	¥132,800
JALPAK	¥69,000	¥276,000	¥66,000	¥223,000
	(JL only)	(JL only)	(JL only)	(JL only)

Data source : TRAVELKO & subject change

Price Competition

(as of 11Dec.2018)

Package Price:

Condition:
Destination: **Korea**
Departure month: Febuary 2019
Product: Package Product (web)
Duration: 3 nights 4 days
Carrier: any (direct)

Seoul	lowest	Highest	lowest	Highest
Departing port	Narita or Haneda	Narita or Haneda	Kansai (KIX)	Kansai (KIX)
Airline	Any	Any	Any	Any
Hotel Grade	Economy grade	Deluxe grade	Economy grade	Deluxe grade
Duration	3 nights 4 days	3 nights 4 days	3 nights 4 days	3 nights 4 days
HIS	¥25,800	¥91,800	¥31,800	¥87,800
NTA	¥27,900	¥132,900	¥32,900	¥73,900
KNT	¥29,800	¥151,000	¥39,800	¥74,800
JTB	¥29,800	¥93,800	¥30,800	¥75,800
JALPAK	¥59,000	¥218,000	----	----
(via MNL)	(JL only)	(JL only)	(JL only)	(JL only)

Data source : TRAVELKO & subject change

Price Competition

(as of 11Dec.2018)

Package Price:

Condition:
Destination: **Cebu**
Departure month: February 2019
Product: Package Product (web)
Duration: 3 nights 4 days
Carrier: PR/JW/5J

Cebu	lowest	Highest	lowest	Highest
Departing port	Narita or Haneda	Narita or Haneda	Kansai (KIX)	Kansai (KIX)
Airline	Any	Any	Any	Any
Hotel Grade	Economy grade	Deluxe grade	Economy grade	Deluxe grade
Duration	3 nights 4 days	3 nights 4 days	3 nights 4 days	3 nights 4 days
HIS	¥44,800	¥171,000	¥62,800	¥172,000
NTA	¥60,900	¥102,900	¥61,900	¥133,900
KNT	¥84,800	¥224,000	¥79,800	¥178,800
JTB	¥53,800	¥122,800	¥71,800	¥158,800
JALPAK	¥85,000	¥279,000	----	----
(via MNL)	(JL only)	(JL only)	(JL only)	(JL only)

Data source : TRAVELKO & subject change

Price Competition

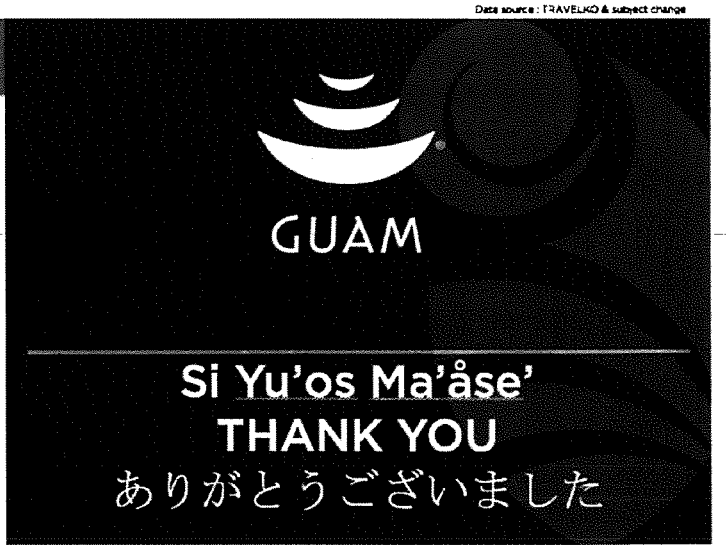
(as of 11Dec.2018)

Package Price:

Condition:
Destination: **Hawaii**
Departure month: February 2019
Product: Package Product (web)
Duration: 3 nights 5 days
Carrier: JL/NH/DL/HA/UA/D7/TR/KE

Honolulu	lowest	Highest	lowest	Highest
Departing port	Narita or Haneda	Narita or Haneda	Kansai (KIX)	Kansai (KIX)
Airline	Any	Any	Any	Any
Hotel Grade	Economy grade	Deluxe grade	Economy grade	Deluxe grade
Duration	3 nights 5 days	3 nights 5 days	3 nights 5 days	3 nights 5 days
HIS	¥97,800	¥439,800	¥79,800	¥520,000
NTA	¥112,900	¥257,900	¥97,900	¥369,900
KNT	¥74,700	¥291,700	¥140,000	¥447,000
JTB	¥86,800	¥397,000	¥78,800	¥411,000
JALPAK	¥111,000	¥510,000	¥121,000	¥513,000
	(JL only)	(JL only)	(JL only)	(JL only)

