

GUAM VISITORS BUREAU

GENERAL MANAGER- CHIEF ADMINISTRATIVE OFFICER'S BUSINESS RISK COMPLIANCE AND CONTROL COMMITTEE

AMENDED REPORT OF COUNSEL: SPONSORSHIPS AND EXPENDITURES ON EVENTS ORGANIZED AND MANGED BY GUAM SPORTS EVENTS INC.

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PRIVILEGED AND CONFIDENTIAL
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Contents

INTRODUCTION AND OVERVIEW	4
SYNOPSIS.....	4
THE GM’S ADMINISTRATIVE CONCERNS: SPECIAL INTERESTS; CONDUCT OF BUREAU BUSINESS BY SOME BOARD MEMBERS OUTSIDE OF THE PUBLIC EYE .	7
GM’s and DGM’s observations about the Board	7
Chairman Morinaga’s admission that Directors had a nonpublic meeting.....	7
Guam Micronesia Island Fair and <i>Ko ’ko</i> Road Race events: <i>Ko ’ko</i> Road Race replaced by Board with United Airlines Guam Marathon.....	8
GM’S DUTY TO ENFORCE THE BOARD’S RULES AND REGULATIONS	9
GM’s duty under GVBA § 9108 to ensure enforcement or the Board’s rules and regulations	9
Board’s duty under GVBA § 9113 to correct audit deficiencies and recover unlawful expenditures	9
Risk to Board action because GVB’s Second Amended Bylaws do not comport with the GVBA	10
ADMINISTRATIVE LAWS	11
Open Government Law.....	11
Procurement Law	12
Public Official Disclosure Act.....	12
Standards of Conduct for Public Officers and Employees (the “Ethics Standards”)	15
GSEI ORGANIZATIONAL HISTORY.....	16
EXPENDITURES.....	18
TOTAL EXPENDITURES ON GSEI SPONSORSHIPS AND MANAGED EVENTS (2014-2020)	18
GSEI INITIAL SPONSORSHIP (2014).....	18
EXPENDITURES UNDER PROCUREMENT (2015-2017)	18
EXPENDITURES WITHOUT PROCUREMENT OR OPERATIVE AGREEMENT (2018-2019)	19
EXPENDITURES UNDER MOA (2019).....	19
EXPENDITURES NOT UNDER AN OPERATIVE AGREEMENT (2019 – 2020)	20
EXPENDITURES UNDER MOU (2019 – 2020).....	20

The 2020 “Virtual” UGM.....	21
Dispersed/diffused UGM expenditures.....	22
BASIS FOR REFERRAL.....	23
Public Auditor.....	23
Guam Ethics Commission.....	23
Office of the Attorney General.....	23

INTRODUCTION AND OVERVIEW

This Report provides the General Manager (“GM”) and the Business Risk and Compliance and Control Committee (“BRCC”) with counsel’s review and analysis of sponsorships and events organized and managed by Guam Sports Events, Inc. (“GSEI”)—as requested by the GM it is intended to provide legal analysis for the GM’s consideration of necessary actions to take.¹ It is understood that the GM may provide information in this Report to the Office of Public Accountability (“OPA”), the Guam Ethics Commission (“GEthC”), and the Attorney General (“AG”) for their further review and appropriate action.

The Guam Visitor’s Bureau (“GVB”) is a public agency created pursuant to 12 GCA Ch. 9 (the “GVBA”; alternatively, the “Act”) but organized as a public nonstock membership corporation with a Board of Directors and corporate bylaws. GVB is run by a General Manager (“GM”). After being hired, the GM and Deputy GM (“DGM”) took notice that the Board appeared to be operating outside of the enabling act and administrative law. The GM is also the Chief Administrative Officer (“CAO”) with primary responsibility for maintenance, operation, development and administration of the Bureau’s business affairs and the duty to ensure that the Board’s rules and regulations are enforced. Given his charge, the GM created the Business Risk Compliance and Control Committee (“BRCC”) to advise management in its review of business issues and oversight of correctives.

SYNOPSIS

GSEI is a local nonprofit entity that is the principal organizer for Tour of Guam (“TOG”), Guam International Marathon (“GIM”), and United Airlines Guam Marathon (“UGM”) events. Review of available information suggests that the directors of GSEI include individuals associated with the PHR Ken group of companies (collectively “PHR”) and United Airlines, both of which are GVB nonstock members, as well as RIMS, which has been a GVB vendor in the past. The most concerning fact discussed in this Report is that two GVB Directors, Sam Shinohara and Milton Morinaga, and a past GVB GM, Karl Pangelinan, were evidently not fully forthcoming about their interests in GSEI, although they (mostly Shinohara but to some degree Pangelinan) were involved in getting GVB to provide hundreds of thousands of dollars in funding for GSEI’s events. Just as concerning are issues with internal controls, processes and documentation for GVB’s providing sponsorship and events expenditures funding to GSEI. As discussed in this Report, the Board has historically been heavily involved in the Bureau’s business affairs and is cloaked with apparent Board-level authority over the Bureau and its employees. However, the Bureau was required to enact administrative rules and regulations

¹ This Report provides facts and conclusions as of the date of its presentation to the BRCC. The GM has decided that the Report is to be completed despite that Counsel was not able to interview any Directors, and there may be additional information that is relevant to, but not included in, this Report.

when funding nonprofit agencies, a prerequisite which the Bureau has not done. Instead, the Board, cloaked with its apparent authority awarded such funding.

From those concerns, the following observations and conclusions are provided:

- i. Questionable process for Board funding for GSEI sponsored and managed events. The Board has historically closely examined, directed, and approved all Bureau funding and nearly all expenditures. From 2014 to 2020, GVB expended approximately \$1.5 mil. in public funds for events sponsored and managed by GSEI. These events included the TOG, GIM, UGM, and *Ko'ko* road races. From 2015 to 2017, GSEI was awarded a procurement contract for events management services, while also receiving sponsorships as organizer for the TOG, GIM and UGM events. However, there was no procurement for events management from 2018 to 2020. Instead, GVB and GSEI signed a Memorandum of Agreement (“MOA”) for 2019 and Memorandum of Understanding (“MOU”) for 2020. Significantly, there appears to be no operative agreement executed for GVB’s expenditures on GSEI’s only event in 2018, the UGM, and certain expenditures on the UGM in 2019 and 2020 also appear to be lacking an operative agreement.
- ii. Bureau sponsorship activity and expenditures not in line with express legislative mandate. In 2011, the Legislature passed P.L. 31-106, which made the *Ko'ko* Road Race event part of the island’s annual celebration of the Guam-Micronesia Island Fair. GVB is to be the events organizer and sponsor for the Fair and the race. 2017 was the last year that the *Ko'ko* was held. In its place, GVB sponsored the UGM for 2018 and expended \$82,274 on that event. The MOA executed for the 2019 UGM states that GVB recognized the UGM as an annual “signature Guam event”, and \$219,517.92 was expended on that year’s event. GVB also sponsored the 2020 UGM, expending \$210,040.32 on a “virtual” event that was held during the Covid-19 pandemic. GVB thus eschewed its legislative mandate in favor of an event organized by a private organization and branded as United Airlines’ event.
- iii. Shinohara’s role in GVB’s GSEI business. While GVB Director Sam Shinohara appears as a GSEI director and corporate secretary since 2014, he played a visible role in GVB’s funding for GSEI’s 2020 UGM around the time of the pandemic. The MOU for that GSEI-UGM event included a *force majeure* term, likely because of the then-impending global pandemic. Despite having a provision to refuse payment, the GVB Board in July 2020 approved \$130,420.67 for UGM’s marketing expenses. Before payment, management and Bureau employees tried to enforce the *force majeure* provision, but internal communications and Board meeting minutes show that Shinohara interacted with Bureau employees and the GVB Chairman, as the Bureau prepared GSEI’s marketing expenses for formal approval by the Board. In total, GVB expended \$210,040.32 on the 2020 UGM, which included GSEI sponsorship funds, GSEI incentive payments, and in-country marketing expenditures.

- iv. Elected and Selected Directors' undisclosed financial interests. According to anecdotal evidence, two GVB director classes – those elected by the nonstock membership (i.e. the “Elected Directors”) and the “12th Director,” who is selected by the other eleven Directors – evidently do not file financial reporting requirements found in the Public Official Disclosure Act, 4 GCA Ch. 13, and none of the directors in these two classes file disclosures. However, the Standards of Conduct for public officials and employees (i.e. the “Ethics Standards”) at 5 GCA § 15205 prohibits directors of boards from taking official action directly affecting their financial interests and requires them to disclose their interests. Financial interests include directorships and officerships in outside organizations.² Directors are thus prohibited from voting, discussing, considering, or influencing votes or decisions of others on matters involving their financial interests.
- v. Expenditures on GSEI sponsored/managed events without procurement. In the absence of rules and regulations, as awards are expenditures of public funds, it would have been reasonable, legally compliant and defensible under Guam law if the administrative process involved competitive selection with a contract awarded under the Procurement Law.³ GSEI was awarded a procurement contract for event management services from 2015 to 2017, but expenditures from 2018 to 2020 totaling \$512,492.24 were apparently not made under procurement.
- vi. The GM's duty to ensure enforcement of the Board's rules and regulations means that the GM may be compelled to report Directors who violate rules and regulations. There is a dilemma that the Bureau faces because the GM, who serves at the pleasure of the Board, is under statutory duty to ensure that the Board's rules and regulations are enforced. The dilemma arises when the GM is duty-bound to report Directors who violate Board rules and regulations. For the matters discussed in this Report, the GM's duty includes ensuring the Board takes steps to correct discrepancies found in OPA audits and to recover any expenditures not made in accordance with existing laws, rules, regulations or policies. Conflicted directors are required under the Ethics Standards to disclose outside interests and recuse when their agency takes action that may benefit their outside interests. The GM's duty thus puts him in the unenviable position of enforcing Board rules and regulations by reporting Directors who may have violated the law.

² See 4 GCA § 15102 (f) (“**financial interest** means an interest held by an individual, his or her spouse, natural, adopted, or dependent children, parents, parents-in-law, siblings, or siblings-in-law which is: (1) an ownership interest in a business; (2) a creditor interest in an insolvent business; (3) an employment, or prospective employment for which negotiations have begun; (4) an ownership interest in personal or real property; (5) a loan or other debtor interest; or (6) a directorship or officership in a business.”)

³ See 5 GCA § 5004 (b) (“Application to Territorial Procurement. This Chapter shall apply to every expenditure of public funds irrespective of their source ... by [the Territory], acting through a governmental body as defined herein, under any contract, except that this Chapter shall not apply to either grants or contracts between Guam and another government.”).

THE GM'S ADMINISTRATIVE CONCERNS: SPECIAL INTERESTS; CONDUCT
OF BUREAU BUSINESS BY SOME BOARD MEMBERS OUTSIDE OF THE
PUBLIC EYE

GM's and DGM's observations about the Board

GVB's current GM is Carl Gutierrez, a former governor of Guam with decades of experience in the tourism industry and with administrative agencies, including GVB, as a director and Board chairman. The DGM is currently Gerry Perez. He, too, has decades of experience in the tourism industry and with GVB, as its GM, President and CEO.

Upon assuming their roles in management, the GM and DGM began to suspect that certain directors were discussing Bureau business outside of the public eye, that is, outside of the Board's public meetings. If true, such would violate the Open Government Law, 5 GCA Ch. 8.

The GM and DGM also noticed that directors and nonstock members were at times directly influencing the duties and tasks of GVB employees, which was not the case during their previous experience with GVB. The two complained that the Board was acting as a "governing board" instead of an "advisory board," which is how they characterize past Boards' role with the Bureau and involvement in GVB's business affairs. The GM and DGM thus believe that the Board takes action on Bureau business without lawful governing board authority.⁴

The GM and DGM also complain that directors with direct ties to the visitor industry should not be discussing or playing a part in GVB business that benefits their own private business and employment interests.

Chairman Morinaga's admission that Directors had a nonpublic meeting

A particular incident attested to by the GM and DGM is consistent with their suspicions about directors' nonpublic discussions.⁵ The two attest to Chairman Morinaga's statements, which were made sometime around March 2021, that he attended a private meeting at United Airlines offices with two other Board members, Shinohara and Ben Ferguson. Also in attendance was Steve Ruder, President of R!MS. R!MS was a GVB vendor for events management and related promotional and marketing services. According to the GM and DGM, the timing of the Directors' private meeting at United Airlines coincided with the time that GVB was in active procurement of communications services. The GM and DGM further attest that R!MS eventually responded to the solicitation but was not awarded a contract.

⁴ While not the subject of this Report, the GM and DGM are correct. *See* pp. 10-11 *infra* (discussing Incongruence of GVB's Second Amended Bylaws).

⁵ *See* Exh. 1 (GM and DGM's affidavits).

Guam Micronesia Island Fair and *Ko'ko* Road Race events: *Ko'ko* Road Race replaced by Board with United Airlines Guam Marathon

The DGM had a specific complaint about the Board ignoring GVB's statutory mandate to organize, fund and hold the *Ko'ko* Road Race events as part of the Guam-Micronesia Fair but actively taking steps to replace it and ultimately doing so with the UGM.

The *Ko'ko* Road Race ("KRR") was designated by legislative act (P.L. 31-106; *codified at 1 GCA § 1033*) in 2011 to be part of the island's annual Guam-Micronesia Island Fair celebration (hereinafter, the "Fair"):

Legislative Findings and Intent. *I Liheslaturan Guåhan* finds that since 2006, the Guam *Ko'ko* Road Race, an event intended to raise awareness for Guam's endangered official Territorial Bird and to attract international athletes to Guam, has become an annual addition to the Guam-Micronesia Island Fair. As the Guam *Ko'ko* Road Race has become an integral part of the Guam-Micronesia Island Fair, it is appropriate that the event be an official function of the government of Guam, and that the two (2) events be joined and renamed to the Guam-Micronesia Island Fair and Guam *Ko'ko* Road Race

P.L. 31-106 mandated that GVB organize and provide logistics and financial support for the Fair and the KRR. The law further provided that GVB was to charge fees to raise money from participants and local vendors to help pay for the Fair and KRR events.

GVB's GM in 2018, Nate Denight, was also GVB's DGM in 2014 and 2015 when Karl Pangelinan was the GM. Denight would have known of GVB's sponsorship of GSEI. At the Board's 11/9/17 meeting, GM Denight announced that the KRR would be moved to December 2018 and would undergo a name change. At the 1/11/18 Board meeting, GM Denight stated that GSEI was seeking GVB support for UGM's 5K and 10K running events. At the 2/22/18 GVB meeting, GVB Director Nault announced that the UGM would take place in early April. At the 4/26/18 meeting, it was announced that the Fair would be held from 5/2/18 to 5/6/18, however, no mention was made of the KRR. At the Board's 8/23/18 meeting, Dir. Nault announced there would be no KRR for 2018 and it would be postponed for 2019, although there would be a *Ko'ko* kids race event in March 2019. By the 5/9/19 meeting, however, GVB Dir. Camacho announced that the KRR would not be held and that all agreements with the KRR would be transferred to the UGM.⁶

Expenditures data indicates that GVB funded events which were managed by GSEI from 2015 to 2017. No KRR expenditures were made in 2018, 2019 or 2020, while UGMs were funded in each of those years.⁷ GSEI's role as UGM's sponsor and events manager stands in

⁶ Board meeting minutes are available at <https://www.guamvisitorsbureau.com/board-minutes>.

⁷ See Exh. 2 (GSEI Transactions).

contrast to its role as GVB's events manager, procured and under contract for KRR events. Both the UGM and the KRR are events that compete for GVB resources and that are promoted as distance running events for international runners.

Further compounding the Bureau's neglect of the KRR in favor of the UGM is that, under GVBA § 9107, the Board is charged with duties to promote Micronesia and the Mariana Islands as a tourist destination; encourage and support local activities, programs and development which would enhance Guam as an attractive tourist destination; support the marketing of local arts, handicrafts and other manufactured products to visitors; and encourage local cultural activities for tourist and general public enjoyment. Designating the UGM as a signature event, prominently branding it as a United Airlines event, and spending hundreds of thousands on the UGM instead of the KRR is arguably neglect of the Board's duties in GVBA § 9107.

GM'S DUTY TO ENFORCE THE BOARD'S RULES AND REGULATIONS

GM's duty under GVBA § 9108 to ensure enforcement of the Board's rules and regulations

GVBA § 9108 provides that the duties of the GM include "Insuring (*sic*) that the Board's rules and regulations are enforced..." This duty is part of the GM's responsibility for the "maintenance, operation, development, and administration of the Bureau's business affairs".⁸

Board's duty under GVBA § 9113 to correct audit deficiencies and recover unlawful expenditures

The Board is mandated to recover unlawful expenditures pursuant to GVBA § 9113 (d):

As a condition to receiving any funds appropriated to the Bureau by *I Liheslaturan Guåhan* or borrowed pursuant to § 9105(n), the Bureau ... shall allow an audit of all the Bureau's funds and matching cash, and in-kind contributions of its membership by the Public Auditor as authorized by Chapter 19 of Title 12 of the Guam Code Annotated, as amended by § 59 of Public Law Number 26-76.

Should the audit reveal any discrepancies or violations of law or of the Bureau's rules and regulations or policies, then the Board shall take steps to correct the discrepancies and to recover any expenditures not made in accordance with existing laws, rules, regulations or policies. The Public Auditor shall provide a copy of any audit conducted pursuant to this Subsection to the Attorney General. Upon the enactment of this Subsection, an audit of the Bureau shall be conducted for prior fiscal years.

⁸ See GVBA § 9108 (b) ("The day-to-day operations of the Bureau shall be the province of the General Manager. The General Manager shall be primarily responsible for the maintenance, operation, development, and administration of the Bureau's business affairs.").

By statute, the Board may be placed in the uncomfortable position of having to recover expenditures because of the conduct of its own members.

Risk to Board action because GVB's Second Amended Bylaws do not comport with the GVBA

Article VI Sec. 1 of GVB's Second Amended Bylaws states that all of the Bureau's corporate powers shall be exercised by or under authority of, and the business and affairs of this corporation shall be controlled by, a Board of Directors. This is demonstrably incorrect.

Unlike other Boards who are expressly vested with and have statutory authority to exercise the powers of their own agencies, GVB's Board has limited authority. It has no express authority to exercise Bureau powers but can only vote on resolutions directing employees to act. *Compare, for example* 12 GCA § 50105 ("All functions and powers of [GEDA] shall be vested in and be exercised by and under the direction of a Board of Directors ...") and 12 GCA § 5103 (b) ("The powers, rights, privileges, functions and duties of [GHURA] shall be vested in seven (7) commissioners ...") with GVBA § 9105 ("The Bureau shall have and exercise each and all of the following powers ...") and § 9106 (i) ("The Board shall act only by resolution at a meeting duly held. Neither the chairperson nor vice-chairperson nor any individual director or group of directors shall have any authority to direct any employee of the Bureau except by resolution adopted as herein provided. Any resolution or action of the Board shall require an affirmative vote of eight (8) at a properly held meeting of the Board.").

A plain reading of the GVBA is that the Bureau itself wields its powers, while the Board may direct corporate action by passing a lawful resolution with 8 votes. Further examination of the enabling act reveals that the Board may only direct actions that fall within the express authorities granted to it.⁹ Accordingly, the Bureau may grant the authority to exercise its powers to the Board through promulgation of rules and regulations, as can be seen in § 9117 regarding the Grant Awards Funds.¹⁰ No authority is provided, then, where action to exercise powers is taken without a rule or regulation.

⁹ Analysis of GVB's Second Amended Bylaws including express authority granted to the Board may be found at https://guamvisitorsbureau.com/sites/default/files/memo_gvb_brcc_summary_report_1.pdf.

¹⁰ See also GVBA § 9105 (e) (the Bureau shall "Adopt such rules and regulations pursuant to the Administrative Adjudication Act as may be necessary for the exercise of the powers and performance of the duties conferred or imposed upon the Bureau or the Board by this Article") and (k) ("The Bureau shall have and exercise each and all of the following powers: Establish and delegate its authority to any committee or subcommittee of the Board of Directors, and to determine the composition, duties and powers of any such committee.").

ADMINISTRATIVE LAWS

Open Government Law

GVB's Board business must be conducted in conformance with the Open Government Law, 5 GCA Ch. 8 (the "OGL"). The spirit of the OGL is transparency in the conduct of the public business:

"The Legislature declares it is the policy of this Territory that the formation of public policy and decisions is public and shall not be conducted in secret. The people of Guam do not yield their individual rights to the public agencies which serve them. The people, in delegating authority, do not give their public servants the right to decide what is good for the people to know and what is not good for them to know. The people insist on remaining informed so that they may retain control over the instruments they have created."¹¹

To comply with the law, "Every meeting of a public agency shall be open and public, and any person shall be permitted to attend any public agency meeting, except as otherwise provided ..."¹²

Meetings do not merely refer to formally organized public meetings. "Meeting means the convening of a governing body of a public agency for which a quorum is required in order to make a decision or to deliberate toward a decision on any matter ..."¹³ However, the requirement to conduct public business only in OGL meetings can be seen in the following provision of the OGL:

Exception. A chance meeting of two or more members of a public agency shall not be considered a public meeting. No chance meeting, informal assemblage or electronic communication shall be used to decide or deliberate public business in circumvention of the spirit or requirements of this Chapter."¹⁴

Accordingly, it is a risk for two Directors to meet by chance outside of a public meeting and a potential violation of the OGL to communicate electronically about Bureau business. While it may prove difficult to know that the meeting described by Chairman Morinaga was a violation of the OGL, certain communications between GVB staff and directors appear not to be the Exception found in the OGL.

¹¹ 5 GCA § 8102.

¹² 5 GCA § 8103 (a).

¹³ 5 GCA § 8104 (b)

¹⁴ 5 GCA § 8105.

Procurement Law

After 2017, expenditures on GSEI sponsorships and events were not made pursuant to a procurement. The Procurement Law applies to every expenditure of public funds irrespective of their source,¹⁵ and GVB is expressly made subject to Procurement Law provisions dealing with competitive selection.¹⁶

As GSEI is a nonprofit corporation, “A contract may be awarded for a supply or service without competition when the contractor is a nonprofit corporation employing sheltered [workers or persons with disabilities]. As a condition of the award of the contract the contractor must certify that labor on the project will be performed by [persons with disabilities] except that supervisory personnel do not have to be [such persons]”¹⁷ It is unknown whether GSEI employs sheltered [workers or persons with disabilities], and procurement file contains no certifications regarding such persons.

Public Official Disclosure Act

GVB's directors include five appointed by the Governor with advice and consent of the legislature, two appointed by the legislature, four elected by the membership every odd year, and a “12th Director” who is selected by the other eleven directors.

According to GVB management, its elected directors and the 12th director do not file disclosures because of advice received in the past. The requirement for government officials and employees to file financial disclosures is found under Guam's Public Official Disclosure Act, 4 GCA Ch. 13. Under § 13103 of that Act, public officials must file a written disclosure of their financial and other interests at the Guam Election Commission yearly on or before April 22:

Report to be Filed With the Election Commission. (a) Each official shall file with the Election Commission, on or before April 22 of each calendar year, a written report containing the financial information required by this Chapter covering the preceding calendar year (or other year if the individual official files a Guam Income Tax Return covering a period other than the calendar year).

Under 4 GCA § 13102, “Officials” are described as “any person elected to any public office in Guam and any person appointed, with legislative concurrence or by the Guam Legislature, to any public office, to include, but not limited to:

(1) all elected officials;

¹⁵ 5 GCA § 5004 (b).

¹⁶ See 5 GCA § 5125.

¹⁷ 5 GCA § 5217.

(2) officials appointed by *I Maga'lahi* whose appointment is subject to the consent of *I Liheslaturan Guåhan*, except ex-officio and student members of Boards and Commissions in their capacity as members of such Boards and Commissions; and

(3) the chief executive officers, by whatever title they may be known, of all agencies and instrumentalities of the government of Guam whether or not confirmation by *I Liheslaturan Guåhan* is required.

(4) all individuals who are given or delegated authority by an elected official or appointed official to have sole authority to enter into contracts for procurement or approved change order. Exempt are classified employees who do administrative processing but do not have discretion on awards.

Because they are elected by the membership or selected by other directors, GVB's Elected Directors and the 12th Director do not appear to be included as an Official and would not be required to file a financial disclosure.

There is, on the other hand, a specific provision for conflict of interest ("COI") disclosure by board members under 4 GCA § 13104.1:

Contents of Reports Filed by Appointees to or Members of Boards and Commissions. Notwithstanding any other provision of Public Law, all appointees to Boards and Commissions of the government of Guam, as defined by § 13102(5) of this Chapter, shall be required to disclose and submit a financial report containing only information where conflicts of interest or possible conflicts of interest exist at the time of appointment or as may be expected to exist during their tenure of service on the Board or Commission to which they are being appointed. Such information shall include conflicts of interest or possible conflicts of interests with the appointee's or member's place of employment, any entity in which the appointee or member serves as a director or consultant to and any entity to which the appointee or member or a family member of the appointee or member owns an interest of five percent (5%) or more in. A family member shall be defined as any relative by blood or marriage or cohabitation in lieu of marriage; within two (2) degrees of consanguinity. In the event that any conflicts of interests, as defined herein, arise subsequent to a member's appointment, the member shall, within thirty (30) days of the knowledge of such conflicts of interest, file an amended report with the Guam Election Commission or by the next filing deadline, whichever is sooner. For purposes of this Subsection, 'conflicts of interest' shall be defined under the provisions of § 15205 of Title 4, Guam Code Annotated. In the event that no conflicts of interests or possible conflicts of interest exist, the report shall state that 'no conflict exists.' The Election Commission shall prepare separate disclosure reports specifically for Board and Commission members. In the event that any

Board or Commission is required to approve the purchase of any item from any SOURCE in which any of its members may have a conflict of interest as described herein, such member shall disclose for the record, the nature of such conflict and shall append a copy of the minutes of such meeting to the financial disclosure report.

However, 4 GCA § 13102(5) designating appointees to boards and commissions does not exist in the current version of the Public Official Disclosure statute:

§ 13102. Definitions for Purposes of This Act.

(a) The term *official* means any person elected to any public office in Guam and any person appointed, with legislative concurrence *or* by the Guam Legislature, to any public office, to include, but *not* limited to:

(1) all elected officials;

(2) officials appointed by *I Maga'lahi* whose appointment is subject to the consent of *I Liheslaturan Guåhan*, except ex-officio and student members of Boards and Commissions in their capacity as members of such Boards and Commissions; and

(3) the chief executive officers, by whatever title they may be known, of all agencies and instrumentalities of the government of Guam whether *or* not confirmation by *I Liheslaturan Guåhan* is required.

(4) all individuals who are given or delegated authority by an elected official or appointed official to have *sole* authority to enter into contracts for procurement or approved change order. Exempt are classified employees who do administrative processing but *do not* have discretion on awards.

The statute was originally passed as P.L. 23-105, which included a definition for appointees of boards:

(5) members of every board or commission whose original term of office is for a period exceeding one year and whose functions are not solely advisory;

P.L. 23-91 amended § 13102 but removed ¶ 5.¹⁸ In P.L. 29-20, § 13102 was again amended without the definition of an appointee to, or member of, a board.¹⁹ In P.L. 30-79, subsection (a) (4) was added but there was no inclusion of a definition of an appointee to, or member of, a board.²⁰

As can be seen, over time, the legislature amended the statute but failed to provide a meaning for appointees or members of boards and commissions.²¹ A court may interpret the statute as unenforceable or read P.L.23-105 into the meaning so that it refers to members with a term of longer than a year and who are not merely advisory. However, there is no statutory definition of what an advisory board is. It is, therefore, reasonable to conclude that that the provision requiring members of boards and commissions to file financial disclosures is probably unenforceable. GVB's Elected Directors and the 12th Director, then, may reasonably conclude that they have no Public Official Disclosure Act obligation by straightforward application of 4 GCA § 13104.1.

Standards of Conduct for Public Officers and Employees (the "Ethics Standards")

On the other hand, the Ethics Standards concerning conflicts of interest applies to government employees and members of boards, which includes GVB's directors.²² Under the Ethics Standards, directors and employees are prohibited from taking official action directly affecting a business or other undertaking in which the employee or board member is a director or officer.²³ Directors and employees who know or reasonably should know that, they have a financial interest in any decision pending before their agency, shall not vote for or against, discuss, decide, in any way participate in considering the matter, or seek to influence the votes or decisions of others on such matter. Prior to any determination of the matter, the employee shall verbally disclose at a public meeting, if any, the nature of such interest, and shall have such

¹⁸ See [P.L. 24-91.pdf \(guamhttps://www.guamlegislature.com/Public_Laws_29th/P.L.%2029-20%20\(Bill%20No.%2061%20EC%20overridden\).pdflegislature.com\)](https://www.guamlegislature.com/Public_Laws_29th/P.L.%2029-20%20(Bill%20No.%2061%20EC%20overridden).pdf).

¹⁹ See [https://www.guamlegislature.com/Public_Laws_29th/P.L.%2029-20%20\(Bill%20No.%2061%20EC%20overridden\).pdf](https://www.guamlegislature.com/Public_Laws_29th/P.L.%2029-20%20(Bill%20No.%2061%20EC%20overridden).pdf).

²⁰ See [P.L. 30-79 - Bill No. 209-30 \(COR\).pdf \(guhttps://www.guamlegislature.com/Public_Laws_30th/P.L.%2030-79%20-%20Bill%20No.%20209-30%20\(COR\).pdfamlegislature.com\)](https://www.guamlegislature.com/Public_Laws_30th/P.L.%2030-79%20-%20Bill%20No.%20209-30%20(COR).pdf).

²¹ See also 4 GCA § 13104.1 Compiler's Note ("To date, '§ 13102(5)' does not exist in Guam law. Consequently, there is no definition of 'appointees to Boards or Commissions of the government of Guam' for purposes of enforcing this provision.").

²² See 4 GCA §§ 15205 (prohibiting conflicts of interest of government employees); and 15102 (d) (defining employee; "**employee** means any nominated, appointed, or elected officer or individual employed with a Guam agency as defined herein, including members of boards or commissions, and persons under personal services contracts").

²³ See 4 GCA § 15205 (a) (prohibiting conflicts of interest); see also 4 GCA § 15102 (f) (defining financial interest to include directorships and officerships).

disclosure placed in the official records of the agency. If absent from a meeting or a portion of it, the director or employee is required to verbally disclose the nature of the conflict at the next attended meeting and the disclosure shall be placed in the official records of the agency.²⁴

In reconciling Directors' obligations under the administrative laws, while there probably is no enforceable disclosure requirement in the Public Official Disclosure Act, they are required by the Ethics Standards to complete a Disclosure of Conflicts of Interest form and file it with the Guam Election Commission within three (3) working days upon the employee's recognition of said conflict and recuse from conflicted matters.

GSEI ORGANIZATIONAL HISTORY

GSEI Articles of Incorporation were received at the Department of Revenue and Taxation on May 12, 2014. GSEI's incorporators were Milton Morinaga, Ben Ferguson, and Ken Yanigasawa. Its initial directors included Karl Pangelinan, Ben Ferguson and Ken Yanigasawa. Its initial officers included Karl Pangelinan, Ben Ferguson and Sam Shinohara.²⁵

It is understood that Morinaga, Ferguson and Yanigasawa are each employed by a company in the PHR membership. Morinaga has been a GVB director during GVB's sponsorship and funding of GSEI events. Ferguson was elected a GVB director in 2021.

Sam Shinohara is employed with United Airlines. Shinohara has been a GVB director since January 2015.²⁶ Shinohara was eventually appointed GVB's corporate treasurer. None of the employees questioned for this Report claimed knowledge that Shinohara was a director of GSEI.

One of GSEI's directors is Steve Ruder. Ruder first appears in GSEI's 2015 annual report to DRT. He seems to have replaced Karl Pangelinan. Ruder is president of Ruder Integrated Marketing Services ("R!MS), a company that provided event management, promotional and other services for events sponsored by GSEI from 2007 to 2020. According to financial data, for that period, GVB expended \$9,723,789.50 on events that R!MS handled.²⁷ Before GSEI's organization in 2014, GVB funding for events from 2007 and 2014 that were handled by R!MS averaged approximately \$374,000 per year. However, after GSEI's organization, GVB funding for those events increased to approximately \$1,184,000 per year. None of the employees interviewed for this Report knew that Ruder was a GSEI director.

²⁴ 4 GCA § 15205 (g).

²⁵ See Exh. 3 (GSEI articles).

²⁶ See <https://www.guamvisitorsbureau.com/docs/about/board-minutes/fy2015/01-08-2015-regular-board-meeting.pdf>.

²⁷ See Exh. 4 (R!MS transactions spreadsheet).

