

GUAM VISITORS BUREAU Japan Visitor Tracker Exit Profile FY2014 FEBRUARY 2014



Prepared by: QMark Research

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Background & Methodology

• All surveys were partially interviewer administered, as well as selfadministered. Upon completion of the surveys, QMark's professional Japanese speaking interviewers double-checked each questionnaire for consistency and completeness, while the respondent is present.

• A total of **351** departing Japanese visitors were randomly interviewed at the Guam A.B. Wonpat International Airport's departure and waiting areas.

• The margin of error for a sample of **351** is \pm /- 5.23 percentage points with a 95% confidence level. That is, if all Japanese visitors who traveled to Guam in the same time period were asked these questions, we can be 95% certain that their responses would not differ by \pm /- 5.23 percentage points.



Objectives

• To monitor the effectiveness of the Japan seasonal campaigns in attracting Japanese visitors, refresh certain baseline data, to better understand the nature, and economic value or impact of each of the targeted segments in the Japan marketing plan.

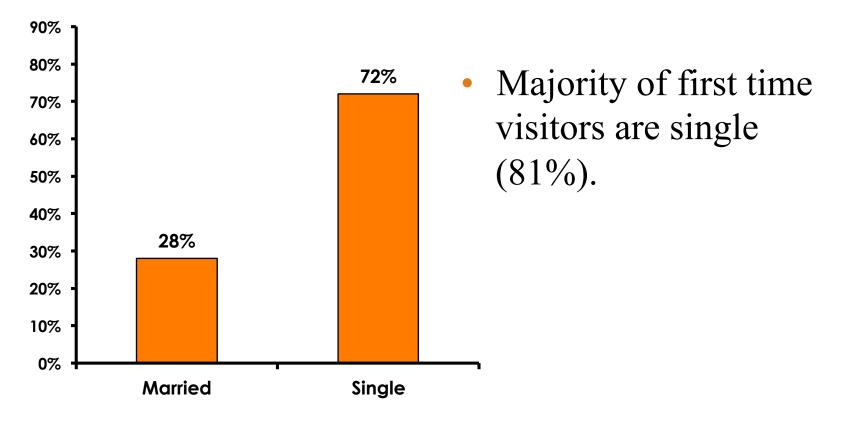
• Identify significant determinants of visitor satisfaction, expenditures and the desire to return to Guam.



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

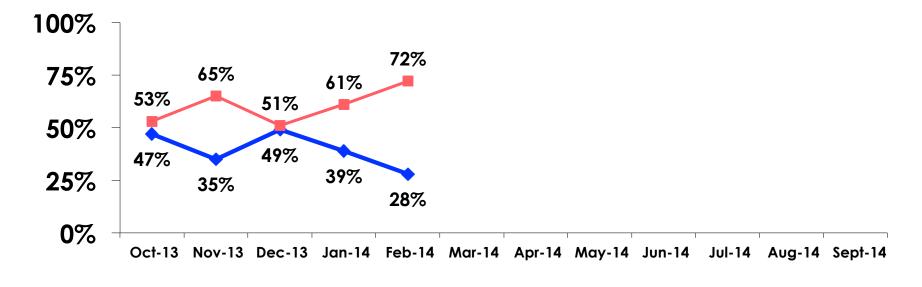


Marital Status - Overall





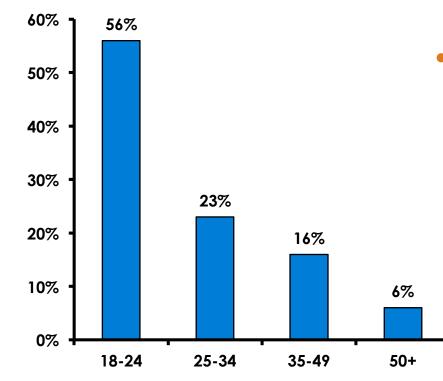
Marital Status







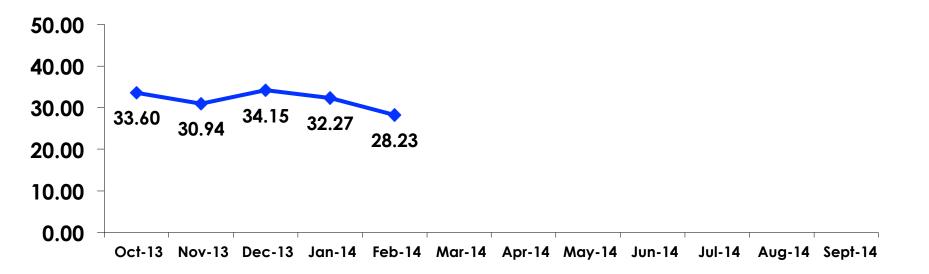
Age - Overall



• The average age of the respondents is 28.23 years of age.

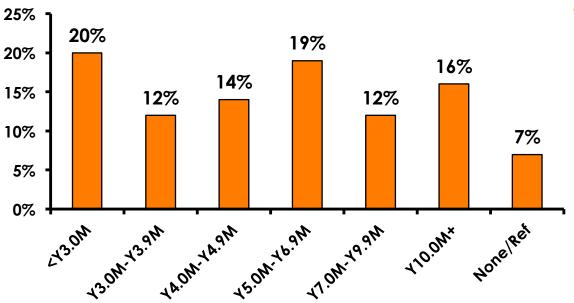


Average Age





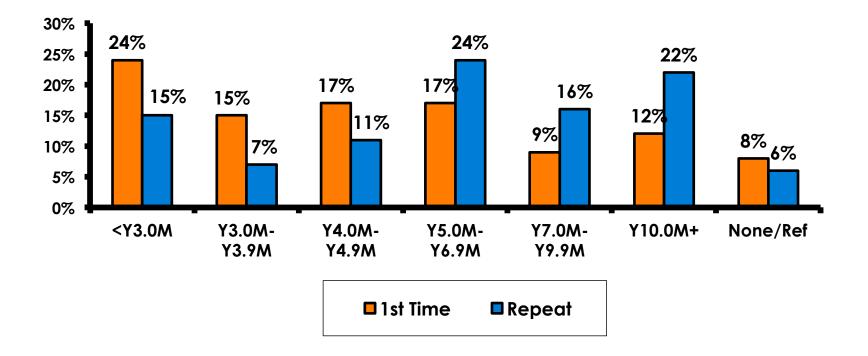
Personal Income



• ¥102.07=\$1



Personal Income – 1st time vs. repeat



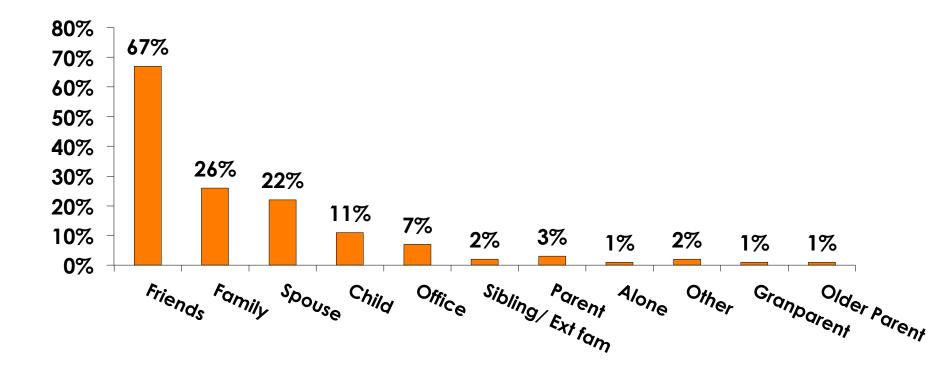


Personal Income by Gender & Age

			TOTAL	GEN	DER				
			-	Male	Female	18-24	25-34	35-49	50+
Q26	<y2.0 million<="" td=""><td>Count</td><td>24</td><td>14</td><td>10</td><td>22</td><td>1</td><td>1</td><td></td></y2.0>	Count	24	14	10	22	1	1	
		Column N %	8%	9%	8%	15%	1%	2%	
	Y2.0M-Y3.0M	Count	33	11	22	17	13	2	1
		Column N %	12%	7%	17%	12%	19%	4%	6%
	Y3.0M-Y4.0M	Count	33	15	18	15	16	1	
		Column N %	12%	10%	14%	10%	23%	2%	
	Y4.0M-Y5.0M	Count	41	23	18	19	14	7	1
		Column N %	14%	15%	14%	13%	20%	14%	6%
	Y5.0M-Y7.0M	Count	55	31	24	27	11	14	3
		Column N %	19%	20%	19%	19%	16%	29%	18%
	Y7.0M-Y10.0M	Count	33	21	12	9	7	11	6
		Column N %	12%	14%	9%	6%	10%	22%	35%
	Y10.0M+	Count	44	25	19	21	4	13	6
		Column N %	16%	16%	15%	14%	6%	27%	35%
	No Income	Count	20	14	6	15	4		
		Column N %	7%	9%	5%	10%	6%		
	Total	Count	283	154	129	145	70	49	17



