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UFISINAN I MAGA'HÅGA
OFFICE OF THE GOVERNOR

LOURDES A. LEON GUERRERO
MAGA'HÅGA • GOVERNOR

JOSHUA F. TENORIO
SIGUNDO MAGA'LÅHI • LIEUTENANT GOVERNOR

35GL-19-0846
Speaker Tina Rose Muña Barnes

AUG 0 1 2019
Time 2:00 ( )AM (X)PM
Received By: Allen

2019 AUG -1 PM 2:03 JPT

July 30, 2019

Honorable Tina Muna Barnes
Speaker
I Mina'trentai Singko Na Liheslaturan Guåhan
Guam Congress Building
163 Chalan Santo Papa
Hagatna, Guam 96932

RE: Board Appointment

Dear Madame Speaker:

By virtue of the authority vested in me pursuant to the Organic Act of Guam and the local laws applicable to the following position, I am pleased to transmit the following appointment and supporting documents for:

APPOINTEE:	Michael A. Sgro
POSITION:	Member, Guam Banking & Insurance Board
TERM LENGTH:	**Six (6) Years; May 6, 2019 to May 5, 2025** **To fill the seat of Edelfrida A. Ada, whose term has expired**

The appointment is subject to the consent of *I Liheslaturan Guåhan*. Please schedule a hearing at your earliest convenience.

Senseramente,

JOSHUA F. TENORIO
Åkto Maga'låhen Guåhan
Acting Governor of Guam

cc: Governor of Guam

RICARDO J. BORDALLO GOVERNOR'S COMPLEX · HAGÅTÑA, GUAM 96910
P.O. BOX 2950 · HAGÅTÑA, GUAM 96932
671.472.8931 · 671.472.8932/6

0846

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UFISINAN I MAGA'HÅGA
OFFICE OF THE GOVERNOR

LOURDES A. LEON GUERRERO
MAGA'HÁGA • GOVERNOR

JOSHUA F. TENORIO
SIGUNDO MAGA'LÅHI • LIEUTENANT GOVERNOR

July 30, 2019

Michael A. Sgro
[redacted]

Dear Mr. Sgro:

Pursuant to my authority under 11 GCA § 103103(b), I am appointing you to serve as a

MEMBER, GUAM BANKING & INSURANCE BOARD
Term Length: Six (6) Years; May 6, 2019 to May 5, 2025
(To fill the seat of Edelfrida A. Ada, whose term has expired)

Appointing you to this position comes with great responsibility because you will have a vital role to perform which will place many demands on your time and energy. Integrity and honesty are virtues that I prioritize for my Administration to exemplify, and I know that you will do the same while in service to the people of Guam. Your responsibilities shall be significant and consequential. I trust that you will fulfill your duties and set a standard for others to follow.

I appreciate your willingness to serve in this position, and I am confident that your time will be spent in a manner to improve the island of Guam.

This appointment is subject to the advice and consent of *I Liheslaturan Guåhan*. If you have any questions or concerns, please contact the Office of the Governor.

Senseramente,

JOSHUA F. TENORIO
Åkto Maga'låhen Guåhan
Acting Governor of Guam

cc: Governor of Guam
Chairperson, Banking & Insurance Board

RICARDO J. BORDALLO GOVERNOR'S COMPLEX · HAGÅTÑA, GUAM 96910
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LOURDES A. LEON GUERRERO
Governor

JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM
Nomination and Appointment Information Sheet

The following information is required for submission to the
Speaker of *I Liheslaturan Guåhan* in accordance with Title 4, Guam Code Annotated Section 2103

NOMINEE INFORMATION

Last Name	*First Name*	*Middle Initial*
SGRO	MICHAEL	ANTHONY

Mailing Address	*Apartment/Unit #*
[redacted]	

City	*State*	*Zip Code*
[redacted]	[redacted]	[redacted]

Phone	*E-mail Address*
[redacted]	[redacted]