GSEI provided the following information in its annual reports filed at DRT:²⁸

Date of Annual Report	GSEI Directors	GSEI Officers
Aug. 25, 2015	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Aug. 22, 2016	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Aug. 10, 2017	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Aug. 21, 2018	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Aug. 23, 2019	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Jul. 22, 2020	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis
Aug. 12, 2021	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis

²⁸ See Exh. 5 (GSEI 2015-2022 annual reports).

Date of Annual Report	GSEI Directors	GSEI Officers
Aug. 22, 2022	Ben Ferguson, Sam Shinohara, Fred Schumann, Steve Ruder, Joel Davis, Michael Pangelinan	President B Ferguson, Secretary S. Shinohara, VP & Treasurer J Davis

EXPENDITURES

TOTAL EXPENDITURES ON GSEI SPONSORSHIPS AND MANAGED EVENTS (2014-2020)

GVB financial data shows a total of \$1,528,254.67 in expenditures for events and sponsorships associated with and managed by GSEI from 2014 to 2020.

GSEI INITIAL SPONSORSHIP (2014)

GVB first gave GSEI a \$7,500 sponsorship on 10/24/14. Shortly after that funding, on 11/14/14, there evidently was a discussion by GSEI's directors about consolidating KRR and GIM events.²⁹ Four days later, Shinohara, who was a GSEI director but not yet a GVB Director, emailed GVB GM Karl Pangelinan and offered to upgrade the United Airlines frequent flyer status of a person named "Trina" to "1K" so that Karl Pangelinan could use it for "upgrades and other benefits".³⁰ Two weeks later Shinohara appears to give GVB GM Karl Pangelinan Global Service frequent flyer status, which Shinohara described as the highest status for any of United Airlines' customers, available by invitation only. Shinohara, nevertheless, stated that it was to make up for United Airlines' service failures.³¹

EXPENDITURES UNDER PROCUREMENT (2015-2017)

GSEI was initially only sponsored in 2014 but was later awarded a contract from a procurement for event management services in 2015.³²

GSEI's events management contract was renewed on or around 3/21/16. In responding to GVB's renewal letter, Ferguson provided an affidavit of ownership for GSEI. His affidavit attests to Shinohara's name as "**Sam Shinohawa**", although corporate documents filed at DRT

²⁹ See Exh. 6 (GSEI 11/14/14 meeting).

³⁰ See Exh. 7 (11/18/14 email from Shinohara to K. Pangelinan).

³¹ See Exh. 8 (11/30/14 email from Shinohara to K. Pangelinan).

³² The procurement was GVB RFP 2015-003.

state "Sam Shinohara".³³ GSEI's contract was renewed a second time in May 2017. However, Ferguson provided no names at all in the affidavit of ownership he provided for that renewal.³⁴

From the date of the first sponsorship payment to GSEI in 2014 to the end of the 2017 contract extension (at the end of Feb. 2018), financial data shows that GVB expended a total of \$1,016,422.43 on GSEI sponsorships, events management services, promotional and other expenses for TOG, GIM, UGM and KRR events.

EXPENDITURES WITHOUT PROCUREMENT OR OPERATIVE AGREEMENT (2018-2019)

It is not clear what agreement was entered into between GVB and GSEI for 2018. The first contract extension after procurement of UGM event management services, effective *nunc pro tunc* 3/1/16, suggests that the extension signed in 2017 would have been in force through the end of February 2018. The UGM was held on 4/8/18, however, which would have come after the contract extension period.

GVB board meeting minutes from 1/11/18 show that UGM's supporters were seeking funding for that year's events,³⁵ then GSEI received \$50,000 in sponsorship funds on 1/26/18. In May 2018, GVB expended \$32,274 on UGM advertising and souvenir booklets. GVB minutes for its 8/23/18 board meeting show that the UGM would not be held in 2018 and would be postponed for 2019,³⁶ but financial data shows that GSEI received another \$50,000 in sponsorship funds on 10/1/18 for its UGM sponsorship.

EXPENDITURES UNDER MOA (2019)

On 10/4/18, shortly after receiving sponsorship funds, Ferguson, sent GVB employee Brian Borja information for a proposed Co Op Funding Agreement for the 2019 UGM. Shinohara followed up with an email of his own the next day and asked Borja to square the matter of the Co Op Funding Agreement away ASAP because of the challenge to GSEI to start executing on their plans.³⁷ Shinohara's directive to Borja, if not the result of a duly passed resolution, would not be a lawful directive.

³³ See Exh. 9 (affidavit of ownership for 2016 procurement agreement renewal).

³⁴ See Exh. 10 (affidavit of ownership for 2017 procurement agreement renewal).

³⁵ See [01-11-2018-regular-board-meeting.pdf](https://www.guamvisitorsbureau.com/docs/about/board-minutes/fy2018/01-11-2018-regular-board-meeting.pdf) ([guamvisitorsbureau.com](https://www.guamvisitorsbureau.com)).

³⁶ See [08-23-2018-regular-board-meeting.pdf](https://www.guamvisitorsbureau.com/docs/about/board-minutes/fy2018/08-23-2018-regular-board-meeting.pdf) ([guamvisitorsbureau.com](https://www.guamvisitorsbureau.com)).

³⁷ See Exh. 11 (Shinohara follow up email)

In his response addressing Shinohara as “Treasurer Sam”,³⁸ Borja states that he will work on a Memorandum of Agreement (MOA). Borja transmitted an MOA to Shinohara and Ferguson on 10/17/18. A copy shows that it was signed by Ferguson on 10/26/18 and by Denight on 10/29/18.³⁹

The MOA was for a “Cooperative Promotional Program” under which GSEI was authorized to expend up to \$150,000 for the UGM in 2019. Financial data shows that GVB expended \$219,517.92 on the 2019 UGM. This sum includes sponsorship funds (\$50,000; paid on 10/1/18, before the MOA was executed), with the balance applied towards Japan market promotional expenses (\$152,017.92), and a souvenir booklet (\$17,500).⁴⁰

EXPENDITURES NOT UNDER AN OPERATIVE AGREEMENT (2019 – 2020)

The MOA signed in Oct. 2018 was for the 2019 UGM, which was held in April 2019. Expenditures after that should be supported with underlying documentation. However, for a period of time (from the end of the 2019 UGM in Apr. 2019 to Jan. 2020), GVB and GSEI appears not to have executed have an instrument memorializing the funding for the 2020 UGM. GVB was, nevertheless, made to fund expenditures for the 2020 UGM while there was no underlying operative agreement. Some of these expenditures were presented to GVB by GSEI in an invoice dated 3/31/20.⁴¹

EXPENDITURES UNDER MOU (2019 – 2020)

GVBA § 9111 requires prior board approval of expenditures in excess of \$24,999. At GVB's 11/14/19 meeting, the Board ratified expenditures of \$49,300 for UGM Korea Marketing and \$209,237 for UGM Japan Marketing and approved \$50,000 for GSEI's 2020 UGM sponsorship.⁴² The Board actions were carried by unanimous vote, with Shinohara in attendance at the meeting.⁴³

³⁸ A treasurer is not provided for in the enabling act. GVB's bylaws, nevertheless, purport to give the treasurer certain authority and power to act on behalf of the corporation.

³⁹ See Exh. 12 (MOA). Denight was deputy GM under K Pangelinan and likely had knowledge or reason to believe that Pangelinan, Ferguson and Shinohara were involved with GSEI.

⁴⁰ Responsibility for the UGM was placed under GVB's Japan Marketing group. The group's manager at the time, Nadine Leon Guerrero, told investigators that, when she expressed concern with the MOA, she found herself moved to another area of GVB that needed a marketing head. However, Leon Guerrero stated that she did not believe her expressing concern with the MOA was the reason for her being reassigned.

⁴¹ See Exh. 13 (billing from White Inc.).

⁴² A descriptor for UGM Korea Marketing expenses does not appear in financial data provided by GVB's Financial Controller, however. Application of expenditures to in-country marketing units is discussed *infra* in this Report.

⁴³ See <https://www.guamvisitorsbureau.com/docs/about/board-minutes/fy2020/11-14-2019-regular-board-meeting.pdf>.

A document similar to the 2018 MOA titled “Memorandum of Understanding” (MOU) was signed in January 2020 by then-GVB GM, Pilar Laguana, and GSEI’s managing director, Ferguson.⁴⁴ The MOU was for GSEI’s promotion of the 2020 UGM. It called for GVB to provide \$150,000 for in-country promotional marketing expenses. Additionally, the MOU carried incentive-based funding as the 2020 UGM reached certain numbers of runners. The total runner incentive under the MOU was \$59,237.

Financial data for the 2019 and 2020 UGMs show that GVB expended a total of \$379,558.24 in sponsorships, events management fees, and promotional expenses. If all of 2018 is taken into account – since the last year under GSEI’s contract award for event management services was 2017 – GVB appears to have funded as much as \$512,492.24 on UGM sponsorships and events from 2018 to 2020.

The 2020 “Virtual” UGM

Unlike the MOA for the 2019 UGM, the MOU for the 2020 UGM included a *force majeure* term stating that GVB will not be liable if the event is cancelled for reasons beyond its control. Inclusion of this (new) term suggests the parties were aware of a looming state of emergency because of the Covid-19 pandemic and wanted an “out”. On 2/15/20, the Board, management and certain employees discussed cancellation of the Guam Basketball Federation FIBA Asia Cup Qualifier⁴⁵. On 2/20/20 Ferguson informed GVB GM Pilar Laguana that GSEI will hold the UGM despite the looming pandemic⁴⁶. On 2/21/20, Shinohara expressed his dissatisfaction with GVB’s cautionary stance on the pandemic to Dir. Ada, GVB GM Laguana, and GVB Dep. GM Bobby Alvarez and directed Alvarez to contact Ferguson about cancellation of the 2020 UGM.⁴⁷ At GVB’s 3/12/20 Board meeting, Shinohara asks whether UGM is obliged to fulfill commitments because of the pandemic. By 3/31/20 it appeared that management wanted to cancel sponsorships for 2020 and drafted a letter to inform GSEI and other sponsored entities.⁴⁸ However, those letters do not appear to have been sent.

In an email dated 5/2/20, Morinaga approved a draft resolution for use of GVB’s Rainy Day Fund (“RDF”) and copies Shinohara and GVB Dir. Therese Arriola.⁴⁹ At the Board meeting held on 5/14/20, the Board approved the use of GVB’s Rainy Day Fund (“RDF”), subject to legislative approval. The RDF was to finance expenditures on marketing activities despite travel, isolation and quarantine restrictions imposed on visitors because the pandemic.

⁴⁴ See Exh. 14 (2020 MOU).

⁴⁵ See Exh. 15 (2/15/20 email chain).

⁴⁶ See Exh. 16 (Ferguson’s 2/20/20 email).

⁴⁷ See Exh. 17 (Shinohara’s 2/21/20 email).

⁴⁸ See Exh. 18 (management-staff email chain).

⁴⁹ See Exh. 19 (Morinaga’s email of 5/2/20).

On 6/2/20 and 6/3/20, Shinohara follows up on payments to GSEI with GVB Financial Controller Villanueva, stating, "The GSE guys were chasing me about it yesterday."⁵⁰ On 6/4/20, Villanueva transmits a schedule containing UGM marketing expenses to Ada and Shinohara, and on 6/8/20 she transmits the schedule to Ada and Shinohara with reference to proposed Board Resolution no. 4 for the Board's approval of expenses. Also on 6/8/20, in emails between themselves, Ada and Shinohara approve of the expenses and their inclusion in an agenda for an upcoming Board meeting.⁵¹ At the 6/11/20 Board meeting, Shinohara moved to approve the scheduled expenses, but the motion was tabled.

A resolution for \$1,246,726 in marketing expenses was ultimately approved at the Board's 7/23/20 meeting. That day, the board also approved \$130,420.32 for UGM marketing expenses in Japan. That amount appears to consist of \$100,800.21 in UGM marketing expenses for Oct. 2019 to Mar. 2020 as well as an incentive payment paid to UGM on 2/11/20.⁵²

At the 9/10/20 Board meeting, Shinohara reported that the 2020 Virtual United Guam Marathon took place and included 3,000 registrants and 100 finishers. At the 9/24/20 meeting DGM Perez reported that 1,300 runners completed the virtual event.

Dispersed/diffused UGM expenditures

It is noteworthy that UGM expenses were dispersed/diffused to individual source markets. When UGM provided event management services under procurement in 2015 to 2017, notations for the expenses in the financial data provide descriptions for expenditures, as if they were supported by receipts or invoices. This detail allows inference that expenditure requests were supported by specific receipts for those individual expenditures. In contrast, when GSEI was not providing services under procurement, i.e. under the MOA and MOU (or without an operative agreement), the expenses were lumped generically as "UGM 2019 Japan Market Promo Share", "UGM Japan Market Promo", and similar descriptors. These generic descriptors make it more difficult to recognize the nature of individual expenditures.

In GVB's financial data, for 2020, only Japan Market in-country expenses were posted. However, one other UGM source market – Korea – was made to incur expenditures for UGM.⁵³ The Financial Controller subsequently produced other data and explained that it is possible that other in-country expenses were incurred although not included in the reports she generated.⁵⁴ It may be possible that these expenditures are reported in financial data pertaining to RIMS-managed events, although that possibility was not analyzed for this Report.

⁵⁰ See Exh. 20 (Shinohara's 6/3/20 email).

⁵¹ See Exh. 21 (Shinohara, Morinaga emails of 6/8/20).

⁵² See Exh. 22 (Villanueva email explaining expense approval).

⁵³ See Exh. 23 (UGM \$10,400 expense from Korea).

⁵⁴ See Exh. 24 (10/18/22 email of JV admitting other expenses may be unaccounted for).

BASIS FOR REFERRAL

Under GVBA § 9108 (c) (1) the GM is charged with the duty to ensure enforcement of the Board's rules and regulations. Because of this duty, the GM may consider referring issues described in this Report to the Public Auditor, the GETHC, and the Attorney General.

Public Auditor

The Public Auditor is authorized to audit agency programs and settle financial accounts.⁵⁵ Under GVBA § 9113, if an OPA audit reveals discrepancies or violations of the law or of the Bureau's rules and regulations or policies, the Board is mandated to recover expenditures not made in accordance with existing laws, rules, regulations or policies. Additionally, the Public Auditor is required to provide a copy of the audit to the Attorney General.⁵⁶

No audit determination under the law is made by this Report.

Guam Ethics Commission

Under 4 GCA § 15205 it is a violation of the Ethics Standards – a conflict of interest – for a board member to take official action directly affecting a business or other undertaking in which the board member has a directorship interest. The Guam Ethics Commission (“GETHC”) is authorized under 4 GCA § 15401 to investigate such violations and take action to determine whether a violation occurred. Under § 15403, the GETHC is mandated to refer violations to the Attorney General.

No determination of an ethics violation is made by this Report.

Office of the Attorney General

Under 5 GCA § 30103, the Attorney General is provided the common law powers of attorneys general. Such power naturally includes conducting an investigation into matters pertaining to public funds. Under 5 GCA § 30104 the Attorney General serves as the Public Prosecutor. Under 5 GCA § 30109, the Attorney General is authorized to sue on behalf of the government to recover debts.

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⁵⁵ See 1 GCA §§ 1908, 1909.

⁵⁶ See also 1 GCA § 1909(h).

Counsel's Report on GSEI events
April 5, 2023

No analysis of criminal or civil liability is provided in this Report.

Date: April 5, 2023

By  _____
GVB Counsel

END OF REPORT.

**AFFIDAVIT OF
CARL T.C. GUTIERREZ**

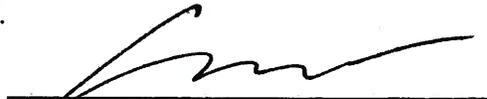
I, CARL T.C. GUTIERREZ, being first duly sworn, depose and state as follows:

1. I am the President, Chief Executive Officer and General Manager of the Guam Visitors Bureau (hereinafter "GVB").
2. On March 4, 2021, I authorized the solicitation of a procurement for communications services to be published March 8-26 in the Guam Daily Post and at the GVB website.
3. The need for this service was to have a communication strategy ready for the post pandemic reopening and to communicate Guam's efforts and progress to the local community and our source markets.
4. In mid-late March 2021, I and Deputy General Manager Gerry Perez met informally with GVB Board Chairman Milton Morinaga to provide updates on GVB operations, COVID-19, and other matters.
5. During that informal meeting, Chairman Morinaga revealed that GVB Director and Treasurer Sam Shinohara had recently asked him for a meeting at Shinohara's office at United Airlines and that he did go to Shinohara's office.
6. Chairman Morinaga also revealed that when he arrived at Director Shinohara's office at United Airlines, Steve Ruder, whose company R!IMS was a bidder on the RFP, and GVB Director Ben Ferguson, were both in Shinohara's office at United Airlines, together with Shinohara.

7. Chairman Morinaga further revealed that, when he walked into Director Shinohara's office, he asked the Chairman, "Do you mind if Steve Ruder sits in?"

8. In explaining himself, Chairman Morinaga claimed that he did not feel he could say no and acceded to Treasurer Shinohara's request to allow Steve Ruder to meet with him, Director Shinohara and Director Ferguson.

FURTHER AFFIANT SAYETH NAUGHT.



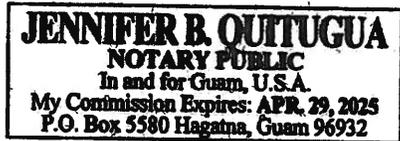
CARL T.C. GUTIERREZ

SWORN AND SUBSCRIBED TO before me this 11th day of November, 2022,
by CARL T.C. GUTIERREZ.





NOTARY PUBLIC
My Commission Expires: Apr. 29, 2025



**AFFIDAVIT OF
GERALD S.A. PEREZ**

I, GERALD S.A. PEREZ, being first duly sworn, depose and state as follows:

1. I am the Vice President of the Guam Visitors Bureau (hereinafter "GVB").
2. Sometime in mid-late March 2021, I met informally with GVB Board Chairman Milton Morinaga to provide updates on GVB operations, COVID-19, and other matters.
3. During that conversation, Chairman Morinaga disclosed that he was asked recently (date unknown) by GVB Board Treasurer Samuel Shinohara to meet at United Airlines, to which Chairman Morinaga agreed.
4. On the date of the meeting at United Airlines, present at the meeting was Treasurer Shinohara; Steve Ruder and Ben Ferguson, GVB, Membership Elected Director.
5. Treasurer Shinohara then asked Chairman Morinaga "do you mind if Steve Ruder sat in?" Chairman Morinaga did not feel he could say no and (acceded to) Treasurer Shinohara's request.
6. During the period of March 8 through 26, 2021, President & CEO Carl T.C. Gutierrez authorized issuance of a Request for Proposal for Communications Services, which was published in the Guam Daily Post and on the GVB website.

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7. The presence of Steve Ruder, was at a time when the above RFP was out for solicitation and Ruder's company R!MS was a competing vendor for the RFP.

FURTHER AFFIANT SAYETH NAUGHT.



GERALD S.A. PEREZ

SWORN AND SUBSCRIBED TO before me this 6th day of December, 2022,

by GERALD S.A. PEREZ.



NOTARY PUBLIC
My Commission Expires: 4/29/2025

JENNIFER B. QUITUGUA
NOTARY PUBLIC
In and for Guam, U.S.A.
My Commission Expires: **APR. 29, 2025**
P.O. Box 5580 Hagatna, Guam 96932

GSEI TRANSACTIONS 2014-2020

<u>Effective Date</u>	<u>GL Code</u>	<u>Original Invoice Number</u>	<u>Check/Voucher Number</u>	<u>Expenses</u>	<u>Document Description</u>
10/24/2014	2001	2015-003-01	8826	0.00	Grant for Tour of Guam 11/23/14
10/24/2014	5913	2015-003-01	8826	7,500.00	Grant for Tour of Guam 11/23/14
3/5/2015	2001	1146	9836	0.00	Guam International Marathon Event Support and Sponsorship
3/5/2015	2001	GSE030515	9836	0.00	Tour of Guam 2014 25% Balance
3/5/2015	5913	GSE030515	9836	2,500.00	Tour of Guam 2014 25% Balance
3/5/2015	5922	1146	9836	50,000.00	Guam International Marathon Event Support and Sponsorship
8/28/2015	2001	GSE-300151	10160	0.00	Koko Training Tees 100pcs.
8/28/2015	2001	GSE-300152	10160	0.00	2016 Events Flyer 250pcs.
8/28/2015	2001	GSE-300153	10160	0.00	Koko Training Tee Shirts 100pcs
8/28/2015	2001	GSE-300155	10160	0.00	Management fee for July 2015
8/28/2015	2001	GSE-300157	10160	0.00	Plastic Drawstring Bags 3000pcs.
8/28/2015	2001	GSE-300158	10160	0.00	Koko Kids Finisher Medals 600pcs. & Winner Medals 18pcs.
8/28/2015	2001	GSE-300159	10160	0.00	Koko Finisher Medals 3000pcs. & Half Marathon Medals 48pcs.
8/28/2015	5347	GSE-300151	10160	220.00	Koko Training Tees 100pcs.
8/28/2015	5347	GSE-300152	10160	58.50	2016 Events Flyer 250pcs.
8/28/2015	5347	GSE-300153	10160	485.00	Koko Training Tee Shirts 100pcs
8/28/2015	5347	GSE-300155	10160	12,000.00	Management fee for July 2015
8/28/2015	5347	GSE-300157	10160	1,500.00	Plastic Drawstring Bags 3000pcs.
8/28/2015	5347	GSE-300158	10160	2,281.60	Koko Kids Finisher Medals 600pcs. & Winner Medals 18pcs.
8/28/2015	5347	GSE-300159	10160	8,952.00	Koko Finisher Medals 3000pcs. & Half Marathon Medals 48pcs.
9/30/2015	2001	GSE-300156	10419	0.00	Koko - Management fee August 2015
9/30/2015	2001	GSE-300161	10419	0.00	Koko - Management fee September 2015
9/30/2015	2001	GSE-300162	10419	0.00	Sunglasses (3,000pcs)
9/30/2015	2001	GSE-300164	10419	0.00	Koko PDN ad run date 09/29/15
9/30/2015	2001	GSE-300165	10419	0.00	Koko ad PSS run date 08/28/15
9/30/2015	2001	GSE-300166	10730	0.00	Koko Race - June & July 2015 Marketing & PR Creative and Production
9/30/2015	2001	GSE-300167	10730	0.00	Koko Race-Aug 2015 Marketing PR Creative Design & Production, Fabrication
9/30/2015	2001	GSE-300176	10730	0.00	Koko Race-Banner, Coroplast Print, Podium Logo
9/30/2015	5347	GSE-300156	10419	12,000.00	Koko - Management fee August 2015
9/30/2015	5347	GSE-300161	10419	12,000.00	Koko - Management fee September 2015
9/30/2015	5347	GSE-300162	10419	2,360.00	Sunglasses (3,000pcs)
9/30/2015	5347	GSE-300164	10419	1,940.00	Koko PDN ad run date 09/29/15
9/30/2015	5347	GSE-300165	10419	384.00	Koko ad PSS run date 08/28/15
9/30/2015	5347	GSE-300166	10730	10,854.57	Koko Race - June & July 2015 Marketing & PR Creative and Production
9/30/2015	5347	GSE-300167	10730	7,030.61	Koko Race-Aug 2015 Marketing PR Creative Design & Production, Fabrication

GSEI TRANSACTIONS 2014-2020

9/30/2015	5347	GSE-300176	10730	394.00	Koko Race-Banner, Coroplast Print, Podium Logo
11/10/2015	2001	3	10569	0.00	Tour of Guam
11/10/2015	5913	3	10569	7,500.00	Tour of Guam
12/14/2015	2001	GSE-300168	10730	0.00	Koko Race Management - Oct 2015
12/14/2015	2001	GSE-300169	10730	0.00	Koko Race-Breakfast Catering
12/14/2015	2001	GSE-300171	10730	0.00	koko race - PDN ad
12/14/2015	2001	GSE-300172	10730	0.00	koko race - Stage, PA Systems, Barricades
12/14/2015	2001	GSE-300179	10730	0.00	Koko Race - PDN ad
12/14/2015	2001	GSE-300184	10730	0.00	Koko Race Management - Nov 2015
12/14/2015	2001	GSE-300185	10730	0.00	Koko Race - Band Performances Post Race
12/14/2015	2001	GSE-300188	10730	0.00	Koko Race-Trophies Gold Plate Imprinting & Set up
12/14/2015	2001	GSE-300189	10730	0.00	Koko Race-
12/14/2015	2001	GSE-300190	10730	0.00	Canopy, table, chairs, spotlight, handwash, potty, coolers, generators
12/14/2015	2001	GSE-300191	10730	0.00	koko race - drumming service
12/14/2015	2001	GSE-300192	10730	0.00	koko race - weaving
12/14/2015	2001	GSE-300193	10730	0.00	koko race - Miss Earth Guam Skye Baker Press Conference
12/14/2015	2001	GSE-300194	10730	0.00	koko race - Miss World Guam Athena McNinch Awards
12/14/2015	2001	GSE-300195	10730	0.00	Ceremony & kids race
12/14/2015	2001	GSE-300196	10730	0.00	koko m race - black rope
12/14/2015	2001	GSE-300197	10730	0.00	koko race - Receipt Book, Blades, Double sided tape
12/14/2015	2001	GSE-300198	10730	0.00	koko race - Glow stick
12/14/2015	2001	GSE-300199	10730	0.00	koko race-Aria Theisen Miss World Guam at Press Conference and Awards Ceremony
12/14/2015	2001	GSE-300200	10730	0.00	Koko Kids Creative Design & Artwork
12/14/2015	2001	GSE-300201	10730	0.00	Koko Race - Oct 2015 Marketing & PR creative design and artwork
12/14/2015	2001	GSE-300203	10730	0.00	koko race - PDN Ad
12/14/2015	2001	GSE-300204	10730	0.00	Koko Race-Bib numbers, safety pins
12/14/2015	2001	GSE-300205	10730	0.00	Koko Race - Dry Clearing, Gas, Closure Permit, Event Timer
12/14/2015	2001	GSE-300206	10730	0.00	Airline Tax
12/14/2015	2001	GSE-300207	10730	0.00	koko race - packet pick up flyer
12/14/2015	2001	GSE-300208	10730	0.00	koko race - coroplast check
12/14/2015	2001	GSE-300209	10730	0.00	koko race - coroplast Chute signs
12/14/2015	2001	GSE-300210	10730	0.00	Koko Race-silver plates with imprinting
12/14/2015	2001	GSE-300211	10730	0.00	koko race - Gel packs
12/14/2015	2001	GSE-300212	10730	0.00	Koko Race - Drinking water
12/14/2015	2001	GSE-300168	10730	0.00	Koko Race - Paper Cups
12/14/2015	5347	GSE-300169	10730	0.00	Koko Race - Sash
12/14/2015	5347	GSE-300171	10730	0.00	Koko Race - Bag Drop labels
12/14/2015	5347	GSE-300172	10730	12,000.00	Koko Race Management - Oct 2015
12/14/2015	5347	GSE-300179	10730	5,000.00	Koko Race-Breakfast Catering
12/14/2015	5347	GSE-300184	10730	1,940.00	koko race - PDN ad
12/14/2015	5347	GSE-300185	10730	5,000.00	koko race - Stage, PA Systems, Barricades
12/14/2015	5347	GSE-300188	10730	1,940.00	Koko Race - PDN ad
12/14/2015	5347	GSE-300189	10730	12,000.00	Koko Race Management - Nov 2015
12/14/2015	5347	GSE-300190	10730	500.00	Koko Race - Band Performances Post Race

GSEI TRANSACTIONS 2014-2020

12/14/2015	5347	GSE-300188	10730	427.00	Koko Race-Trophies Gold Plate Imprinting & Set up
12/14/2015	5347	GSE-300189	10730	21,531.50	Koko Race- Canopy,table,chairst,spotlight,handwash,potty,coolers,generators
12/14/2015	5347	GSE-300190	10730	250.00	koko race - drumming service
12/14/2015	5347	GSE-300191	10730	600.00	koko race - weaving
12/14/2015	5347	GSE-300192	10730	100.00	koko race - Miss Earth Guam Skye Baker Press Conference
12/14/2015	5347	GSE-300193	10730	200.00	koko race - Miss World Guam Athena McNinch Awards Ceremony & kids race
12/14/2015	5347	GSE-300194	10730	75.00	koko mraace - black rope
12/14/2015	5347	GSE-300195	10730	29.80	koko race - Receipt Book, Blades, Double sided tape
12/14/2015	5347	GSE-300196	10730	68.44	koko race - Glow stick
12/14/2015	5347	GSE-300197	10730	300.00	koko race-AriaTheisen Miss World Guam at Press Conference and Awards Ceremony
12/14/2015	5347	GSE-300198	10730	3,009.75	Koko Kids Creative Design & Artwork
12/14/2015	5347	GSE-300199	10730	12,524.61	Koko Race - Oct 2015 Marketing & PR creative design and artwork
12/14/2015	5347	GSE-300200	10730	1,940.00	koko race - PDN Ad
12/14/2015	5347	GSE-300201	10730	1,419.40	Koko Race-Bib numbers, safety pins
12/14/2015	5347	GSE-300203	10730	157.42	Koko Race - Dry Cleaning, Gas, Closure Permit, Event Timer Airline Tax
12/14/2015	5347	GSE-300204	10730	700.00	koko race - packet pick up flyer
12/14/2015	5347	GSE-300205	10730	382.20	koko race - coroplast check
12/14/2015	5347	GSE-300206	10730	640.00	koko race - coroplast Chute signs
12/14/2015	5347	GSE-300207	10730	142.00	Koko Race-silver plates with imprinting
12/14/2015	5347	GSE-300208	10730	1,000.00	koko race - Gel packs
12/14/2015	5347	GSE-300209	10730	4,200.00	Koko Race - Drinking water
12/14/2015	5347	GSE-300210	10730	1,196.00	Koko Race - Paper Cups
12/14/2015	5347	GSE-300211	10730	980.00	Koko Race - Sash
12/14/2015	5347	GSE-300212	10730	398.00	Koko Race - Bag Drop labels
1/12/2016	2001	GSE-300217	10796	0.00	Koko-Photography Service
1/12/2016	2001	GSE-300218	10796	0.00	Koko-Videography Service
1/12/2016	2001	GSE-300219	10796	0.00	Koko-finish Sign, Banner, Plastic Board w Vinyl Print Decal
1/12/2016	2001	GSE-300222	10796	0.00	Koko-10 bags ice
1/12/2016	2001	GSE-300225	10796	0.00	Koko-Banner stage / start
1/12/2016	2001	GSE-300226	10796	0.00	Koko Road/Lane Closure Signs
1/12/2016	2001	GSE-300227	10796	0.00	Koko-shirts/bags delivery clearance
1/12/2016	5347	GSE-300217	10796	3,900.00	Koko-Photography Service
1/12/2016	5347	GSE-300218	10796	1,612.50	Koko-Videography Service
1/12/2016	5347	GSE-300219	10796	2,890.00	Koko-finish Sign, Banner, Plastic Board w Vinyl Print Decal
1/12/2016	5347	GSE-300222	10796	19.50	Koko-10 bags ice
1/12/2016	5347	GSE-300225	10796	269.00	Koko-Banner stage / start
1/12/2016	5347	GSE-300226	10796	384.96	Koko Road/Lane Closure Signs
1/12/2016	5347	GSE-300227	10796	272.01	Koko-shirts/bags delivery clearance
1/20/2016	2001	GSE-300160	10825	0.00	Koko - Finisher, Volunteer, Event Staff, Kids Shirts
1/20/2016	2001	GSE-300173	10825	0.00	Koko-Banner
1/20/2016	2001	GSE-300214	10825	0.00	Koko - Timing fee and Timer's fares