Data source : TRAVELKO & subject change



REPORT OF ADK

Mr. Hoshino reported on the following:

- Public Relations Update

EXHIBIT D

- FY2019 Communication Plan
- InstaGuam Golf Campaign
- Advertising Update
  - InstaGuam Campaign: Transit Media
  - Web Advertising
- Appendix A: InstaGuam Web Media Report
  - InstaGuam Golf Campaign
  - InstaGuam Student Campaign
  - K-POP Concert in Guam
  - InstaGuam Campaign (OL)

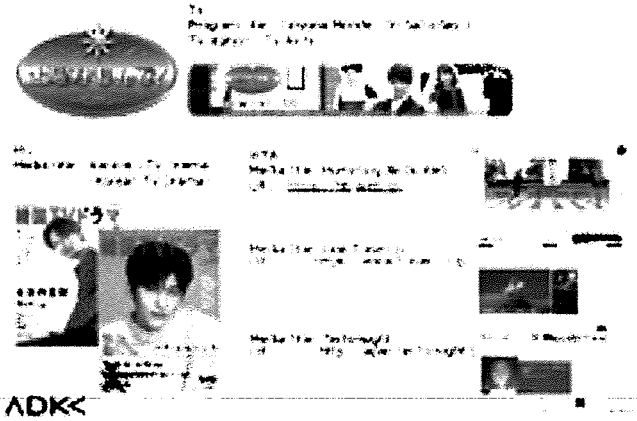
JMC Meeting – December

FY 19 Plan for Japan Market

2018 Current and upcoming programs

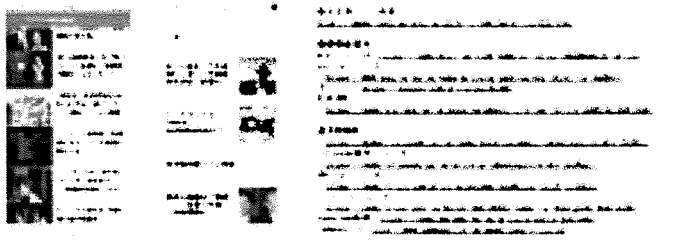
ADK

PR: FAM TOUR for K-POP CONCERT ON GUAM



ADK

PR: K-POP Concert – Pre Publicity



ADK

PR: Upcoming_ Jan. - Feb. TV





ROI 19.2 times

ADK

PR: Upcoming_ Feb. or Mar. – Magazine & Catalog



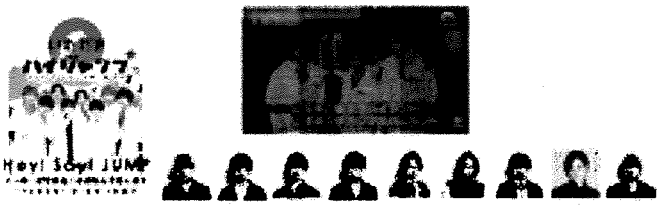


ROI 2.5 times

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EXHIBIT D

PR: Upcoming_ Mar. - TV



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ROI: 69.5 times

PR: Upcoming_ End of Year 2019 to Beginning of year 2020.



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PR: FY19 New InstaGuam Campaign

- Prize Application Result

	Instagram	Twitter	Facebook	Total
11/5-11/11	146	5	17	168
11/12-11/18	110	3	23	136
11/19-11/25	145	4	14	163
11/26-12/2	131	2	19	152