Travel Companions

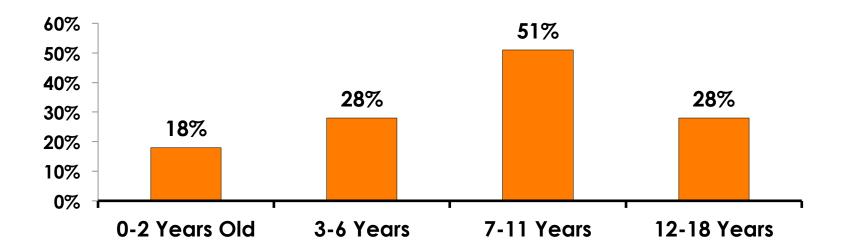


12



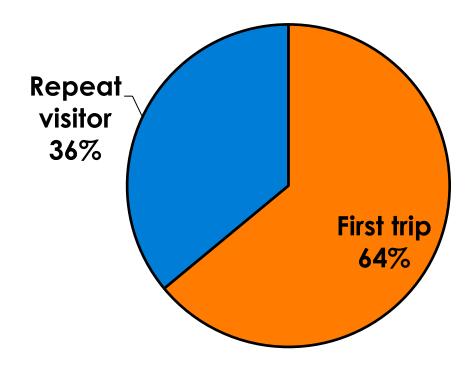
Number of Children Travel Party

N=**39** total respondents traveling with children. (Of those N=**39** respondents, there is a total of **62** children 18 years or younger)



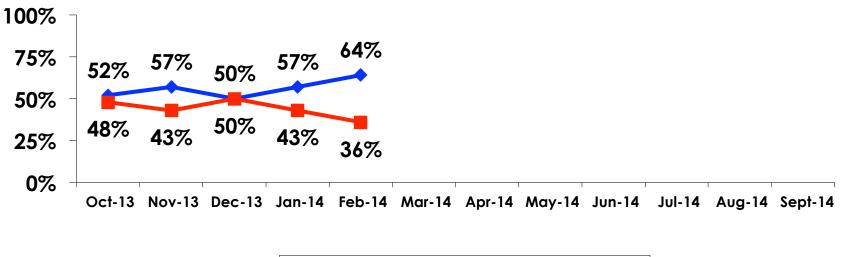


Prior Trips to Guam





Prior Trips to Guam







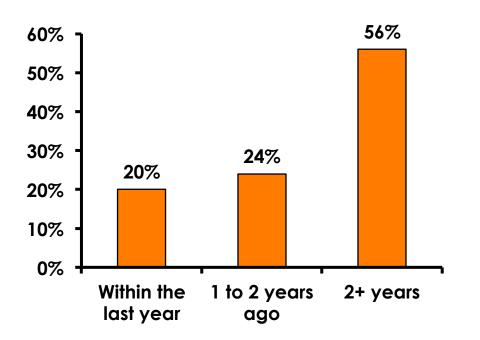
Trips to Guam by Age & Gender

			TOTAL	TRIPS T	O GUAM
			-	1st	Repeat
GENDER	Male	Count	177	106	71
		Column N %	50%	47%	56%
	Female	Count	174	118	56
		Column N %	50%	53%	44%
	Total	Count	351	224	127
AGE	18-24	Count	192	151	41
		Column N %	56%	69%	33%
	25-34	Count	78	42	36
		Column N %	23%	19%	29%
	35-49	Count	55	18	37
		Column N %	16%	8%	30%
	50+	Count	19	8	11
		Column N %	6%	4%	9%
	Total	Count	344	219	125

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



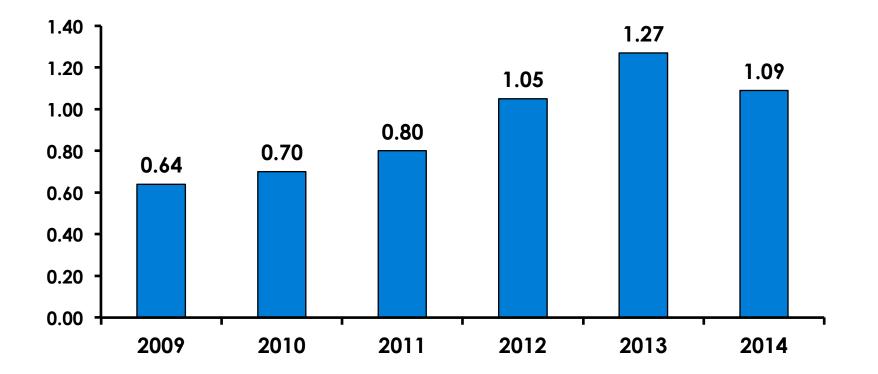
Repeat Visitors Last Trip n = 121



- The average repeat visitor has been to Guam 2.36 times.
- Half of the repeat visitors have been to Guam within the last 2 years.

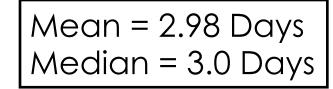


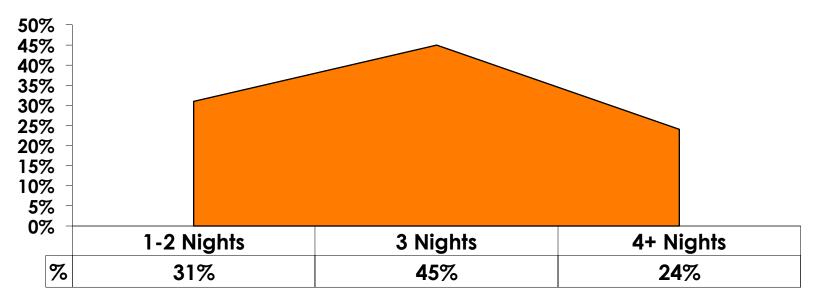
Average Number Overnight Trips (2009-2014) (2 nights or more)





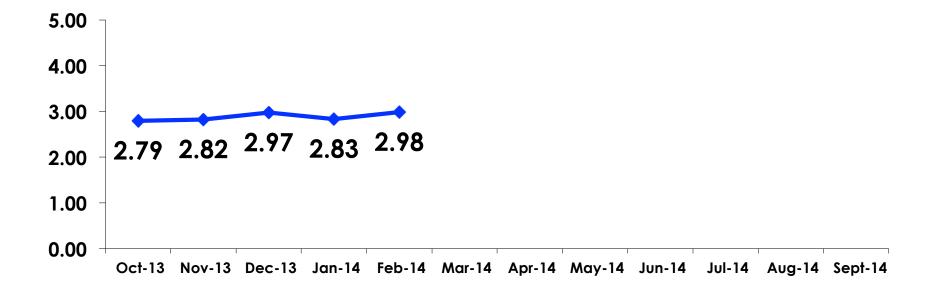
Length of Stay







Average Length of Stay





Occupation by Income

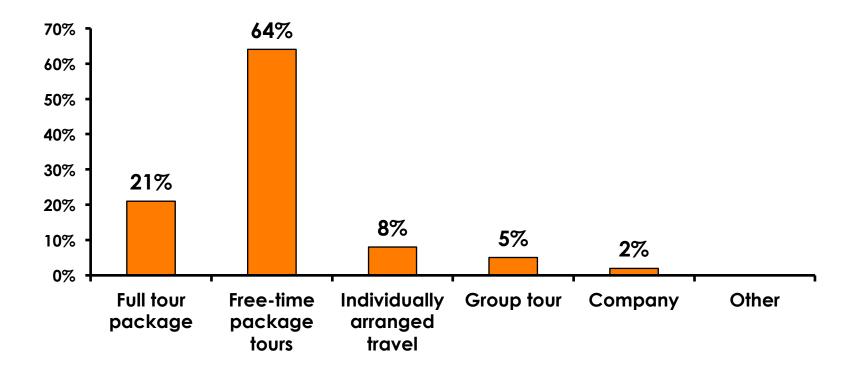
			TOTAL				Q26				
			-	<y2.0 million<="" td=""><td>Y2.0M-Y3.0M</td><td>Y3.0M-Y4.0M</td><td>Y4.0M-Y5.0M</td><td>Y5.0M-Y7.0M</td><td>Y7.0M-Y10.0M</td><td>Y10.0M+</td><td>No Income</td></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q25	Student		46%	79%	30%	18%	40%	44%	22%	43%	100%
	Office worker non-mgr		9%		18%	24%	5%	4%	9%	7%	
	Salesperson		9%	1	15%	15%	20%	13%	9%		
	Engineer		9%	1	6%	12%	10%	13%	16%	11%	
	Self-employed		7%	13%	3%	3%	5%	9%	6%	2%	
	Manager		4%	1			5%		13%	14%	
	Homemaker	1	3%	'	3%	3%	8%	2%		9%	
	Freeter	1	3%	'	6%	6%		5%		5%	
	Skilled worker		2%	4%	3%	6%		2%	3%	2%	
	Executive (30+ employees)		2%		3%			4%	13%	2%	
	Teacher	1	2%	4%	3%		5%	2%	3%		
	Professional/ Specialist	1	1%		3%	3%	3%	2%		2%	
	Govt- Manager	1	1%					2%		2%	
	Other		1%	1	6%						
	Unemployed	1	1%			3%			3%		
	Govt- office worker non- mgr		1%			3%			3%		
	Govt- Executive	1	0%			3%					
	Total	Count	339	24	33	33	40	55	32	44	20