GSEI TRANSACTIONS 2014-2020

1/20/2016	2001	GSE-300215	10825	0.00	Koko-Event Coordination & Marketing - Nov 2015
1/20/2016	2001	GSE-300216	10825	0.00	Koko-Recycling Trash & Restroom Services
1/20/2016	2001	GSE-300223	10825	0.00	Koko - supplies paid stamp and blue pens
1/20/2016	2001	GSE-300224	10825	0.00	Koko - Trophy Name Plates for top female
1/20/2016	2001	GSE-300228	10922	0.00	Koko-Sponsorship SelectCare, Bank of Guam, TGalleria, ITE Commission
1/20/2016	2001	GSE-300229	10922	0.00	Koko-Poster
1/20/2016	2001	GSE-300230	10922	0.00	Koko - Facebook
1/20/2016	2001	GSE-300233	10922	0.00	Koko - Bus Transfers
1/20/2016	2001	GSE-300234	10922	0.00	Koko - Mold/Die Dog Tags and Medals
1/20/2016	2001	GSE-300235	10922	0.00	Koko - Tower Signs
1/20/2016	5347	GSE-300160	10825	17,798.20	Koko - Finisher, Volunteer, Event Staff, Kids Shirts
1/20/2016	5347	GSE-300173	10825	588.00	Koko-Banner
1/20/2016	5347	GSE-300214	10825	7,796.50	Koko - Timing fee and Timer's fares
1/20/2016	5347	GSE-300215	10825	8,333.36	Koko-Event Coordination & Marketing - Nov 2015
1/20/2016	5347	GSE-300216	10825	1,870.00	Koko-Recycling Trash & Restroom Services
1/20/2016	5347	GSE-300223	10825	29.80	Koko - supplies paid stamp and blue pens
1/20/2016	5347	GSE-300224	10825	266.60	Koko - Trophy Name Plates for top female
1/20/2016	5347	GSE-300228	10922	1,100.00	Koko-Sponsorship SelectCare, Bank of Guam, TGalleria, ITE Commission
1/20/2016	5347	GSE-300229	10922	605.00	Koko-Poster
1/20/2016	5347	GSE-300230	10922	107.08	Koko - Facebook
1/20/2016	5347	GSE-300233	10922	880.00	Koko - Bus Transfers
1/20/2016	5347	GSE-300234	10922	675.00	Koko - Mold/Die Dog Tags and Medals
1/20/2016	5347	GSE-300235	10922	4,391.00	Koko - Tower Signs
2/11/2016	2001	GSE-300180	10887	0.00	Streetlight Banner Placement
2/11/2016	2001	GSE-300182	10887	0.00	Tower Rental and Cool Zone
2/11/2016	5347	GSE-300180	10887	2,500.00	Streetlight Banner Placement
2/11/2016	5347	GSE-300182	10887	4,000.00	Tower Rental and Cool Zone
3/4/2016	2001	201614	11011	0.00	Guam International Marathon Sponsorship
3/4/2016	5922	201614	11011	50,000.00	Guam International Marathon Sponsorship
6/17/2016	2001	GSE-300251A	11522	0.00	Koko Race Management Fee March 2016
6/17/2016	2001	GSE-300251B	11522	0.00	Koko Race Management Fee April 2016
6/17/2016	2001	GSE-300253	11522	0.00	Koko Race Management Fee May 2016
6/17/2016	2001	GSE-300254	11522	0.00	Koko Race Management Fee June 2016
6/17/2016	5347	GSE-300251A	11522	6,666.66	Koko Race Management Fee March 2016
6/17/2016	5347	GSE-300251B	11522	6,666.66	Koko Race Management Fee April 2016
6/17/2016	5347	GSE-300253	11522	6,666.66	Koko Race Management Fee May 2016
6/17/2016	5347	GSE-300254	11522	6,666.66	Koko Race Management Fee June 2016
8/16/2016	2001	GSE-300255	11794	0.00	Koko Race Management - July 2016
8/16/2016	5347	GSE-300255	11794	6,666.66	Koko Race Management - July 2016
8/23/2016	2001	GSE-300256	11831	0.00	KKRR Website Redevelopment
8/23/2016	2001	GSE-300257	11831	0.00	KKRR Training Shirts
8/23/2016	5347	GSE-300256	11831	928.20	KKRR Website Redevelopment
8/23/2016	5347	GSE-300257	11831	780.00	KKRR Training Shirts

GSEI TRANSACTIONS 2014-2020

9/1/2016	2001	GSE-300267	11901	0.00	Koko Road Race - Creative Design & Final Artwork, Website
9/1/2016	5347	GSE-300267	11901	10,735.00	Koko Road Race - Creative Design & Final Artwork, Website
9/2/2016	2001	GSE-300269	11901	0.00	Koko Road Race - finisher T-Shirts
9/2/2016	5347	GSE-300269	11901	20,888.00	Koko Road Race - finisher T-Shirts
9/13/2016	2001	GSE-300270	11937	0.00	Koko Road Race - sun glasses
9/13/2016	2001	GSE-300272	11937	0.00	Koko kids fun run-costume masks
9/13/2016	5347	GSE-300270	11937	2,934.00	Koko Road Race - sun glasses
9/13/2016	5347	GSE-300272	11937	257.81	Koko kids fun run-costume masks
10/13/2016	2001	02	12133	0.00	Grant - Tour of Guam 2016
10/13/2016	5913	02	12133	7,500.00	Grant - Tour of Guam 2016
10/27/2016	2001	GSE-300258	12221	0.00	Koko - traffic control sketch plan
10/27/2016	2001	GSE-300271	12221	0.00	Koko - plastic ditty bags
10/27/2016	2001	GSE-300273	12221	0.00	Koko - race coordination creative design, website updates, social media boosts
10/27/2016	2001	GSE-300274	12221	0.00	Koko - race ad campaign
10/27/2016	2001	GSE-300275	12221	0.00	Koko - website 1 year support maintenance & hosting
10/27/2016	2001	GSE-300277	12221	0.00	Koko - management fee September 2016
10/27/2016	5347	GSE-300258	12221	250.00	Koko - traffic control sketch plan
10/27/2016	5347	GSE-300271	12221	1,600.00	Koko - plastic ditty bags
10/27/2016	5347	GSE-300273	12221	6,873.50	Koko - race coordination creative design, website updates, social media boosts
10/27/2016	5347	GSE-300274	12221	4,000.00	Koko - race ad campaign
10/27/2016	5347	GSE-300275	12221	680.00	Koko - website 1 year support maintenance & hosting
10/27/2016	5347	GSE-300277	12221	6,666.66	Koko - management fee September 2016
11/3/2016	2001	GSE-300276	12221	0.00	Koko Road Race - Website
11/3/2016	2001	GSE-300278	12221	0.00	Koko Road Race - Entrance Sign
11/3/2016	2001	GSE-300279	12221	0.00	Koko Road Race - Race Banner
11/3/2016	2001	GSE-300280	12221	0.00	Koko Road Race - Race Coordination, social media boosts, masks
11/3/2016	2001	GSE-300282	12221	0.00	Koko Road Race - TVC, meals & drinks for set crew
11/3/2016	2001	GSE-300283	12221	0.00	Koko Road Race - kids run bibs
11/3/2016	2001	GSE-300284	12221	0.00	Koko Road Race - skittles & granola bars
11/3/2016	2001	GSE-300285	12221	0.00	Koko Road Race - assorted Gu Gel
11/3/2016	2001	GSE-300286	12221	0.00	Koko Road Race - medals
11/3/2016	2001	GSE-300287	12221	0.00	Koko Road Race - photography basic services
11/3/2016	2001	GSE-300288	12221	0.00	Koko Road Race - lays chips & animal crackers
11/3/2016	2001	GSE-300290	12221	0.00	Koko Road Race - Rold Gold Classic Thins
11/3/2016	5347	GSE-300276	12221	0.00	Koko Road Race - paper cups
11/3/2016	5347	GSE-300278	12221	618.80	Koko Road Race - Website
11/3/2016	5347	GSE-300279	12221	375.00	Koko Road Race - Entrance Sign
11/3/2016	5347	GSE-300280	12221	300.00	Koko Road Race - Race Banner
11/3/2016	5347	GSE-300282	12221	2,874.52	Koko Road Race - Race Coordination, social media boosts, masks
11/3/2016	5347	GSE-300283	12221	7,614.81	Koko Road Race - TVC, meals & drinks for set crew
11/3/2016	5347	GSE-300284	12221	235.95	Koko Road Race - kids run bibs
11/3/2016	5347	GSE-300285	12221	1,953.00	Koko Road Race - skittles & granola bars

GSEI TRANSACTIONS 2014-2020

11/3/2016	5347	GSE-300285	12221	1,000.00	Koko Road Race - assorted Gu Gel
11/3/2016	5347	GSE-300286	12221	152.80	Koko Road Race - medals
11/3/2016	5347	GSE-300287	12221	250.00	Koko Road Race - photography basic services
11/3/2016	5347	GSE-300288	12221	231.60	Koko Road Race - lays chips & animal crackers
11/3/2016	5347	GSE-300289	12221	83.02	Koko Road Race - Rold Gold Classic Thins
11/3/2016	5347	GSE-300290	12221	1,200.00	Koko Road Race - paper cups
11/9/2016	2001	GSE-300291	12248	0.00	Koko Road Race - creative & domain renewal
11/9/2016	2001	GSE-300292	12248	0.00	Koko Road Race - kids run totsie roll
11/9/2016	2001	GSE-300293	12248	0.00	Koko Road Race - Oct 2016
11/9/2016	2001	GSE-300294	12248	0.00	koko road race - janitorial & recycling services
11/9/2016	2001	GSE-300295	12248	0.00	Koko Road Race - Parking Facility/Utility Fee
11/9/2016	2001	GSE-300296	12248	0.00	Koko Road Race - start tower/finish tower structure
11/9/2016	2001	GSE-300297	12248	0.00	Koko Road Race - signage & boards
11/9/2016	5347	GSE-300298	12248	1,653.87	Koko Road Race - Race and Costume Winners
11/9/2016	5347	GSE-300299	12248	355.75	Koko Road Race - creative & domain renewal
11/9/2016	5347	GSE-300292	12248	6,666.66	Koko Road Race - kids run totsie roll
11/9/2016	5347	GSE-300293	12248	1,870.00	Koko Road Race - Oct 2016
11/9/2016	5347	GSE-300294	12248	125.00	koko road race - janitorial & recycling services
11/9/2016	5347	GSE-300295	12248	3,891.00	Koko Road Race - Parking Facility/Utility Fee
11/9/2016	5347	GSE-300296	12248	4,134.60	Koko Road Race - start tower/finish tower structure
11/9/2016	5347	GSE-300297	12248	9,850.00	Koko Road Race - signage & boards
11/17/2016	2001	GSE-300281	12329	0.00	Koko Road Race - Race and Costume Winners
11/17/2016	2001	GSE-300301	12329	0.00	KKRR 2016 - Press Conference: Beverage (Kento's Bar Guam)
11/17/2016	2001	GSE-300302	12329	0.00	KKRR 2016 - On course entertainment DJ (CTO) Joseph San Nicolas
11/17/2016	2001	GSE-300304	12329	0.00	Anthony Rodriguez
11/17/2016	2001	GSE-300306	12329	0.00	KKRR 2016 - Halloween Bags (Adex International)
11/17/2016	2001	GSE-300307	12329	0.00	KKRR 2016 - Bag Drop Stickers (Copy Express)
11/17/2016	2001	GSE-300308	12329	0.00	KKRR 2016 - Packet brochure/posters (Graphic Center)
11/17/2016	2001	GSE-300310	12329	0.00	KKRR 2016 - Fresh Bananas (International Distributors)
11/17/2016	2001	GSE-300311	12329	0.00	KKRR 2016 - Fresh Bananas (PDC Wholesale)
11/17/2016	2001	GSE-300312	12329	0.00	KKRR 2016 - KKRR Sash (The Product Solutions)
11/17/2016	2001	GSE-300313	12329	0.00	KKRR 2016 - Barricade (Caution) Tape (Qwik Tape)
11/17/2016	2001	GSE-300314	12329	0.00	KKRR 2016 - Presentation checks/banners (Signmakers)
11/17/2016	2001	GSE-300315	12329	0.00	KKRR 2016 - Ko'ko' Kids top panels/backdrop banner (Signwrite)
11/17/2016	2001	GSE-300316	12329	0.00	KKRR 2016 - Finish line tape (Signking)
11/17/2016	2001	GSE-300318	12329	0.00	KKRR 2016 - Dodge Caravan Rental 10/27-10/31 (Thrifty Car Rental)
11/17/2016	2001	GSE-300319	12329	0.00	KKRR 2016 - Emcee Costumes (Amazon.com)
11/17/2016	2001	GSE-300320	12329	0.00	KKRR 2016 - Assembly permit/Road encroachment permit (DPW)
11/17/2016	2001	GSE-300320	12329	0.00	KKRR 2016 - Food for Volunteers (KMart)

GSEI TRANSACTIONS 2014-2020

11/17/2016	5347	GSE-300281	12329	515.00	KKRR 2016 - Press Conference: Beverage (Kento's Bar Guam)
11/17/2016	5347	GSE-300301	12329	300.00	KKRR 2016 - On course entertainment DJ (CTO) Joseph San Nicolas
11/17/2016	5347	GSE-300302	12329	300.00	KKRR 2016 - On course entertainment DJ (Cars Plus Lot) Anthony Rodriguez
11/17/2016	5347	GSE-300304	12329	490.00	KKRR 2016 - Halloween Bags (Adex International)
11/17/2016	5347	GSE-300306	12329	892.00	KKRR 2016 - Bag Drop Stickers (Copy Express)
11/17/2016	5347	GSE-300307	12329	1,125.00	KKRR 2016 - Packet brochures/posters (Graphic Center)
11/17/2016	5347	GSE-300308	12329	487.35	KKRR 2016 - Fresh Bananas (International Distributors)
11/17/2016	5347	GSE-300310	12329	488.00	KKRR 2016 - Fresh Bananas (PDC Wholesale)
11/17/2016	5347	GSE-300311	12329	1,482.25	KKRR 2016 - KRRR Sash (The Product Solutions)
11/17/2016	5347	GSE-300312	12329	599.68	KKRR 2016 - Barricade (Caution) Tape (Qwik Tape)
11/17/2016	5347	GSE-300313	12329	425.00	KKRR 2016 - Presentation checks/banners (Signmakers)
11/17/2016	5347	GSE-300314	12329	750.00	KKRR 2016 - Ko'ko' Kids top panels/backdrop banner (Signwrite)
11/17/2016	5347	GSE-300315	12329	86.00	KKRR 2016 - Finish line tape (Signking)
11/17/2016	5347	GSE-300316	12329	350.00	KKRR 2016 - Dodge Caravan Rental 10/27-10/31 (Thrifty Car Rental)
11/17/2016	5347	GSE-300318	12329	67.13	KKRR 2016 - Emcee Costumes (Amazon.com)
11/17/2016	5347	GSE-300319	12329	167.50	KKRR 2016 - Assembly permit/Road encroachment permit (DPW)
11/17/2016	5347	GSE-300320	12329	93.18	KKRR 2016 - Food for Volunteers (KMart)
11/30/2016	2001	GSE-300299	12390	0.00	Koko-Infrastructure Rental
11/30/2016	2001	GSE-300300	12390	0.00	Koko Event Race Crew
11/30/2016	2001	GSE-300317	12390	0.00	Koko Mascot Cleaning
11/30/2016	5347	GSE-300299	12390	10,000.00	Koko-Infrastructure Rental
11/30/2016	5347	GSE-300300	12390	15,000.00	Koko Event Race Crew
11/30/2016	5347	GSE-300317	12390	152.81	Koko Mascot Cleaning
1/11/2017	2001	GSE-300305	12537	0.00	Medals (Ashworth Awards)
1/11/2017	2001	GSE-300321	12537	0.00	KKRR 2016 November management fee
1/11/2017	2001	GSE-300331	12537	0.00	KKRR 2016 Radio spots (Sorensen Media Group)
1/11/2017	2001	GSE-300332	12537	0.00	Print ad campaign (Pacific Daily News)
1/11/2017	2001	GSE-300333	12537	0.00	Equipment rental (JCT rental service)
1/11/2017	2001	GSE-300334	12537	0.00	Race coordination creative/design, Media boosts (RIMS)
1/11/2017	2001	GSE-300335	12537	0.00	Stage set-up (Tropical Productions)
1/11/2017	2001	GSE-300336	12537	0.00	Event photography (Expressions Studio)
1/11/2017	2001	GSE-300337	12537	0.00	Timing fee (I-Sam)
1/11/2017	2001	GSE-300338	12537	0.00	Talent fee-Krazie Ambassador (Billy Navarrete)
1/11/2017	2001	GSE-300339	12537	0.00	Cultural entertainment karabao rides (Marquin Karentan Karabao)
1/11/2017	2001	GSE-300340	12537	0.00	Talent fee-Promo video interview (Shintaro Okada)
1/11/2017	5347	GSE-300305	12537	10,018.40	Medals (Ashworth Awards)
1/11/2017	5347	GSE-300321	12537	6,666.72	KKRR 2016 November management fee
1/11/2017	5347	GSE-300331	12537	1,496.00	KKRR 2016 Radio spots (Sorensen Media Group)
1/11/2017	5347	GSE-300332	12537	8,060.00	Print ad campaign (Pacific Daily News)

GSEI TRANSACTIONS 2014-2020

1/11/2017	5347	GSE-300333	12537	19,950.00	Equipment rental (JCT rental service)
1/11/2017	5347	GSE-300334	12537	6,284.20	Race coordination creative/design, Media boosts (RIMS)
1/11/2017	5347	GSE-300335	12537	7,000.00	Stage set-up (Tropical Productions)
1/11/2017	5347	GSE-300336	12537	3,600.00	Event photography (Expressions Studio)
1/11/2017	5347	GSE-300337	12537	17,039.69	Timing fee (I-Sarn)
1/11/2017	5347	GSE-300338	12537	250.00	Talent fee-Krazie Ambassador (Billy Navarrete)
1/11/2017	5347	GSE-300339	12537	150.00	Cultural entertainment karabao rides (Marquin Karentan Karabao)
1/11/2017	5347	GSE-300340	12537	100.00	Talent fee-Promo video interview (Shintaro Okada)
2/2/2017	2001	GSE-3002330	12672	0.00	UGM Japan marketing fees
2/2/2017	5338	GSE-3002330	12672	29,078.00	UGM Japan marketing fees
4/20/2017	2001	GSE-300303	13088	0.00	UAGM 2017 Sponsorship
4/20/2017	2001	GSE-300356	13089	0.00	UAGM2017 Souvenir Booklet
4/20/2017	5805	GSE-300356	13089	15,000.00	UAGM2017 Souvenir Booklet
4/20/2017	5922	GSE-300303	13088	50,000.00	UAGM 2017 Sponsorship
5/11/2017	2001	GSE-30001	13230	0.00	KKRR 2017 May Management Fee
5/11/2017	5347	GSE-30001	13230	11,000.00	KKRR 2017 May Management Fee
7/5/2017	2001	GSE-30002	13536	0.00	Koko Road Race 2017 - Management Fee June 2017
7/5/2017	5347	GSE-30002	13536	11,000.00	Koko Road Race 2017 - Management Fee June 2017
7/31/2017	2001	GSE-30004	13653	0.00	KKRR 2017 - Course measurement (Eric Tydingco)
7/31/2017	2001	GSE-30005	13654	0.00	KKRR2017-Website development,one year suport,maintenance & hosting(Ninth Design)
7/31/2017	5347	GSE-30004	13653	600.00	KKRR 2017 - Course measurement (Eric Tydingco)
7/31/2017	5347	GSE-30005	13654	2,540.00	KKRR2017-Website development,one year suport,maintenance & hosting(Ninth Design)
8/3/2017	2001	GSE-30003	13691	0.00	KKRR 2017 July Management Fee
8/3/2017	5347	GSE-30003	13691	11,000.00	KKRR 2017 July Management Fee
8/21/2017	2001	GSE-30008	13771	0.00	Creative & webiste services May 2017 (RIMS)
8/21/2017	5347	GSE-30008	13771	3,712.00	Creative & webiste services May 2017 (RIMS)
9/5/2017	2001	GSE-30006	13840	0.00	KKRR 2017 August 2017 Management Fee
9/5/2017	5347	GSE-30006	13840	11,000.00	KKRR 2017 August 2017 Management Fee
9/11/2017	2001	GSE-30010	13866	0.00	KKRR 2017 - Event Shirts 50% Deposit
9/11/2017	5347	GSE-30010	13866	8,701.08	KKRR 2017 - Event Shirts 50% Deposit
9/20/2017	2001	GSE-30011	13935	0.00	KKRR 2017 - Ypao Entrance Sign (Sign Write, LLC)
9/20/2017	5347	GSE-30011	13935	285.00	KKRR 2017 - Ypao Entrance Sign (Sign Write, LLC)
9/30/2017	2001	GSE-00075	14635	0.00	Dried Crickets for Koko Birds - Feathers & Fins
9/30/2017	2001	GSE-10005	14033	0.00	UAGM 2018 Japan Marketing Plan
9/30/2017	2001	GSE-30009	13991	0.00	KKRR 2017 September Management Fee
9/30/2017	2001	GSE-30013	14113	0.00	KKRR 2017 Creative Services (RIMS)
9/30/2017	2001	GSE-30014	14114	0.00	KKRR 2017 1,000 Engery Gel (Hornet Sporting Goods)
9/30/2017	2001	GSE-30015	14115	0.00	KKRR 2017 Register Now Garage Banner (SignWrite, LLC)
9/30/2017	2001	GSE-30016	14116	0.00	KKRR 2017 Traffic Control Plan (DCA Duenas, Camacho & Associates, Inc.)
9/30/2017	2001	GSE-30017	14117	0.00	KKRR 2017 Half Marathon PDN insert 9/12/17 (Graphic Center)
9/30/2017	2001	GSE-30021	14635	0.00	KKRR - Drawstring bags (Keosan)

GSEI TRANSACTIONS 2014-2020

9/30/2017	5347	GSE-00075	14635	115.00	Dried Crickets for Koko Birds - Feathers & Fins
9/30/2017	5347	GSE-10005	14033	47,611.00	UAGM 2018 Japan Marketing Plan
9/30/2017	5347	GSE-30009	13991	11,000.00	KKRR 2017 September Management Fee
9/30/2017	5347	GSE-30013	14113	5,425.98	KKRR 2017 Creative Services (RIMS)
9/30/2017	5347	GSE-30014	14114	1,000.00	KKRR 2017 1,000 Engery Gel (Hornet Sporting Goods)
9/30/2017	5347	GSE-30015	14115	585.00	KKRR 2017 Register Now Garage Banner (SignWrite, LLC)
9/30/2017	5347	GSE-30016	14116	1,595.00	KKRR 2017 Traffic Control Plan (DCA Duenas, Camacho & Associates, Inc.)
9/30/2017	5347	GSE-30017	14117	906.00	KKRR 2017 Half Marathon PDN Insert 9/12/17 (Graphic Center)
9/30/2017	5347	GSE-30021	14635	1,600.00	KKRR - Drawstring bags (Keosan)
10/1/2017	2001	GSE-30007	14700	0.00	KKRR-Chronotrack, SMGraphics Web-coordination, contentsdesignRIMS
10/1/2017	2001	GSE-30012	14700	0.00	KKRR-Creative Service:Ribbon, Sign, Tshirt, Sponsorship packet, RadioScript, BibRIMS
10/1/2017	5347	GSE-30007	14700	3,900.00	KKRR-Chronotrack, SMGraphics Web-coordination, contentsdesignRIMS
10/1/2017	5347	GSE-30012	14700	3,150.00	KKRR-Creative Service:Ribbon, Sign, Tshirt, Sponsorship packet, RadioScript, BibRIMS
10/12/2017	2001	GSE-30018	14580	0.00	KKRR PDN Publication
10/12/2017	2001	GSE-30019	14606	0.00	KKRR TVC Talent Fee - Criss Family
10/12/2017	2001	GSE-30020	14635	0.00	KKRR 2017 TVC production-Mighty Island Productions
10/12/2017	2001	GSE-30022	14476	0.00	KKRR finisher certificate paper
10/12/2017	5347	GSE-30018	14580	4,030.00	KKRR PDN Publication
10/12/2017	5347	GSE-30019	14606	300.00	KKRR TVC Talent Fee - Criss Family
10/12/2017	5347	GSE-30020	14635	3,000.00	KKRR 2017 TVC production-Mighty Island Productions
10/12/2017	5347	GSE-30022	14476	309.25	KKRR finisher certificate paper
10/31/2017	2001	GSE-00032	14658	0.00	KKRR Winner Medals - Ashworth Awards
10/31/2017	2001	GSE-300029	14476	0.00	Glow Necklaces, Halloween Bags, Sunglasses
10/31/2017	2001	GSE-300036	14635	0.00	KKRR Press Conference Entertainment-Keano Productions
10/31/2017	2001	GSE-300037	14739	0.00	KKRR-sister Race Reception Entertainment Keano Productions
10/31/2017	5347	GSE-00032	14658	2,191.80	KKRR Winner Medals - Ashworth Awards
10/31/2017	5347	GSE-300029	14476	3,780.00	Glow Necklaces, Halloween Bags, Sunglasses
10/31/2017	5347	GSE-300036	14635	200.00	KKRR Press Conference Entertainment-Keano Productions
10/31/2017	5347	GSE-300037	14739	300.00	KKRR-sister Race Reception Entertainment Keano Productions
11/16/2017	2001	GSE-300038	14606	0.00	KKRR Event Race Crew
11/16/2017	2001	GSE-300039	14739	0.00	KKRR-Equipment Rental
11/16/2017	5347	GSE-300038	14606	22,500.00	KKRR Event Race Crew
11/16/2017	5347	GSE-300039	14739	15,000.00	KKRR-Equipment Rental
11/22/2017	2001	GSE-300048	14739	0.00	KKRR - Media Wall/Finishers Ribbon/Start-FinishTower (Sign Write)
11/22/2017	5347	GSE-300048	14739	4,495.00	KKRR - Media Wall/Finishers Ribbon/Start-FinishTower (Sign Write)

GSEI TRANSACTIONS 2014-2020

11/29/2017	2001	GSE-300049	14476	0.00	KKRR Race Day Event Assistance - Shintaro Okada
11/29/2017	2001	GSE-300050	14476	0.00	KKRR Event Photography - Expressions Studio
11/29/2017	2001	GSE-300051	14700	0.00	KKRR - Ad, Flyer, Graphics, Arch, Arwork, Tshirt, Map RIMS
11/29/2017	5347	GSE-300049	14476	100.00	KKRR Race Day Event Assistance - Shintaro Okada
11/29/2017	5347	GSE-300050	14476	3,600.00	KKRR Event Photography - Expressions Studio
11/29/2017	5347	GSE-300051	14700	12,332.63	KKRR - Ad, Flyer, Graphics, Arch, Arwork, Tshirt, Map RIMS
11/30/2017	2001	GSE-300052	14476	0.00	KKRR finish line emcee - Jonathan Cramer
11/30/2017	2001	GSE-300053	14476	0.00	KKRR Media K57 & Power 98
11/30/2017	5347	GSE-300052	14476	100.00	KKRR finish line emcee - Jonathan Cramer
11/30/2017	5347	GSE-300053	14476	2,800.00	KKRR Media K57 & Power 98
12/13/2017	2001	GSE-000033	14476	0.00	KKRR-Signage for Canopy, race signs, traffic road closure SignKing
12/13/2017	2001	GSE-000062	14658	0.00	KKRR-Kids Start Finish Banner, Winner Display Cks, Map Venue/Course SIGN MAKERS
12/13/2017	2001	GSE-000070	14658	0.00	KKRR - Toner Cartridge to print finisher Certificates SOURCE RITE
12/13/2017	2001	GSE-300025	14400	0.00	KKRR 2017 - October management fee
12/13/2017	2001	GSE-300026	14401	0.00	KKRR 2017 - Creative & website services (RIMS)
12/13/2017	2001	GSE-300028	14402	0.00	KKRR 2017 - DPW permit for Koko road closure (Treasurer of Guam)
12/13/2017	2001	GSE-300033	14403	0.00	KKRR 2017 - Trophy metal plaques (AM Foil Express Awards & Recognition)
12/13/2017	2001	GSE-300035	14404	0.00	KKRR 2017 - Koko & Koko kids finisher medals (Always Advancing)
12/13/2017	2001	GSE-300040	14405	0.00	KKRR 2017 - Production & rental (Tropical Productions, Inc.)
12/13/2017	2001	GSE-300041	14406	0.00	KKRR 2017 - Production & rental (The Guam Daily Post)
12/13/2017	2001	GSE-300042	14407	0.00	KKRR 2017 - Post race fried rice 2,250pcs @ \$4.00 (GSEI)
12/13/2017	2001	GSE-300043	14408	0.00	KKRR2017-Janitorial&recyclingservices10/28-29/17 Ypao&Hagatna (Dom's Lawn Maint)
12/13/2017	2001	GSE-300045	14409	0.00	KKRR 2017 - Music performance 10/29/17 (Robert San Agustin - The Cool Down)
12/13/2017	2001	GSE-300046	14410	0.00	KKRR 2017 - Equipment rental Kids and KKRR (JCT Rental Service)
12/13/2017	2001	GSE-300047	14411	0.00	KKRR 2017 - Event shirts balance due (Pacific Charlie)
12/13/2017	2001	GSE-300057	14476	0.00	5 gal water for aid stations (Island Choice Drinking Water)
12/13/2017	2001	GSE-300058	14476	0.00	Bus Rental for Shuttle Service (Kloppenburg Enterprises)
12/13/2017	2001	GSE-300059	14739	0.00	KKRR-Videoography & Promo Video production (Patchwork Industries)
12/13/2017	2001	GSE-300060	14700	0.00	KKRR-Signage for Canopy, race signs, traffic road closure SignKing
12/13/2017	2001	GSE-300061	14533	0.00	KKRR - Save the Date Flyer
12/13/2017	2001	GSE-300063	14476	0.00	Koko Kids Halloween Candy - Cosmos Distributing Co.
12/13/2017	2001	GSE-300064	14606	0.00	KKRR Finisher Certificate, Bag Drop Sticker, Participant Guide- Packet Pickup flyer
12/13/2017	2001	GSE-300066	14635	0.00	KKRR Cups, Containers-Permarch Guam Inc.
12/13/2017	2001	GSE-300067	14635	0.00	KKRR Course Entertainment-Emerita Babauta

GSEI TRANSACTIONS 2014-2020

12/13/2017	2001	GSE-300068	14635	0.00	KKRR Vehicle Rental-Taico Rent a Car
12/13/2017	2001	GSE-300069	14476	0.00	Todu Mauleg Toilet Rentals
12/13/2017	2001	GSE-300072	14658	0.00	KKRR 2017 - Dog food for Dept. of Agriculture Support (Cost U Less)
12/13/2017	2001	GSE-300073	14476	0.00	Koko Bird Mascot - Guam Dry Cleaners
12/13/2017	2001	GSE-300074	14635	0.00	KKRR Timer airfare tax-United
12/13/2017	2001	GSE300071	14606	0.00	KKRR Overall Winners Cash Prizes
12/13/2017	5347	GSE-00033		0.00	KKRR-Signage for Canopy, race signs, traffic road closure SignKing
12/13/2017	5347	GSE-00062	14658	754.00	KKRR-Kids Start Finish Banner, Winner Display Cks, Map Venue/Course SIGN MAKERS
12/13/2017	5347	GSE-00070	14658	498.00	KKRR - Toner Cartridge to print finisher Certificates SOURCE RITE
12/13/2017	5347	GSE-300025	14400	11,000.00	KKRR 2017 - October management fee
12/13/2017	5347	GSE-300026	14401	2,955.85	KKRR 2017 - Creative & website services (RIMS)
12/13/2017	5347	GSE-300028	14402	25.00	KKRR 2017 - DPW permit for Koko road closure (Treasurer of Guam)
12/13/2017	5347	GSE-300033	14403	145.44	KKRR 2017 - Trophy metal plaques (AM Foil Express Awards & Recognition)
12/13/2017	5347	GSE-300035	14404	7,397.00	KKRR 2017 - Koko & Koko kids finisher medals (Always Advancing)
12/13/2017	5347	GSE-300040	14405	7,000.00	KKRR 2017 - Production & rental (Tropical Productions, Inc.)
12/13/2017	5347	GSE-300041	14406	4,440.00	KKRR 2017 - Production & rental (The Guam Daily Post)
12/13/2017	5347	GSE-300042	14407	9,000.00	KKRR 2017 - Post race fired rice 2,250pcs @ \$4.00 (GSEI)
12/13/2017	5347	GSE-300043	14408	1,870.00	KKRR2017-Janitorial&recyclingservices10/28-29/17 Ypaø&Hagatna (Dom's Lawn Maint)
12/13/2017	5347	GSE-300045	14409	1,000.00	KKRR 2017 - Music performance 10/29/17 (Robert San Agustin - The Cool Down)
12/13/2017	5347	GSE-300046	14410	15,000.00	KKRR 2017 - Equipment rental Kids and KKRR (JCT Rental Service)
12/13/2017	5347	GSE-300047	14411	8,687.89	KKRR 2017 - Event shirts balance due (Pacific Charlie)
12/13/2017	5347	GSE-300057	14476	1,464.75	5 gal water for aid stations (Island Choice Drinking Water)
12/13/2017	5347	GSE-300058	14476	1,662.50	Bus Rental for Shuttle Service (Kloppenburg Enterprises)
12/13/2017	5347	GSE-300059	14739	3,310.00	KKRR-Videoography & Promo Video production (Patchwork Industries)
12/13/2017	5347	GSE-300060	14700	3,439.04	KKRR-Signage for Canopy, race signs, traffic road closure SignKing
12/13/2017	5347	GSE-300061	14533	270.00	KKRR - Save the Date Flyer
12/13/2017	5347	GSE-300063	14476	471.72	Koko Kids Halloween Candy - Cosmos Distributing Co.
12/13/2017	5347	GSE-300064	14606	1,718.00	KKRR Finisher Certificate, Bag Drop Sticker, Participant Guide- Packet Pickup flyer
12/13/2017	5347	GSE-300066	14635	840.00	KKRR Cups, Containers-Permarch Guam Inc.
12/13/2017	5347	GSE-300067	14635	200.00	KKRR Course Entertainment-Emerita Babauta
12/13/2017	5347	GSE-300068	14635	560.00	KKRR Vehicle Rental-Taico Rent a Car
12/13/2017	5347	GSE-300069	14476	3,165.00	Todu Mauleg Toilet Rentals