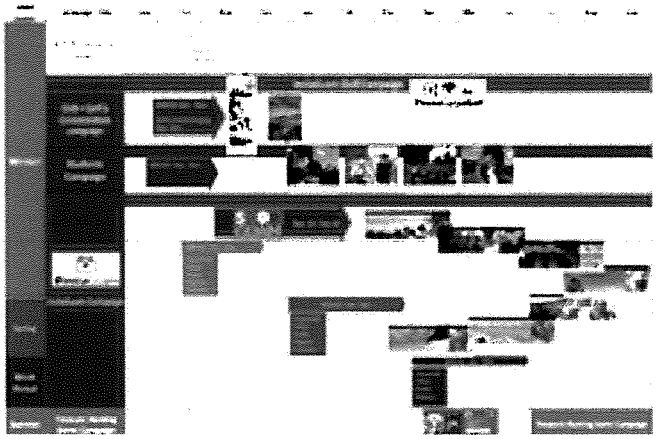




ADK

FY2019 Communication Plan

FY19 Campaign Calendar



ADK

InstaGuam Golf Campaign
POP Display at Golf 5 Stores



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EXHIBIT D

InstaGuam Golf Campaign - Application Status

Result (as of Sep. 21 ~ Oct. 12, 2018)

Guam Golf Campaign Application Number

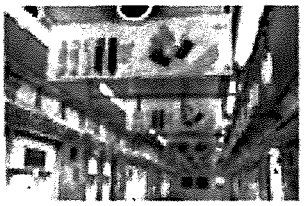
Web Media Performance by campaign

ADK

InstaGuam Campaign (OL): Transit Media for January 2019 - Area: Tokyo, Osaka, Nagoya, Fukuoka

InstaGuam Campaign (OL): Transit Media Area: Tokyo_new media

#4 JR In-train Hanging Poster Jack – 5 lines set
In-train Hanging Poster Jack
Size 81 wide x 356 posters (Total)
Period 1/17-2/1



ADK

InstaGuam Campaign (OL): Transit Media Area: Nagoya_new media

#13 Nagoya Subway – Multi (Train Jack) for Higashiyama, Meijo lines
Train Jack (In-train Hanging Poster, Above window poster, Door side Poster)
Size 81 wide x 3, 215 x 80, 83 poster, (3 types)
Period 1/1 31

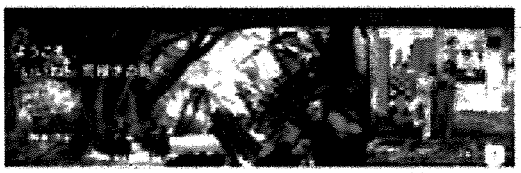




InstaGuam Campaign (OL): Transit AD Creative In-train Hanging Poster

OL
3 types





ADK

EXHIBIT D

InstaGuam Campaign (OL): Transit AD Creative
- In-train Hanging Poster



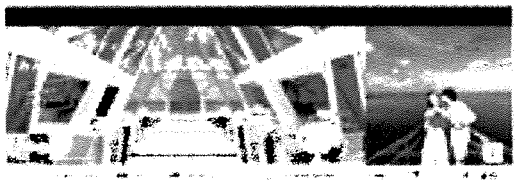
ADK

InstaGuam Campaign (OL): Transit AD Creative
- In-train Hanging Poster



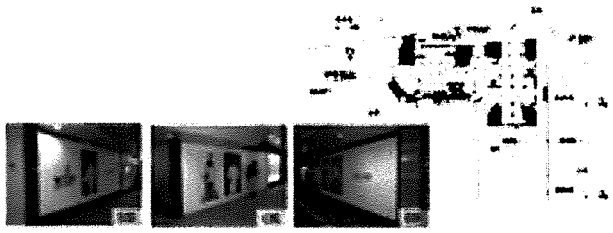
ADK

InstaGuam Campaign (OL): Transit AD Creative
- In-train Hanging Poster



ADK

InstaGuam Campaign (OL): Transit Media
Area: Tokyo_new media



ADK

InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_Station Poster 3 type



ADK

InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_Station Poster 3 type



ADK

EXHIBIT D

InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_Station Poster 3 type



ADK<

InstaGuam Campaign (OL): Transit Media
Area: Tokyo_new media

#4 Tokyo Metro AD Pillar– Omotesando station
Big Poster
Size W3 60m x W2 51m x 11 posters
Period 1/21 27





ADK<

InstaGuam Campaign (OL): Transit Media
Area: Osaka_new media

#3 Hankyu Umeda Station – Luxe Pole
Pillar AD
Size W2 60×W0.95m x 4 pillar
*LED lighting
Period 1/21 27







ADK<

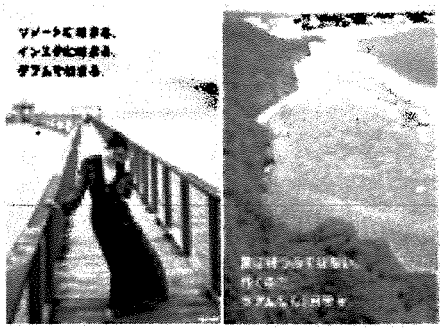
InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_AD Pillar 3 type