Position to which Appointment is Made
Member, Guam Banking & Insurance Board

Are you a citizen of the United States? Yes ☑ No ☐

If no, are you authorized to work in the United States? Yes ☐ No ☐

EDUCATION

SCHOOL (Name, City and State)	*DATES OF ATTENDANCE*	*TYPE OF DEGREE*	*YEAR EARNED*
High School Father Duenas Memorial High School, Guam		High School Diploma	2006
College Chaminade University, Honolulu, HI		BA	2010
Graduate School			
Other Degree			

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EMPLOYMENT HISTORY

Name of Present/Last Employer and Mailing Address	***Position Title***
Paradise Fitness Hagatna, Guam	General Manager
	Dates Held
	2016 - Present

Previous Employer and Mailing Address	***Position Title***
Paradise Fitness Hagatna, Guam	Club Operations Manager
	Dates Held
	2014 - 2016

Previous Employer and Mailing Address	***Position Title***
Paradise Fitness Hagatna, Guam	Sales Manager
	Dates Held
	2012 - 2014

Previous Employer and Mailing Address	***Position Title***
24 Hour Fitness Hawaii Kai, HI	Sales Manager
	Dates Held
	2011 - 2012

Previous Employer and Mailing Address	***Position Title***
24 Hour Fitness Hawaii Kai, HI	Sales Representative
	Dates Held
	2010 - 2011

PRIOR GOVERNMENT OF GUAM SERVICE

Agency or Department Name		***Position Title***
Address	***Phone No.***	***Dates Held***

Agency or Department Name		***Position Title***
Address	***Phone No.***	***Dates Held***

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PRIOR GOVERNMENT SERVICE (EXCLUDING GOVERNMENT OF GUAM)

Agency or Department Name	*Position Title*	
Address	*Phone No.*	*Dates Held*

Agency or Department Name	*Position Title*	
Address	*Phone No.*	*Dates Held*

TRAINING

INSTITUTE/SEMINARS/ON-THE-JOB TRAINING	*DATE*
Certified Personal Trainer (CPT)	
National Academy of Sports Medicine (NASM)	

AWARDS

List all educational, professional, civic awards, and recognition for public service:

PROFESSIONAL INVOLVEMENT

List involvement on a local/national/international level. List organizations, activities participated in, and offices held:

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COMMUNITY / CIVIC INVOLVEMENT

List organizations, activities participated in, and offices held:
Guam Young Professionals Father Duenas Memorial School Alumni Association International Health, Racquet and Sports-Club Association (IHRSA)

PUBLICATIONS AND PRESENTATIONS

List any published articles, papers delivered at professional meetings, etc.:

MILITARY SERVICE (Please attach Form DD-214)

BRANCH	*DATES OF SERVICE*	*RANK AT DISCHARGE*	*TYPE OF DISCHARGE*

OTHER INFORMATION

(1) Have you ever been found guilty of a felony in any court, whether within or without the United States?

Yes ☐ **No** ☑ **If so, please specify in detail:** _____

Address of the Court: _____

Date(s) of Conviction: _____

Specific Infraction Committed: _____

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(2) Have you ever been declared mentally incompetent by any court, whether within or without the United States?

Yes ☐ **No** ☑ **If so, please specify in detail the reasons and facts related to such declaration:**

_____

_____

_____

_____

_____

(3) Have you ever been found not guilty or not punishable in any criminal proceedings by reason of insanity?

Yes ☐ **No** ☑

(4) Have you ever been confined to a mental institution for any reason?