GSEI TRANSACTIONS 2014-2020

12/13/2017	5347	GSE-300072	14658	36.99	KKRR 2017 - Dog food for Dept. of Agriculture Support (Cost U Less)
12/13/2017	5347	GSE-300073	14476	58.00	Koko Bird Mascot - Guam Dry Cleaners
12/13/2017	5347	GSE-300074	14635	122.50	KKRR Timer airfare tax-United
12/13/2017	5347	GSE300071	14806	5,100.00	KKRR Overall Winners Cash Prizes
12/20/2017	2001	GSE-300076	14533	0.00	KKRR - event timing services
12/20/2017	5347	GSE-300076	14533	19,040.00	KKRR - event timing services
12/29/2017	2001	GSE-00077	14658	0.00	KKRR - Trash Bins Tipping Fee
12/29/2017	2001	GSE-300079	14533	0.00	KKRR - Office supplies, Rubber bands, Gas, Meals
12/29/2017	5347	GSE-00077	14658	337.50	KKRR - Trash Bins Tipping Fee
12/29/2017	5347	GSE-300079	14533	499.04	KKRR - Office supplies, Rubber bands, Gas, Meals
1/12/2018	2001	GSE-300081	14635	0.00	GVB's Sister Race Reception-Hilton
1/12/2018	5347	GSE-300081	14635	660.00	GVB's Sister Race Reception-Hilton
1/26/2018	2001	GSE-10006	14700	0.00	United Airlines Guam Marathon 2018 Sponsorship
1/26/2018	5922	GSE-10006	14700	50,000.00	United Airlines Guam Marathon 2018 Sponsorship
5/16/2018	2001	GSE-100021	15107	0.00	UAGM2018 Facebook Carousel Advertising
5/16/2018	6000	GSE-100021	15107	14,774.00	UAGM2018 Facebook Carousel Advertising
5/17/2018	2001	GSE-100020	15107	0.00	UAGM2018 Souvenir Booklet
5/17/2018	5805	GSE-100020	15107	17,500.00	UAGM2018 Souvenir Booklet
10/1/2018	2001	GSE-300084	16015	0.00	United Airlines Guam Marathon 2019 Sponsorship
10/1/2018	5922	GSE-300084	16015	50,000.00	United Airlines Guam Marathon 2019 Sponsorship
12/12/2018	2001	GSE-300094	16257	0.00	UGM 2019 Japan Market Promotion Share
12/12/2018	5805	GSE-300094	16257	52,037.68	UGM 2019 Japan Market Promotion Share
1/4/2019	2001	GSE-300095	16284	0.00	UGM 2019 Japan Market Promotion Share
1/4/2019	5803	GSE-300095	16284	0.00	UGM 2019 Japan Market Promotion Share
3/25/2019	2001	GSE-300102	16607	25,281.44	UGM 2019 Japan Market Promotion Share
3/25/2019	5805	GSE-300102	16607	0.00	UGM 2019 Japan Market Promotion Share
4/5/2019	2001	GSE-300106	16649	19,441.06	UGM 2019 Japan Market Promotion Share
4/5/2019	5803	GSE-300106	16649	0.00	UGM Japan Market Promo
4/25/2019	2001	GSE-300110	16763	32,970.74	UGM Japan Market Promo
4/25/2019	5803	GSE-300110	16763	0.00	UGM Japan Market Promo-FB Ad Media Promo, KOHOBU Key Visual Revise Production
4/25/2019	5805	GSE-300110	16763	20,876.43	UGM Japan Market Promo-FB Ad Media Promo, KOHOBU Key Visual Revise Production
5/13/2019	2001	GSE-300111	16866	1,410.57	UGM Japan Market Promo-FB Ad Media Promo, KOHOBU Key Visual Revise Production
5/13/2019	5922	GSE-300111	16866	0.00	UGM 2019 Souvenir Booklet
10/16/2019	2001	GSE-300116	17949	17,500.00	UGM 2019 Souvenir Booklet
10/16/2019	5922	GSE-300116	17949	0.00	United Airlines Guam Marathon Sponsorship
2/11/2020	2001	GSE-300131	22288	50,000.00	United Airlines Guam Marathon Sponsorship
2/11/2020	2001	GSE-300131	22630	0.00	UGM MOA - Japan Additional Marketing Support
2/11/2020	5338	GSE-300131	22288	0.00	UGM MOA - Japan Additional Marketing Support
2/11/2020	5338	GSE-300131	22630	29,620.00	UGM MOA - Japan Additional Marketing Support
7/23/2020	2001	GSE-300132	22630	29,620.00	UGM MOA - Japan Additional Marketing Support
				0.00	MOA United Guam Marathon Marketing October-December 2019

GSEI TRANSACTIONS 2014-2020

7/23/2020	2001	GSE-300133	22630	0.00	MOA United Guam Marathon Marketing January & February 2020
7/23/2020	2001	GSE-300134	22630	0.00	MOA United Guam Marathon Marketing March 2020
7/23/2020	5338	GSE-300132	22630	30,581.22	MOA United Guam Marathon Marketing October-December 2019
7/23/2020	5338	GSE-300133	22630	58,330.69	MOA United Guam Marathon Marketing January & February 2020
7/23/2020	5338	GSE-300134	22630	11,888.41	MOA United Guam Marathon Marketing March 2020

8

ARTICLES OF INCORPORATION

OF

GUAM SPORTS EVENTS INCORPORATED
a Guam Nonprofit Corporation

D-17609
DEPT. OF REVENUE & TAXATION
GOVERNMENT OF GUAM
MAY 12 2014
BUSINESS REGISTRATION

ARTICLE ONE: NAME

The name of the corporation shall be:

GUAM SPORTS EVENTS INCORPORATED

ARTICLE TWO: PURPOSES

The purposes for which this corporation is formed are:

1. The specific and primary purpose of this corporation is to foster the growth of athletic activities on the island of Guam for the benefit of the community by organizing and promoting running competitions, sports tournaments and other similar events.
2. The general purposes of this corporation are:
 - a. To receive and accept funds, gifts and contributions for the purpose of accomplishing the specific purpose for which this corporation is formed.
 - b. To make contributions to other charitable organizations as shall be selected by the Board of Directors.
 - c. To promote, undertake and establish other entities, programs, facilities and activities which, in the opinion of the Board of Directors, will be in furtherance of the aforesaid purposes.
3. Notwithstanding any of the above statements of purposes and notwithstanding any statements of powers contained in Article Four hereafter, this corporation shall not, except to an insubstantial degree, engage in any activities or exercise any powers that

are not in furtherance of the primary purpose of this Corporation as expressed in subparagraph 1 of this Article Two.

ARTICLE THREE: OFFICE

The place of the principal office of the corporation shall be: 210 Pale San Vitores Road, Tumon, Guam 96913 and there may be such subordinate or branch offices in such place or places within or without the Territory of Guam as may be deemed necessary or requisite by the board of directors of the corporation.

ARTICLE FOUR: CORPORATE POWERS

This Corporation is organized as a non-stock corporation and does not contemplate pecuniary gain or profit to the members hereof and it is organized for non-profit purposes. This Corporation is organized and operated exclusively for charitable purposes within the meaning of Sections 170(c)(2) and 501(c)(3) of the Guam Territorial Income Tax Law. This Corporation shall have the following powers:

1. To receive and take any gift, bequest, devise or conveyance of property either as a grantee for its own use or as a trustee and to be or be made the beneficiary of a trust.
2. To act as a trustee under any trust incidental to the principal objects of this Corporation, and to receive, hold, administer and expend funds and property subject to such trust.
3. To provide any and all facilities and engage in any and all activities incidental, necessary or convenient to the operation of the Corporation; and to carry out any lawful operations in connection therewith.
4. To purchase or otherwise acquire, to hold, use, pledge, mortgage, sell, assign, and transfer, or otherwise dispose of, real and personal property of every class and

description as may be deemed necessary by the Board of Directors for the objects and purposes of the Corporation.

5. To enter into, make, perform and carry out contracts of every kind for any corporate purpose, without limit as to the amount, with any person, firm, association or corporation or other group or organization; to draw, make, accept, endorse, discount, execute and issue promissory notes, warrants, or other negotiable or transferable instruments; to issue bonds, debentures or other obligations for any of the objects or purposes of the Corporation, and to secure the same by mortgage, pledges, deeds of trust or otherwise.

6. To have and exercise all other powers which non-profit corporations now have or which may hereafter be granted by the laws of Guam.

7. In accordance with the laws of Guam, made and applicable to corporations formed thereunder, this Corporation shall be entitled to and shall have power:

- a. to have perpetual duration;
- b. to sue and be sued in any court;
- c. to make and use a common seal, and to alter the same at its pleasure;
- d. to hold, purchase and convey such property as the purposes of the Corporation shall require, without limitation as to the amount, and to mortgage, pledge, and hypothecate the same to secure any debt of the Corporation;
- e. to appoint such subordinate officers and agents as the business of the Corporation shall require; and
- f. to make by-laws not in conflict with law or with these Articles of Incorporation, governing the qualification, admission, suspension and expulsion of any or all of

its members; the election, government, or removal of its members and officers, and the management of its property and affairs.

ARTICLE FIVE: OFFICERS/DIRECTORS

1. The business of the Corporation shall be conducted by a Board of Directors consisting of not less than three (3) or more than seven (7) persons. The Board of Directors shall constitute the Corporation, which shall have no members apart from such Directors.

2. The names and addresses of the persons who are to serve as the initial Directors are:

<u>Name</u>	<u>Address</u>
Ken Yanagisawa	210 Pale San Vitores Road Tumon, GU 96913
Benjamin Ferguson	210 Pale San Vitores Road Tumon, GU 96913
Karl Pangelinan	401 Pale San Vitores Road Tumon, Guam 96913

Thereafter, successor directors shall be appointed in accordance with the Bylaws. Notwithstanding any provision to the contrary contained in these Articles, or contained within the Bylaws of this nonprofit corporation, this subsection may not be amended without the express written concurrence of the directors of the Corporation.

3. Officers of the Corporation shall consist of a President, a Vice President, Secretary and Treasurer who may, but need not, be members of the Board of Directors.

4. The names and addresses of persons who are to serve as initial officers of the Corporation are:

<u>Name/Title</u>	<u>Address</u>
Karl Pangelinan/President	401 Pale San Vitores Road Tumon, Guam 96913
Benjamin Ferguson/Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Sam Shinohara/ Secretary	210 Pale San Vitores Road Tumon, GU 96913

5. The election of the officers shall be held at the annual Board meeting on the 1st day of May of each year with installation to follow at the same meeting. If the 1st day of May falls on a weekend, the annual Board meeting shall be held on the Friday before the 1st or the Monday after. The term of office shall be for one year.

ARTICLE SIX: AMENDMENTS

These Articles may be amended by: (1) a two-thirds (2/3) majority vote of the Board of Directors provided that the amendment had been specifically announced in the agenda of the meeting in which the amendment will be adopted or defeated; or (2) the unanimous written consent of all the Directors.

ARTICLE SEVEN: DEDICATION AND DISSOLUTION

1. All prospective or contingent interests of any member of the Board of the Corporation shall cease and revert absolutely to the Corporation upon termination of membership. Such termination shall operate as a release and assignment to the Corporation of all the rights and interests whatsoever of such member in and to the property, assets, rights and privileges of the Corporation.

2. The property, assets, profits and net income of this Corporation are irrevocably dedicated to charitable purposes and no part of the profits or net income of this

Corporation shall ever inure to the benefit of any Director or Officer hereof, or to the benefit of any private individual.

3. The Corporation's income for each taxable year shall be distributed at such time and in such manner as not to subject the Corporation to tax under Section 4942 of the Guam Territorial Income Tax Law.

4. On the dissolution or winding up of this Corporation, its assets remaining after payment of, or provision for payment of all debts and liabilities of this Corporation, shall be distributed to a non-profit fund, foundation or corporation which is organized and operated exclusively for charitable purposes on Guam and which has established its tax exempt status under Section 501(c)(3) of the Guam Territorial Income Tax Law.

5. If this Corporation holds any assets in trust, such assets shall, on dissolution, be disposed or in such a manner as may be directed by decree of the Superior Court of Guam, on petition therefore by the Attorney General of Guam or by any person concerned in the liquidation.

ARTICLE EIGHT: INCORPORATORS

The name and residence of the persons who are the incorporators of this Corporation are as follows:

<u>Name</u>	<u>Address</u>
Ken Yanagisawa	210 Pale San Vitores Road Tumon, GU 96913
Benjamin Ferguson	210 Pale San Vitores Road Tumon, GU 96913
Milton Morinaga	231 Ypao Road Suite 101, Ernst & Young Building Tamuning, Guam 96913

ARTICLE NINE: LIMITATION ON CORPORATE ACTIVITIES

No substantial part of the activities of this Corporation shall consist of the carrying on of propaganda, or otherwise attempting in any manner to influence legislation (except that members of the Corporation's Board of Directors and personnel of the Corporation may testify or make other appropriate communications to a legislative body or a committee or a member thereof, in matters concerning legislation relating to the public purposes of the Corporation or public appropriations to programs or activities of the Corporation), nor shall this Corporation participate in, or intervene in (including the publishing or distributing of statements, except for matters relating to the public purposes of the Corporation), or contribute to any political campaign on behalf of any candidate for public office.

The Corporation shall not engage in any act of self-dealing (as defined in Section 4941 (d) of the Guam Territorial Income Tax Law), retain any excess business holdings (as defined in Section 4943 (c) of the Guam Territorial Income Tax Law), make any investments in such manner as to subject the Corporation to tax under Section 4944 of the Guam Territorial Income Tax Law or make any taxable expenditures (as defined in Section 4945 (d) of the Guam Territorial Income Tax Law).

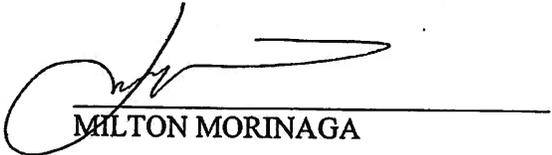
Notwithstanding any other provision herein, the Corporation shall not carry on any activities not permitted to be carried on (a) by a corporation exempt from income tax under Section 501(a) of the Internal Revenue Code of 1986, or the corresponding provision of any subsequent tax laws, or by a corporation contributions to which are deductible under Section 170(a) of the Guam Territorial Income Tax Law; or (c) by a Corporation exempt from Gross Receipt Taxes under Section 26203(c) of the Guam Business Privilege Tax Law, or the corresponding provision of any subsequent tax laws.

EXECUTION

IN WITNESS WHEREOF, the undersigned, being the persons hereinabove named as the Incorporators, have executed these Articles of Incorporation on 20th day of February, 2014.


KEN YANAGISAWA


BENJAMIN FERGUSON


MILTON MORINAGA

RIMS Expenditures 2007 - 2020

Row Labels	Sum of Expenses
2007-2008	\$ 220,214.24
2008-2009	\$ 228,273.21
2009-2010	\$ 302,496.56
2010-2011	\$ 166,933.54
2011-2012	\$ 354,603.50
2012-2013	\$ 549,971.72
2013-2014	\$ 796,286.61
2014-2015	\$ 786,759.16
2015-2016	\$ 1,591,962.12
2016-2017	\$ 890,825.55
2017-2018	\$ 1,259,626.97
2018-2019	\$ 1,998,833.71
2019-2020	\$ 577,002.61
(blank)	
Grand Total	\$ 9,723,789.50

APP-2/9537



2015 GUAM ANNUAL REPORT
FOR
GUAM SPORTS EVENTS INCORPORATED
(Non-Profit Corporation)

DEPT. OF REVENUE & TAXATION
GOVERNMENT OF GUAM
AUG 20 2015
BUSINESS REGISTRATION

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED incorporated under the laws of Guam, U.S.A.

The date of incorporation is (if chartered in Guam): **May 12, 2014**

The registered office of the corporation in Guam (street address) if any is: **N/A**

The registered agent in Guam is: **N/A**

The address of the Principal Office is: **210 Pale San Vitores Road
Tumon, GU 96913**

The names and business addresses of the corporation's directors and principal officers are as follows:

Name	Title	Business Address
Benjamin Ferguson	Managing Director & President	210 Pale San Vitores Road Tumon, GU 96913
Sam Shinohara	Director & Secretary	P.O. Box 8778 Tamuning, Guam 96931
Fred Schumann	Director	P.O. Box 5307 Hagatna, Guam 96932
Steve Ruder	Director	674 Harmon Loop Road, Suite 312, ParaOceana Business Center, Dededo, Guam 96929
Joel Davis	Director, Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

A brief statement of the character of the business in which the corporation is actually transacting on Guam is as follows: organizing and promoting running competitions, sports tournaments and other similar events.

The aggregate number of shares, which the corporation has authority to issue, itemized by class, par value of shares, shares without par value are as follows:

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N/A	N/A	N/A	N/A

The aggregate number of issued and outstanding share, itemized by class, par value of shares, shares without par value are as follows:

Number of issued & Outstanding shares	Class of Stock	Par Value of each share	Shares without par value
N/A	N/A	N/A	N/A

The corporation has less than fifteen (15) shareholders, their names, citizenship, number and class of shares held are as follows:

Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **MICHAEL A. PANGELINAN**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.


 MICHAEL A. PANGELINAN
 Director

Date: August 20, 2015

2016 GUAM ANNUAL REPORT FOR
GUAM SPORTS EVENTS INCORPORATED
(a Guam Non-Profit Corporation)

DEPT OF REVENUE & CUSTOMS
GOVERNMENT OF GUAM

AUG 22 2016

200 pm
BUSINESS REGISTRATION

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED incorporated under the laws of Guam, U.S.A.

The date of incorporation is May 12, 2014

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Joel Davis	Director, Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

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The corporation has less than fifteen (15) shareholders, their names, citizenship, number and class of shares held are as follows:

Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **MICHAEL A. PANGELINAN**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Date: August 18, 2016


MICHAEL A. PANGELINAN
 Director

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Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **MICHAEL A. PANGELINAN**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Date: August 7, 2017.


MICHAEL A. PANGELINAN
 Director

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**2018 ANNUAL REPORT
GUAM SPORTS EVENTS INCORPORATED**
a Guam Non-Profit Corporation

AUG 21 2018
Wm B:30
GENERAL LICENSING &
REGISTRATION BRANCH

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED incorporated under the laws of Guam, U.S.A.

The date of incorporation is **May 12, 2014**

The address of the Principal Office is: **210 Pale San Vitores Road
Tumon, GU 96913**

The names and business addresses of the corporation's directors and principal officers are as follows:

Name	Title	Business Address
Benjamin Ferguson	Managing Director & President	210 Pale San Vitores Road Tumon, GU 96913
Sam Shinohara	Director & Secretary	P.O. Box 8778 Tamuning, Guam 96931
Fred Schumann	Director	P.O. Box 5307 Hagatna, Guam 96932
Steve Ruder	Director	674 Harmon Loop Road, Suite 312, ParaOceana Business Center, Dededo, Guam 96929
Joel Davis	Director, Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

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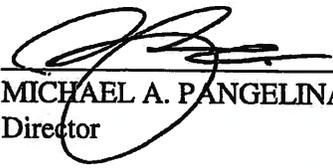
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The corporation has less than fifteen (15) shareholders, their names, citizenship, number and class of shares held are as follows:

Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **MICHAEL A. PANGELINAN**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Dated: August 20, 2018.



MICHAEL A. PANGELINAN
 Director

2019 ANNUAL REPORT
GUAM SPORTS EVENTS INCORPORATED
a Guam Non-Profit Corporation

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED incorporated under the laws of **Guam, U.S.A.**

The date of incorporation is **May 12, 2014**

The address of the Principal Office is: **210 Pale San Vitores Road
Tumon, GU 96913**

AUG 23 2019

The names and business addresses of the corporation's directors and principal officers are as follows:

GENERAL LICENSING &
REGISTRATION BRANCH

Name	Title	Business Address
Benjamin Ferguson	Managing Director & President	210 Pale San Vitores Road Tumon, GU 96913
Sam Shinohara	Director & Secretary	P.O. Box 8778 Tamuning, Guam 96931
Fred Schumann	Director	P.O. Box 5307 Hagatna, Guam 96932
Steve Ruder	Director	674 Harmon Loop Road, Suite 312, ParaOceana Business Center, Dededo, Guam 96929
Joel Davis	Director, Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

OTC: 499 - 313348

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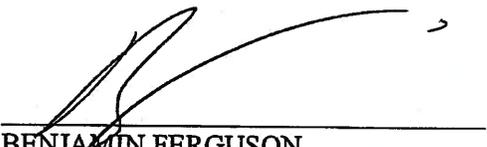
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N/A	N/A	N/A	N/A

The corporation has less than fifteen (15) shareholders, their names, citizenship, number and class of shares held are as follows:

Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **BENJAMIN FERGUSON**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Dated: August 19, 2019.



BENJAMIN FERGUSON
 Director

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**2020 ANNUAL REPORT
GUAM SPORTS EVENTS INCORPORATED**
a Guam Non-Profit Corporation

JUL 22 2020
W 2:20
GENERAL LICENSING
REGISTRATION BRANCH

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED was incorporated under the laws of Guam, U.S.A.

The date of incorporation is **May 12, 2014**

The address of the Principal Office is: **210 Pale San Vitores Road
Tumon, GU 96913**

The names and business addresses of the corporation's directors and principal officers are as follows:

Name	Title	Business Address
Benjamin Ferguson	Managing Director & President	210 Pale San Vitores Road Tumon, GU 96913
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Steve Ruder	Director	674 Harmon Loop Road, Suite 312, ParaOceana Business Center, Dededo, Guam 96929
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Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

A brief statement of the character of the business in which the corporation is actually transacting on Guam is as follows: **organizing and promoting running competitions, sports tournaments and other similar events.**

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Number of issued & Outstanding shares	Class of Stock	Par Value of each share	Shares without par value
N/A	N/A	N/A	N/A

The corporation has less than fifteen (15) shareholders, their names, citizenship, number and class of shares held are as follows:

Name	Citizenship	Number Shares	Class of Stock
N/A	N/A	N/A	N/A

I, **BENJAMIN FERGUSON**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Dated: July 16, 2020.



BENJAMIN FERGUSON
 Director

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AUG 12 2021

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GENERAL LICENSING &
REGISTRATION BRANCH

2021 ANNUAL REPORT
GUAM SPORTS EVENTS INCORPORATED
a Guam Non-Profit Corporation

CHARTER NO.: D-17609

GUAM SPORTS EVENTS INCORPORATED was incorporated under the laws of Guam, U.S.A.

The date of incorporation is **May 12, 2014**

The address of the Principal Office is: **210 Pale San Vitores Road
Tumon, GU 96913**

The names and business addresses of the corporation's directors and principal officers are as follows:

Name	Title	Business Address
Benjamin Ferguson	Managing Director & President	210 Pale San Vitores Road Tumon, GU 96913
Sam Shinohara	Director & Secretary	P.O. Box 8778 Tamuning, Guam 96931
Fred Schumann	Director	P.O. Box 5307 Hagatna, Guam 96932
Steve Ruder	Director	Suite 312, ParaOceana Business Center 674 Harmon Loop Road Dededo, Guam 96929
Joel Davis	Director, Vice President & Treasurer	210 Pale San Vitores Road Tumon, GU 96913
Michael Pangelinan	Director	259 Martyr Street, Suite 100 Hagatna, GU 96910

A brief statement of the character of the business in which the corporation is actually transacting on Guam is as follows: **organizing and promoting running competitions, sports tournaments and other similar events.**

The aggregate number of shares, which the corporation has authority to issue, itemized by class, par value of shares, shares without par value are as follows: **This is a nonprofit corporation, there are no shares.**

Authorized Capital	Class of Stock	Par Value of each share	Shares without par value
N/A	N/A	N/A	N/A

The aggregate number of issued and outstanding shares, itemized by class, par value of shares, shares without par value are as follows: **This is a nonprofit corporation, there are no shares.**

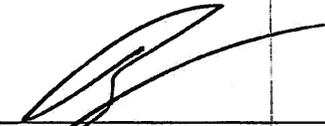
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N/A	N/A	N/A	N/A

I, **BENJAMIN FERGUSON**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Dated: August 10, 2021



BENJAMIN FERGUSON
Director

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BY DRT**

AUG 22 2022

9
GENERAL LICENSING &
REGISTRATION BRANCH

**2022 ANNUAL REPORT
GUAM SPORTS EVENTS INCORPORATED**
a Guam Non-Profit Corporation

CHARTER NO.: D-17609

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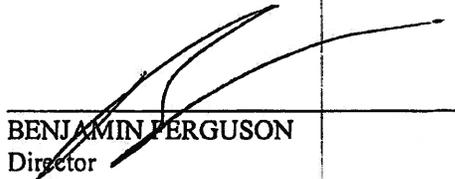
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I, **BENJAMIN FERGUSON**, Director, declare under penalty of perjury under the laws of Guam (6 GCA § 4308) that the foregoing is true and correct.

Dated: August 12, 2022



BENJAMIN FERGUSON
 Director



GUAM SPORTS EVENTS, INC. (GSE) Minutes
Friday, November 14, 2014, 3:00 p.m.,
Executive Conference Room

Attendees: K. Pangelinan, S. Shinohara, K. Yanagisawa, B. Ferguson, & J. Leon Guerrero

Minutes

1. Approval of prior board meeting minutes
 - a. Ben Motion to approve
 - b. Ken Second.

GIM

1. Ko'Ko' Consolidation Proposal
 - a. GSEI aims to consolidate resources with Ko'ko and GIM to build sports tourism image
 - b. BOD agree to pursue adding Ko'ko to the GSEI list of events.
 - i. Ben to look into process to acquiring administrative responsibilities.
 1. Factors to note; capital, bid process, competitors.
 2. Next step: Ben to meet with Nate and Kraig to create a working group.
 - ii. Goal to have GSEI board decide on fund allocation.
 - c. Ko'ko Funding in country (KP)
 - i. Korea: est. \$56,000
 1. Est. \$10,000 Travel Agent promotions
 2. Est. \$13,500 FAM
 3. Est. \$4,500 Logistics (Travel for staff)
 4. Est. \$28,000 Advertising
 - ii. Japan: est. \$150,000
 1. Est. \$100,000 Marketing & PR
 2. Est. \$50,000 Operations
 - iii. PI: est. \$1,500 (FAM)
 - iv. Taiwan: est. \$4,000
 - d. Ko'ko Revenue Net (est.) *registration
 - i. Local: \$150,000
 - ii. JP: \$125,000
 - iii. KOR: \$40,000
 - e. GIM Funding in country (KP)
 - i. Japan: Est. \$78,000 Marketing & PR (in country)



- ii. Hong Kong, PI, Taiwan: est. \$10,000 (in country)
- 2. Update on recent GIM PR activities
 - a. Korea PR Company (Edelman)
 - i. Trina - coordinator
 - ii. Media Round Table(complete)
 - iii. College Media Ambassador Program
 - iv. Leverage PIC name
 - *Suggestion: In bound media FAM trip for exposure in Korea
 - 1. United willing to head it.
 - 2. Ben to work with Trina to begin organizing with Edelman.
 - b. Japan PR Company (And More)
 - i. Koji - coordinator
 - ii. Contracted with them through April.
 - iii. And More
 - 1. Bookstore campaign
 - 2. Searching for sponsors
 - iv. What direction is being promoted? Sales Kit should be created for consistency
 - 1. Ben to have Koji and Trina to head the direction of all players in country. To ensure consistency with the GIM message.
 - 2. Steve to add assistance to provide consistent message.
 - c. Guam PR Company (RIMS)
 - i. Goal 2000 registrants
 - ii. AMA promotion (incentive program)
 - iii. UOG Alumni Association
 - d. Other Markets (HK, Taiwan, Cairns)
 - i. Charter possibility Saturday/ Wednesday.
 - e. Concerns:
 - i. Frustrations with allocating resources to combine all players together in country to collaborate with And More.
 - ii. Having the board more involved in the selection process of a PR company.
 - 1. Board Member (Steve) should head the direction of PR and Marketing in country.
- 3. Sponsorships Update
 - a. JK wants the opportunity to pitch Docomo Japan as name sponsor.



b. SK Telecom possibility as sponsor out of Korea. (David)

1. Pending Docomo Japan

4. Other Items

a. Start/Finish Relocation (Status of Ypao Parking Renovation)

i. Hoping to break ground soon

b. Meeting with Hotel GM's

i. Goal is to solicit support from hotels.

ii. Possibility of adding another Hotel GM to BOD to get other hotels in hospitality industry involved and demonstrates the value that these events bring to the industry.

c. Meeting with Airport

i. BOD meeting with Chuck Ada. Lobby support to advertise GIM year around.

1. Sam to organize meeting.

ii. Sports Island?

iii. Sports tourism promotion.



- d. Meeting with PDN
 - i. Sport Tourism meeting with David Crisostimo.
 - 1. Develop year round coverage of all the events.
 - 2. Steve to organize meeting
- e. Beneficiaries – Wounded Warrior
 - i. Steve to coordinate meeting with USO to gain information regarding including this cause as a beneficiary.
 - 1. To promote military personnel registration.

TOG

- 1. 2014 Event Update
 - a. 20 people out of Japan
 - b. Transitional year
- 2. Plans for 2015 event
 - a. Bike fee
 - 1. Will determine Airline sponsor for 2015
 - b. Island Challenge
 - 1. Organize linked sister events with other JP islands.
 - (Guam, Okinawa, etc.)
 - c. Tentative first week of December.

Other Matters

- 1. Administrative Update
 - a. Policies
 - i. In process
 - ii. Ben to provide updates next meeting.
 - b. Accounting
 - i. In process
 - ii. Ben to provide updates next meeting.
 - c. NPO – 501(c)(3)
- 2. GSEI portfolio sales kit for future event.
 - a. Readily available.
 - b. For trade shows and sponsor meetings.



3. Add legal counsel to BOD (Michael Pangelinan) or Jennifer
 - a. Ken to pursue.
4. Legal protection as a BOD.
 - a. Ben to provide update.

Meeting adjourned: 4:45pm

From: [Shinohara, Samuel](#)
To: [Karl Pangelinan](#)
Subject: Re: text message
Date: Tuesday, November 18, 2014 5:04:57 PM

Makes sense.

On Nov 18, 2014, at 4:25 PM, Karl Pangelinan <karl.pangelinan@visitguam.org> wrote:

We'll handle it brother.

Btw...didn't get text as I'm on my roaming phone here in China.

Sent from my BlackBerry 10 smartphone.

From: Shinohara, Samuel
Sent: Tuesday, November 18, 2014 3:22 PM
To: Karl Pangelinan
Subject: RE: text message

You catering lunch or do we expect to be done quickly?

From: Karl Pangelinan [<mailto:karl.pangelinan@visitguam.org>]
Sent: Tuesday, November 18, 2014 4:21 PM
To: Shinohara, Samuel
Subject: Re: text message

GVB. We may be just a tad late as we have a 10am with CBP. My whole day is clear after that for you.

KP

Sent from my BlackBerry 10 smartphone.

From: Shinohara, Samuel
Sent: Tuesday, November 18, 2014 3:18 PM
To: Karl Pangelinan
Subject: RE: text message

No prob.

We are confirmed for 11am on Thurs. right? Where are we doing this?

From: Karl Pangelinan [<mailto:karl.pangelinan@visitguam.org>]
Sent: Tuesday, November 18, 2014 4:17 PM
To: Shinohara, Samuel
Cc: Trina Cruz

Subject: Re: text message

Sweet. Thanks brother.

Sent from my BlackBerry 10 smartphone.

From: Shinohara, Samuel

Sent: Tuesday, November 18, 2014 2:56 PM

To: Karl Pangelinan

Subject: text message

Did you get my text message on Trina's Mileageplus account number? I can easily make her a 1K and u can use that for the upgrades and other benefits....

From: [Karl Pangelinan](#)
To: [Shinohara, Samuel](#)
Subject: Re: Mileage Plus Status
Date: Sunday, November 30, 2014 7:44:29 PM

You're such a badass. I'm gonna ask the gov to award your with the Ancient Order of the Chamorraí.