ADK<

InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_AD Pillar 3 type



ADK<

InstaGuam Campaign (OL): Transit AD Creative
- Omotesando_AD Pillar 3 type



ADK<

EXHIBIT D

InstaGuam Campaign (OL): Transit Media
Area: Fukuoka

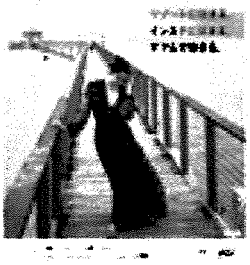
Tapestry & Twin Sheet
Size: Tapestry, H5m x W0.9,
Twin sheet, H4m x W2m
Period: 1/23-29



ADK

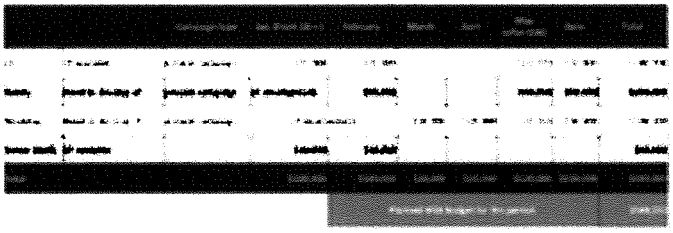
InstaGuam Campaign (OL): Transit Media
- Tapestry & Twin Sheet







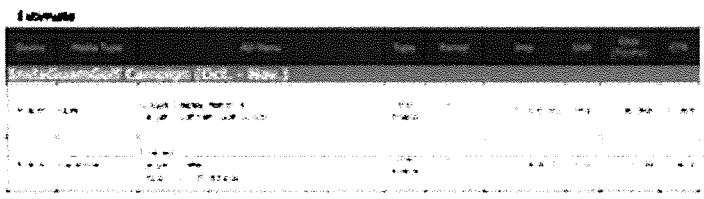
WEB AD budget allocation proposal (TBD)



Appendix A
InstaGuam Web Media Report

ADK

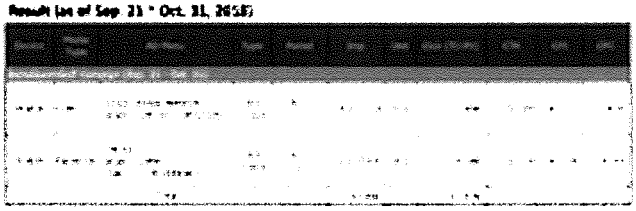
InstaGuam Golf Campaign Web Media

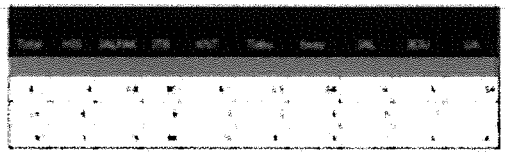


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InstaGuam Golf Campaign Web Media

Result (as of Sep. 21 ~ Oct. 31, 2018)

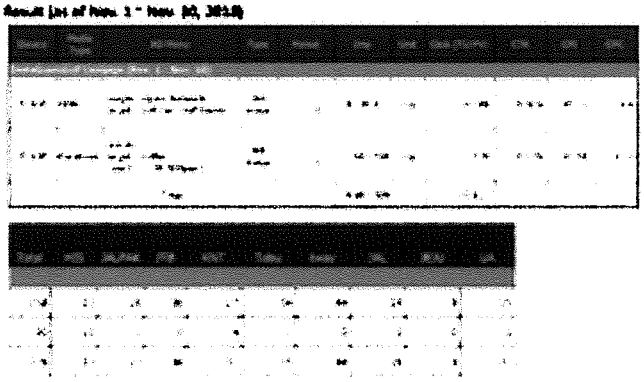




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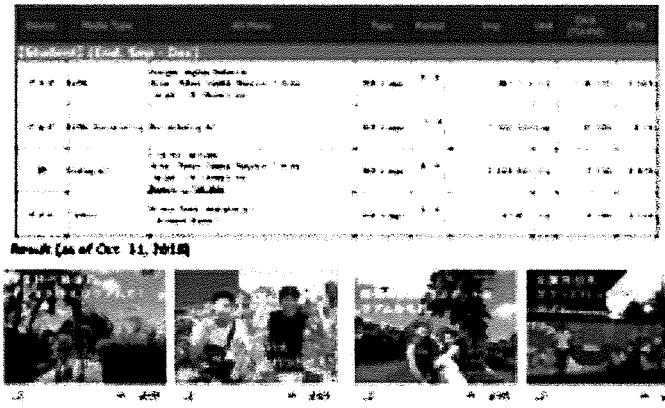
EXHIBIT D