<u>SECTION 2</u> TRAVEL PLANNING



Travel Planning - Overall





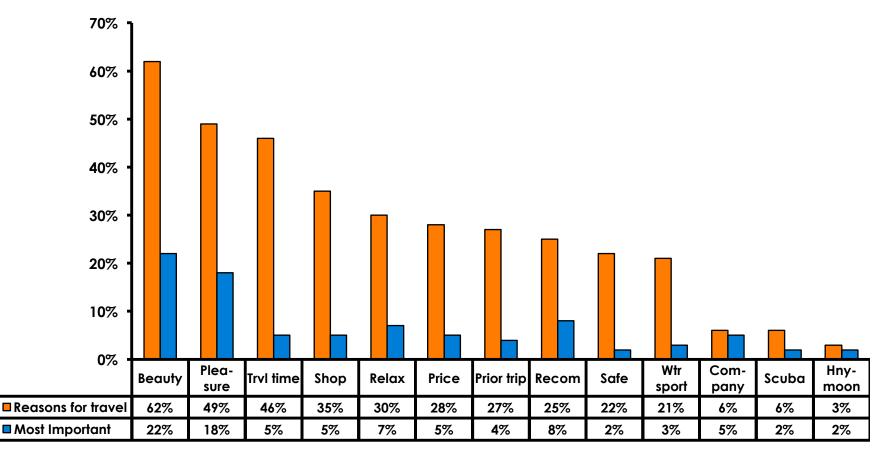
Accommodation by Income

Average length of stay: 2.98 days

			TOTAL		Q26						
				<v2.0 million<="" th=""><th></th><th>V2 OM V4 OH</th><th>¥4.0M-Y5.0M</th><th>VE OM VZ OM</th><th>V7.0M V10.0M</th><th>V10.0M</th><th>No Income</th></v2.0>		V2 OM V4 OH	¥4.0M-Y5.0M	VE OM VZ OM	V7.0M V10.0M	V10.0M	No Income
	Querra Direca Listal		-	<y2.0 million<="" td=""><td>Y2.0M-Y3.0M</td><td>Y3.0M-Y4.0M</td><td></td><td>Y5.0M-Y7.0M</td><td>Y7.0M-Y10.0M</td><td>Y10.0M+</td><td>No Income</td></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M		Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q9	Guam Plaza Hotel		14%		24%	12%	5%	22%	9%	20%	5%
	Guam Reef & Olive Spa		10%		6%	9%	17%	7%	12%	5%	15%
	Oceanview Hotel		9%	25%	12%	3%	12%	7%	3%	2%	15%
	Bayview Hotel		7%	17%	6%	6%		9%	6%		25%
	Outrigger Guam Resort		7%	4%	9%	12%	7%	4%	9%	9%	
	Hotel Nikko Guam		6%		6%	12%	5%	7%	12%	7%	
	Onward Beach Resort		6%	8%		3%	5%	5%	12%	7%	
	Pacific Bay Hotel		5%	4%	3%	6%	2%	7%	6%	7%	15%
	PIC Club		5%	4%		3%	12%	5%	3%	5%	5%
	Hotel Santa Fe		5%	8%	6%	6%		2%	3%	5%	
	Fiesta Resort Guam		4%	4%	12%		5%	4%	9%		
	Grand Plaza Hotel		3%	8%	3%		5%	7%		2%	10%
	Westin Resort Guam		3%		3%	9%		2%		5%	
	Royal Orchid Guam		2%	4%			7%		6%		5%
	Holiday Resort Guam		2%	8%	3%			5%		2%	
	Hyatt Regency Guam		2%			3%	5%			7%	
	Guam Marriott Resort		2%			3%	2%		3%	7%	
	Other		2%		3%		7%			2%	
	Sheraton Laguna Guam		2%	4%		6%		2%	3%	2%	
	Hilton Guam Resort		1%		3%	3%	2%			5%	
	Leo Palace Resort		1%					2%	3%	2%	
	Condo		1%			3%		2%			
	Tumon Bay Capital Hotel		0%								5%
	Total	Count	351	24	33	33	41	55	33	44	20
l	i o car	Jount		24			41	55		++	20



Travel Motivation - Top Responses





Most Important Reason for Choosing Guam

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



Motivation by Age & Gender

			TOTAL		AG	GENDER			
			-	18-24	25-34	35-49	50+	Male	Female
Q5A	Natural beauty		62%	65%	59%	58%	63%	55%	69%
	Pleasure		49%	55%	44%	40%	42%	37%	61%
	Short travel time		46%	41%	45%	56%	58%	42%	49%
	Shopping		35%	38%	38%	20%	32%	25%	44%
	Relax		30%	24%	37%	38%	37%	29%	31%
	Price		28%	34%	19%	24%	32%	25%	31%
	Previous trip		27%	16%	31%	53%	47%	32%	22%
	Recomm- friend/family/trvl agnt		25%	34%	17%	11%	11%	20%	30%
	Safe		22%	19%	18%	35%	26%	26%	18%
	Water sports		21%	24%	21%	20%	5%	19%	24%
	Company/ Business Trip		6%	4%	9%	11%	5%	7%	6%
	Scuba		6%	4%	9%	7%	11%	10%	2%
	Other		5%	7%		2%	5%	3%	7%
	Honeymoon		3%	2%	8%	4%		5%	1%
	Married/ Attn wedding		3%	1%	8%	5%		5%	2%
	Visit friends/ Relatives		2%	4%		2%		3%	2%
	Organized sports		2%	3%	1%			2%	2%
	Golf		2%			4%	21%	2%	1%
	Company Sponsored		1%		3%	2%		1%	1%
	Career Cert/ Testing		1%	1%	1%			1%	
	Total	Count	351	192	78	55	19	177	174



Motivation by Income

			TOTAL	Q26							
			-	<y2.0 million<="" td=""><td>Y2.0M-Y3.0M</td><td>Y3.0M-Y4.0M</td><td>Y4.0M-Y5.0M</td><td>Y5.0M-Y7.0M</td><td>Y7.0M-Y10.0M</td><td>Y10.0M+</td><td>No Income</td></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q5A	Natural beauty		62%	67%	61%	70%	61%	53%	67%	64%	45%
	Pleasure		49%	50%	45%	45%	46%	55%	52%	50%	30%
	Short travel time		46%	29%	58%	52%	51%	44%	52%	66%	25%
	Shopping		35%	46%	42%	45%	39%	27%	36%	30%	20%
	Relax		30%	29%	36%	24%	29%	36%	36%	27%	15%
	Price		28%	33%	33%	24%	22%	29%	36%	16%	40%
	Previous trip		27%	8%	24%	18%	27%	35%	42%	36%	30%
	Recomm- friend/family/trvl agnt		25%	21%	12%	30%	29%	29%	15%	20%	40%
	Safe		22%	21%	21%	18%	27%	22%	30%	25%	30%
	Water sports		21%	25%	21%	24%	29%	13%	21%	27%	10%
	Company/ Business Trip		6%	8%	9%	9%	7%	7%	3%	2%	5%
	Scuba		6%		3%	9%	12%	4%	12%	7%	5%
	Other		5%	8%		3%	2%	4%	9%	7%	10%
	Honeymoon		3%		3%	9%	10%	4%			5%
	Married/ Attn wedding		3%	4%	6%		2%	2%	6%	5%	
	Visit friends/ Relatives		2%					2%	6%		10%
	Organized sports		2%					4%	6%		
	Golf		2%				5%	2%	3%	5%	
	Company Sponsored		1%			3%		2%	3%		
	Career Cert/ Testing		1%				2%	2%			
	Total	Count	351	24	33	33	41	55	33	44	20



