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## clerks@guamlegislature.org

**From:** Speaker's Office <speaker@guamlegislature.org>
**Sent:** Monday, August 3, 2020 4:01 PM
**To:** Clerks Office
**Cc:** Rennae Meno
**Attachments:** Appointment for Roland S. Certeza.pdf; Appointment for Jeffrey B. Rios.pdf; Appointment for Mike W. Naholowaa.pdf

| | | | | | |
|---|---|---|---|---|---|
| 08-03-20 | 2:37 PM | 07-30-20 | Appointment and Supporting Documents for Roland S. Certeza, Member, University of Guam Board of Regents. | Office of the Governor of Guam | 35GL-20-2118 |
| 08-03-20 | 2:37 PM | 07-30-20 | Appointment and Supporting Documents for Jeffrey B. Rios, Member, Guam Ancestral Lands Commission. | Office of the Governor of Guam | 35GL-20-2119 |
| 08-03-20 | 2:37 PM | 07-31-20 | Appointment and Supporting Documents for Mike W. Naholowaa, Member, University of Guam Board of Regents. | Office of the Governor of Guam | 35GL-20-2120 |

*Sinseru yan Minagåhet,*

**Office of the Speaker • Tina Rose Muña Barnes**
Committee on Public Accountability, Human Resources & the Guam Buildup

35th Guam Legislature
*I Mina'trentai Singko na Liheslaturan Guåhan*

Guam Congress Building | 163 Chalan Santo Papa | Hagatna, GU 96910
T: (671) 477-2520/1
speaker@guamlegislature.org

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Gumai pribilehu yan konfedensia este siha na mensåhi. Solo espesiåtmente para hågu ma entensioña pat ma aturisa para unrisibi. Sen prubidu kumu ti un ma aturisa para manribisa, na'setbe, pat mandespåtcha. Yanggen lachi rinisibu-mu nu este na mensåhi , put fabot ago' guatu gi I numa'huyong gi as speaker@guamlegislature.org yan despues destrosa todu siha I kopian mensåhi. Si Yu'os ma'åse'.

--

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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

July 30, 2020

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

35GL-20-2118
Speaker Tina Rose Muña Barnes

AUG 0 3 2020
Time 2:37 ( )AM (X)PM
Received By: Matt

**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: | Roland S. Certeza |
| POSITION: | Member, Board of Regents<br>University of Guam |
| TERM LENGTH: | **Six (6) Years; May 9, 2020 to May 8, 2026**<br>**To fill the seat of Maria-Flor Herrero, whose term has expired** |

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

*Senseramente,*

**LOURDES A. LEON GUERRERO**
*Maga'hågan Guåhan*
Governor of Guam

cc: Lt. 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

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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

July 30, 2020

Roland S. Certeza
[redacted]

Dear Mr. Certeza:

Pursuant to my authority under 17 GCA § 16104, I am appointing you to serve as a

**MEMBER, BOARD OF REGENTS, UNIVERSITY OF GUAM**
**Term Length: Six (6) Years; May 9, 2020 to May 8, 2026**
**To fill the seat of Maria-Flor Herrero, 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 Guahån*. If you have any questions or concerns, please contact the Office of the Governor.

*Senseramente,*

**LOURDES A. LEON GUERRERO**
*Maga'hågan Guåhan*
Governor of Guam

cc: Lt. Governor of Guam
Chairperson, UOG Board
President, UOG

RICARDO J. BORDALLO GOVERNOR'S COMPLEX • HAGÅTÑA, GUAM 96910
P.O. BOX 2950 • HAGÅTÑA, GUAM 96932
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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* |
|---|---|---|
| CERTEZA | ROLAND | S |

| *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, Board of Regents, University of Guam

***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***<br>George Dewey High School, Subic Base NB | | High School Diploma | 1983 |
| ***College***<br>California State University, San Diego, CA | | BS | 1989 |
| ***Graduate School***<br>University of Guam | | MBA | 2010 |
| ***Other Degree*** | | | |

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## EMPLOYMENT HISTORY

| *Name of Present/Last Employer and Mailing Address* | *Position Title* |
|---|---|
| GTA Teleguam<br>Tamuning, Guam | Chief Executive Officer |
| | *Dates Held* |
| | 10/2017 - Present |

| *Previous Employer and Mailing Address* | *Position Title* |
|---|---|
| GTA Teleguam<br>Tamuning, Guam | VP/Sales |
| | *Dates Held* |
| | 2006 - 2008 |

| *Previous Employer and Mailing Address* | *Position Title* |
|---|---|
| GLORIA JEAN's COFFEES<br>Tumon, Guam | Entrepreneur |
| | *Dates Held* |
| | 2003 - 2005 |

| *Previous Employer and Mailing Address* | *Position Title* |
|---|---|
| MCI WORLDCOM<br>Maite, Guam | Senior Manager/Sales |
| | *Dates Held* |
| | 2000 - 2003 |

| *Previous Employer and Mailing Address* | *Position Title* |
|---|---|
| DELOITTE & TOUCHE<br>Tamuning, Guam | Systems Consultant |
| | *Dates Held* |
| | 1999 - 2000 |

## 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* |
|---|---|
| | |
| | |
| | |
| | |

## 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:* |
|---|
| |

## 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: Roland S. Certeza

☑ 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 |
|---|---|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

Signature

7/20/20
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.