InstaGuam Golf Campaign Web Media



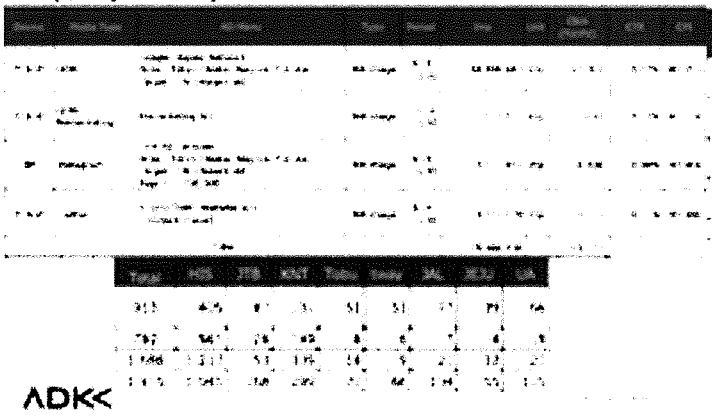
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InstaGuam Student Campaign: Web Media



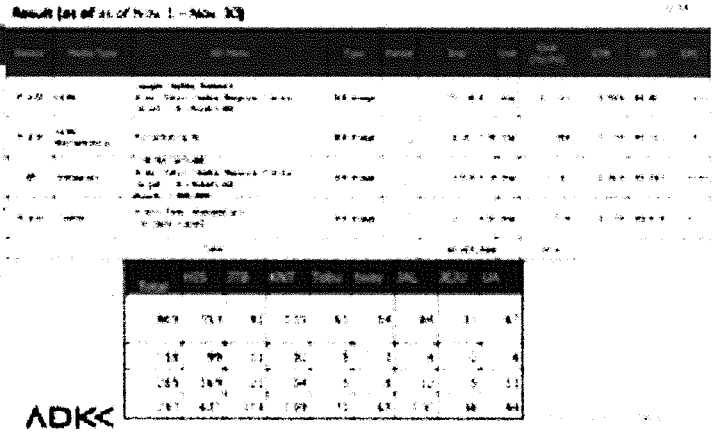
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InstaGuam Student Campaign: Web Media