SECTION 3 EXPENDITURES

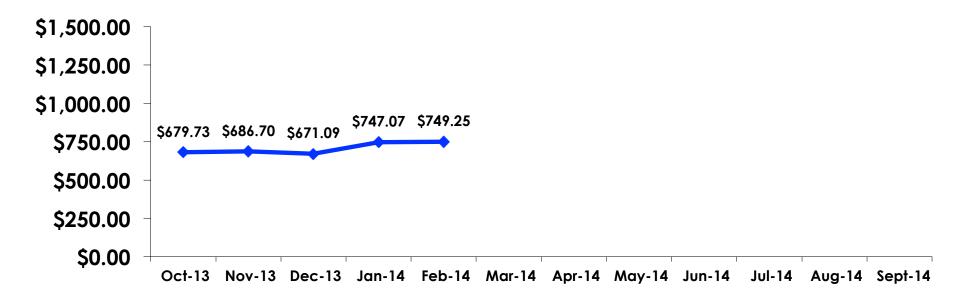


Prepaid Expenditures ¥102.07/US\$1

- \$1,325.69 = overall mean average prepaid expense (for entire travel party size) by respondent
- $\$0 = \min(1 \text{ minimum (lowest amount recorded for the entire sample)})$
- \$14,696 = maximum (highest amount recorded for the entire sample)
- \$749.25 = overall mean average <u>per person</u> prepaid expenditures



Prepaid Expenditures Per Person



YTD=\$706.78



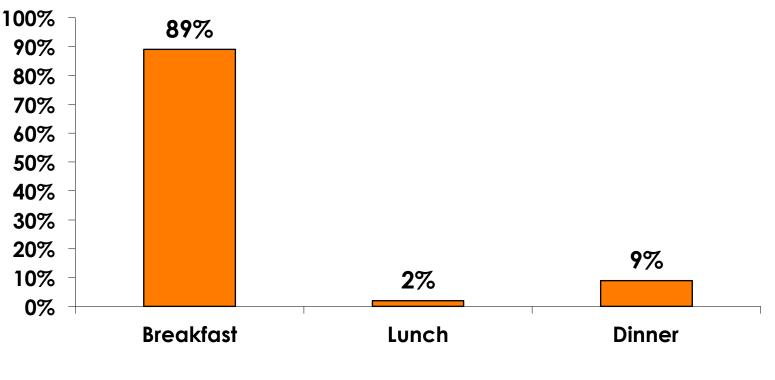
Breakdown of Prepaid Expenditures ¥102.07=\$1

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

	MEAN \$
Air & Accommodation package only	\$1,206.37
Air & Accommodation w/ daily meal package	\$2,192.19
Air only	\$1,119.11
Accommodation only	\$608.18
Accommodation w/ daily meal only	\$1,469.58
Food & Beverages in Hotel	\$14.70
Ground transportation – Japan	\$108.42
Ground transportation – Guam	\$38.21
Optional tours/ activities	\$280.20
Other expenses	\$273.58
Total Prepaid	\$1,325.69



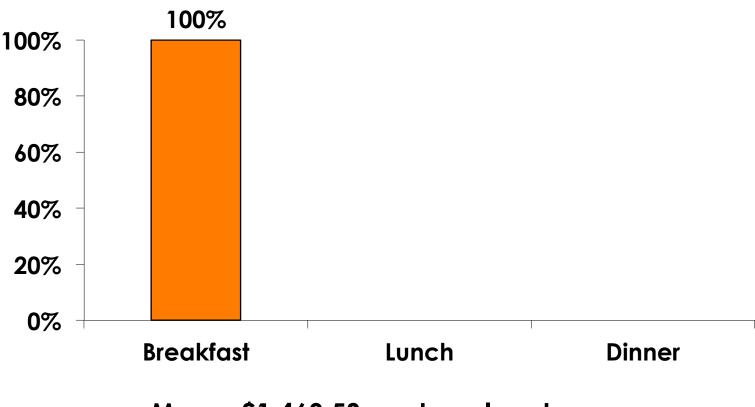
Prepaid Meal Breakdown Air/ Accommodations with Daily Meal Package n=45



Mean=\$2,192.19 per travel party

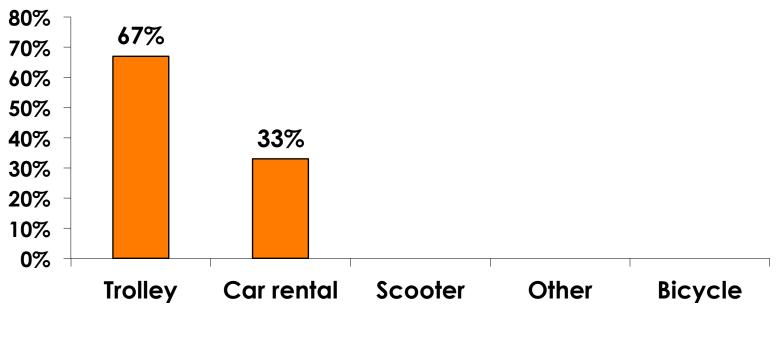


Prepaid Meal Breakdown Accommodations with Daily Meal Package N=1





Prepaid Ground Transportation n=3



Mean=\$38.21 per travel party

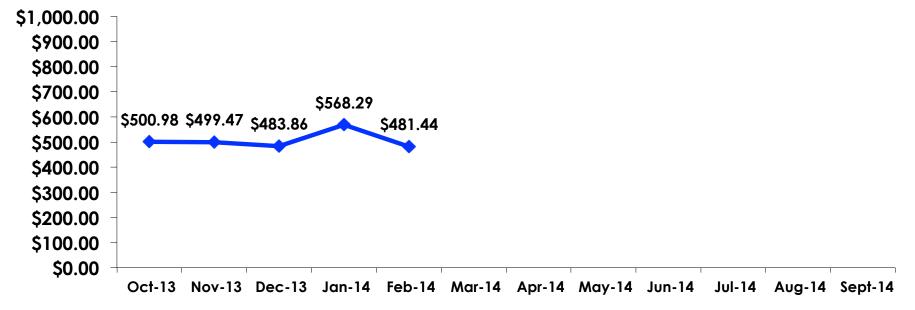


On-Island Expenditures

- \$713.53 = overall mean average on-island expense (for entire travel party size) by respondent
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$10,000 = Maximum (highest amount recorded for the entire sample)
- \$481.44 = overall mean average <u>per person</u> onisland expenditure



On-Island Expenditures Per Person

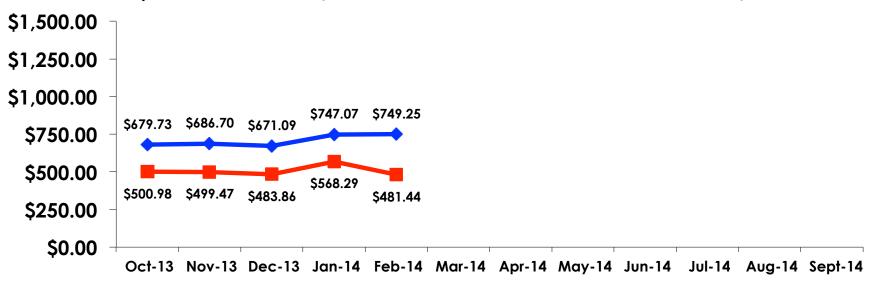


YTD = \$506.79



Prepaid/ On-Island Expenditures Per Person

Prepaid YTD = \$706.78 On-Island YTD = \$506.79







Total On-Island Expenditure by Gender & Age

	TOTAL GENDER						GENDER									
						Ma	le		Female							
						AG	ε		AGE							
		-	Male	Female	18-24	25-34	35-49	50+	18-24	25-34	35-49	50+				
PER PERSON	Mean	\$481.44	\$423.62	\$540.26	\$328.16	\$555.56	\$405.66	\$638.61	\$438.01	\$643.26	\$967.20	\$893.81				
	Median	\$380	\$350	\$400	\$300	\$400	\$342	\$670	\$300	\$500	\$600	\$600				
	Minimum	\$0	\$0	\$0	\$0	\$0	\$0	\$125	\$0	\$100	\$63	\$210				
	Maximum	\$3,600	\$3,500	\$3,600	\$1,000	\$3,500	\$2,000	\$1,500	\$3,600	\$2,000	\$2,700	\$2,500				