Appreciate all you do.

Thanks,
Karl

Sent from my iPhone

On Nov 30, 2014, at 6:33 PM, "Shinohara, Samuel" <samuel.shinohara@united.com> wrote:

Hey-

I one up the status nomination and made you a global service.

This is the highest status for any of our customers and is by invitation only. You should be getting a welcome package, but you should essentially be receiving concierge service each and every flight on United.

Let's keep this between us, so that my phone doesn't ring with requests.

Hopefully this makes up for some of our service failures and keeps you booked on United.

Sam

AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF Tamuning)
) ss
 COUNTRY Guam)

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the offeror and that [please check only one]:

- The offeror is an individual or sole proprietor and owns the entire (100%) interest in the offering business.
- The offeror is a corporation, partnership, joint venture, or association known as Guam Sports Events, Inc. [please state name of offeror company], and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows [if none, please state]:

<u>NAME</u>	<u>ADDRESS</u>	<u>% of Interest</u>
<u>Ben Ferguson</u>	_____	_____
<u>Steve Ruder</u>	_____	_____
<u>Sam Shinohawa</u>	_____	_____
<u>Michael Pangellinan</u>	_____	_____
<u>Fred Schumann</u>	_____	_____
<u>Joel Davis</u>	_____	_____

TOTAL NUMBER OF SHARES _____

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows [if none, please so state]:

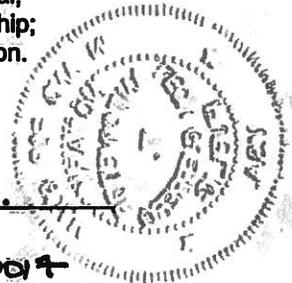
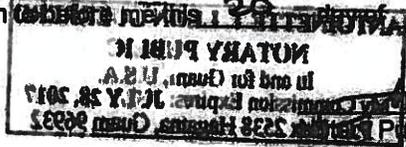
<u>NAME</u>	<u>ADDRESS</u>	<u>Compensation</u>
_____	_____	_____

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the discloser required by 5 GCA §5233 by delivering another affidavit to the government.

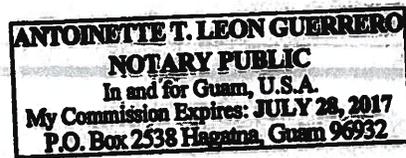
Date: 4/20/14

 Signature of one of the following:
 Offeror, if the offeror is an individual;
 Partner, if the offeror is a Partnership;
 Officer, if the bidder is a Corporation.

Subscribed and sworn to before me this 20th day of April, 2016.



My Commission Expires July 28, 2017



AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF Tumon)
) ss
ISLAND OF GUAM _____)

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the offeror and that [please check only one]:

[] The offeror is an individual or sole proprietor and owns the entire (100%) interest in the offering business.

The offeror is a corporation, partnership, joint venture, or association known as Guam Sports Events Inc. [please state name of offeror company], and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows [if none, please state]:

<u>NAME</u>	<u>ADDRESS</u>	<u>% of Interest</u>
_____	_____	_____
_____	_____	_____
TOTAL NUMBER OF SHARES		_____

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows [if none, please so state]:

<u>NAME</u>	<u>ADDRESS</u>	<u>Compensation</u>
_____	_____	_____

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the discloser required by 5 GCA §5233 by delivering another affidavit to the government.

Date: 5/4/17

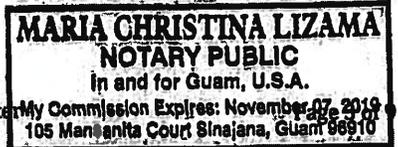
Signature of one of the following:
Offeror, if the offeror is an individual;
Partner, if the offeror is a Partnership;
Officer, if the bidder is a Corporation.

Subscribed and sworn to before me this 4th day of May, 2017.

Maria Christina Lizama
Notary Public

My commission expires on 11/7/19

(AG Procurement Form 002 (Rev. Nov. 17, 2005))



Event Mgmt. Services/Guam Sports Events, Inc. - FY2017 Renewal Letter My Commission Expires November 07, 2019



Pilar Laguana <pilar.laguana@visitguam.org>

Fwd: UGM Co OP Funding Request Breakdown

Jon Nathan Denight <nathan.denight@visitguam.org> Fri, Nov 9, 2018 at 11:02 AM
To: Elaine Pangelinan <elaine.pangelinan@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>

----- Forwarded message -----

From: **Brian M. Borja** <brian.borja@visitguam.org>
Date: Wed, Oct 17, 2018 at 3:50 PM
Subject: Re: UGM Co OP Funding Request Breakdown
To: Ben Ferguson <BFerguson@picguam.com>, Sam Shinohara <samuel.shinohara@united.com>
Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Mr. Stephen Ruder <steveruder@guam.net>, Koji Nagano <knagano@picguam.com>, Matsui, Maki <maki.matsui@united.com>, Sakura Sekizawa <sakura.sekizawa@united.com>

Good Afternoon Mr. Ferguson and Treasurer Shinohara

For your review, please find the attached draft MOA for UGM Japan marketing promotions. We utilized the standard template from the United marketing agreement finalized earlier this week, with minor revisions. Please have a look and advise of any revisions.

Thank you for your time and kind patience as we ironed out the MOA. Looking forward to finalizing so we can execute the plan asap.

Senseramente' (Sincerely)

Brian M. Borja
Marketing Manager - Japan

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913

Tel: +1 (671) 646-5278 | Fax: +1 (671) 646-8861
brian.borja@visitguam.com | <http://www.visitguam.com>



Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau>



On Wed, Oct 17, 2018 at 9:56 AM Ben Ferguson <BFerguson@picguam.com> wrote:
Thanks Brian.

Sent from my iPhone

Exhibit 11

On Oct 16, 2018, at 4:55 PM, Brian M. Borja <brian.borja@visitguam.org<mailto:brian.borja@visitguam.org>> wrote:

Håfa Adai and Good Morning All

I wanted to provide an update as of today. We have drafted the MOA and it is now being reviewed. We hope to finalize soon.

Thank you for your patience.

Senseramente' (Sincerely)

Brian M. Borja
Marketing Manager - Japan

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913

Tel: +1 (671) 646-5278 | Fax: +1 (671) 646-8861
brian.borja@visitguam.com<mailto:brian.borja@visitguam.com> | <http://www.visitguam.com>

<GVB_55AnniversaryLogo_CoBrand1C-allgold.png>

Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau> <<http://www.facebook.com/guamvisitorsbureau>>

<GVB-goGREEN-b-260.png>

On Fri, Oct 5, 2018 at 1:10 PM Brian M. Borja <brian.borja@visitguam.org<mailto:brian.borja@visitguam.org>> wrote:
Håfa Adai Ben

Confirming receipt

Dear Treasurer Sam

Duly noted. I am on medical leave the moment but I can quickly develop this MOA based on the template from the United agreement. I hope to finalize and have in place by early next week. Thank you for your understanding and patience.

Senseramente' (Sincerely)

Brian M. Borja
Marketing Manager - Japan

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913

Tel: +1 (671) 646-5278 | Fax: +1 (671) 646-8861
brian.borja@visitguam.com<mailto:brian.borja@visitguam.com> | <http://www.visitguam.com>

<GVB_55AnniversaryLogo_CoBrand1C-allgold.png>

Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau> <<http://www.facebook.com/guamvisitorsbureau>>

<GVB-goGREEN-b-260.png>

On Fri, Oct 5, 2018 at 10:01 AM Shinohara, Samuel <samuel.shinohara@united.com<mailto:samuel.shinohara@united.com>> wrote:
Brian,

Can we get this squared away ASAP? Challenge is we need to start executing on these plans To get things going

Thanks
Sam

On Oct 4, 2018, at 3:57 PM, Ben Ferguson <BFerguson@picguam.com<mailto:BFerguson@picguam.com>> wrote:

Hafa Adai Brian,

Hope this note finds you well. When I met with Nate a week back he mentioned that you are creating the Co Op funding agreement for 2019 UGM Japan market support.

Please find attached details on how these funds will be utilized. If you have any questions, please let us know.

Thank you again for your support!
Ben

Ben Ferguson
General Manager
Direct Line: 1(671) 648-2495
Fax: 1(671) 648-2474
Email: BFerguson@picguam.com<mailto:BFerguson@picguam.com>

Pacific Islands Club Guam
210 Pale San Vitores Road
Tumon Bay, GU 96913
URL: On-line Reservation at www.picresorts.com<<http://www.picresorts.com/>>
All other inquires please e-mail: Reservations@picguam.com<<mailto:Reservations@picguam.com>>

<GVB UGM 2019 Co Op Funding Request Breakdown.xlsx>

-

Jon Nathan Denight
President & CEO

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
nathan.denight@visitguam.org | <http://www.visitguam.org>



Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau>

 **2019 UGM x GVB MOA draft as of 20181012.docx**
1848K



MEMORANDUM OF AGREEMENT
between the
GUAM VISITORS BUREAU
and
GUAM SPORTS EVENTS, INC.

This **Memorandum of Agreement** (hereafter referred to as "MOA") is entered into by and between the **GUAM VISITORS BUREAU** (hereafter referred to as "GVB"), whose address is 401 Pale San Vitores Road, Tumon, Guam 96913 and **GUAM SPORTS EVENTS, INC.** (hereafter referred to as "GSEI"), whose address is 201 Pale San Vitores Road Tumon, Guam 96913, hereafter referred to collectively as the Parties.

RECITALS

WHEREAS the GVB recognizes the value of sports tourism and growing trend for competitive and recreational sports overseas travel.

WHEREAS the GVB recognizes the United Airlines Guam Marathon (UGM) as an annual signature Guam event.

WHEREAS the GVB recognizes that GSEI aims to strengthen interest in the UGM from international markets, with the goal of increased participation over the next three years.

WHEREAS the 2019 economic impact from UGM for Guam is projected to be \$5.9M gain of direct visitor expenditures.

WHEREAS GSEI has set the 2019 international participation goal for Japan to 1,200 runners, which is a year-over-year increase of 25% from 2018.

WHEREAS GVB and GSEI would like to achieve the international participation goal for the UGM 2019 through social media, public relations outreach, on-site promotions, print advertising, and digital and online media.

WHEREAS this Agreement is made to set out the terms and conditions for accessing cooperative promotional support from the "Cooperative Promotional Program" (enclosed) of the GVB by GSEI.

NOW THEREFORE, in consideration of the mutual covenants contained herein, the parties hereby agree as follows:

AGREEMENT

1. GSEI agrees to the following related to the Coop Program:

Exhibit 12



- a. GSEI agrees to work closely with GVB to develop create assets and program mechanics for advertisements and trade programs, respectively.
 - b. GSEI will submit the proposed promotional materials to the GVB for prior approval, which the GVB will expeditiously grant in writing, email accepted, within a period of 5 business days.
 - c. The promotional material must not be inconsistent with the enclosed program or this Agreement.
 - d. GSEI will provide supporting evidence proving services have been rendered include final creative for advertisements, insertion order forms marking payment has been made, receipts marked paid for advertisements from the vendor, etc., as applicable.
 - e. Promotional expenses incurred in Japanese yen shall be converted to U.S. dollars at the set rate of 110.
 - f. GSEI will dedicate a single contact person for coordination of the Agreement.
2. GVB agrees to the following related to the Coop Program:
- a. The GVB will authorize an amount, not to exceed, US\$150,000 for future cooperative support to be agreed upon between the Parties to promote the UGM 2019, subject to availability of funds.
 - b. The GVB will not unreasonably withhold approval of the promotional materials presented by GSEI.
 - c. If the GVB fails to reply in writing and within a period of 5 business days to a request for approval, then such approval is hereby deemed granted.
 - d. The GVB contact for this Agreement is Jon Nathan Denight, President & CEO or his/her designee.
3. Term. This MOA shall remain in effect until funds are expended from October 1, 2018 to September 30, 2019. Since the Agreement expires on September 30, 2019, funds not approved by that date shall not be available for approval thereafter.
4. Payment of Invoices. GSEI will send an invoice in U.S. dollars with copy of the receipt and supporting evidence proving services have been rendered to GVB, and GVB will pay such invoice within 30-days, subject to availability of funds.
5. Waiver. GSEI's review, approval, acceptance of, a payment of fees for services required under this MOA, shall not be construed as a waiver of any rights under this MOA or of any cause of action arising out of GVB's failure to perform this MOA and GVB shall be and remain liable to GSEI for all costs of any kind which may be incurred by GSEI as a result of the negligent performance of any of the services performed under this MOA.



6. Access to Records and Other Review. GSEI shall maintain all books, documents, papers, accounting records and other evidence pertaining to costs incurred and received from any contractor and make such materials available at its offices at all reasonable times during the MOA period for two (2) years from the date of the final payment under this MOA, for inspection by GVB.
7. Ownership of Documents. Drawings, specifications, audiovisual recording and any and all work produced under this MOA remain the property of GSEI but GVB shall be entitled to copies of all work produced hereunder and shall be permitted to use such work for public purposes at no additional cost to GVB.
8. Changes. It is understood that GSEI may, at any time, and pursuant to its contract with contractors, by written order make any change in the services to be performed under the contract. GSEI shall notify GVB in writing of proposed changes to the project, whether by change order or otherwise.
9. Termination. Either of the parties hereto, may, by written notice to the other, terminate this MOA in whole or in part at any time, either for convenience or default. If the MOA is terminated by GSEI, or by GVB for cause, prior to its completion, GSEI shall reimburse GVB for any reasonable expenses or fees incurred prior to termination associated with this MOA and GSEI may retain as a set off for such expenses or fees any funds owned by GVB in GSEI's possession. GVB will, however, be paid the reasonable value for services performed that are acceptable to GSEI.
10. Arbitration. GVB and GSEI agree that any dispute or controversy arising from or related to the MOA shall be submitted to binding arbitration to be conducted by an arbitrator or panel of arbitrators provided that first, GVB and GSEI shall attempt to resolve the issue or dispute through discussion held in good faith. Any such arbitration shall be conducted in Guam. Either party to this MOA may initiate arbitration by notice in writing to the other party setting forth the nature of the dispute or controversy, the amount involved, if any, and the remedy sought. The arbitrator or panel of arbitrators shall be appointed promptly upon written application of the initiating party and shall be selected in accordance with the Commercial Arbitration Rules of the American Arbitration Association. Depositions may be taken and other discovery obtained in any arbitration under this MOA. The arbitrator or panel of arbitrators appointed hereunder shall conduct the arbitration pursuant to the Commercial Arbitration Rules of the American Arbitration Association then in effect, except as such rules may be modified for the purpose of the arbitration proceeding by mutual agreement of the parties to this agreement. The award of the arbitrator or panel of arbitrators shall be final and binding upon the parties hereto and judgment thereon may be entered in any court having jurisdiction. All statutes of limitation, which would not otherwise be applicable, shall apply in any arbitration proceeding hereunder. The provisions of this section shall survive any termination of this MOA. The arbitrator or panel of arbitrators shall award reasonable attorneys' fees and costs to the prevailing party.
11. Severability. If any provision of this MOA shall be deemed by a court of competent jurisdiction to be invalid, then such provision shall be deemed stricken from the MOA and the MOA shall be enforced according to its remaining terms.



12. Governing Law. The validity of this MOA and of any of its terms or provisions as well as the rights and duties of the parties to this MOA, shall be governed by the laws of Guam, whether in arbitration or in any court of competent jurisdiction.
13. No Liability. A) GSEI assumes no liability for any accident or injury that may occur to GVB, its officers, agents, dependents, staff, contractors or personal property while en route to or from this territory or during any travel required by the terms of this MOA. B) GSEI shall not be liable to GVB for any work performed by GVB prior to the approval of this contract by GSEI and GVB hereby expressly waives any and all claims for service performed in expectation of this MOA prior to its approval by GSEI.
14. Compliance with Laws. GVB, including its agents, employees, and contractors shall comply with all applicable laws, which is the subject of this MOA.
15. Access by GVB. GSEI shall allow the employees or agents of GVB such reasonable access to the Cooperative Promotional Program creative assets as may be necessary to ensure compliance with the terms and conditions of this MOA.
16. Effective Date. The effective date of this Memorandum of Understanding shall be the latest date of execution by the parties.

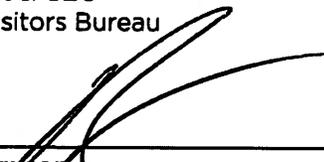
This Memorandum of Agreement shall be binding upon the parties hereto, their representatives, successors and assigns.



Jon Nathan Denight
President & CEO
Guam Visitors Bureau

10/29/18

Date



Ben Ferguson
General Manager
Guam Sports Events, Inc.

10/26/18

Date

Certification of Funds (subject to receipt of allotment per P.L. 34-116)



Rose G. Cunliffe
Director of Finance & Administration
Guam Visitors Bureau

10/29/18

Date

Attachment: Cooperative Promotional Program



COOPERATIVE PROMOTIONAL PROGRAM

\$1=JPY110

Section	Description	Unit Cost (JPY)	Qty	(JPY)	(USD)
Momentum	Campaign site Planning, Programing, Follow up	¥6,200,000	1	¥6,200,000	\$56,364
	Creative - Media Promotion	¥1,000,000	1	¥1,000,000	\$9,091
	Runnet AD	¥400,000	1	¥400,000	\$3,636
	Facebook AD (Link AD, Nov. Dec)	¥1,200,000	2	¥2,400,000	\$21,818
	Running Event	¥1,100,000	1	¥1,100,000	\$10,000
	Facebook AD (Video AD, Nov)	¥1,500,000	1	¥1,500,000	\$13,636
	** Mai-ty 15 sec video editing work (Japanese text)	¥500,000	1	¥500,000	\$4,545
	** New visual image insertion	¥200,000	1	¥200,000	\$1,818
	** Running Event enhancement	¥400,000	1	¥400,000	\$3,636
** Facebook AD extension	¥500,000	1	¥500,000	\$4,545	
Sub Total				¥14,200,000	\$129,091
Magazine Advertising	Running Magazine Courir AD (1 page) November	¥400,000	1	¥400,000	\$3,636
	Running Magazine Courir AD (1 page) February	FOC	1	¥0	\$0
	Runners (1 page) December or January	¥720,000	1	¥720,000	\$6,545
Sub Total				¥1,120,000	\$10,182
Promotion Printing Cost	Flyers, Pamphlets, Posters Design/ Print	¥665,000	1	¥665,000	\$6,045
Sub Total				¥665,000	\$6,045
System	Website Upgrade Fee for Repeater& Referral Promotion	¥250,000	1	¥250,000	\$2,273
Sub Total				¥250,000	\$2,273
				Grand Total	\$147,591

**The above is a list of proposed efforts as part of this cooperation agreement. It is subject to change based on market conditions, demand, and funding.*



WHITE

communication design center

WHITE INCORPORATED

Tamura Bldg., 1-1-7, Kanda-awajicho, Chiyodaku, Tokyoawajicho, Chiyodaku, Tokyo 101-0063 Japan
Phone: 81-3-3251-5366 Fax: 81-3-3251-51-5366 Fax: 81-3-3251-5365

INVOICE

Date: 3/31/2020
To: **Guam Sports Events, Inc.**
210 Pale San Vitores Road, Tumon, Guam 96913 USA
Phone: 1-671-646-9171
Contact: **Mr. Ben Ferguson, General Manager**
Mr. Koji Nagano, Director of Sales
Project: **United Airlines Guam Marathon 2020 Marketing Promotion**
Reference:
Client Job #: **UGM 0301**
Estimate #:
Terms: **Bank Transfer: Please remit to our bank below one month after issuing our invoice**
Amount: **¥1,392,000** (1,284,000 yen + 108,000 yen)
Please Remit to our bank by April 24, 2020

Content: **Basic Marketing Activity**

Monthly Marketing Promotion Office Fee (March)	1	180000	180,000
Monthly Report (March)	1	24000	24,000
Sub Total (A) (Not for consumption tax)			204,000 yen

0
24,000

Additional Marketing Activity

Revised and updated web contents (for postponing)	1	180000	180,000
Revised and updated social contents (for postponing)	1	120000	120,000
LINE Native ad revised contents arrangement	1	200000	200,000
LINE Native ad media charge_tentative cancelled	1	180000	180,000
Runtrip via Guam contents coordination and cancell fee	1	250000	250,000
Display Advertising (Google and Yahoo)	1	100000	100,000
Display Advertising (SNS)	1	50000	50,000

Sub Total (For consumption tax)		1,080,000 yen
Tax	10%	108,000
Total (B)		1,188,000 yen

Grand Total (A)+(B)		1,392,000 yen 0 yen
----------------------------	--	-------------------------------

1,212,000

*Please add the bank transfer charge upon the above amount.

Wire Transfer Our Bank/Bank [REDACTED]
Swift #: [REDACTED] (Japanese bank does not have "routing #")
Address: [REDACTED]
Account Name: **K.K.WHITE (WHITE INCORPORATED)**
Account #: [REDACTED]

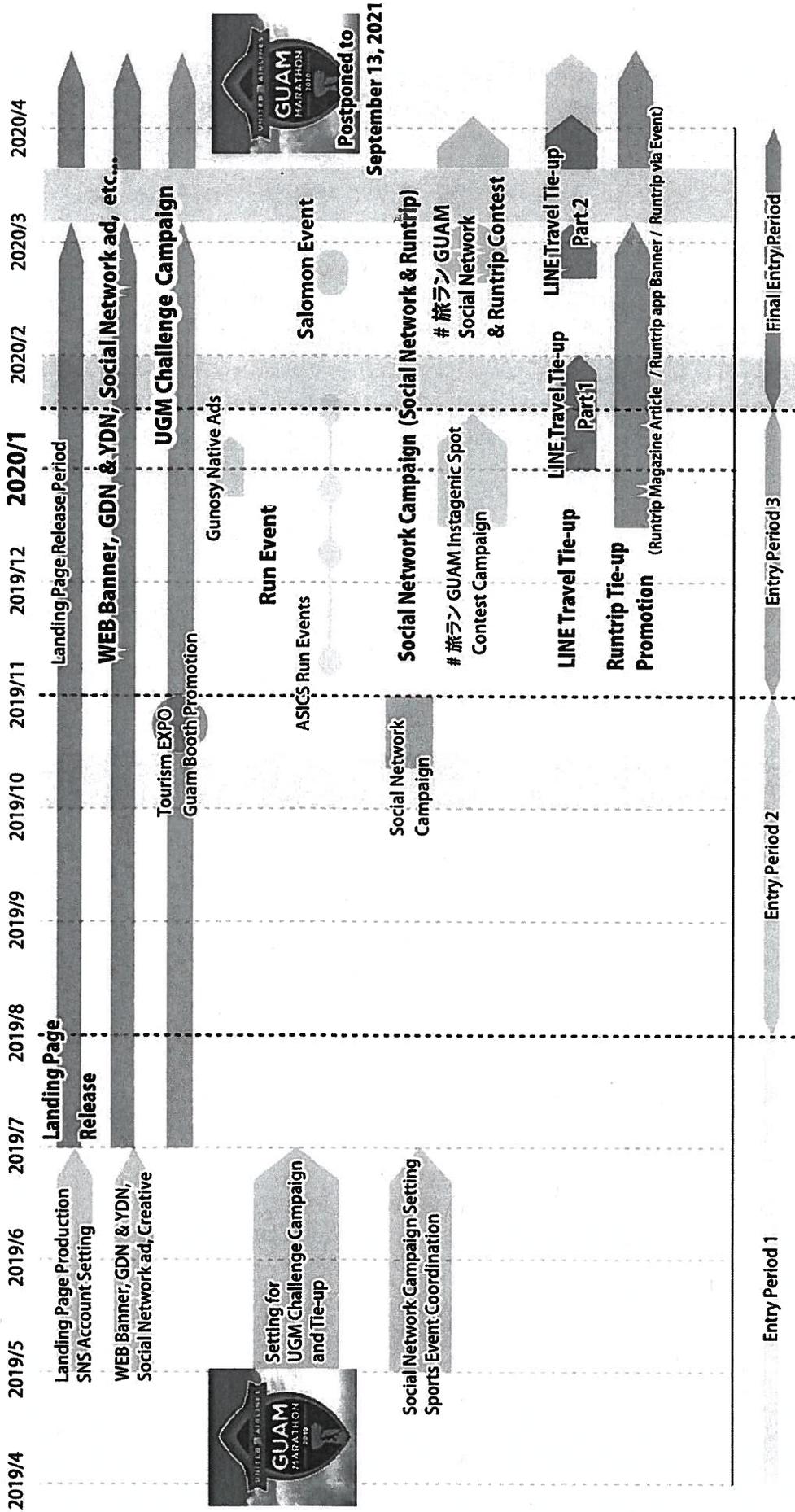
Prepared by: 

Takeshi "Tac" Amano
President
WHITE INCORPORATED

東京都千代田区神田淡路町1-1-7
日ビル8F 〒101-0063
株式会社ホワイト



Promotion plan schedule



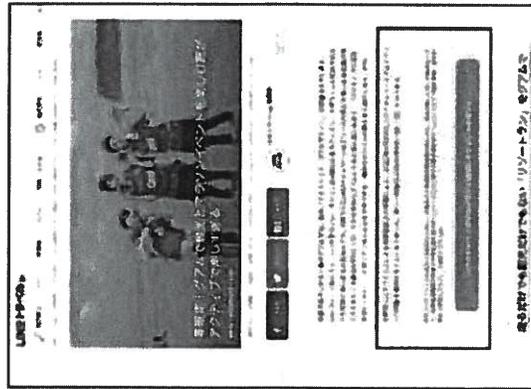
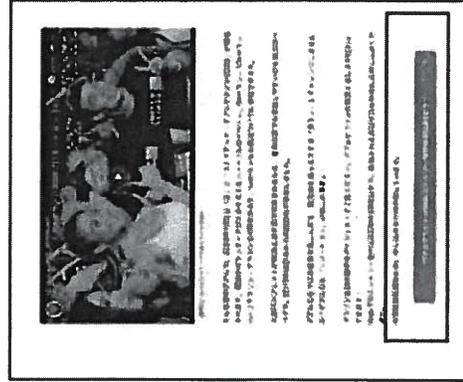
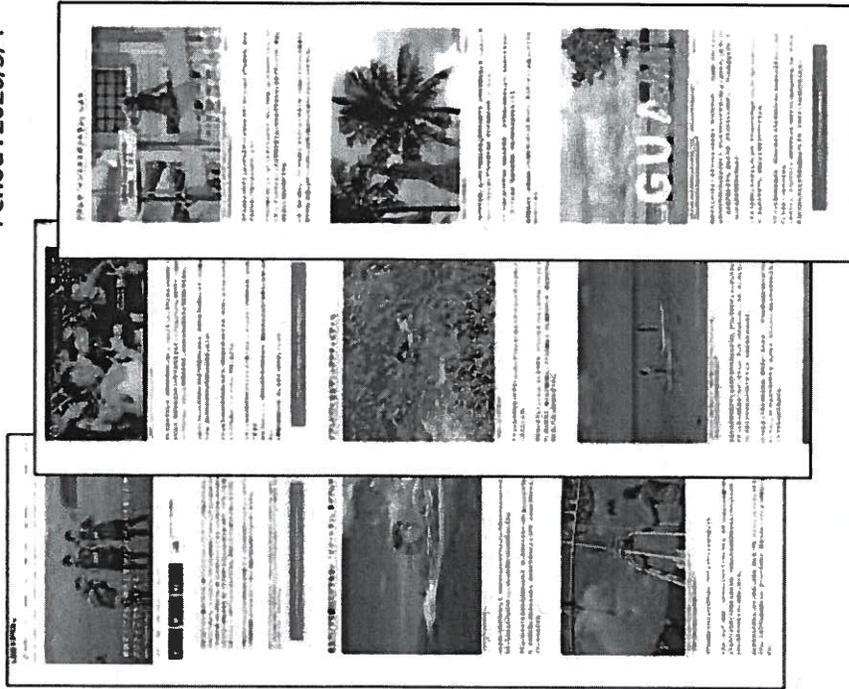
Postponed to
September 13, 2021



Promotion for Fun Runner

LINE Travel tie-up (Re-posting Promotion)

Period : 2020/3/4~



Due to the postponement of UGM 2020, temporarily stopped posting articles.
Currently, post an article adding that UGM 2020 has been postponed to September 13.

<https://www.travel.co.jp/guide/article/41714/>

GUAM AIRLINE

2020年9月3日(日)は延期になりました

2020年9月3日(日)は延期になりました

2020年9月3日(日)は延期になりました

招き珠彦

7月14日(日)開催

7月14日(日)開催

GUAM AIRLINE

GUAM MARATHON

7月14日(日)開催

UGMキョレンジ

7月14日(日)開催

7月14日(日)開催

Photo & Run

7月14日(日)開催

7月14日(日)開催

UNITED TIMES

7月14日(日)開催

7月14日(日)開催

7月14日(日)開催

7月14日(日)開催

UNITED AIRLINE

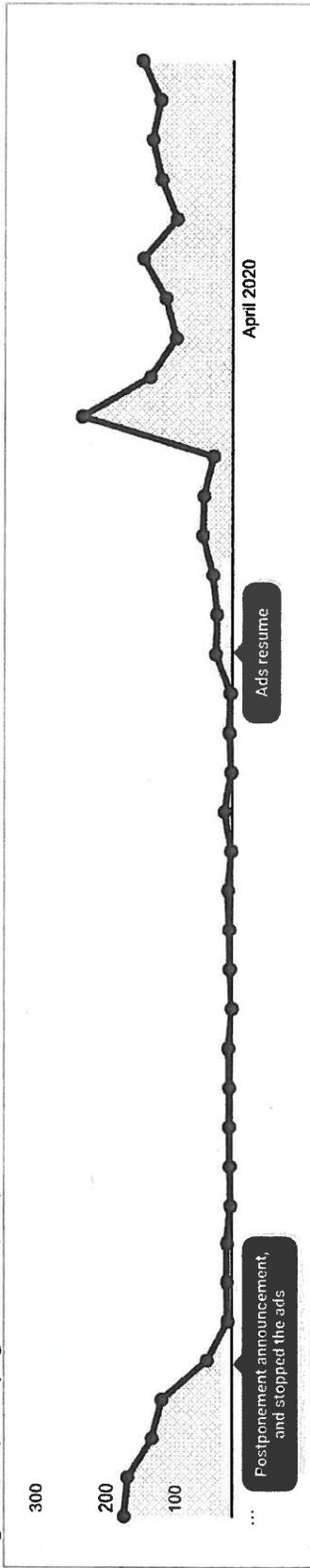
7月14日(日)開催

UNITED AIRLINES

7月14日(日)開催

7月14日(日)開催

Pageviews (Total pageviews: 1,981)



Number of applications

Instagram section: 54 Runtrip section: 34

Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit
1,981	1,802	00:04:59	1,728	85.20%	89.05%
% of Total: 37.36% (5,303)	% of Total: 40.18% (4,485)	Avg for View: 00:02:16 (118.83%)	% of Total: 43.94% (3,933)	Avg for View: 79.45% (7.24%)	Avg for View: 74.17% (20.06%)

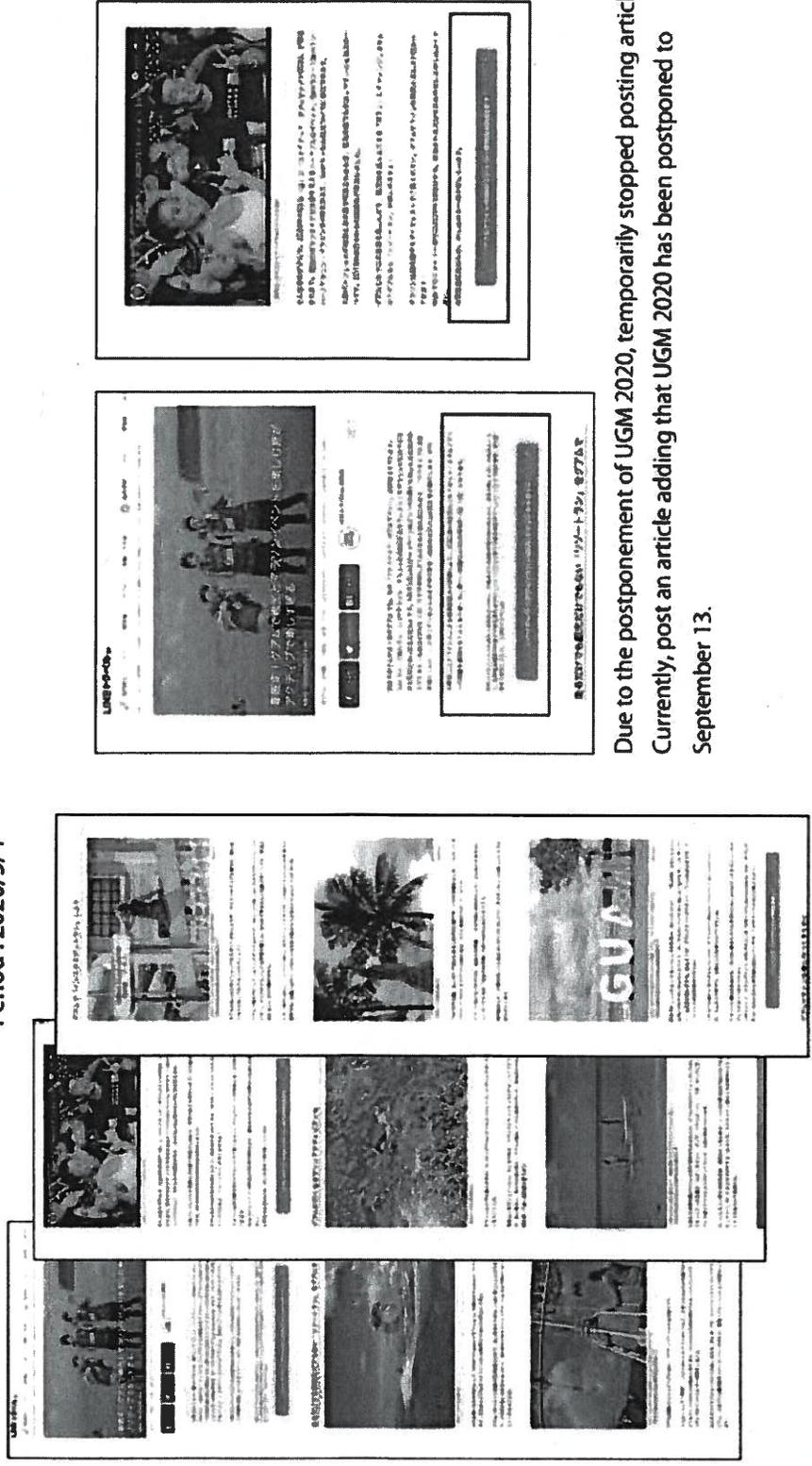
The average time spent on this page is about five times the average time spent on the entire site. The longest-running users came from the Runtrip app (see right figure). Until the ads were stopped, the number of visits from promotions made with the Runtrip app was relatively many.