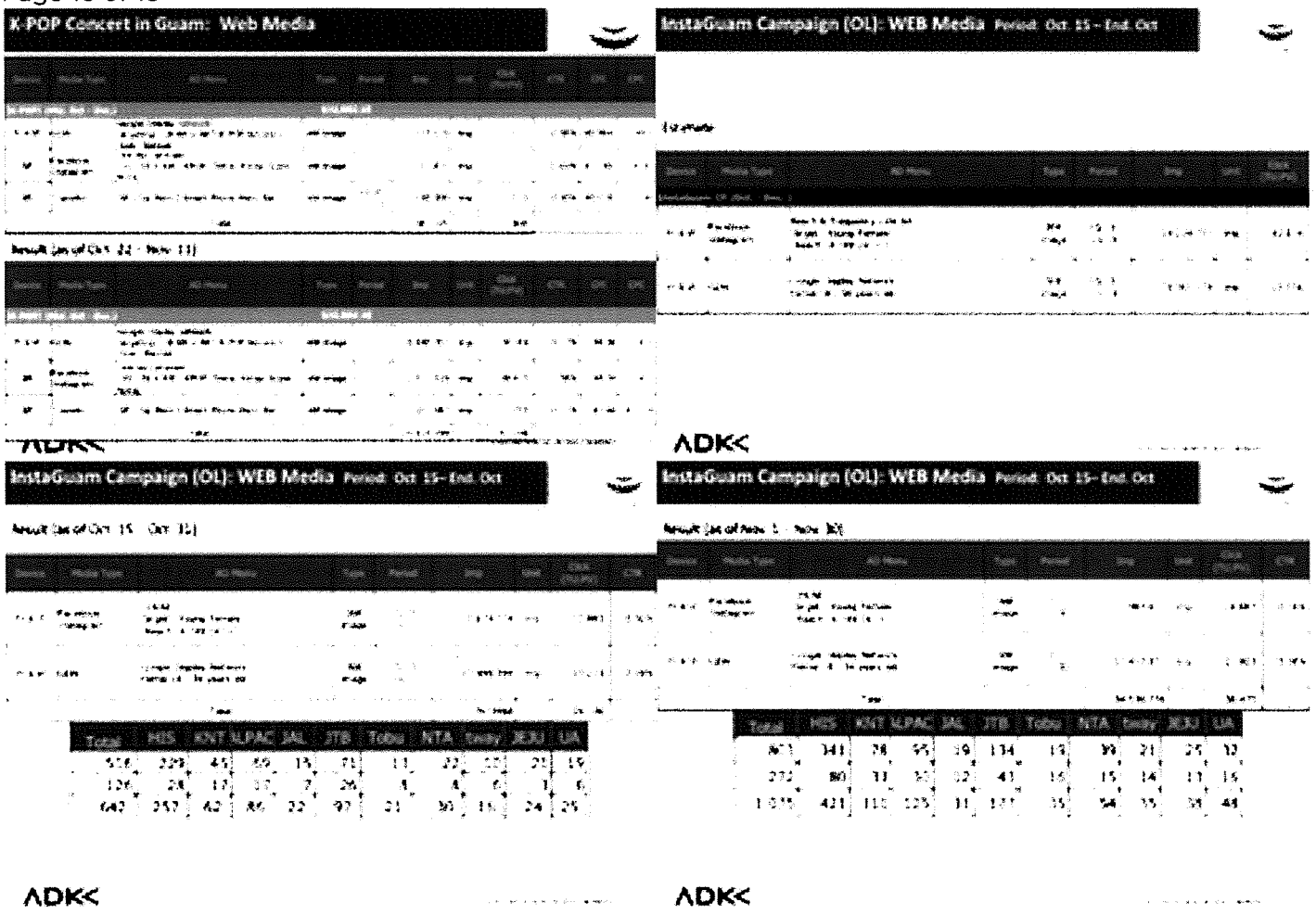
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InstaGuam Student Campaign: Web Media



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EXHIBIT D



REPORT OF SUBCOMMITTEES

- None

OLD BUSINESS

- Rotary District Conference 2019 (to be held on Guam in February 2019)
  - Reservations are coming in pretty well
  - Expecting a good number of about 1,200 Rotarians from Japan
  - Hope each hotel partners will make an effort to welcome them
- Gumamon x GVB JMC MOU (licensing agreement)
  - President Denight reported that there was some discussion at last meeting and some questions were brought up to which he explained the following:
    - It is a non-payment agreement for both parties
    - Gumamon would provide $25,000 worth of merchandise to GVB per year
    - Gumamon would make appearances at respective GVB events such as Håfa Adai Pledge ceremonies and missions
    - GVB would have the rights to promote in Japan. Suit to be provided at no charge to leave in Japan. It is a non-exclusive binding agreement with GVB.
    - GVB would assist with transportation costs etc. as needed.
    - If agreed, it would be an official (non-exclusive) endorsed character for GVB.
  - Questions or requests by Chairman Milton Morinaga:
    - Please announce at the next GVB Board of Directors meeting as it will be a Board decision and want to make sure the Board is on the same page. President Denight acknowledged.

- Why Guamzilla changed to Gumamon?
  - Gumamon is a better representative of the CHamoru people and matches the story of Gumamon which is that he discovered Guam and made it is home
  - "Guma" means home and "mon" stands for monster
- Is Gumamon named approved and registered trademark? → It is registered with the U.S. patent office. Copyright is registered in U.S. and also in local registration completed. Yes, they possess the rights to use Gumamon.

- Questions by Jerry White:
  - Intending to join the state / local contests / exhibitions in Japan? → Yes, Gumamon is intending to join.

Motion presented by Chairman Nault for JMC to approve the non-binding agreement to endorse Gumamon. Mr. Mike Lee made the first motion, seconded by Mr. Satoru Murata and was unanimously approved by the Committee. Noted that JMC has recommended to make endorsement, with final approval by GVB Board of Directors.