On-Island Expenditure Categories by Gender & Age

		TOTAL	GEN	DER		AGE				
		-	Male	Female	18-24	25-34	35-49	50+		
F&B HOTEL	Mean	\$38.78	\$35.71	\$41.90	\$11.57	\$48.18	\$110.47	\$77.89		
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
F&B FF/STORE	Mean	\$22.91	\$24.35	\$21.45	\$21.36	\$17.24	\$35.65	\$30.26		
	Median	\$0	\$0	\$0	\$0	\$0	\$20	\$0		
F&B RESTRNT	Mean	\$66.40	\$84.66	\$47.83	\$37.79	\$72.68	\$122.80	\$186.32		
	Median	\$0	\$0	\$0	\$0	\$0	\$100	\$80		
OPT TOUR	Mean	\$84.05	\$105.46	\$62.27	\$47.33	\$92.12	\$142.71	\$267.37		
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
GIFT- SELF	Mean	\$129.11	\$119.79	\$138.59	\$95.28	\$173.14	\$182.18	\$168.42		
	Median	\$0	\$0	\$10	\$0	\$0	\$50	\$0		
GIFT- OTHER	Mean	\$120.65	\$123.55	\$117.70	\$71.66	\$119.17	\$147.45	\$587.11		
	Median	\$30	\$20	\$50	\$30	\$23	\$100	\$100		
TRANS	Mean	\$15.97	\$22.38	\$9.45	\$7.32	\$16.79	\$43.58	\$24.74		
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
OTHER	Mean	\$235.80	\$213.13	\$258.86	\$131.56	\$264.15	\$316.07	\$934.74		
	Median	\$0	\$0	\$0	\$0	\$0	\$20	\$5		
TOTAL	Mean	\$713.53	\$728.71	\$698.09	\$423.20	\$803.15	\$1,102.75	\$2,276.84		
	Median	\$440	\$450	\$408	\$300	\$500	\$1,000	\$1,500		



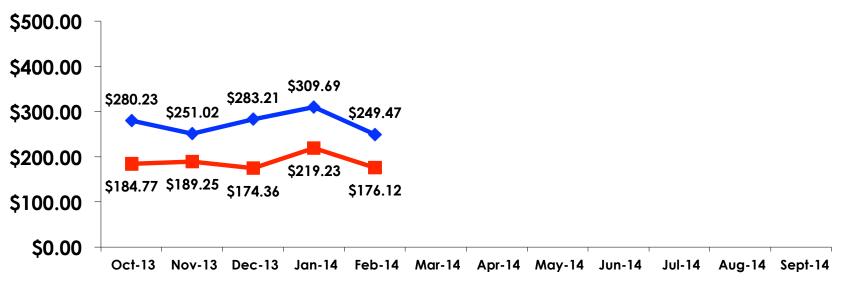
On-Island Expenditures First Timers & Repeaters

		TOTAL	TRIPS T	O GUAM
		-	1st	Repeat
F&B HOTEL	HOTEL Mean		\$29.89	\$54.46
	Median	\$0	\$0	\$0
F&B FF/STORE	Mean	\$22.91	\$21.59	\$25.24
	Median	\$0	\$0	\$0
F&B RESTRNT	Mean	\$66.40	\$51.73	\$92.28
	Median	\$0	\$0	\$0
OPT TOUR	Mean	\$84.05	\$76.03	\$98.19
	Median	\$0	\$0	\$0
GIFT- SELF	Mean	\$129.11	\$118.11	\$148.52
	Median	\$0	\$9	\$0
GIFT- OTHER	Mean	\$120.65	\$97.72	\$161.10
	Median	\$30	\$50	\$0
TRANS	Mean	\$15.97	\$9.20	\$27.91
	Median	\$0	\$0	\$0
OTHER	Mean	\$235.80	\$248.07	\$214.17
	Median	\$0	\$0	\$6
TOTAL	Mean	\$713.53	\$651.99	\$822.06
	Median	\$440	\$400	\$500



On-Island Expenditures Per Day

Travel Party YTD = \$274.68 Per Person YTD = \$188.71





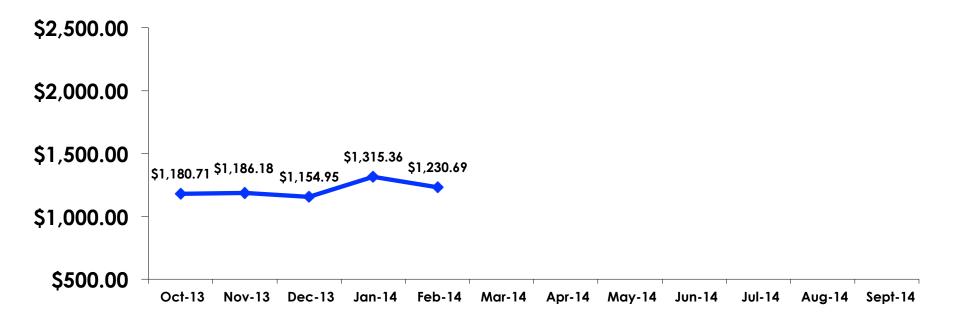


Total Expenditures Per Person (Prepaid & On-Island)

- \$1,230.69 = overall average
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$4,606 = Maximum (highest amount recorded for the entire sample)



Total Expenditures Per Person



YTD=\$1,213.57

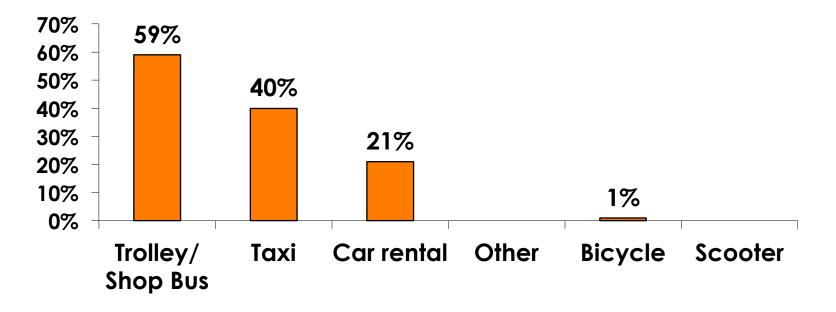


Breakdown of On-Island Expenditures

	MEAN \$
Food & beverage in a hotel	\$38.78
Food & beverage in fast food restaurant/ convenience store	\$22.91
Food & beverage at restaurants or drinking establishments outside a hotel	\$66.40
Optional tours and activities	\$84.05
Gifts/ souvenirs for yourself/companions	\$129.11
Gifts/ souvenirs for friends/family at home	\$120.65
Local transportation	\$15.97
Other expenses not covered	\$235.80
Average Total	\$713.53



Local Transportation n=80



Mean=\$15.97 per travel party



Guam Airport Expenditures

- \$33.58 = Mean
- \$3 = Median
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$2,500 = Maximum (highest amount recorded for the entire sample)



Breakdown of Airport Expenditures

	MEAN \$
Food & Beverages	\$6.67
Gifts/Souvenirs Self	\$17.33
Gifts/Souvenirs Others	\$9.58
Total	\$33.58



<u>SECTION 4</u> VISITOR SATISFACTION

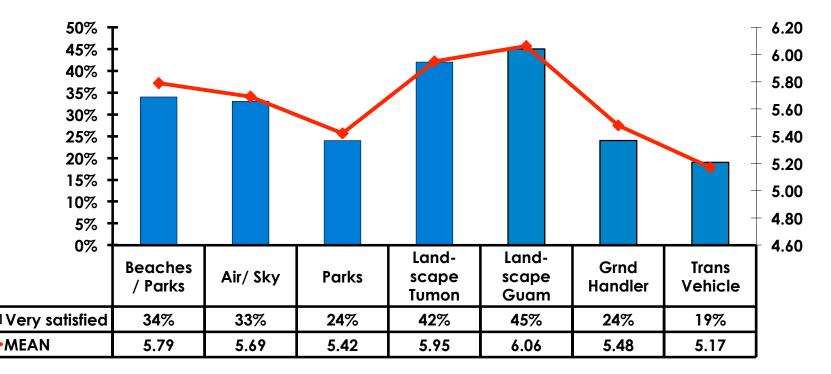


Satisfaction Scores Overall 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



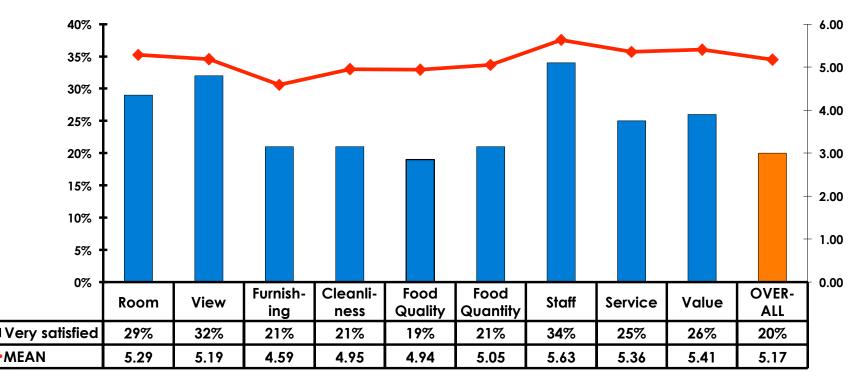


Satisfaction Quality/ Cleanliness 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