Roland S. Certeza

Print Name and Signature

7/20/20

Date

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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: ROLAND S. CERTEZA

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:** 06/30/2020

**DANIELLE T. ROSETE**
**Clerk of Court**

**BY:** MONIQUE GUEVARA
**Deputy Clerk**

**Prepared By:** MG

The absence of an original Court Seal invalidates this document

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

June 26, 2020

**SUBJECT: CRIMINAL HISTORY RECORD**

| | | | |
|---|---|---|---|
| **NAME:** | **Roland S CERTEZA** | | |
| **DATE OF BIRTH:** | [redacted] | **FINGERPRINT#:** | **NONE** |
| ■ | **The individual has no record of criminal conviction(s) in the Guam Police Department files that are subject to Guam law.** | | |

******************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: pmtc**

**The absence of an original GUAM POLICE seal invalidates this police clearance.**
REVISED 04/26/19

**STEPHEN C. IGNACIO**
**Chief of Police**

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# ROLAND S. CERTEZA

[redacted]

**Telecom Executive** successful at establishing the vision and strategies necessary to grow an $104 million communications company. Excel at partnering with all core business operations to significantly increase the company's footprint, expand market share, and generate sustainable revenue and EBITDA gains. A proven leader that can motivate and inspire high performance teams.

- Strategic Business, Market & Sales Planning
- ROI, Value Proposition & Profit Optimization
- Creative Branding & Vertical Marketing
- Market Evaluation, Penetration & Expansion
- Revitalizing Stagnant & Declining Sales
- Competitive Analysis, Positioning & Pricing
- Major Account Development
- Performance Enhancement & Succession Planning

---

**GTA TELEGUAM, Tamuning, GU**

*Chief Executive Officer (Oct 2017 to Present)*

• Promoted to CEO at the end of 2017. Drove 15% EBITDA growth over the first 2 years combining growth in key segments of the business and operational expense rigor.

• Implemented a strategic performance system focusing on customer experience, operations excellence and employee development/retention.

• Launched a new flagship experience store that redefines the customer and retail experience. Aimed at being the most loved brand.

• Launched SEA-US Cable Station and is currently expanding the network to include Guam's first combined neutral cable landing station and data center that will provide seamless interconnection between Asia, Australia and the United States.

*Executive Vice President, Sales & Marketing (2008 to 2017)*

• Formulate all sales and marketing strategic planning initiatives encompassing 6 lines of business across all market segments. Delivered impressive sales results; growing revenues from $42 million to $104 million annually. Establish strategic customer partnerships and work collaboratively with engineering, operations, finance, and IT to determine product life-cycle strategies, create effective marketing programs, establish new product introduction/launch strategies, and resolve post-launch problems. Report to the CEO.

• Recruited a top-performing sales and marketing team, expanded the sales organization from 8 to 60 account executives and retail salespeople, established aggressive metrics, and introduced a new compensation program, resulting in a 300% increase in new major clients and a $1M increase in average annual revenue productivity per account executive.

• Launched 5 new lines of business and 5 new retail outlets over a 6-year period – with all achieving immediate and profitable success – that generated $40 million in cumulative revenues and dropped $19 million in cumulative EBITDA.

• Initiated a strategy to grow the indirect channel market using wholesalers and brokers for prepaid wireless and long distance products. $3 million annual revenue.

• Negotiated a 5 year strategic contract with Navy and Air Force to expand retail presence within the base to introduce products and services for military and their families. $4 million annual revenue.

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*Vice President, Sales (2006 to 2008)*

• Held accountability for all sales and marketing initiatives related to enterprise, government and wholesale market segments with $40M annual revenue base. Developed both long-range and short-range marketing plans, formulated sales strategies with a dual focus on increasing market share and margin, adjusted policy to guarantee competitive yet profitable pricing, and collaborated with operations to ensure a cohesive service delivery within the marketplace.

• Increased sales from $18 million to $40 million, while improving margins of new products by 60% and maintaining cumulative margins of established products 82%.

• Established new indirect channel partners that generated $3 million. Launched new and advanced data technologies for commercial customers with annual revenue of $2 million.

*Sales Director, Enterprise Markets (2005 to 2006)*

• Built and grew an enterprise sales team to offer full suite of product lines including wireline, long-distance, internet and wireless services. Responsible for annual revenues of $15M+.
• Drive strategies related to prospecting, funnel management and closing business with the sales team. Possess in-depth understanding of client business drivers, strategy and buying cycles.

**GLORIA JEAN'S COFFEES, Tumon, GU**
*Small Business Entrepreneur (2003 to 2005)*
Developed and executed a successful and profitable business plan for Gloria Jean's Coffees with $250K+ annual sales and 7 employees.

**MCI WORLDCOM, Maite, GU**
*Senior Manager, Sales (2000 to 2003)*

Lead a team of account managers to attain $15M+ in annual sales. Managed forecasting, planning, quota attainment, product training, sales presentations, and short to long term opportunity funnel management. Sales performance from 2000-2002: 115% of expected plan target. 590% growth in monthly billed revenues.

**DELOITTE & TOUCHE, Tamuning, GU**
*Systems Consultant (1999 to 2000)*

Responsible for the design, implementation and training of an integrated accounting software that included general ledger, accounts payable, accounts receivable, inventory, payroll and bank reconciliation functions.

**SPRINT INTERNATIONAL, Tamuning, GU**
*Business Analyst (1998 to 1999)*

Responsible for financial budgeting, planning and reporting. Developed forecasts for network planning, wholesale, voice and data market segments. Analyzed and implemented profit margin strategies used for business and wholesale markets. Drafted the Marianas region internet and data market business plan. Designed product and pricing models used for the internet product rollout.

*Senior Account Executive (1993 to 1997)*

Sales performance: 115%, 130%, 137%, 120% of revenue targets established in years 1994, 1995, 1996, and 1997 respectively in the wholesale and business market segments. 1995 President's Club Top 50 sales executives.

**EDUCATION**

Bachelor of Science, Business Accounting · California State University, San Diego, CA. Graduated 1989.
Master of Business Administration · University of Guam, Mangilao, GU. Graduated 2010