Media for acquisition

Page	Source / Medium	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit
1. Runtrip	/campaign/tabun-guam/cont	675	640	00:06:22	635	85.05%	94.33%
2. Runtrip	/campaign/tabun-guam/cont	413	362	00:06:33	362	81.53%	84.26%
3. Google Ads	google / cpc	288	266	00:02:30	260	93.46%	91.67%
4. Runtrip	chance / post	150	148	00:12:57	148	87.84%	98.00%
5. Runtrip	kuhow.com / referral	122	116	00:04:06	116	86.21%	95.08%
6. Runtrip	runtrip / journalfeed	86	84	00:05:32	84	80.29%	95.35%
7. Google Search	google / organic	47	30	00:05:36	13	46.15%	48.94%
8. Runtrip	instagram.com / referral	43	30	00:02:23	39	82.05%	90.70%
9. Runtrip	official / email	37	31	00:04:34	27	68.87%	78.38%
10. Runtrip	instagram.com / referral	31	26	00:02:27	3	33.33%	70.97%
11. Runtrip	facebook / post	25	18	00:06:51	16	75.00%	81.82%
12. Runtrip	instagram / advertorial	20	17	00:03:28	12	54.65%	45.00%
13. Runtrip	unitedguammarathon.jp / referral	8	8	00:00:26	3	100.00%	75.00%
14. Runtrip	yahoo / banner	7	7	00:00:09	0	0.00%	0.00%

Promotion for Fun Runner
LINE Travel tie-up (Re-posting Promotion)

Period : 2020/3/4~



Due to the postponement of UGM 2020, temporarily stopped posting articles.
 Currently, post an article adding that UGM 2020 has been postponed to
 September 13.

<https://www.travel.co.jp/guide/article/41714/>

UGM 2020

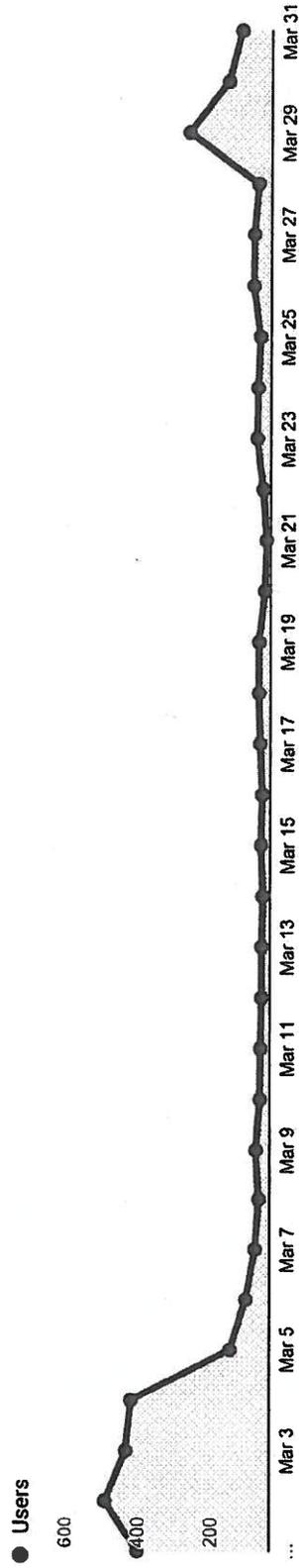
Monthly Reporting (Mar.)

Apr. 6, 2020

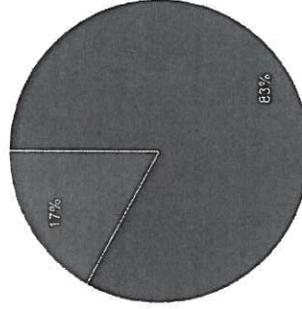
WHITE

UGM 2020 RUN CLUB (Promotion Website) Audience Overview

Mar. 1, 2020-Mar. 31, 2020



■ New Visitor ■ Returning Visitor



Users 2,497	New Users 2,319 ↓ -38.08% 2,319 vs 3,745	Sessions 3,089 ↓ -36.67% 3,089 vs 4,878
Number of Sessions per User 1.24 ↑ 0.83% 1.24 vs 1.23	Pageviews 4,340 ↓ -35.46% 4,340 vs 6,725	Pages / Session 1.40 ↑ 1.91% 1.40 vs 1.38
Avg. Session Duration 00:00:52 ↑ 9.26% 00:00:52 vs 00:00:48	Bounce Rate 77.92% ↑ 1.96% 77.92% vs 76.42%	

Location

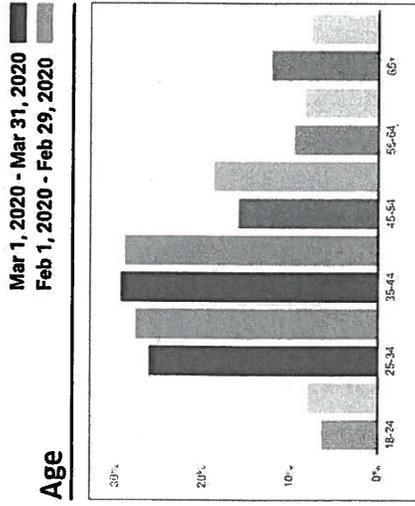
1. Tokyo	557	22.32%
2. Osaka	395	15.83%
3. Kanagawa	294	11.78%
4. Aichi	154	6.17%
5. Saitama	113	4.53%
6. Hyogo	104	4.17%
7. Hokkaido	88	3.53%
8. Chiba	86	3.45%
9. Fukuoka	67	2.69%
10. Nara	51	2.04%
11. Shizuoka	49	1.96%
12. Kyoto	42	1.69%
13. Hiroshima	38	1.52%
14. Mie	29	1.16%
15. Ibaraki	28	1.12%
16. Miyagi	25	1.00%
17. Gifu	24	0.98%
18. Gunma	23	0.92%
19. Niigata	23	0.92%
20. Nagano	20	0.80%
21. Okinawa	19	0.76%
22. Okayama	18	0.72%
23. Kagoshima	17	0.68%
24. Shiga	14	0.56%

25. Kumamoto	14	0.56%
26. Oita	14	0.56%
27. Tochigi	13	0.52%
28. Nagasaki	13	0.52%
29. Toyama	12	0.48%
32. Iwate	11	0.44%
33. Fukushima	11	0.44%
34. Ishikawa	11	0.44%
35. Yamaguchi	11	0.44%
36. Ehime	11	0.44%
37. Yamaguchi	10	0.40%
38. Fuku	9	0.36%
39. Aomori	7	0.28%
40. Tokushima	7	0.28%
41. Kagawa	7	0.28%
42. Akita	6	0.24%
43. Kochi	6	0.24%
44. Yamagata	5	0.20%
45. Saga	5	0.20%
46. (not set)	4	0.16%
47. Tottari	4	0.16%

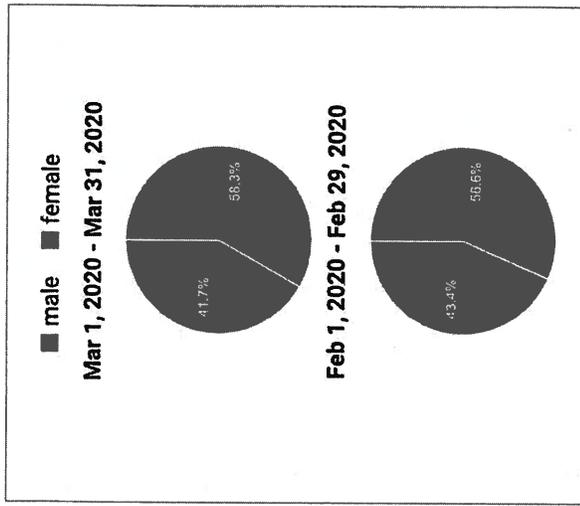
Device Category

1. mobile	1,781	71.30%
2. desktop	522	20.90%
3. tablet	195	7.81%

Age

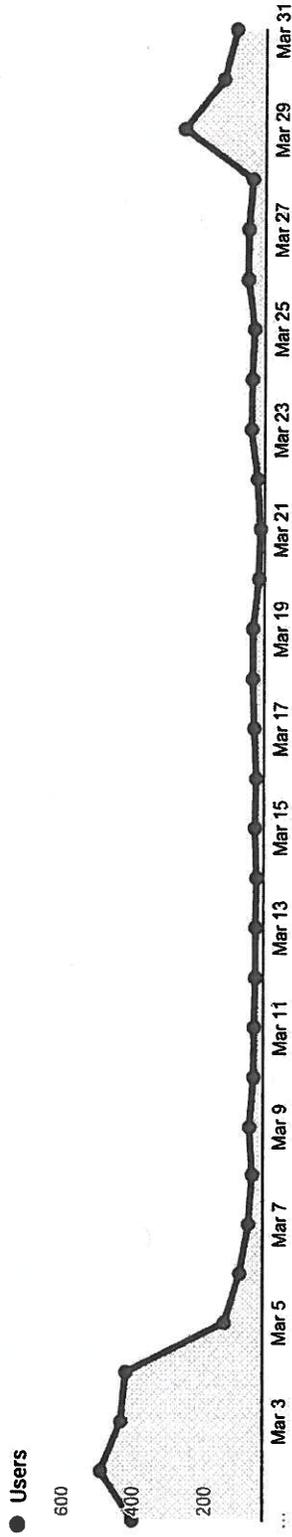


Gender

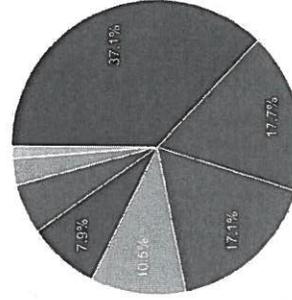


UGM 2020 RUN CLUB (Promotion Website) Acquisition Overview

Mar. 1, 2020-Mar. 31, 2020



	% of Total: 100.00% (2,497)	2,497	% of Total: 100.00% (2,497)
1. Display	↓ -32.37%	940	↑ 2.97%
2. (Other)	↑ 22.07%	448	↑ 8.66%
3. Direct	↑ 1.64%	433	↑ 6.63%
4. Organic Search	↓ -54.75%	267	↓ -3.94%
5. Paid Search	↓ -78.22%	201	↓ -14.71%
6. Referral	↓ -11.46%	139	↑ 1.63%
7. Social	↓ -44.44%	75	↓ -0.35%
8. Email	↓ -62.64%	34	↓ -0.89%
			37.05%
			17.66%
			17.07%
			10.52%
			7.92%
			5.48%
			2.96%
			1.34%



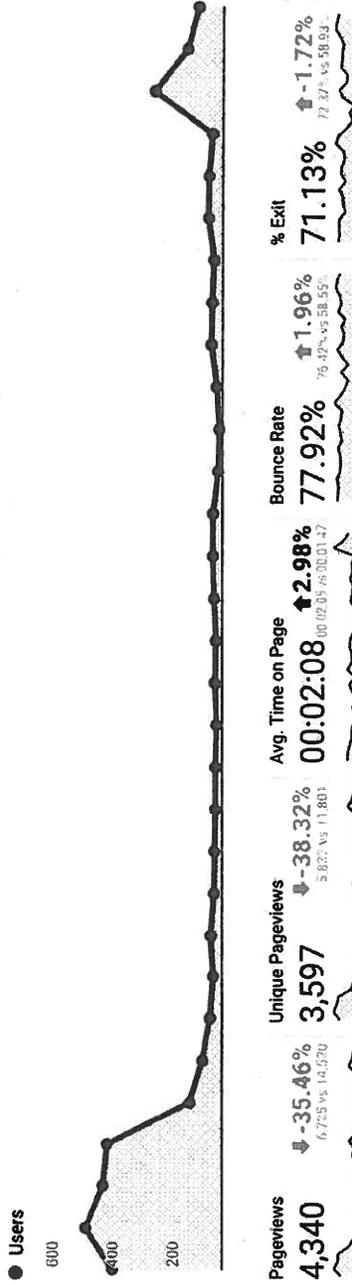
Acquisition Details

Mar. 1, 2020-Mar. 31, 2020

Source / Medium	Acquisition			Behavior			Conversions			Register for "UGM Challenge"
	Users	New Users	Sessions	Source Rate	Page / Session	Avg. Session Duration	Registration rate	Avg. for Viewer	% of Total	
1. google / cpc	2,497 (6.43%)	2,319 (17.59%)	3,089 (11.43%)	77.92% (0.00%)	1.40 (0.00%)	00:00:52 (0.00%)	0.32% (0.00%)	0.32% (0.00%)	10 (10)	
2. (direct) / (none)	969 (27.99%)	930 (40.10%)	1,177 (38.10%)	88.11% (0.00%)	1.13 (0.00%)	00:00:26 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
3. runtrip / journalinfo	433 (16.97%)	408 (17.59%)	468 (15.15%)	76.92% (0.00%)	1.27 (0.00%)	00:00:35 (0.00%)	0.85% (0.00%)	0.85% (0.00%)	4 (4.00%)	
4. google / organic	256 (10.04%)	249 (10.74%)	353 (11.43%)	81.30% (0.00%)	1.20 (0.00%)	00:01:16 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
5. yahoo / cpc	164 (6.43%)	136 (5.86%)	212 (6.86%)	58.02% (0.00%)	2.27 (0.00%)	00:02:14 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
6. chance / post	108 (4.23%)	99 (4.77%)	108 (3.56%)	74.07% (0.00%)	1.29 (0.00%)	00:00:23 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
7. yahoo / organic	92 (3.61%)	84 (3.67%)	93 (3.01%)	89.25% (0.00%)	1.01 (0.00%)	00:00:04 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
8. referral	81 (3.18%)	51 (2.20%)	104 (3.37%)	69.52% (0.00%)	1.43 (0.00%)	00:00:45 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
9. runtrip / journalfeed	71 (2.78%)	66 (2.85%)	83 (2.66%)	89.16% (0.00%)	1.05 (0.00%)	00:00:19 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
10. yahoo / banner	53 (2.08%)	53 (2.29%)	53 (1.72%)	88.68% (0.00%)	1.38 (0.00%)	00:00:14 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
11. knshow.com / referral	41 (1.61%)	40 (1.72%)	45 (1.46%)	86.67% (0.00%)	1.00 (0.00%)	00:00:03 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
12. official / email	34 (1.33%)	20 (0.86%)	57 (1.85%)	54.39% (0.00%)	2.42 (0.00%)	00:03:22 (0.00%)	1.75% (0.00%)	1.75% (0.00%)	1 (10.00%)	
13. facebook.com / referral	21 (0.82%)	17 (0.73%)	22 (0.71%)	95.45% (0.00%)	1.00 (0.00%)	00:00:01 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
14. facebook / post	19 (0.74%)	13 (0.56%)	20 (0.65%)	65.00% (0.00%)	1.55 (0.00%)	00:00:13 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
15. instagram.com / referral	17 (0.67%)	17 (0.73%)	19 (0.62%)	63.16% (0.00%)	1.32 (0.00%)	00:00:27 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
16. instagram.com / referral	16 (0.63%)	7 (0.30%)	25 (0.81%)	12.00% (0.00%)	2.64 (0.00%)	00:01:38 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
17. official / banner	11 (0.43%)	8 (0.34%)	21 (0.68%)	57.14% (0.00%)	1.86 (0.00%)	00:02:36 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
18. l.co / referral	9 (0.35%)	6 (0.26%)	9 (0.29%)	66.67% (0.00%)	1.67 (0.00%)	00:00:04 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	
19. inetravel.jp / advertorial Launch Date: Jan 8, 2020	8 (0.31%)	1 (0.04%)	48 (1.55%)	27.08% (0.00%)	4.92 (0.00%)	00:06:03 (0.00%)	2.08% (0.00%)	2.08% (0.00%)	1 (10.00%)	
20. facebook.com / referral	7 (0.27%)	6 (0.26%)	10 (0.32%)	30.00% (0.00%)	3.10 (0.00%)	00:01:48 (0.00%)	0.00% (0.00%)	0.00% (0.00%)	0 (0.00%)	

UGM 2020 RUN CLUB (Promotion Website) Behavior Overview

Mar. 1, 2020-Mar. 31, 2020



Page	Pageviews	% Pageviews
1. / (Top page)	↓ -31.59% 1,806	41.61%
2. /campaign/tabirun-guam/contest/	↑ 357.46% 1,226	28.25%
3. /ugm-challenge/	↓ -51.75% 290	6.68%
4. /event/gopro/experience/	↓ -90.46% 88	2.03%
5. /tour/	↓ -54.97% 77	1.77%
6. /article/athletune/	↓ -65.24% 65	1.50%
7. /simulator/	↓ -61.39% 61	1.41%
8. /article/naoko-takahashi/	↓ -45.16% 51	1.18%
9. /campaign/tabirun-guam/result/	↓ -58.12% 49	1.13%
10. /article/tabirun-guam-runners/vo11/	↓ -22.95% 47	1.08%

Site Content

Page	Pageviews	% of Total	Unique Pageviews	% of Total	Avg. Time on Page	Entrances	Bounce Rate	% Exit
1. / (Top page)	4,340 (100.00%) (4,340)	3,597 (100.00%) (3,597)	00:02:08 Avg for View (0.00%)	3,087 (100.00%) (3,087)	77.92% (0.00%)	71.13% Avg for View (0.00%)	33 # 43,330	
2. /campaign/tabinun-guam/contest/	1,806 (41.61%)	1,432 (39.81%)	00:01:44	1,389 (45.00%)	74.84% # 2,242	71.48%	18 # 7,032	
3. /ugm-challenge/	1,226 (28.25%)	1,096 (30.47%)	00:04:50	1,034 (31.50%)	83.48% # 16,774	86.70%	2 # 4,574	
4. /event/gopro/experience/	290 (6.68%)	231 (6.42%)	00:01:11	189 (6.12%)	68.25%	61.38%	181 # 11,161	
5. /tour/	88 (2.03%)	72 (2.03%)	00:02:27	47 (1.52%)	68.09% # 19,924	67.05%		
6. /article/athlete/	77 (1.77%)	50 (1.39%)	00:01:43	19 (0.62%)	47.37% # 21,164	37.66%		
7. /simulator/	65 (1.69%)	56 (1.56%)	00:01:35	39 (1.26%)	89.74% # 3,274	64.62%		
8. /article/naoko-takahashi/	61 (1.41%)	52 (1.46%)	00:01:01	5 (0.16%)	60.00% # 78,274	21.31%		
9. /campaign/tabinun-guam/result/	51 (1.18%)	41 (1.14%)	00:03:30	4 (0.12%)	80.00% # 13,004	35.29%		
10. /article/tabinun-guam-runners/vol1/	49 (1.13%)	28 (0.78%)	00:01:05	7 (0.23%)	37.50% # 35,000	14.29%		
11. /article/athlete-food/	47 (1.09%)	42 (1.17%)	00:01:22	13 (0.42%)	76.92% # 39,774	38.30%		
12. /article/ugm-challenge/	39 (0.90%)	35 (0.97%)	00:03:24	26 (0.84%)	92.31% # 1,044	71.79%		
13. /campaign/tabinun-guam/activity/	35 (0.81%)	34 (0.95%)	00:03:35	2 (0.06%)	0.00%	28.57%		
14. /article/new-hale/	32 (0.74%)	25 (0.70%)	00:00:30	32 (1.04%)	100.00%	91.43%		
15. /article/uprun/	30 (0.69%)	20 (0.56%)	00:01:14	14 (0.45%)	100.00%	59.38%		
16. /article/phiuen/	29 (0.67%)	23 (0.64%)	00:01:12	12 (0.39%)	58.33%	53.33%		
17. /campaign/tabinun-guam/	23 (0.53%)	22 (0.61%)	00:03:04	15 (0.49%)	86.67%	58.62%		
18. /article/aggressive-design/	22 (0.51%)	18 (0.50%)	00:04:38	15 (0.49%)	66.67%	56.52%		
19. /club-and-event/	22 (0.51%)	13 (0.36%)	00:00:52	9 (0.29%)	88.89%	40.91%		
20. /article/training/	15 (0.35%)	11 (0.31%)	00:02:09	0 (0.00%)	0.00%	18.18%		
			00:01:01	1 (0.03%)	100.00%	13.33%		

Clicks

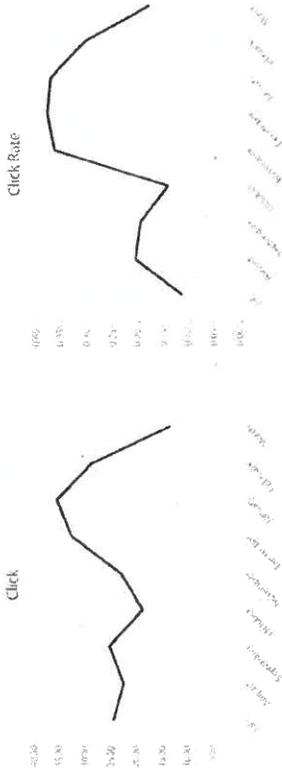
Simulated "ulmarathon"
 Simulated "halfmarathon"
 Simulated "10k"
 Simulated "5k"
 UGM Time simulator

UGM 2020 (Official Website & Promotion Website) Web Advertising Overview

Mar. 1, 2020-Mar. 31, 2020

CPC = Cost Per Click CPM = Cost Per Mille

Promotion Website	Impression	Click	Click Rate	CPC	CPM
GDN (Google Display Network)	418045	938	0.22%	¥35	¥79
GSN (Google Search)	3370	109	3.23%	¥51	¥1,654
YDN (Yahoo! Display Network)	297489	64	0.02%	¥71	¥15
YSS (Yahoo! Sponsored Search)	3403	112	3.29%	¥46	¥1,506
Facebook Ad	15568	181	1.16%	¥47	¥547
InstagramAd	29476	131	0.44%	¥31	¥140



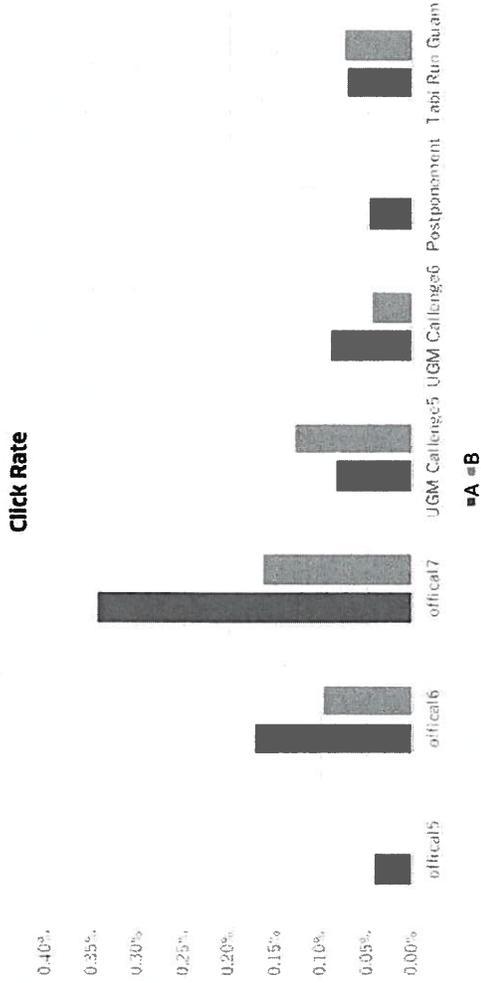
Official Website	Impression	Click	Click Rate	CPC	CPM
GDN (Google Display Network)	791519	634	0.08%	¥51	¥41
GSN (Google Search)	5263	629	11.95%	¥8	¥916
YDN (Yahoo! Display Network)	404033	211	0.05%	¥133	¥70
YSS (Yahoo! Sponsored Search)	35573	582	1.64%	¥23	¥375



CPC Best Performance

UGM 2020 (Official Website & Promotion Website)
Web Banner Advertising Click Rate

Mar. 1, 2020-Mar. 31, 2020



Category	Version	Image Description
Official 5	A	UGM 2020 Official Website 3月8日(水) >
	B	UGM 2020 Official Website 3月8日(水) >
Official 6	A	UGM 2020 Official Website 3月8日(水) >
	B	UGM 2020 Official Website 3月8日(水) >
Official 7	A	海外マラソン 走るならグアム! 2020年9月13日(日) 3月8日(水) >
	B	海外マラソン 走るならグアム! 2020年9月13日(日) 3月8日(水) >
UGM Challenge 5	A	グアムで、ベストの自分に挑む。 UGMチャレンジ キャンペーン 2020年9月13日(日) 3月8日(水) >
	B	グアムで、ベストの自分に挑む。 UGMチャレンジ キャンペーン 2020年9月13日(日) 3月8日(水) >
UGM Challenge 6	A	UGMチャレンジ2020 キャンペーン 2020年9月13日(日) 3月8日(水) >
	B	UGMチャレンジ キャンペーン 2020年9月13日(日) 3月8日(水) >
Postponement	A	2020年9月13日(日) 延期のお知らせ
	B	2020年9月13日(日) 延期のお知らせ
Tabi Run Guam	A	Photo & Run エキスパート 2020年9月13日(日) 3月8日(水) >
	B	Photo & Run エキスパート 2020年9月13日(日) 3月8日(水) >

Banner creative for A - B test.

Keyword	Keyword Translation English	Conversion	Imp	Click
1 "グアムマラソン"	"guam marathon"	1.5	3273	114
2 日本 グアム	overseas marathon	0.25	154	38
3 グアム 三泊	united guam marathon	0.15	417	14

Keyword	Keyword Translation English	Impression
1 海外 グアム	overseas guam	1691
2 2020 マラソン大会	2020 marathon event	1657
3 グアム マラソン	GoPro	422
4 海外マラソン	guam air	347
5 "グアムマラソン"	guam travel cheap	323
6 グアム 人気	travel guam	310
7 グアム 飛行機	guam popular	309
8 グアムマラソン	overseas marathon	294
9 マラソン おすすめ	marathon recommended	246
10 旅行 グアム	"guam marathon"	243

Keyword	Keyword Translation English	Click
1 グアム マラソン	"guam marathon"	223
2 グアムマラソン	guam marathon	148
3 "グアム マラソン"	overseas marathon	115
4 ユナイテッド・グアムマラソン	united guam marathon	45
5 ユナイテッドグアムマラソン	2020 marathon event	43
6 海外マラソン	overseas guam	23
7 グアムマラソン2020	marathon recommended	20
8 グアム 三泊	guam tour	14
9 2020 マラソン大会	GoPro	12
10 海外 グアム	GOPro	10

Facebook



Post Engagements
 ユナイテッド・グアムマラソン2020 オンライン
 Promoted by Shugo Matsumoto on Mar. 4, 2020
 Completed

10,510 People Reached
160 Landing Page Views



Page Likes
 夜明けとともに、海沿いを走る。ユナイテッド...
 Promoted by Shugo Matsumoto on Mar. 3, 2020
 Completed

1,381 People Reached
25 Page Likes



ユナイテッド・グアムマラソン
 Run Club
 #GUAM Photo & Run コンテスト開催
 写真
 【応募期間：2020年3月1日～4月...】
 ...もっと見る



Photo & Run
 UGMLINGER.COM
 #GUAM Photo & Run
 コンテスト・グランプリに...
 詳しくはこちら

47人 コメント1件 シェア1件
11181 コメントする シェア

Instagram

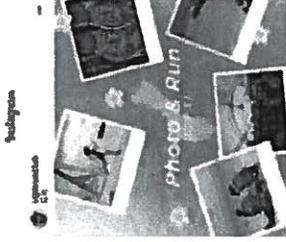


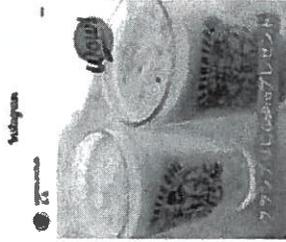
Photo & Run
 UGMLINGER.COM
 #GUAM Photo & Run
 コンテスト・グランプリに...
 詳しくはこちら



ユナイテッド・グアムマラソン2020 オンライン
 Promoted by Shugo Matsumoto on Mar. 4, 2020
 Completed



Photo & Run
 UGMLINGER.COM
 #GUAM Photo & Run
 コンテスト・グランプリに...
 詳しくはこちら



ユナイテッド・グアムマラソン2020 オンライン
 Promoted by Shugo Matsumoto on Mar. 4, 2020
 Completed

UGM 2020 RUN CLUB Topics of Summary

Apr. 6

1. 3月5日より大会延期のため全ての広告を停止、10日から26日まで大会延期のお知らせを出稿、27日からはキャンペーン広告を再開しました。

2. 3月のUGMチャレンジの応募数は8名で、合計応募数は157名となりました。

3. 「#旅ランGUAM Photo & Run コンテスト」は、合計1,226のページビューを獲得。3月1日より4日間、Runtripアプリで「#旅ランGUAM Photo & Run コンテスト」のプロモーションを行い、広告を停止するまでの4日間でRuntripアプリから294のユーザーが訪れました。

- Runtripからアクセスしたユーザーの平均ページ滞在時間は6分24秒。全ページの平均と比べて約6倍長く、Runtripは、よりページに興味のあるユーザー（ランナー）にリーチできるメディアと推測できます。

※ Runtrip

#旅ランGUAM Photo & Run コンテスト ページ

Mar. 1, 2020-Mar. 4, 2020

Page

Page	Source / Medium	Popularity	Unique Pageviews	Avg. Time on Page	Bounces	Bounce Rate	% Exit	Page Value
1	/campaign/tabun-guam/contest	1,226 (100%)	1,096 (89.3%)	00:04:59 (0:04:59)	1,024 (83.48%)	83.48%	86.70%	\$0.00 (0.00)
2	/campaign/tabun-guam/contest	411 (33.5%)	350 (28.4%)	00:00:33 (0:00:33)	292 (83.53%)	81.43%	84.18%	\$0.00 (0.00)
3	/campaign/tabun-guam/contest	93 (7.6%)	83 (6.8%)	00:06:41 (0:06:41)	93 (89.25%)	89.25%	98.92%	\$0.00 (0.00)
4	/campaign/tabun-guam/contest	91 (7.4%)	85 (7.0%)	00:04:49 (0:04:49)	79 (74.4%)	93.87%	92.31%	\$0.00 (0.00)
5	/campaign/tabun-guam/contest	84 (6.8%)	83 (6.8%)	00:05:32 (0:05:32)	82 (79.5%)	89.02%	95.24%	\$0.00 (0.00)
6	/campaign/tabun-guam/contest	45 (3.7%)	45 (3.7%)	00:00:00 (0:00:00)	45 (100%)	100.00%	100.00%	\$0.00 (0.00)
7	/campaign/tabun-guam/contest	37 (3.0%)	31 (2.5%)	00:04:24 (0:04:24)	27 (74.1%)	88.97%	78.38%	\$0.00 (0.00)
8	/campaign/tabun-guam/contest	32 (2.6%)	19 (1.5%)	00:02:02 (0:02:02)	3 (7.7%)	33.33%	40.65%	\$0.00 (0.00)
9	/campaign/tabun-guam/contest	21 (1.7%)	18 (1.5%)	00:02:42 (0:02:42)	18 (85.7%)	85.71%	85.71%	\$0.00 (0.00)
10	/campaign/tabun-guam/contest	20 (1.6%)	16 (1.3%)	00:00:51 (0:00:51)	15 (75%)	75.00%	80.00%	\$0.00 (0.00)



WHITE

UGM 2020 RUN CLUB Topics of Summary

Apr. 6

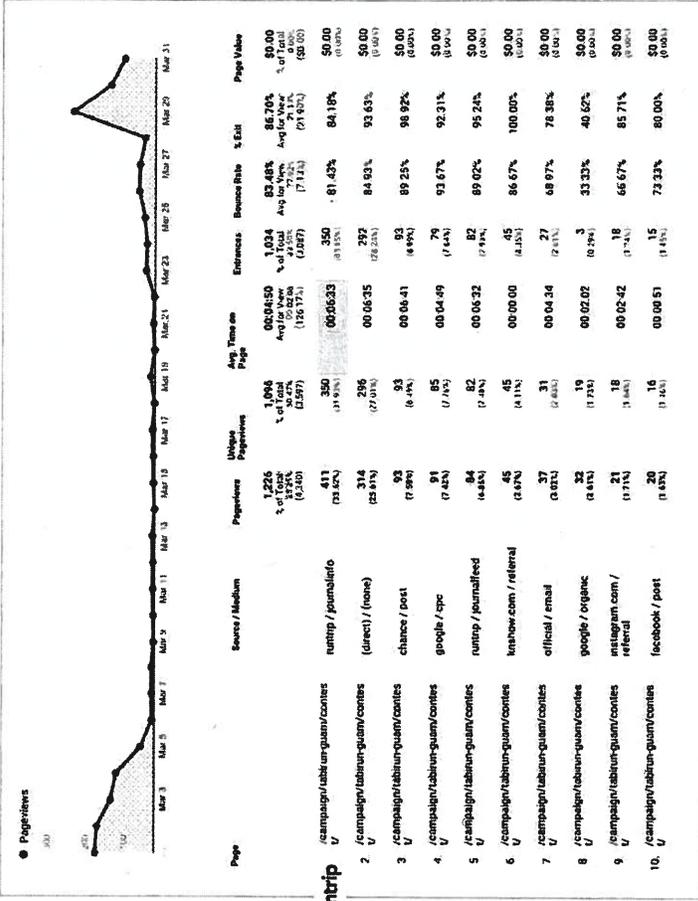
1. In March 5 cancelled the all ads and promotion.
From 10 to 26: Announced the postponement.
From 27: Restarted the #TravelRunGUAM Photo & Run Contest ads.