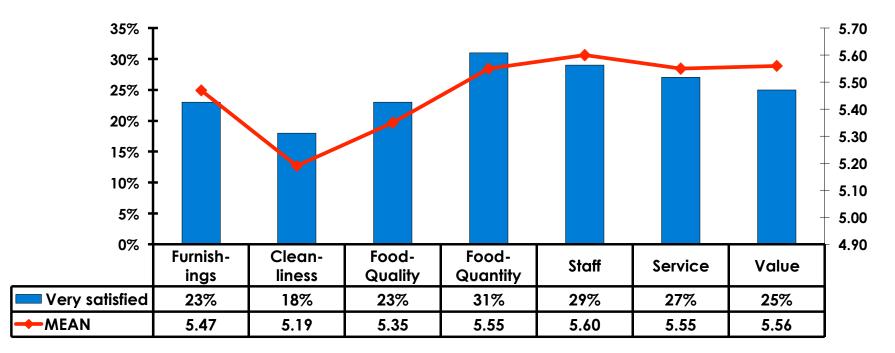


Quality of Accommodations 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied



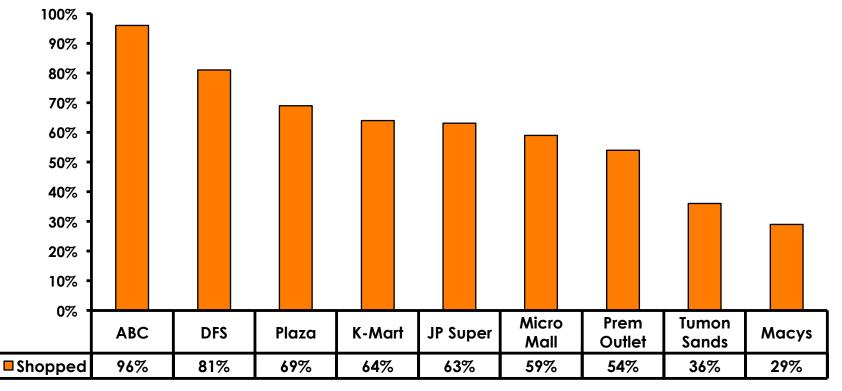


Quality of Dining Experience 7pt Rating Scale 7=Very Satisfied/1=Very Dissatisfied





Visits to Shopping Centers/Malls on Guam Top responses



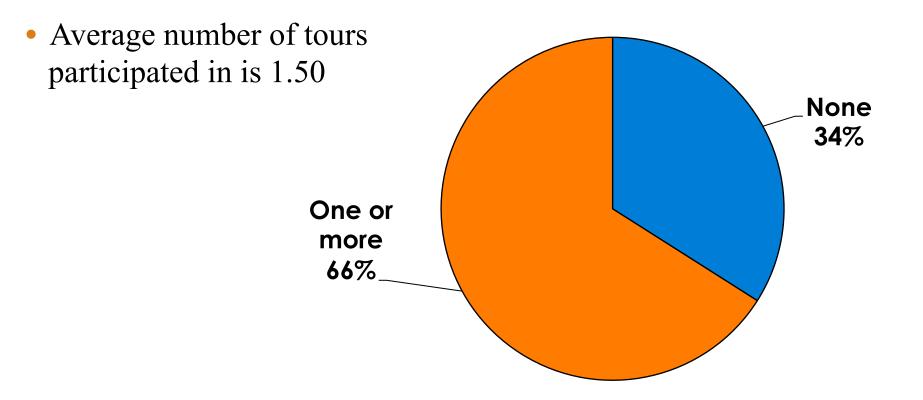


Satisfaction with Shopping 7pt Rating Scale 7=Very Satisfied/ 1=Very Dissatisfied

Quality of Shopping	Variety of Shopping
Score of 6 to 7 = 58%	Score of 6 to 7 = 58%
Score of 4 to 5 = 38%	Score of 4 to 5 = 37%
Score 1 to 3 = 4%	Score 1 to 3 = 5%
MEAN = 5.59	MEAN = 5.54

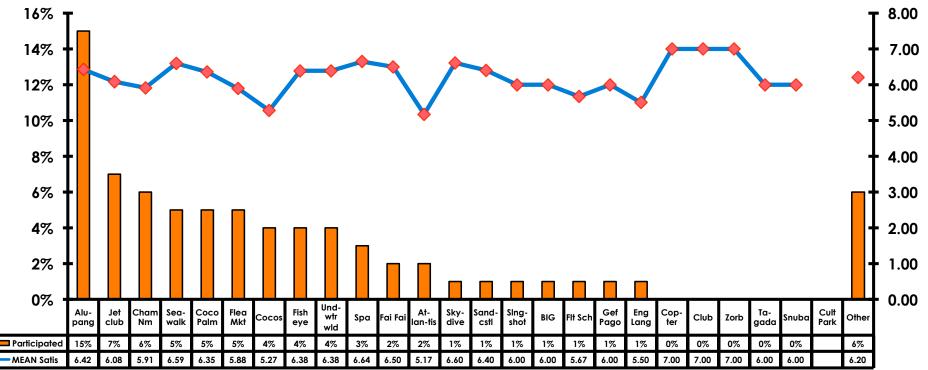


Optional Tour Participation





Optional Tours Participation & Satisfaction





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

Quality of Day Tour	Variety of Day Tour
Score of 6 to 7 = 59%	Score of 6 to 7 = 58%
Score of 4 to 5 = 39%	Score of 4 to 5 = 40%
Score 1 to 3 = 2%	Score 1 to 3 = 2%
MEAN = 5.68	MEAN = 5.59

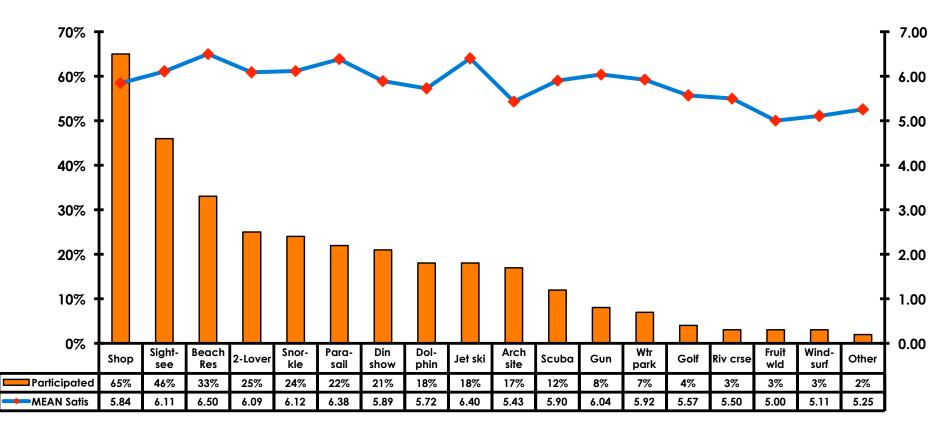


Night Tours Satisfaction 7pt Rating Scale 7=Very Satisfied/ 1=Very Dissatisfied

Quality of Night Tour	Variety of Night Tour
Score of 6 to 7 = 34%	Score of 6 to 7 = 33%
Score of 4 to 5 = 63%	Score of 4 to 5 = 66%
Score 1 to 3 = 2%	Score 1 to 3 = 1%
MEAN = 4.99	MEAN = 4.95