NEW BUSINESS

- President Denight suggested to conduct a local event in Guam to celebrate Golden Week 2019, which is a long holiday this year. Chairman Nault agreed and said it would be a great opportunity to enhance the Guam experience.
  - Create subcommittee for GW period
  - Tentative project Chair (Akigami-san)
  - Action: Arrange subcommittee meeting to further discuss
- President Denight: Treasure Hunting Promotion / Campaign for 2019
  - Create subcommittee at next meeting
  - Discuss execution

ANNOUNCEMENTS

- Chairman Nault noted that the next JMC meeting will be on January 8, 2019 at 1:30pm, but is subject to change due to GVB Board of Directors election. Announcement will be made in advance.
- President Denight announced that GVB's Annual Membership meeting will be on January 8, 2019
  - Will include Board of Directors election
  - Final Board election nominees will be completed by December 17
  - Location to be determined but will most likely be at Sheraton
  - Time: Lunch activity
- Annual Holiday Christmas Village
  - Friday, December 14 will open to the public
  - Official opening ceremony on December 17
  - "Holiday Tide-ing" is this year's theme
- New Year's Eve Fireworks: December 31st
  - Ypao Beach Park
  - Small family-friendly event (free and open to the public)

General Discussion/ Comments:

- Chairman Nault noted that GVB has several working committees to include Destination Management which is in charge of the Visitor Safety Officers (VSO's). VSO's are stationed in areas of concern to assist GPD. If any committee members notice anything out of the ordinary, please advise GVB via email or phone call so we can look into it to ensure a safe and good holiday for all travelers. Please open and let us know.
- Island Maintenance and Public Restrooms
  - President Denight noted GVB does the grass cutting for the island-wide maintenance but our budget has been cut so we have been cutting less of the roads but have been able to find someone to conduct the grass cutting so you should be seeing the major highways being cut.
    - Parks and public restrooms have not been maintained

EXHIBIT D

        - Maintenance procurement was not completed for the last 6 months, but they are working toward it. Be rest assured that our Tour Guide inspector has been out there and been actively working with them to see how we can be helpful.
        - It is unfortunate because we have had a lot of Japanese tour groups lately.
        - We are working toward a solution on that side.
        - Chairman Nault asked if the Guam Museum is still supportive of visitors using the restroom to which President Denight replied yes. Museum fee is still a donation basis as the admission fee needs to be approved by the legislature.
        - Conditions are not the best at this time
        - There is no contractor at this time
    - Mr. Jerry White noted that GIMCA has come together to donate funding and equipment to respective Mayor's offices for public sites maintenance. Support provided in hopes conditions of the public restroom are maintained. Only request is to keep the restrooms open during their filming, when applicable.
    - Chairman Nault noted that the new administration will begin in January and hope that DPR will have a new agenda to resolve issues in a quick manner.
- GVB Board Chairman Milton Morinaga made the following remarks:
    - Expressed thanks for support of Japan marketing committee.
    - The past two years have been "rough weather" with different types of threats that gave issues to the tourism from Japan; thankful for Korea market.
    - Confidence was lost in Japan that there was not ammunition to change their minds and come to Guam.
    - Air seats was a challenge, but is now coming back.
    - Next year will be rougher when ANA will start servicing A380 which is a double decker airplane with 500+ passengers to Hawaii, with one flight per day. If done twice per day, even more seats provided.
        - Mr. Jerry White noted the advertising was mesmerizing and beautiful for the ANA service to Hawaii.
        - ANA would like passengers use up their mileage to Hawaii because it is a liability in ANA's P&L statement
    - Will not give up and continue the efforts to bringing Japanese to Guam.
    - With new administration, looking forward to a new year.
    - Governor knows tourism is important to Guam and will do what.
    - Crimes against tourist will not be tolerated; Must do our utmost to go after the criminals, but cannot do it alone. Please let the committee know so it can be brought up to the new administration.
    - GVB will be having some new faces too next year. It will be a fresh start. Please forward to a better Guam and better tourism.
    - Thank you for all these years. Good luck and have a Happy Holidays!
- Chairman Nault closed by saying everyone in the committee has really worked hard to accomplish so many things in little time. Thank you again and hope to see you again next year!

ADJOURNMENT - 3:00pm

Minutes prepared by: _____
Brian M. Borja, Marketing Manager - Japan

Approved by: _____
Russell S. Ocampo, Marketing Manager - Japan