2. In March there were additional 8 UGM Challenge entries,
for a total of 157 entries.

3. "#TravelRunGUAM Photo & Run Contest" got total of 1,226 page views. For five days from March 1, the Runtrip app promoted the "#TravelRunGUAM GUAM Photo & Run Contest", and in the four days before the ads were stopped, 294 users came from the Runtrip app.

- The average time on the page of a user who accessed from Runtrip is 6 minutes 24 seconds. It is about 6 times longer than the average of all pages. Runtrip is expected as one strong media that can reach users (runners) who are more interested in UGM pages.

#TravelRunGUAM Photo & Run contest



WHITE

UGM 2020

Activity Report (Mar.)

Apr. 8, 2020

WHITE



Promotion for Fun Runner

#Travel Run GUAM Campaign

"#Travel Run GUAM" Photo & Run Contests Campaign

[Application Guidelines]

Period: 2020/3/1 - 4/7

Prize: [great prize] : GoPro-HERO 8 (2 people)

[second prize] : Goodr Sunglasses
(10 people)

The way of Application:

[Instagram section]

Post photo of the favorite run spots with the hashtag

#Travel Run GUAM on Instagram

[Runtrip section]

Post photo of the favorite run spots with the hashtag

#Travel Run GUAM on Runtrip

Photo & Run
コンテスト

2020年3月1日～4月7日開催

優勝者にはGoPro HERO 8とGoodr Sunniesをプレゼントします。

エナジネット・グアムマラソン2020 キャンペーン

あなたが見つけた、 グアムの魅力を大募集。

グアムで見つけたお気に入りのランニングコースや
写真を Instagram または Runtrip ジャーナル、
コースに投稿しよう。投稿は何回でもOK!
これからグアムに行く人も、今まで行った人も、
ぜひ #Travel Run GUAM でシェアしよう!

ランニング・旅グアムに素敵なプレゼント!

ランニング・旅グアムに素敵なプレゼント!

Goodr Sunnies
Runtrip model

Goodr Sunniesは、ランニングに最適なデザインと機能性を兼ね備えた、最新のスポーツサングラスです。軽量で快適な着用感、優れた視界確保、そしてUVカット機能により、長時間のランニングでも安心してご利用いただけます。

Goodr Sunniesは、ランニングに最適なデザインと機能性を兼ね備えた、最新のスポーツサングラスです。軽量で快適な着用感、優れた視界確保、そしてUVカット機能により、長時間のランニングでも安心してご利用いただけます。

Runtrip

Runtripは、ランニングの楽しさを最大限に引き出すためのアプリです。お気に入りのランニングコースを登録し、他のランナーと共有することができます。また、コースの距離や所要時間、標高差などの詳細情報を確認することもできます。

Runtripは、ランニングの楽しさを最大限に引き出すためのアプリです。お気に入りのランニングコースを登録し、他のランナーと共有することができます。また、コースの距離や所要時間、標高差などの詳細情報を確認することもできます。

GoPro HERO 8

GoPro HERO 8は、最新のアクションカメラです。防水機能、長時間撮影機能、そして最新の映像処理技術により、あらゆる状況でも最高のパフォーマンスを発揮します。

GoPro HERO 8は、最新のアクションカメラです。防水機能、長時間撮影機能、そして最新の映像処理技術により、あらゆる状況でも最高のパフォーマンスを発揮します。



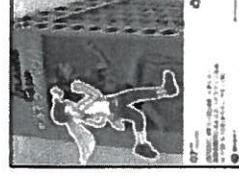
Promotion for Fun Runner

#Travel Run GUAM Campaign

Runtrip App Banner



Runtrip



Due to the postponement of UGM2020, this banner posting period was from March 1 to March 4.

Instagram





April 17, 2020

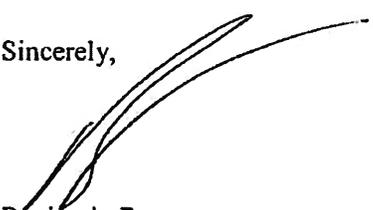
Attention: Jacqueline San Nicolas
Bank of Guam Tumon

Re: Guam Sports Events, Incorporated
Checking Acct#0111-073164

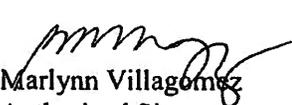
Guam Sports Events, Incorporated authorizes Bank of Guam to debit our Checking acct# 0111-073164 in the amount of ¥ 1,392,000 for the purpose of wire transfer to White Incorporated.

Thank you for your assistance.

Sincerely,



Benjamin Ferguson
Director



Marlynn Villagomez
Authorized Signer

Bank of Guam

Headquarters
P.O. Box BW Hagåtña, Guam 96932
Tel: (671) 472-5300

Date ^{21 MAR} 4/27/20

APPLICATION FOR TELEGRAPHIC TRANSFER

Amount of Transfer ¥ 1,392,000		
Beneficiary Bank [REDACTED]	Branch [REDACTED]	Beneficiary Bank's I.D. No. (ABA No.) [REDACTED]
Beneficiary Bank's Address [REDACTED]		
Beneficiary K.K. White (White Incorporated)		Beneficiary's Account Number [REDACTED]
Beneficiary's Address Tamura Bldg., 1-1-7, Kanda-awajicho, Chiyodaku, Towajicho, Chiyodaku, Tokyo 101-0063 Japan Tel No: 81-3-3251-5366 / Fax: 81-3-3251-65		
Applicant's Name & Address Guam Sports Events Incorporated 210 Pale San Vitores Road Tumon Guam 96913		
Purpose / Payment Instructions Payment for United Airlines Guam Marathon 2020 Marketing Promotion: Monthly Marketing Promotion Office Fee (March) Monthly Report (March) Additional Marketing Activity		

BG0121 APR 21 2020 *J*

Please Transfer Funds through your Cable or Telegraph as described in details above. I/We have reviewed the Transmittal Information and hereby certify that all information provided is true and correct. I/We acknowledge having read and understood the conditions explained on the reverse side of this application.

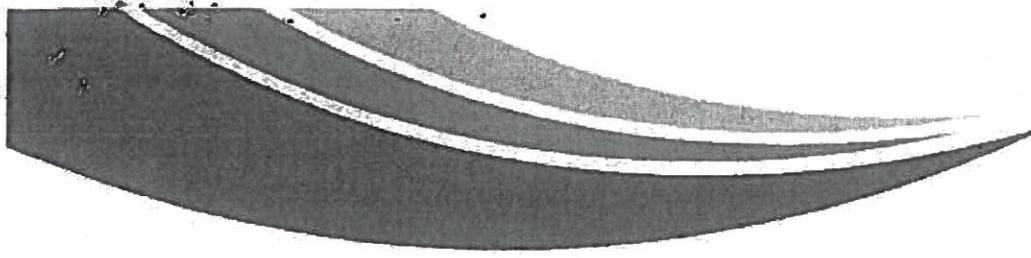
Signature *[Signature]*

Phone number 646-9171

Signature *[Signature]*

Phone number 646-9171

FOR BANK USE ONLY	
METHOD OF PAYMENT: <input type="checkbox"/> Debit Account No. _____ <input type="checkbox"/> Bank of Guam Check No. _____ <input type="checkbox"/> Cash Total Bank Fees Collected _____ ID Information Type _____ No. _____ ID Issuer _____ SSN _____ Approved by <u><i>[Signature]</i></u>	Remitting Br. _____ Test V/D _____ Test Number _____ Test Amount _____ By _____ And _____ Control Number _____ Wire Transfer Number _____ Agreement on File <u><i>J</i></u> <input checked="" type="checkbox"/> OFAC Verified _____



COPY



IN-COUNTRY MARKETING SUPPORT MEMORANDUM OF UNDERSTANDING

THIS AGREEMENT is made January 22, 2020 by and between Guam Sports Events Incorporated, a Guam non-profit corporation, whose mailing address is 210 Pale San Vitores Road, Tumon, Guam 96912 ("GSE"), and Guam Visitors Bureau, whose mailing address is 401 Pale San Vitores Road, Tumon, Guam 96913, ("GVB"). In consideration of the mutual covenants contained herein and for other good and valuable consideration the parties agree as follows:

GVB will provide GSE with in-country marketing support to support the 2020 United Airlines Guam Marathon ("UGM 2020"), which will be held on April 5, 2020. The marketing support funds provided to GSE will be used to promote UGM 2020 and Guam as a destination for sports tourism. GVB agrees to pay GSE the following in-country marketing support funds:

JAPAN MARKETING SUPPORT	\$150,000
-------------------------	-----------

GSE will invoice GVB for additional Japan marketing support, based on the runner goals and funding increments outlined below:

JAPAN ADDITIONAL MARKETING SUPPORT	
Runner Goal	Funding Increment
500	\$7,405.00
600	\$7,405.00
700	\$7,405.00
800	\$7,405.00
900	\$7,405.00
1,000	\$7,405.00
1,100	\$7,405.00
1,200	\$7,402.00



APRIL 5, 2020
unitedguammarathon.com



Received 2/10/2020 M.P.



Total	\$59,237.00
--------------	--------------------

GVB hereby agrees that GVB will pay GSE the marketing support funds as each of the threshold targets are reached. GSE will provide GVB an invoice upon each threshold goal achieved.

Force Majeure

Neither party shall be liable for any delay or failure to perform its obligations hereunder, or for event cancellations, due to strikes, labor disputes, riots, storms, floods, explosions, accidents, acts of God, acts or orders of government, war, terrorism, the failure of vendors or sponsors to perform, the loss, destruction, breakdown, seizure or confiscation of vehicles or equipment, media event cancellations or any other cause or causes which are beyond its reasonable control.

Use of Name and Logos

GVB grants GSE the non-exclusive right to use GVB's name and logos as part of press releases, marketing, advertising and promotional materials solely in connection with UGM 2020. This license gives the GSE limited rights to use GVB's name and logos. GSE does not become the owner of, and GVB retains title to, such names and logos.

Limitation of Liability

Neither party shall have any liability arising in any manner under or in connection with this Agreement in excess of the amounts paid by GVB to GSE under this Agreement.

No Assignment

This Agreement and all rights and duties under this Agreement are personal to GVB and shall not be assigned. Any such assignment made in violation of this Agreement shall be null and void and of no force or effect.





Entire Agreement

This Agreement constitutes the entire agreement between the parties with regard to the subject matter hereof.

By signing below both parties acknowledge and agree to the terms and conditions listed above.

**GUAM SPORTS EVENTS
INCORPORATED**

GUAM VISITORS BUREAU

By: _____

Ben Ferguson

Managing Director

Guam Sports Events Incorporated

By: _____

Pilar Laguaña

President & CEO

Guam Visitors Bureau



From: [Shinohara, Samuel](#)
To: [Pilar Laguana](#)
Cc: [Josh Tyquiengco](#); [Bobby Alvarez](#); [GVB Board of Directors](#); [Josie Villanueva](#); [Kraig Camacho](#); [Nadine Leon Guerrero](#); [Nico Fujikawa](#); [Sonny Ada](#)
Subject: Re: GVB Recommendation to Oppose the Guam Basketball Confederation's FIBA Asia Cup 2021 Qualifiers
Date: Saturday, February 15, 2020 3:16:11 PM

Is it necessary for us to come out strong on this?

This message is a really tough one and I am concerned that it is a precursor for us to say we turn off visitation from both Japan and Korea, which do have reported cases.

I just want to ensure we are thinking this through appropriately. Have we engaged any PR assistance?

Sam

On Feb 15, 2020, at 2:54 PM, Pilar Laguana <pilar.laguana@visitguam.org> wrote:

Josh, send a copy of the release to the Office of the Governor, Speaker Barnes, Senator Terlaje, Mr. EJ Calvo, our board and staff plus your normal distribution of media releases.

Pilar

On Sat, Feb 15, 2020 at 2:48 PM Pilar Laguana <pilar.laguana@visitguam.org> wrote:

Josh,
Make the release to the media now. We will start making the phone calls.
Pilar

On Sat, Feb 15, 2020 at 2:42 PM Josh Tyquiengco <josh.tyquiengco@visitguam.org> wrote:

Here is the revised statement below with your edit Mr. Chairman. As of 2:40pm Saturday no other board member has replied.

Additionally, management and board directors, I need to understand who is this statement being addressed to...the Governor's Office? The media? The Guam Basketball Confederation? GVB members? GVB overseas? The public in general? Please clarify.

Are courtesy phone calls being placed to the organizers and Gov's office and Senator Terlaje from the management or board before this statement goes out since GVB is a sponsor of this event? Should that happen first?

Thanks,
Josh

Revised statement:

“Out of an abundance of caution, the Guam Visitors Bureau Board of Directors and management recommends the postponement or cancellation of the Guam Basketball Confederation's FIBA Asia Cup 2021 Qualifier. While we are supportive of the event as a sponsor, we are very concerned about the event’s timing as the world deals with the outbreak of the 2019 Nobel Coronavirus and long term effect this will have on our source markets. We are looking out for the best interests of our people and feel that if this qualifier were to continue, it may damage Guam’s brand. Our decision comes out of strong concerns as cancellations to Guam continue from our visitor markets due to this worldwide health issue. We must work to ensure our visitor arrivals do not take a major hit going forward.”

On Saturday, February 15, 2020, Sonny Ada <sonnyada@guam.net> wrote:

My suggested change: “ ... it may damage Guam’s brand.”

Otherwise good to go if no one else has chimed in any other recommendations.

Thanks.

Sonny

Sent from my iPhone

On Feb 15, 2020, at 12:42 PM, Josh Tyquiengco
<josh.tyquiengco@visitguam.org> wrote:

Håfa Adai GVB board of directors and management,

Please see draft statement below for your review and edits.

Forgive me as I was just informed of your decision and wrote this in a few minutes ago as fast as I could:

“Out of an abundance of caution, the Guam Visitors Bureau Board of Directors and management recommends the postponement or cancellation of the Guam Basketball Confederation's FIBA Asia Cup 2021 Qualifier. While we are supportive of the event as a sponsor, we are very concerned about the event’s timing as the world deals with the outbreak of the 2019 Nobel Coronavirus and long term effect this will have on our source markets. We are looking out for the best interests of our people and feel that if this

qualifier were to continue, it would damage Guam's brand reputation beyond repair. Our decision comes out of strong concerns as cancellations to Guam continue from our visitor markets due to this worldwide health issue. We must work to ensure our visitor arrivals do not take a major hit going forward."

Thanks,

Josh

On Saturday, February 15, 2020, Pilar Laguana <pilar.laguana@visitguam.org> wrote:

Mr. Chairman,

Thank you for your feedback. I am now working with our PIO to improve the statement. Please stand by.

Si Yu'os Ma'åse'

Pilar Lagunaña
President & CEO

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam USA
96913 | (671) 646-5278
pilar.laguana@visitguam.org | www.visitguam.org
<brand GVB shop guam logos.jpg>

Like us on Facebook!

----- Forwarded message -----

From: Peter P. Ada <sonnyada@guam.net>
Date: Sat, Feb 15, 2020 at 12:02 PM
Subject: Re: GVB Recommendation to Oppose the Guam Basketball Confederation's FIBA Asia Cup 2021 Qualifiers
To: Pilar Laguana <pilar.laguana@visitguam.org>
Cc: GVB Board of Directors <gyb.board@visitguam.org>

I support opposition or postponement.
Coming from GVB the tone of msg. should not be about

health or spread or treatment of the virus but of what it can mean to our markets and our brand and thus arrivals. Leave health aspect to CDC, Public Health folks. Time is of essence. My thoughts. Sonny

On Feb 15, 2020, at 11:52 AM, Pilar Laguana <pilar.laguana@visitguam.org> wrote:

Dear Mr. Chairman and GVB Board of Directors,

Legal counsel has cleared GVB to oppose the Guam Basketball Confederation's FIBA Asia Cup 2021 Qualifiers without creating GVB's grant contractual obligation. I believe our statement to the public should include the following:

As President/CEO of the Guam Visitors Bureau, I'm very concerned about the risk that will be taken by the Guam public if the planned FIBA Asia Cup 2021 Qualifiers proceeds as scheduled. Our televisions, newspapers, social media, etc is full of information that no one is fully aware of how to treat and prevent the spread of coronavirus. This includes the United States. I believe with all the information that we now have including the spread of coronavirus on airplanes, on ships and on the ground, that the risk is much too great compared to the benefits of the planned Qualifiers. For that reason, I must recommend that these games be cancelled or postponed to a date of safety for our visitors and general public of Guam. Our visitors and our local resident's health concerns

far exceeds the benefits of the
Qualifiers.

This is my recommendation.

Sincerely yours,

Pilar Laguaña
President & CEO

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon.
Guam USA 96913 | (671) 646-5278
pilar.laguana@visitguam.org |
www.visitguam.org
<brand GVB shop guam logos.jpg>
Like us on Facebook!

P. Sonny Ada
President
Ada's Trust and Investment, Inc.
P.O. Box 2889
Hagatna, Guam 96932
W) 472-9830
F) 472-9834
<https://www.adastrust.com>

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--

Josh Tyquiengco
Public Information Officer

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
josh.tyquiengco@visitguam.org | <http://www.visitguam.com>

<logo-guamgvbshop-esig.jpg>

Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau>

Follow us on Instagram: @visitguamusa

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--

Josh Tyquiengco
Public Information Officer

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
josh.tyquiengco@visitguam.org | <http://www.visitguam.com>

<logo-guamgvbshop-esig.jpg>

Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau>

Follow us on Instagram: @visitguamusa

--
Si Yu'os Ma'åse'

Pilar Laguaña
President & CEO

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401 Pale San Vitores Road | Tumon, Guam USA 96913 | (671) 646-5278
pilar.laguana@visitguam.org | www.visitguam.org
<brand GVB shop guam logos.jpg>

Like us on Facebook!

--
Si Yu'os Ma'åse'

Pilar Laguaña
President & CEO

GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam USA 96913 | (671) 646-5278

pilar.laguana@visitguam.org | www.visitguam.org
<brand GVB shop guam logos.jpg>

[Like us on Facebook!](#)



Pilar Laguana < pilar.laguana@visitguam.org >

UGM 2020

1 message

Ben Ferguson <BFerguson@picguam.com>

Thu, Feb 20, 2020 at 5:41 PM

To: "pilar.laguana@visitguam.org" < pilar.laguana@visitguam.org >

Cc: Nadine Leon Guerrero < nadine.leonguerrero@visitguam.org >, "Kraig Camacho (kraig.camacho@visitguam.org)" < kraig.camacho@visitguam.org >, Samuel Shinohara < samuel.shinohara@united.com >, Steve Ruder < steveruder@rimsguam.com >, "Ada Peter P. (sonnyada@guam.net)" < sonnyada@guam.net >, "Michael A. Pangelinan" < mpangelinan@calvofisher.com >, "Fred Schumann (fred.schumann@gmail.com)" < fred.schumann@gmail.com >

Hafa Adai Pilar,

I am contacting you regarding the upcoming United Guam Marathon scheduled for April 5. As a major sponsor and supporter of this event it is important that we remain in close contact in the weeks and days leading up to the event. This is particularly important given the recent challenges that Guam has been experiencing with the Coronavirus. As you are well aware we are keeping a close eye on the current situation and we will remain vigilant to continue to make the event a safe and memorable one for all participants, stakeholders and the Guam community.

It is our clear intention to continue with the event as planned. We are intending to follow established federal policy regarding travelers from China. As of today, UGM has 2 runners from The People's Republic of China registered. We are in the process of communicating with these participants directly and are requesting they defer their entry to the 2021 UGM. This is in line with US Government's entry ban on foreigners who have recently been to

mainland China. Additionally, we are working closely with our stakeholders, United Airlines, Guam Visitors Bureau, and the Government of Guam to ensure the 2020 event remains a safe and memorable event for everyone.

Please let me know if you have any questions or concerns.

I understand that you will be out of the office next week but I would like to schedule a time to meet with you upon your return to provide you an update on the event. I will coordinate the meeting with Val.

Thank you for your support.

Ben



Benjamin Ferguson
 General Manager
 Pacific Islands Club - Guam
 210 Pale San Vitores Road
 Tumon Bay, GU 96913
 T: 1-671-646-4997 ext. 3103
 D: 1-671-648-2495
 BFerguson@picguam.com
 www.picresorts.com/guam/

Exhibit 16

From: [Bobby Alvarez](#)
To: [Shinohara, Samuel](#)
Cc: [Pilar Laquana](#); [Kraig Camacho](#); [Josie Villanueva](#); [Sonny Ada](#)
Subject: Re: UGM
Date: Friday, February 21, 2020 9:47:36 PM

Thanks Sam,
I believe Kraig is reaching out to Ben Ferguson to get a meeting set.
Thanks for your email and for sharing your thoughts.
Have a good weekend!

Sent from my iPhone

On Feb 21, 2020, at 5:48 PM, Shinohara, Samuel
<samuel.shinohara@united.com> wrote:

Bobby,

Obviously I'm conflicted here as I am a sponsor of UGM as well.

That said, my understanding is UGM is NOT allowing anyone from China to participate in this race, and we can suggest UGM exclude HKG participants as well. That said, HKG visitors are still coming to GUM as there is no prohibition on their visitation.

We are following all the protocols outlined by the government on prohibiting entry for those who have passed through China within last 14 days. As you know, almost 99% of these cases are in mainland China, so this minimizes the threat risk significantly.

To be clear, I was not supportive of GVBs press release as I believed it would cause problems for us elsewhere and create a situation for us to manage. I would have preferred we shared our concerns with the organizers and manage through those channels. That said, I weighed in after the release was put out.

Respectfully, it's not my concern how this would make EJ Calvo feel. That should not be a factor in our decision at all. Plus, the recommended course here is consistent with what the Basketball confederation was able to do. The Basketball confederation is still hosting New Zealand this weekend.

My thoughts are basic here. If we are NOT shutting off traffic from our source markets then there is no real reason to postpone. Doing otherwise sends a very different message to our source markets and I would be much more concerned about managing those implications.

I was under the impression a meeting with GVB was supposed to happen this week, but I would reach out to Ben Ferguson and raise your concerns and get a response from him as the organizer.

Sam

On Feb 21, 2020, at 4:44 PM, Bobby Alvarez
<bobby.alvarez@visitguam.org> wrote:

Hafa Adai Director Sam,

I saw the advertisement for the UGM in the paper today and wanted to share a few concerns with you.

I guess it's safe to say that we can expect the media knocking on our doors next week asking if or why GVB is supporting the UGM after taking the position to postpone the FIBA Basketball Tournament.

I understand the UGM is taking all the necessary precautions, however we need to be prepared to answer to the media and craft our position.

Personally I think the best route would be to postpone both the UGM and the Koko's Kid events. This would position us to be consistent with our message and avoid an onslaught of a media circus.

Secondly, in regards to EJ Calvo, how would he feel if we pushed forward with the UGM while taking the position against the FIBA.

We are placing the Bureau in a position to receive unfavorable criticism.

I think there are negative repercussions on the horizon and prefer to discuss this quickly. We should consider the best and most positive way forward that will shield the Bureau from being a potential media target.

I am also soliciting everyone's valuable input into this and a discussion to ensue early Monday morning.

Just my thoughts,

--

Bobby Alvarez
Vice President

GUAM VISITORS BUREAU
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
bobby.alvarez@visitguam.com | <http://www.visitguam.com>

<GVB-emailsig-2019-285.png>

Facebook: <http://www.facebook.com/guamvisitorsbureau>

<GVB-goGREEN-b-260.png>

From: [Christine Lizama](#)
To: [Kraig Camacho](#)
Cc: [Bobby Alvarez](#); [Josie Villanueva](#); [Pilar Laquana](#)
Subject: Re: Instructions to Proceed to Produce Letters for Contracts
Date: Tuesday, March 31, 2020 11:53:19 AM
Attachments: [logo-quamgvbshop-esig.png](#)

Hafa adai all: while I am confined and do not have access to my computer, I made these adjustments on my phone and pasted below, so please ensure proper format on our letterhead.

Note that I corrected the first paragraph of Kraig's copy regarding date of original agreement, which was done in November 2019, not 2020.

I also removed the paragraph about compensation because there will be none.

Chris

—

April 1, 2020

Ben Ferguson
Managing Director
Guam Sports Event Incorporated
210 Pale San Vitores
Tumon, Guam 96913

Subj: United Guam Marathon
Re: Notice to Suspend Sponsorship Agreement

This letter serves as notice to suspend the United Guam Marathon Sponsorship Agreement made as of November 18, 2019 (the "Agreement") by and between **GUAM VISITORS BUREAU ("GVB")** and **GUAM SPORTS EVENTS INC.** effective immediately and for the remainder of FY2020, which is necessary due to the impact of the current Coronavirus pandemic.

On March 14, 2020, Governor Lou Leon Guerrero, in consultation with the Department of Public Health and Social Services (DPHSS) and the U.S. Centers for Disease Control Prevention (CDC), declared a Public Health Emergency. This declaration came shortly after the President of the United States declared a national emergency over the COVID-19 outbreak in the continental United States.

On March 16, 2020, the Governor ordered a Declaration of State of Emergency under the laws of Guam as a result of the effects of COVID-19 on the island and implemented a 14-day suspension of non-essential Government of Guam operations.

On March 23, 2020, the Governor of Guam, issued Executive Order 2020-006, which further extended suspension of non-essential Government of Guam operations through April 13, 2020, mandating social isolation to combat against community spread.

The impact of this virus on Guam has forced all government and local businesses to streamline and reprioritize operational expenses.

The Guam Visitors Bureau invokes Articles 11 (Modification Due to Public Welfare or Change in Law) and 21 (Miscellaneous Provisions) of the Agreement to AMEND services and compensation for the remainder of the fiscal year.

This is in conjunction with the Governor of Guam's Emergency Declarations relative to the safety and well-being of the people of Guam as we face the challenges of this global crisis together. This decision was derived after much discussion with our Government leadership and review of our operational obligations for the remainder of the fiscal year.

Thank you for your cooperation. Please note that GVB fully intends to resume services once this crisis is contained and we are fully operational.

Senseramente'

PILAR LAGUAÑA
President & CEO

CONTRACTUAL AGREEMENTS –

Suspension of Services

1

On Tue, Mar 31, 2020 at 10:55 Kraig Camacho <kraig.camacho@visitguam.org> wrote:

Håfa Adai Christina, Josie,

Please find the attached letter of suspension for the United Guam Marathon per the sponsorship agreement made by and between GVB and GSEI. Please also find the attached UGM 2020 sponsor agreement for you to reference.

Thanks,
Kraig

On Mon, Mar 30, 2020 at 5:53 PM <josie.villanueva@visitguam.org> wrote:

Team,

For sake of good order, please find on the attached interim work flow when taking any actions on existing contracts and or task orders. This is to ensure we avoid any potential claims after action taken. This is per recommendation of Ms. Pilar in conjunction with our Board Treasurer. This also includes template which Chris prepared. Note that contracts may have some variations and not all follow standards, please ensure you all keep an eye on it.

The time line for this workflow would only be with 3 days turn around time or less. At this time it is critical that we expedite this process to lessen our financial exposure.

Should I missed anything or you have questions, please do let me know.

Thanks,

Josie

From: Pilar Laguana <pilar.laguana@visitguam.org>
Sent: Monday, March 30, 2020 4:28 PM
To: Nadine Leon Guerrero <nadine.leonguerrero@visitguam.org>; Nico Fujikawa <nico.fujikawa@visitguam.org>; Bobby Alvarez <bobby.alvarez@visitguam.org>; Dee Hernandez <dee.hernandez@visitguam.org>; Kraig Camacho <kraig.camacho@visitguam.org>; A.J. Rosario <aj.rosario@visitguam.org>; Josh Tyquiengco <josh.tyquiengco@visitguam.org>; Nakisha Garrido <nakisha.garrido@visitguam.org>; Ilene Quitugua <ilene.quitugua@gmail.com>; Josie Villanueva <josie.villanueva@visitguam.org>; Chris Lizama <chris.lizama@visitguam.org>; Valerie Sablan <valerie.sablan@visitguam.org>
Subject: Instructions to Proceed to Produce Letters for Contracts

Dear All,

Please proceed immediately to produce letters for my signature to all your contract vendors (to include MOUs, MOAs, etc) per our discussion with the Director of Finance and our Treasurer. I have requested Josie to furnish a sample template letter to aide in this

process with further instructions.

Thank you for your utmost attention to this matter.

Pilar

GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam USA 96913 | (671) 646-5278
pilar.laguana@visitguam.org | www.visitguam.org



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GUAM
e-FESTIVAL 2019

Like us on Facebook!

--

Kraig Camacho

Community Development Officer, Destination Management



GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
kcamacho@visitguam.org | <http://www.visitguam.org>



Like us on Facebook <<http://www.facebook.com/guamvisitorsbureau>>

Christine Lizama

Management Analyst/Contracts Administrator



GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
chris.lizama@visitguam.org | <http://www.visitguam.org>

Like us on Facebook: <http://www.facebook.com/guamvisitorsbureau>



Pilar Laguana <pilar.laguana@visitguam.org>

Re: URGENT: Time sensitive Motion & Resolution for approval

milton <morinaga@kona.net>

Sat, May 2, 2020 at 5:35 PM

To: Valerie Sablan <valerie.sablan@visitguam.org>, Sonny Ada <sonnyada@guam.net>, Joann Camacho <fljoann@hotmail.com>

Cc: "Shinohara, Samuel" <samuel.shinohara@united.com>, Theresa Arriola <Theresa.Arriola@gbhwc.guam.gov>, Pilar Laguana <pilar.laguana@visitguam.org>, Bobby Alvarez <bobby.alvarez@visitguam.org>, Josie Villanueva <josie.villanueva@visitguam.org>

I approved the attached final draft and the resolution to approve the use of the Rainy Day Fund.