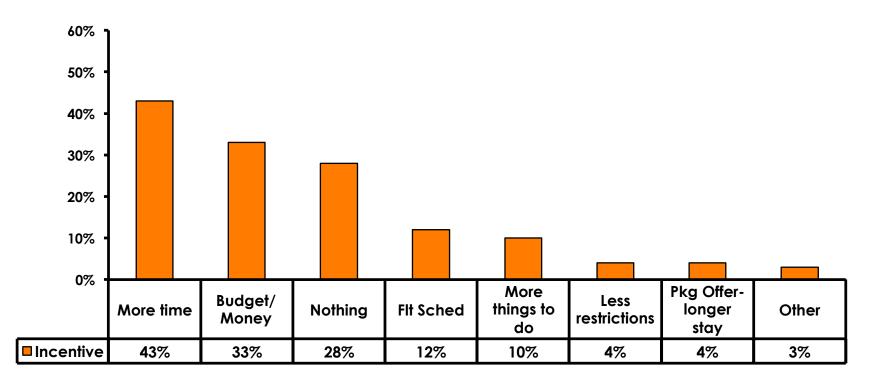


Satisfaction with Other Activities

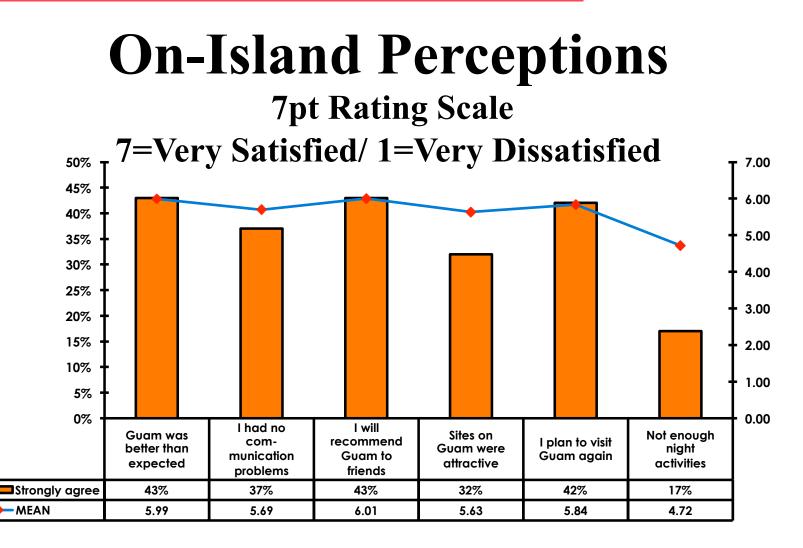




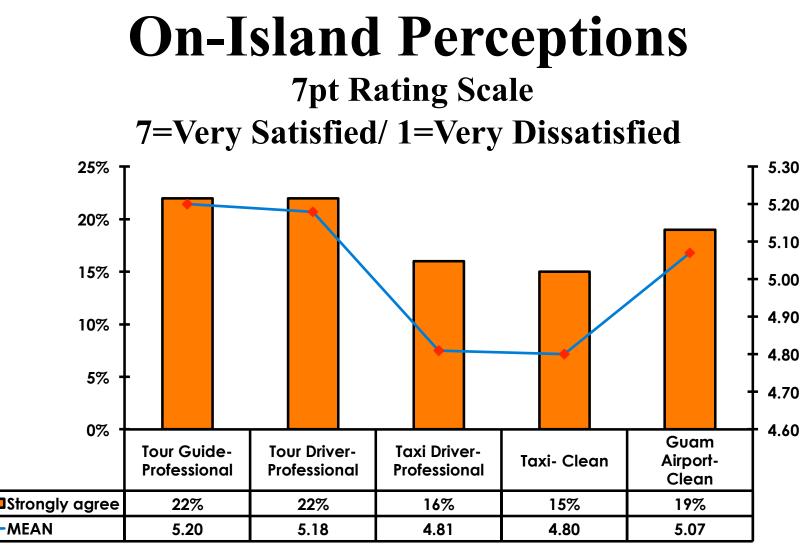
What would it take to make you want to stay an extra day in Guam?