Yes ☐ **No** ☑ **If so, please specify in why the appointing authority believes you that you are not suffering from any mental illness or affliction:**

_____

_____

_____

_____

_____

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LOURDES A. LEON GUERRERO
Governor

JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM

Statement of Financial Interests

(Required by 4 G.C.A. §13104.1)

TO: The Honorable Lourdes A. Leon Guerrero
Governor of Guam
Ricardo J. Bordallo Governor's Complex
Adelup, Guam 96910

FROM: Michael A. Sgro

☑ I have no financial interest in any business

☐ I do have interest(s) in the following business(es):

NAME AND ADDRESS OF BUSINESS INTEREST	TYPE AND AMOUNT OF INTEREST

Michael A. Sgro
Signature

7-23-19
Date

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AFFIDAVIT / DECLARATION UNDER PENALTY OF PERJURY

I, the undersigned, do hereby depose and say that: (1) I have read and reviewed the information contained in the attached Appointment/Nomination letter from the Governor of Guam; (2) that the matters contained in the Appointment/Nomination letter, together with all attachments thereto, are true and correct and that I am competent to testify to said matters; and (3) that this Declaration is made for the purpose of complying with the requirements of 4 G.C.A. Section 2103.5.

I declare under penalty of perjury under the laws of Guam (4 G.C.A. Section 4308) that the foregoing is true and correct.

Michael A. Sgro  7-23-19

Print Name and Signature | Date

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Government of Guam
GUAM POLICE DEPARTMENT
RECORDS & IDENTIFICATION SECTION
P.O. Box 23909
Guam Main Facility, Guam 96921

July 11, 2019

SUBJECT: CRIMINAL HISTORY RECORD

NAME:	**Michael Anthony SGRO**		
DATE OF BIRTH:	[redacted]	**FINGERPRINT #**	[redacted]
■	**The individual has no record of criminal conviction(s) in GPD files that are subject to Guam law and rules and regulations of the Department.**		

*****************NOTHING FOLLOWS******************

THIS INFORMATION MAY BE LIMITED TO A LOCAL CRIMINAL OFFENSE ONLY AND IS NOT INTENDED FOR USE FOR ANY LOCAL, STATE, OR FEDERAL LAW ENFORCEMENT AGENCY.

By Direction: BARBIE

The absence of an original GUAM POLICE seal invalidates this police clearance.
REVISED 04/26/2019

STEPHEN C. IGNACIO
Chief of Police

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SUPERIOR COURT OF GUAM

Guam Judicial Center • 120 West O'Brien Drive • Hagatña, Guam 96910

Telephone (671) 475-3370/475-3449
Fax (671) 472-2856

DANIELLE T. ROSETE
Clerk of Court

Name: MICHAEL ANTHONY SGRO

SS#: ID# [redacted] Date of Birth: [redacted]

CERTIFICATE OF SEARCH

The undersigned Clerk hereby certifies the following results of a diligent search of the records of this Court:

Criminal Cases:

A. [X] No Case Found

B. 1. Criminal Case No.
2. Criminal Case No.
3. Criminal Case No.
4. Criminal Case No.
5. Criminal Case No.

Criminal Record: Page 1 of 1

Civil Cases:

A. [ ] No Case Found

B. 1. Civil Case No.
2. Civil Case No.
3. Civil Case No.
4. Civil Case No.
5. Civil Case No.

Civil Record: Page 1 of 1

Request for further information may be addressed at the Records Division of the Superior Court of Guam, Guam Judicial Center, 120 West O'Brien Drive, Hagatña, Guam. Hours of operation are Monday – Friday, 8:00 a.m. to 5:00 p.m. Closed Saturday, Sunday and local/federal holidays. Court Clearances are Non-Refundable.

Dated: 07/30/2019

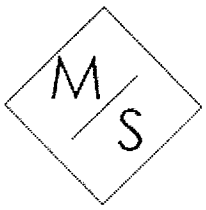
DANIELLE T. ROSETE
Clerk of Court

BY: CARLENE C. SANTOS
Deputy Clerk

Prepared By: JML

The absence of an original Court Seal invalidates this document

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MICHAEL SGRO

[redacted]

Summary

Enthusiastic and diligent professional with 8-plus years of experience in corporate strategy and business development within the fitness industry. Ambitious and passionate to provide solutions to improve the overall health of our island and the local business community.