Regards,

Milton Morinaga

From: Valerie Sablan <valerie.sablan@visitguam.org>
Date: Saturday, May 2, 2020 at 4:47 PM**To:** milton <morinaga@kona.net>, "Peter P. Ada" <sonnyada@guam.net>, Joann Camacho <fljoann@hotmail.com>**Cc:** Samuel Shinohara <samuel.shinohara@united.com>, Theresa Arriola <Theresa.Arriola@gbhwc.guam.gov>, Pilar Laguana <pilar.laguana@visitguam.org>, Bobby Alvarez <bobby.alvarez@visitguam.org>, Josie Villanueva <josie.villanueva@visitguam.org>**Subject:** URGENT: Time sensitive Motion & Resolution for approval

Háfa Adai ExComm Board:

Please review the time-sensitive motion and final draft board resolution for approval.

Motion to approve the use of the Rainy-Day Fund pursuant to 12 GCA §9303 to increase marketing activities to combat the effects of COVID-19.

Background: GVB maintains a "Rainy Day Fund" under 12 GCA §9301 et seq., which may be used to support identified activities to meet unforeseen or unanticipated challenges resulting from either a natural or man-made disaster that has occurred on Guam, or from external economic conditions that have severely affected Guam's ability to attract visitors because of the pandemic-related disruptions; in addition to that, pursuant to 12 GCA § 9304 GVB will immediately access up to 50% of the Rainy Day Fund to carry out GVB's express statutory purposes and exercise its statutory powers to mitigate potential harm to, and help the visitor industry recover; furthermore, GVB will immediately seek approval from Liheslaturan Guåhan to expend up to the remaining fifty percent (50%) of the Rainy Day Fund to support pandemic recovery efforts, rebuild air seat capacity, support travel agents, and local tourism-related businesses.

Issue: Board approval required.

Exhibit 19

11/1/22, 5:32 PM

Guam Visitors Bureau Mail - Re: URGENT: Time sensitive Motion & Resolution for approval

A response by today is greatly appreciated.

Sincerely,

Valerie Sablan

Executive Secretary



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



 **FINAL DRAFT.200501 GVB Rainy Day Fund Resolution[2].pdf**
115K

From: [Shinohara, Samuel](#)
To: josie.villanueva@visitguam.org
Subject: RE: Invoice to GVB
Date: Wednesday, June 3, 2020 10:36:02 AM

Thanks. The GSE guys were chasing me about it yesterday.

From: josie.villanueva@visitguam.org <josie.villanueva@visitguam.org>
Sent: Wednesday, June 3, 2020 10:34 AM
To: Shinohara, Samuel <samuel.shinohara@united.com>
Subject: RE: Invoice to GVB

Good morning Director Sam,

Acknowledging receipt. I will get back to you shortly.

Respectfully,
Josie

From: Shinohara, Samuel <samuel.shinohara@united.com>
Sent: Tuesday, June 2, 2020 6:30 PM
To: Josie Villanueva <josie.villanueva@visitguam.org>
Subject: Fwd: Invoice to GVB

Josie, can you tell me status of payment to GSE for marathon expenses?

Thanks

Begin forwarded message:

From: Ben Ferguson <BFerguson@picguam.com>
Date: June 2, 2020 at 5:07:43 PM GMT+10
To: "Shinohara, Samuel" <samuel.shinohara@united.com>
Subject: FW: Invoice to GVB

From: Peter P. Ada
To: Josie Viallanueva
Cc: Samuel Shinohara; Gerry Perez; Dee Hernandez
Subject: Re: Board Motion / Ratification Executive & Treasurer
Date: Monday, June 8, 2020 2:57:49 PM

Thanks.

Sam, if you're o.k. with Josie's motions, Dee can complete Mtg agenda and send off to directors. Thanks.

Sonny

On Jun 8, 2020, at 12:03 PM, <josie.villanueva@visitguam.org>
<josie.villanueva@visitguam.org> wrote:

Hafa Adai Chairman,

For the No. 2, here is the details:

Route 1: From Farmer's Co-OP intersection to Navy Base Front Gate
Route 2A and Route 2: From Agat Pizza Hut to Cetti Bay
Rt. 4: Traffic Light across Chief Kapuha to Malojloj - Chalan Laman
Rt. 34: Two Lovers Point Road - From Rt. 1 entrance closest to Jack In The Box to the
Two Lovers Point Sign.

The Beach Cleaning is a separate maintenance contract from the Island Road
Maintenance. The Beach Cleaning is contracted by LMS and the Island Road
Maintenance contract by Guam Cleaning Masters.

For the No. 4, attached is the listing

***For the No. 6, it was already discounted. The extended efforts was all their questions
pertaining mostly on Japan invoices and sub-contractor which took almost 2 months of
back & forth discussion on how we can substantiate information to prevent qualified
opinion on the audit.***

Respectfully,
Josie

From: Peter P. Ada <sonnyada@guam.net>
Sent: Monday, June 8, 2020 10:25 AM
To: Josie Viallanueva <josie.villanueva@visitguam.org>
Cc: Samuel Shinohara <samuel.shinohara@united.com>; Gerry Perez
<geap43@yahoo.com>; Dee Hernandez <dee.hernandez@visitguam.org>
Subject: Re: Board Motion / Ratification Executive & Treasurer

Thank you, Josie.

1. o.k.
2. Island road maintenance. This is islandwide or Tumon specific? Does this include the restart of the Tumon beachside trash pick up we approved last meeting or is this additional?
3. o.k.
4. Did not see listing.
5. o.k.
6. Not necessarily opposed to payment but this rate should be negotiable. What is the reason for so much "additional efforts"? This is a significant increase.

Sonny

On Jun 8, 2020, at 9:42 AM, <josie.villanueva@visitguam.org>
<josie.villanueva@visitguam.org> wrote:

Hafa Adai Chairman Sonny / Director Sam

Kindly find on the attached board motion updated:

Board Motion #1(Executive)

Motion Description: Motion to Ratify the hiring of Mr. Gerald SA Perez as Vice President for a Limited Term Appointment effective June 1, 2020.

Background: At the resignation of Mr. Bobby Alvarez on May 31, 2020, an immediate replacement for interim VP position was sought to assist the Interim President. He is at a limited term for the 60 days.

Cost Estimate: \$7,904 per month that will be paid on a bi-weekly basis per payroll

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Board Motion #2: (Treasurer)

Motion Description: Motion to approve an additional \$18,500.00 per month for Island Road Maintenance for the remainder of the fiscal year to restore trash collection and grass maintenance twice monthly.

Background: Destination Development reduced the scope of work for Island Road Maintenance (IRM) for the months of April and May with the suspension of the contract beginning June 1st due to funding shortage. Since then, the grass has grown tall and trash has been accumulating along the sidewalks and medians. The latter part of June will be for restoration of the routes and then regular maintenance beginning July through September.

Cost Estimate: \$74,000 (\$18,500x4 months)

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Board Motion #3: (Executive)

Motion Description: Motion to ratify the approval of the subscription of 13 additional visitguam.org official email for all GVB Board Directors.

Background: GVB board of directors is currently using their personal or work email for the affairs related to GVB operation. There were concerns raised on security, email continuity, retention of information. These challenges merit the purchase with an added benefit of having unlimited files, data sharing and video conferencing via Hangouts.

Cost Estimate: \$1,515.15 for 9 months (June-February 2021) @ \$12.95 per user or \$168.95 per month

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Board Motion #4: (Treasurer)

Motion Description: Motion to approve all disbursement above \$24,999.99 from February 28, 2020 to current per listing provided.

Background: Enabling legislation (GCA 9111 on Contracts and Purchase) limits the President & CEO's spending to \$1,000. Anything above the said threshold will need board approval. In October 10, 2019, the board increased the limit to \$24,999.99 and anything more than the threshold will require board approval. This is in addition to the GVB budget that is normally approved by the board. See attached listing of pending disbursement from approval from February 28, 2020 to present.

Cost Estimate: N/A

Funding Source/Account: N/A

Action Required: Board Approval Required

Board Motion #5: (Treasurer)

Motion Description: Motion to approve updating GVB website for the Report Section under Financial. It will be sub-section on Financial Information and Compliance Report. Additional information will be to the website under said section: 1) Non-Employee Travel Reports 2) FOIA Annual Reports 3) Grants 4) 5) 6) Approved Budget 7) Annual Financial Audits (a) OPA Letter (b) Letter to the Board (c) Letter to President & CEO (d) Financial Statements

Background: Upon review of the GVB website which contains financial information and compliance report. There are information missing compared to other autonomous, semi-autonomous agencies of the government. This promotes increase transparency and accountability.

Cost Estimate: Not Applicable

Funding Source/Account: Not Applicable

Action Required: Board Approval Required

Board Motion #6: (Treasurer)

Motion Description: Motion to approve payment for the Additional Fee for FY19 Audit amounting to \$8,000.00

Background: Deloitte & Touché (D&T) was engaged to perform the Fiscal Year ended September 30, 2020, and per discussion held in May 2020 it was anticipated to have exceeded charges. The contractual amount was based on the engagement letter signed on September 10, 2019 which did not factor the additional efforts that were beyond D&T's control with respect to expenditure testing and other matters. Amendments and or modifications to the contract are also warranted per Article 14 of the engagement letter.

Cost Estimate: \$8,000.00

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Respectfully,
Josie

From: josie.villanueva@visitguam.org <josie.villanueva@visitguam.org>

Sent: Thursday, June 4, 2020 3:58 PM

To: 'Peter P. Ada' <sonnyada@guam.net>; 'Shinohara, Samuel' <samuel.shinohara@united.com>

Cc: 'Gerry Perez' <geap43@yahoo.com>; 'Dee Hernandez' <dee.hernandez@visitguam.org>

Subject: Board Motion / Ratification Executive & Treasurer

Hafa Adai Director Sam/Chairman Sonny,

Here are the proposed motions for your review, edit and approval. Please do let me know should you have questions/clarifications. Thank you very much.

Board Motion #1(Executive)

Motion Description: Motion to Ratify the hiring of Mr. Gerald SA Perez as Vice President for a Limited Term Appointment effective June 1, 2020.

Background: At the resignation of Mr. Bobby Alvarez on May 31, 2020, an immediate replacement for interim VP position was sought to assist the Interim President. He is at a limited term for the 60 days.

Cost Estimate: \$7,904 per month that will be paid on a bi-weekly basis per payroll

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Board Motion #2: (Treasurer)

Motion Description: Motion to approve an additional \$18,500.00 per month for Island Road Maintenance for the remainder of the fiscal year to restore trash collection and grass maintenance twice monthly.

Background: Destination Development reduced the scope of work for Island Road Maintenance (IRM) for the months of April and May with the suspension of the contract beginning June 1st due to funding shortage. Since then, the grass has grown tall and trash has been accumulating along the sidewalks and medians. The latter part of June will be for restoration of the routes and then regular maintenance beginning July through September.

Cost Estimate: \$74,000 (\$18,500x4 months)

Funding Source/Account: General Fund/Administration

Action Required: Board Approval Required

Board Motion #3: (Executive)

Motion Description: Motion to ratify the approval of the subscription of 13 additional visitguam.org official email for all GVB Board Directors.

Background: GVB board of directors is currently using their personal or work email for the affairs related to GVB operation. There were concerns raised on security, email continuity, retention of information. These challenges merit the purchase with an added benefit of having unlimited files, data sharing and video conferencing via Hang-Outs.

Cost Estimate: \$1,515.15 for 9 months (June-February 2021) @ \$12.95 per user or \$168.95 per month

Account to be Charge: General Fund/Administration

Action Required: Board Approval Required

Board Motion #4: (Treasurer)

Motion Description: Motion to approve all disbursement above \$24,999.99 from February 28, 2020 to current per listing provided.

Background: Enabling legislation limits the President & CEO's spending to \$1,000. Anything above the said threshold will need board approval. In October 10, 2019, the board increased the limit to \$24,999.99 and anything more than the threshold will require board approval. This is in addition to the GVB budget that is normally approved by the board. See attached listing of pending disbursement from approval from February 28, 2020 to present.

Cost Estimate: N/A

Account to be Charge: N/A

Action Required: Board Approval Required

Board Motion #5: (Treasurer)

Motion Description: Motion to approve updating GVB website for the Report Section under Financial. It will be sub-section on Financial

Information and Compliance Report. Additional information will be to the website under said section: 1) Non-Employee Travel Reports 2) FOIA Annual Reports 3) Grants 4) 5) 6) Approved Budget 7) Annual Financial Audits (a) OPA Letter (b) Letter to the Board (c) Letter to President & CEO (d) Financial Statements

Background: Upon review of the GVB website which contains financial information and compliance report. There are information missing compared to other autonomous, semi-autonomous agencies of the government. This promotes increase transparency and accountability.

Cost Estimate: Not Applicable

Account to be Charge: Not Applicable

Action Required: Board Approval Required

Respectfully,

Josephine "Josie" Villanueva,

MBA, CPA, CGMA, CGFM, CSAF, SHRM-CP

Director of Finance & Administration

GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam 96913 | **T:** (671) 648-1485 **M:** (671) 686-4829

josie.villanueva@visitguam.com | visitguam.com

<image001.png>

<D&T Additional Fees of \$8,000.pdf><Board Motions 2020.06.11 rev.2.docx>

P. Sonny Ada
President
Ada's Trust and Investment, Inc.
P.O. Box 2889
Hagatna, Guam 96932
W) 472-9830
F) 472-9834
<https://www.adastrust.com>

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<Disbursements above \$24999.99 Feb 22 ~ June 3 2020.pdf>

P. Sonny Ada
President
Ada's Trust and Investment, Inc.
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Hagatna, Guam 96932
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Guam Visitors Bureau
 Check/Voucher Register - Check Register \$24,999.99 Feb 22 - June 3, 2020
 From 2/22/2020 Through 6/3/2020

Guam Visitors Bureau
 Disbursement Above \$24,999.99 requiring board approval
 1024 - Cash in Bank - BOG Checking (Operations)

Check Number	Effective Date	Vendor Name	Check Amount	Transaction Description
22258	2/28/2020	G4S Secure Solutions (Guam), Inc.	73,745.00	Contracted Security Services - VSO for month of December 2019
22260	2/28/2020	Guam Museum Foundation Incorporated	50,000.00	Sponsorship - Governor's Holiday Home & Christmas Festival Hagatna
22261	2/28/2020	Guam Island Fair/Mayor's Council of Guam	96,533.00	Guam Liberation Sponsorship
22288	3/5/2020	Guam Sports Events Incorporated	29,620.00	UGM MOA - Japan Additional Marketing Support
22323	3/12/2020	Ruder Integrated Marketing Strategies	92,911.60	Shop Guam e-Festival Campaign, Attraction & Sports-Media Ad, Pro Fee/Tourism Works-Feb 2020, Programs & Events-Hafa Adai Pledge, Tourism 2025 & Beyond, Tour Guide Inspector Program, Corona Virus Crisis
22334	3/20/2020	G4S Secure Solutions (Guam), Inc.	73,745.00	Contracted Security Services VSO - for the month of Feb 2020
22336	3/20/2020	Landscape Management Systems, Inc.	244,451.84	GVB 2020-001 - Design Build Services for Median Up-lighting
22339	3/20/2020	The Pit, LLC	84,461.20	GVB IFB 2019-006 Sidewalk Cleaning for the month of Feb 2020
22340	3/20/2020	Ruder Integrated Marketing Strategies	37,956.70	Instaguam-Jan 2020, Online Branding/Global Website/INSTAGUAM-Feb 2020, Capital Improvement Projects Public Arts Display, Tourism 2025 & Beyond, Crisis Management (Storms), Hafa adai Pledge/Tourism Works-Mar 2020, Tourism Works TV Commercial
22341	3/20/2020	W.B. Flores Engineering & Technical Services, Inc. dba W.B. Flores & Associates	39,253.00	TO# 4 Svc Tumon-Tamuning Lighting/TO#5 Sn Vitores Blvd Culvert Cleaning & Fujita Ponding Basin-March 2020
22364	4/1/2020	G4S Secure Solutions (Guam), Inc.	73,745.00	Contract Security Services VSO - for the month of January 2020
22384	4/1/2020	Alex Thomas dba: Guam Cleaning Masters	28,968.80	Island Road Maintenance March 2020
22395	4/1/2020	G4S Secure Solutions (Guam), Inc.	73,745.00	Contract Security Services VSO - for the month of January 2020
22408	4/20/2020	G4S Secure Solutions (Guam), Inc.	66,101.69	Contracted Security Services VSO - for the month of Mar 2020
22422	4/20/2020	Government of Guam Retirement Fund	47,895.70	2nd Installment FY 2020 Government Share of Retirees' Medical, Dental, Life Ins
22439	4/23/2020	Landscape Management Systems, Inc.	67,449.87	Tree Removal - Tumon
22470	5/18/2020	Landscape Management Systems, Inc.	87,888.88	Westin Hill Median Improvement
22477	5/18/2020	G4S Secure Solutions (Guam), Inc.	49,000.00	Contracted Security Services - for month of April 2020
22487	5/18/2020	W.B. Flores Engineering & Technical Services, Inc. dba W.B. Flores & Associates	11,800.00	TO # 4 Svc for the Tumon-Tamuning Lighting & Safety Mgmt & Maint. - May 2020
	5/18/2020	W.B. Flores Engineering & Technical Services, Inc. dba W.B. Flores & Associates	21,604.00	TO #5 San Vitores Blvd Culvert Cleaning & Fujita Ponding Basin Maint. - May 2020
FY2020 Aviareps 03	4/6/2020	AVIAREPS Japan Ltd.	34,156.30	Japan Marketing Rep
FY2020 Aviareps 04	4/6/2020	AVIAREPS Japan Ltd.	87,921.03	Japan Marketing Rep
FY2020 Aviareps 05	4/7/2020	AVIAREPS Japan Ltd.	1,352,526.75	Japan Marketing Rep
HIC05/FY2020	3/31/2020	Happy Idea Company	185,608.94	Korea Marketing Rep
HIC06/FY2020	4/7/2020	Happy Idea Company	128,700.15	Korea Marketing Rep
TWN05/FY2020	3/31/2020	Veda International Corp.	43,595.01	Taiwan Marketing Rep
Report Total in MIP			3,183,182.46	

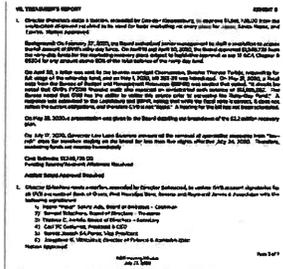
Guam Visitors Bureau
 Check/Voucher Register - Check Register \$24,999.99 Feb 22 - June 3, 2020
 From 2/22/2020 Through 6/3/2020

Check Number	Effective Date	Vendor Name	Check Amount	Transaction Description
HIC07/FY2020	5/6/2020	Happy Idea Company	\$ 91,559.30	Korea Marketing Rep
FY2020 Aviareps06	5/13/2020	AVIAREPS Japan Ltd.	\$ 215,177.21	Japan Marketing Rep
KNT018-001	5/14/2020	Kinki Nippon Tourist Metropolitan Co., LTD	\$ 32,801.82	Shop Guam Campaign
TWA001-002	5/14/2020	Tway Air Co. Ltd	\$ 27,334.85	Shop Guam Campaign
TWA001-003	5/14/2020	Tway Air Co. Ltd	\$ 222,150.34	Shop Guam Campaign
JAL003-001	5/28/2020	Japan Airlines Company, Ltd	\$ 120,129.87	Shop Guam Campaign
GUA055-001	5/28/2020	Guam Air Tokyo Ltd.	\$ 222,677.60	Shop Guam Campaign
JAL003-002	5/29/2020	Japan Airlines Company, Ltd	\$ 27,334.85	Shop Guam Campaign
END001-001	5/29/2020	Enderun Colleges, Inc	\$ 44,320.46	PTAA expenses
ANT019-001	6/1/2020	Anthology Marketing Group	\$ 40,242.00	Exit Surveys
AETNA04	6/1/2020	Aetna Life Insurance Company	\$ 44,697.30	Health Medical Insurance
Total ACH & Wire Transfer not in MIP (pending posting)			1,088,425.60	
Total Disbursed			4,271,608.06	

From: josie.villanueva@visitguam.org
 To: Joseph.B.McDonald
 Subject: RE: Board resolution no. 4; backups fr R Ocampo
 Date: Monday, October 17, 2022 4:53:07 PM
 Attachments: [lmsae001.png](#)
[lmsae002.png](#)

Hi Atty. Joe,

For the item below, yes it approves the use of Rainy Day Fund but the remainder of 50% still need to be approved by BBMR. My recollection is that UGM Mktg expenditure is part of the disbursement because that was an extraordinary expense that was not originally funded or encumbered. I may be wrong but Nadine can problem assist in clarifying that. I can trace some more info on details of Market Recovery disbursements.



A	B	C	D	E	F	G	H	T	U
GUAM VISITORS BUREAU									
Cash Balance & Temporary Restricted Cash Tracking as of 06.24.20									
Bank Balances - Balance per book									
B1	Bank of Guam - Rainy Day Fund				1,247,086.51		1,247,086.51		
B2	Bank of Guam - Cultural & Sports Ambassador Fund				168,006.27		168,006.27		
B3	Bank of Guam - Operations				9,176,954.69		9,176,954.69		
B4	First Hawaiian Bank - Membership				90,557.28		90,557.28		
B5	Resona				191,043.46		191,043.46		
B6	Bank of Guam - TAF				521,996.30		521,996.30		
B7	Raymond James - CD value as of 04/30/2020				2,655,098.61		2,655,098.61		
Restricted								\$	14,050,743.12
TR1	Bank of Guam - Rainy Day Fund						623,489.51		1,246,979.02
TR2	Bank of Guam - Cultural & Sports Ambassador Fund						167,989.43		
TR3	FY 2020 Pass thru						336,250.00		
TR4	FY 2009 Other (PL 30-22 & 30-23)						371,592.47		
TR5	FY 2011 Other (PL 30-196)						182,137.50		
TR6	GVF Cruise Ship/ Other Pass-thru (PL 34-42)						77,037.25		(1,758,496.16)
Committed									
C1	Planning, Architectural & Engineering Services TO 4						24,600.00		
C2	Planning, Architectural & Engineering Services TO 5						54,963.00		

From: Joseph McDonald <bernard@mcdonald.law>
 Sent: Monday, October 17, 2022 4:21 PM
 To: josie.villanueva@visitguam.org
 Subject: Board resolution no. 4; backups fr R Ocampo

Hi, Josie,

In the 6/8/20 email attached, it appears to reference one or more schedules of expenditures over \$24,999.99

- Can I please have the listing of pending disbursement from approval from February 28, 2020 to present? I think it is Disbursements above \$24,999.99 Feb 22 – June 3 2020.pdf. pertaining to Board Moton #4. See page 7.
- It appears that you sent a listing of expenses as well. See page 1. Can I please have that?
- R Ocampo in the FEMA email attached states that he has the backup documentation for prmts to GSEI. See p. 1. Do you have the backups. If so pls. send to me.
- The were \$100,800.21 approved expenditures on 7/23 for UGM mktg. Was the BOD approval from the 7/23 BOD meeting approving use of Rainy Day funds. See meeting mins. Attached p. 3. I assume that the Attachment B on the minutes included the UGM mktg. expenses?

Thank you,

Joe

Joseph B. McDonald
 McDonald Law Office, LLC
 173 Aspinall Avenue Suite 207A
 Hagatna, Guam 96910

Tel: (671) 588-8866
 Toll free: 1-866-967-7567

Correspondence email: correspondence@mcdonald.law
 Service of pleadings: pleadings@mcdonald.law
 Website: www.mcdonald.law

GUAM VISITORS BUREAU
Marketing Department
Cash Requirement Forecast
Spending that we can't leave without

Korea	Marketing	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Total	Note
PRE001	GVB Marketing Representation Retainer Fee	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00	\$ 90,000.00	
DIG001	Next Paper Digital Sub-Contract	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 18,000.00	
SMDD019	KidZania Hana Tour G&Op	\$ 11,000.00						\$ 11,000.00	Conducted already
	KIA Tigers x Hana Tour Co-Op							\$ -	Monetary support: \$35,000 - GVB Korea canceled the joint promotion.
	Seoul International Tourism Industry (SITIF) 2020							\$ -	(2) Independent booth spaces: \$6,700 - GVB Korea negotiated the participation fee with NO Charge.
	Honam Travel Expo							\$ -	(2) standard booth spaces: \$5,300 - GVB Korea negotiated the participation fee with NO Charge.
SMDD023	2020 Korea Study Abroad & Career Fair	\$ 550.00						\$ 550.00	(2) standard Booth spaces: \$6,000 - \$550 has been prepaid according to the organizer's regulation.
	Asia MICE Business Festival							\$ -	(1) standard booth space: \$1,500 - GVB Korea negotiated the participation fee with NO Charge.
	United Guam Marathon	\$ 800.00	\$ 9,600.00					\$ 10,400.00	Online Banner Ad \$600 - conducted already TA sales contest \$7,000 - conducted already On-site promotion \$1,800 - conducted already SNS event - \$800 - conducted already
	Digital Contents Production	\$ 4,290.00						\$ 4,290.00	Produced already
	Ko'ko' Bird Mascot	\$ 6,850.00						\$ 6,850.00	Produced already
	GVB New Uniforms	\$ 12,664.75						\$ 12,664.75	Produced already
	(10) 14in Stained Glass Seal Plaques	\$ 125.00						\$ 125.00	Produced already
TOTAL		\$ 54,279.75	\$ 27,600.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 18,000.00	\$ 153,879.75	



Juanita Sablan <juanita.sablan@visitguam.org>

Fwd: Re: Re: Budget Planning

2 messages

Colleen Cabedo <colleen.cabedo@visitguam.org>
To: Juanita Sablan <juanita.sablan@visitguam.org>

Wed, May 20, 2020 at 3:21 PM

----- Forwarded message -----

From: 박지훈 <jay_park@hicompany.co.kr>
Date: Thu, Apr 2, 2020 at 3:04 PM
Subject: RE: Re: Re: Budget Planning
To: Nadine Leon Guerrero <nadine.leonguerrero@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>
CC: 박지훈 <jay_park@hicompany.co.kr>, Maria San Nicolas <maria.sannicolas@visitguam.org>, 함지원 <jessica_ham@hicompany.co.kr>, 배가나 <ellie_bae@hicompany.co.kr>

Hafa Adai Nadine and Colleen,

Please kindly refer to the attached, a revised budget planning for the rest of FY2020.

We negotiated PCOs and thankfully some of travel show organizations accepted our requests without penalty.

Please review and let me know if you have any questions.

Thank you.

----- Original Message -----

From: "Nadine Leon Guerrero" <nadine.leonguerrero@visitguam.org>
Date: 2020-03-31 10:10
Subject: Re: Re: Budget Planning
To: "Colleen Cabedo" <colleen.cabedo@visitguam.org>
Cc: "박지훈" <jay_park@hicompany.co.kr>, "Maria San Nicolas" <maria.sannicolas@visitguam.org>, "함지원" <jessica_ham@hicompany.co.kr>, "배가나" <ellie_bae@hicompany.co.kr>
Thanks, Jay and Colleen,

I understand that the cancelation fee for the different projects will vary. Kindly asking for a list of what the full \$ amount was.

Put Respetu (Respectfully),

Nadine Leon Guerrero
Director of Global Marketing

GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
nadine.leonguerrero@visitguam.org | www.visitguam.org | www.visitguamusa.com.cn



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On Tue, Mar 31, 2020 at 10:07 AM Colleen Cabedo <colleen.cabedo@visitguam.org> wrote:
Hafa Adai Jay,

The budget has been well received. Thank you Jay!

On Tue, Mar 31, 2020 at 9:24 AM 박지훈 <jay_park@hicompany.co.kr> wrote:
Hafa Adai Colleen and Nadine,

Please kindly refer to the attached, a minimized budget plan for the rest of FY2020.

----- Original Message -----

From: "Colleen Cabedo" <colleen.cabedo@visitguam.org>
Date: 2020-03-30 14:05:58
Subject: Re: Budget Planning
To: "Jay Park" <jay_park@hicompany.co.kr>
Cc: "Nadine Leon Guerrero" <nadine.leonguerrero@visitguam.org>, "Maria San Nicolas" <maria.sannicolas@visitguam.org>
Hafa Adai Jay,

Please see attached for the budget spreadsheet broken down by month.
With the new scope of work, we are planning to cut all marketing programs as much as possible and to only pay anticipated bills.
Let's cancel what we can, even if there's a cancelation fee.

Could you send this back to me by tomorrow morning, 10am Guam time? The board will have a meeting regarding this change this week.

On Mon, Mar 30, 2020 at 2:41 PM Colleen Cabedo <colleen.cabedo@visitguam.org> wrote:
Hafa Adai Jay,

Management is requesting that we cut all programs and only may for the retainer fee and anticipated bills.
How about our contract with Next Paper? Can we reduce or cut their service and post in-house for now?

On Mon, Mar 30, 2020 at 2:22 PM 박지훈 <jay_park@hicompany.co.kr> wrote:
Hafa Adai Colleen,

Yes, I will follow up the below information and get back to you by tomorrow.

Thank you.

Original Message

From: "Colleen Cabedo" <colleen.cabedo@visitguam.org>
Date: 2020-03-30 13:18
Subject: Budget Planning
To: "Jay Park" <jay_park@hicompany.co.kr>
Cc: "Nadine Leon Guerrero" <nadine.leonguerrero@visitguam.org>, "Maria San Nicolas" <maria.sannicolas@visitguam.org>
Hafa Adal Jay,

Per my meeting with Nadine this afternoon, she asked for us to prepare the following. Could you send me this by tomorrow by noon?

1. How much we are going to spend per month up until September. (Monthly Expenses)
2. Latest version of Recovery Plans. This can be revised from the original. Needs a dollar amount on it. To prepare funding, but Rainy Day Funds may be limited.

Colleen Cabedo
Marketing Manager - Korea Market

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JAY PARK 박지훈

Account Director 부장

Guam Visitors Bureau Korea Office

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E: jay_park@hicompany.co.kr



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Colleen Cabedo
Marketing Manager - Korea Market

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JAY PARK 박지훈

Account Director 부장

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Soonhwa Building #1304, 89 Seosomoonro, Jung-Gu, Seoul, Korea

5/20/2020

Guam Visitors Bureau Mail - Fwd: Re: Re: Budget Planning

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 **Spending Forecast April - Sept 2020 - Korea_Draft_0402.xlsx**
13K

Juanita Sablan <juanita.sablan@visitguam.org>
To: Colleen Cabedo <colleen.cabedo@visitguam.org>

Wed, May 20, 2020 at 3:25 PM

Thank you.

[Quoted text hidden]

--

Senseramente,

Juanita Sablan
Accounting Technician III

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401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
juanita.sablan@visitguam.org | <http://www.visitguam.org>



5/20/2020

Guam Visitors Bureau Mail - Fwd: Re: Re: Budget Planning

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From: josie.villanueva@visitguam.org
To: [Joseph McDonald](#)
Subject: RE: Mktg budgets/Fincon
Date: Tuesday, October 18, 2022 1:59:58 PM
Attachments: [AP Invoices -GUA125-Guam Sports Events Incorporated.xls](#)

Hi Atty. Joe,

My recollection is that we were not able to take it from what was budgeted as it is like the “train left the station”, the majority of the work and commitments are all ongoing and there is no way the markets can terminate or institute force majeure clause. Thus GVB was obligated to pay. Because of the shortfall, the rainy day fund was triggered to be used and thus board approval was requested to authorize management for the use of the funds.

Yes, it is not only in Japan Market but also in the Korea Market. That is possible that, those UGM/GSEI expenses that were embedded in the overseas marketing expenses and it is not easily traceable on MIP/Accounting software. It is on those physical documents summary and attachment. Please review another example of report that was just recently extracted with market code: AS for sports and events and JA-Japan and KO for Korea

Hope this finds you helpful.

Thanks,
Josie

From: Joseph McDonald <jbernard@mcdonald.law>
Sent: Tuesday, October 18, 2022 9:14 AM
To: josie.villanueva@visitguam.org
Subject: RE: Mktg budgets/Fincon

Sorry, here is the spreadsheet.

From: Joseph McDonald
Sent: Tuesday, October 18, 2022 9:13 AM
To: josie.villanueva@visitguam.org
Subject: Mktg budgets/Fincon

Hi, Josie,

Another follow-up question for you.

On the attached at p. 1, it includes UGM expenses for Korea Marketing for \$10,400--\$800 Apr 2020, \$9,600 for May 2020.

- After the 2020 planning austerity exercise, were those expenses taken out of the budget or did they remain?
- I did not notice these amounts accrued to Korea Mktg for a UGM expense in the attached. Is it possible that other in-country expenses for Korea mktg. or another in country mkt. were

paid but not posted for a UGM race or Koko race or other GSEI event from 2014-2020?
Thanks,

Joseph B. McDonald

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