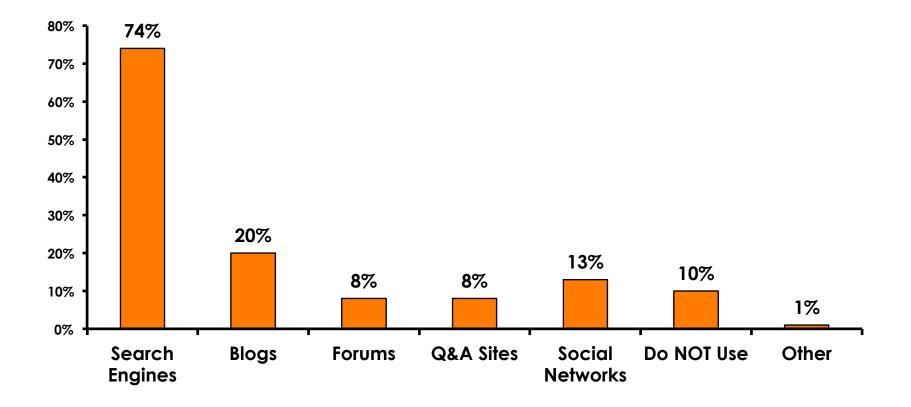




<u>SECTION 5</u> PROMOTIONS

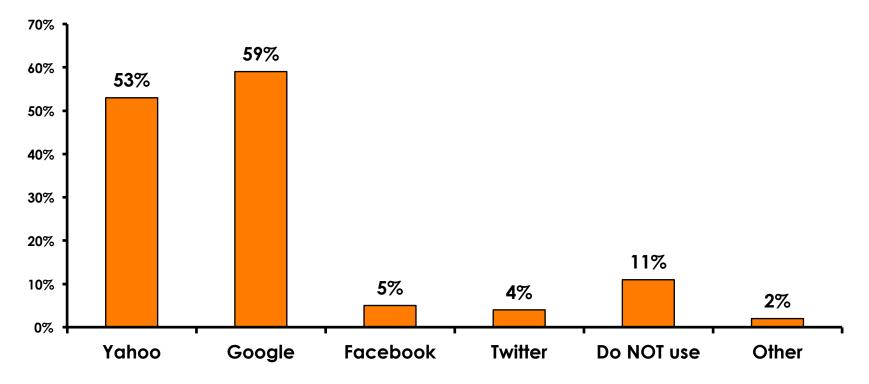


Internet- Guam Sources of Info



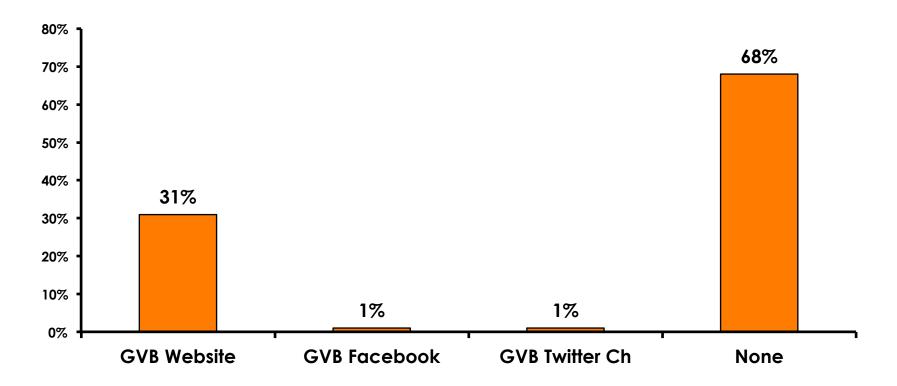


Internet- Things To Do Sources of Info



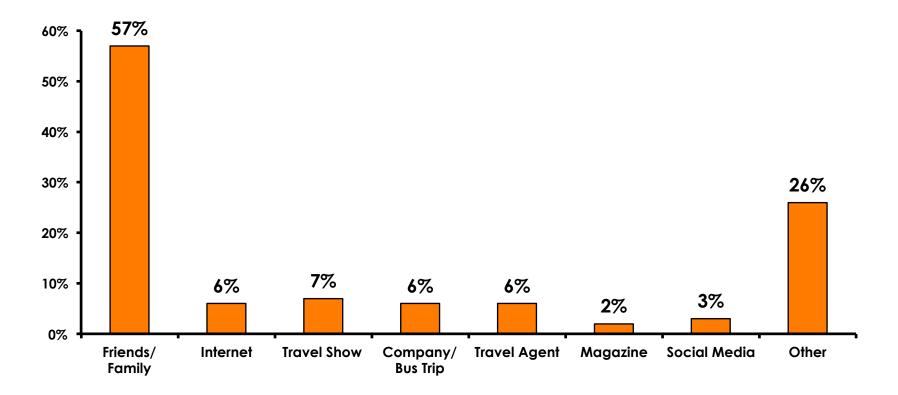


Internet- GVB Sources



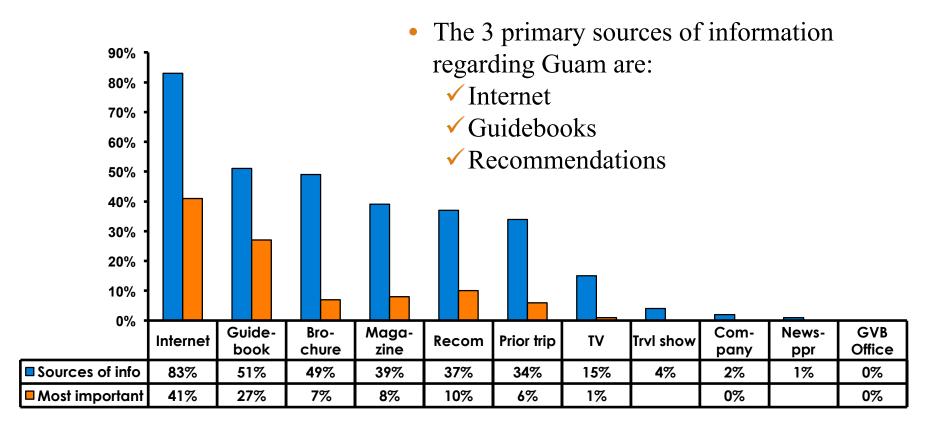


Travel Motivation- Info Sources



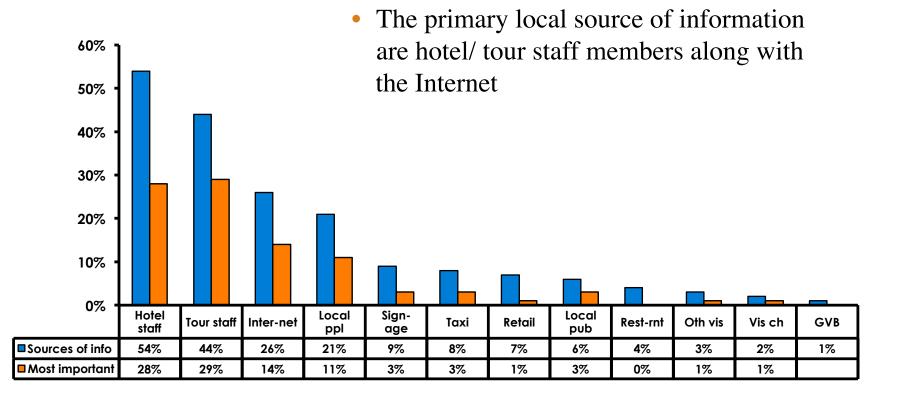


Sources of Information Pre-arrival



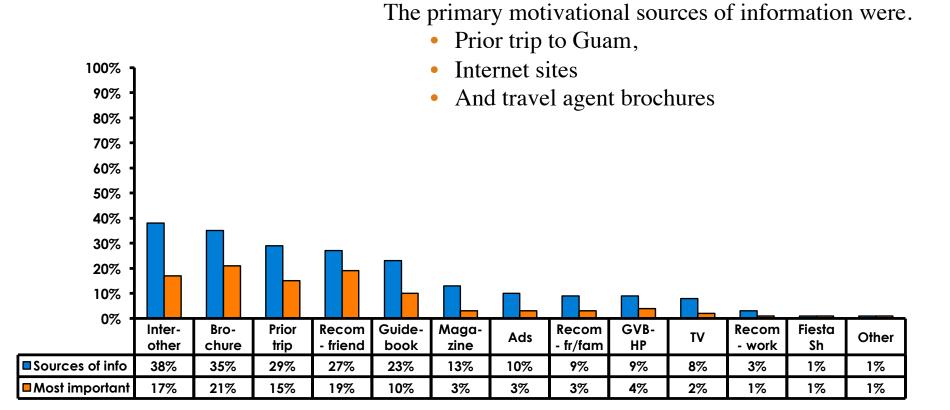


Sources of Information Post-arrival





Sources of Information - Motivation

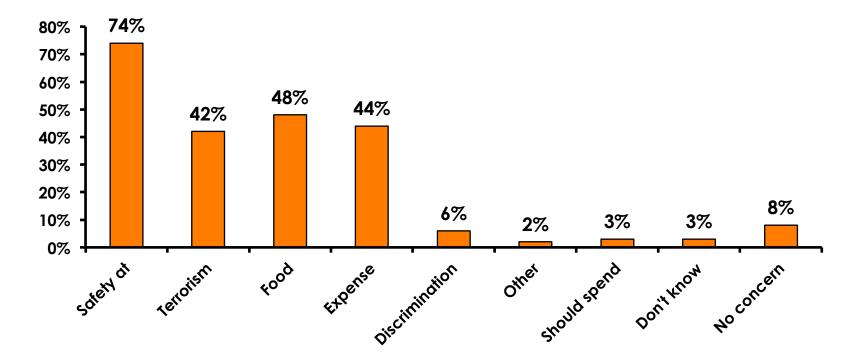




<u>SECTION 6</u> OTHER ISSUES



Concerns about travel outside of Japan - Overall



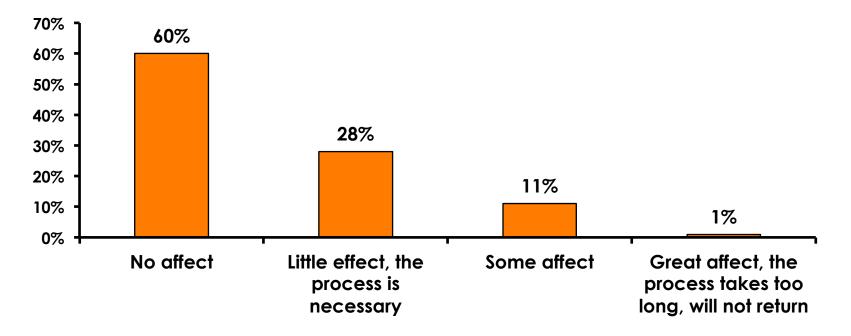


Concerns about travel outside of Japan - By Age & Income

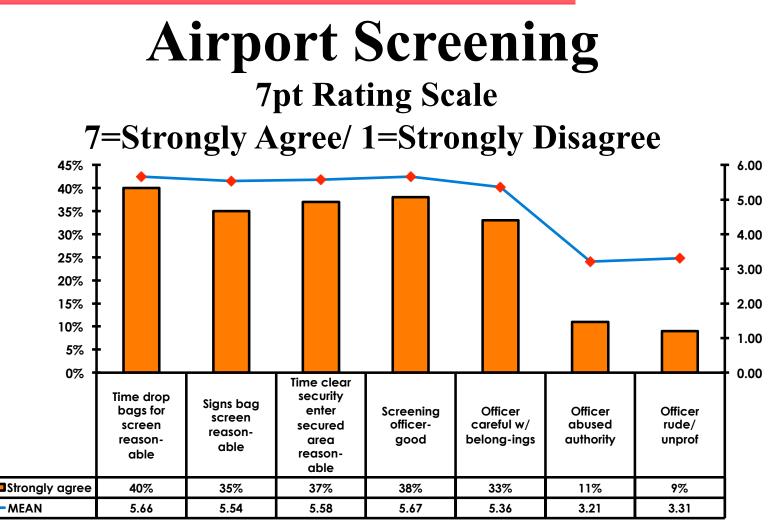
		TOTAL		AC	ε		Q26								
			-	18-24	25-34	35-49	50+	<y2.0 million<="" td=""><td>Y2.0M-Y3.0M</td><td>Y3.0M-Y4.0M</td><td>Y4.0M-Y5.0M</td><td>Y5.0M-Y7.0M</td><td>Y7.0M-Y10.0M</td><td>Y10.0M+</td><td>No Income</td></y2.0>	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income
Q21	Safety		74%	76%	76%	65%	68%	79%	85%	70%	73%	71%	70%	70%	65%
	Food		48%	51%	44%	45%	37%	46%	55%	33%	56%	55%	48%	41%	25%
	Expense		44%	49%	36%	42%	26%	63%	58%	24%	59%	40%	48%	34%	40%
	Terrorism		42%	38%	55%	38%	47%	38%	52%	52%	39%	47%	39%	39%	35%
	No concerns		8%	6%	8%	15%	16%	4%	9%	3%	12%	7%	12%	14%	15%
	Discrimination against Japanese		6%	8%	4%	5%		4%	12%	12%	5%	5%	3%	5%	
	Don't know		3%	3%	3%	2%	11%	4%	3%			2%	6%		
	Should spend at home		3%	3%	3%	2%		8%	6%	6%	2%	2%			5%
	Other		2%	3%		2%		4%	3%	3%			6%		
	Total C	Count	351	192	78	55	19	24	33	33	41	55	33	44	20



Security Screening/ Immigration Process at Guam International Airport

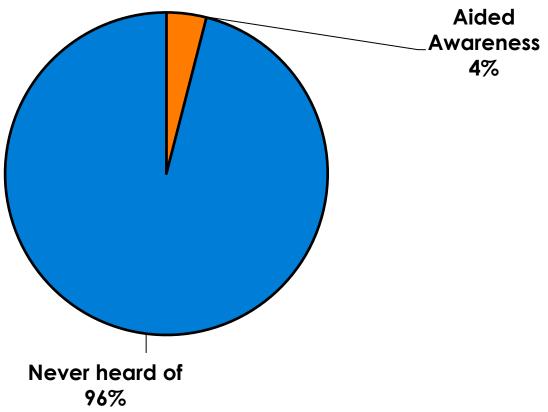








Shop Guam Festival





Shop Guam Festival - Impact n=12