Skills

- Sales and Marketing Development
- Sales Process Engineering
- Brand-Building Strategies
- Profit and Revenue-Generating Strategies
- Business Planning

Experience

General Manager 2016 - Current

Paradise Fitness | GUAM

- Oversee 3 Locations: Hagatna, Dededo, and Tumon.
- Worked directly with the CEO, architect, engineers, to create project design scopes and implement roadmaps for Paradise Premium Fitness in Tumon.
- Authored the business plan for Paradise Premium Fitness.
- Kept abreast of the latest trends and recommended enhancements that would challenge and refine the company's product offerings.
- Conduct sufficient club meetings to review performance and offer direction, motivation and guidance toward achieving individual and company goals per location.
- Implement, supervise and direct regular training to ensure all club employees are trained in operations, fitness or sales SOPs and other company policies.
- Establish a fun, safe, healthy, and community-focused club culture that delivers high member satisfaction and achieves maximum profitability.

Club Operations Manager 2014 - 2016

Paradise Fitness | Hagåtña, GUAM

- Identified and capitalized on profit generating opportunities while managing payroll, budgets, business plans, profits, costing and expenses
- Strengthened operational efficiencies and traceability by developing organizational systems for financial records and sales reports
- Implemented new operational procedures and followed-up with compliance checks by monitoring club systems and employee performance
- Recruited, hired, trained and mentored all fitness attendants
- Ensure that all club members are delivered a high member service experience
- Resolved member concerns and complaints in a timely professional manner.
- Monitor club facilities and equipment for appearance, cleanliness and functionality

Sales Manager 2012 - 2014

Paradise Fitness | GUAM

- Managed the overall sales department for 2 Locations: Hagatna and Dededo.
- Increased monthly and yearly sales by 15% within the first 2 years.
- Strengthened revenue opportunities by developing sales strategies based on industry trends and competitor analysis.

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- Conducted weekly sales team meetings to review key performance indicators, set goals and provide customized coaching for each sales representative to exceed sales targets.
- Created customized corporate wellness packages within the business private sector.
- Handled all presentations and negotiations with corporate accounts.
- Formed a personal training department of 10 trainers and implemented new policies and procedures.
- Developed and strengthened social media platforms on Instagram and Facebook.
- Aided senior leadership during the executive decision-making process by generating data reports and offering analysis to improve operational efficiencies.
- Coordinated partnerships with local clinics and doctors in providing community outreach initiatives promoting The American Medical Association "Exercise is Medicine" campaign.

Sales Manager 2011 - 2012
24 Hour Fitness | Hawaii Kai, HI

- Lead and mentored the Sales Advisor team to increase club revenue with an emphasis on retention, new club memberships and personal training.
- Spearheaded the execution of national membership sales Standard Operating Procedures (SOPs) to provide a consistent 24 Hour Fitness experience.
- Worked closely with the District Manager, General Manager, and other department heads to ensure transparency and profitability.
- Spearheaded weekly and monthly team sales meetings to review benchmark key performance indicators to track trends and develop strategic action plans.
- Exceeded company sales goals and increased membership and personal training sales by 17% compared to LY sales.

Sales Representative 2010 - 2011
24 Hour Fitness | Hawaii Kai, HI

- Created new business internally through member promotions and referrals.
- Built rapport with potential members and assisted them to achieve their fitness goals.
- Promoted to Sales Manager within 6 months for consistently exceeding sales goals and remained within the Top 3 Sales Representatives in the District and Top 10 in the Region.

Education

Bachelor of Arts: Business Administration 2010
Chaminade University of Honolulu | Honolulu, Hawaii

High-School Diploma 2006
Father Duenas Memorial School | Guam

Professional Affiliations

Guam Young Professionals
Father Duenas Memorial School Alumni Association
IHRSA – International Health, Racquet and Sports-Club Association

Certifications

Certified Personal Trainer (CPT)
National Academy of Sports Medicine (NASM)