

TAIWAN MARKETING COMMITTEE (TMC) MEETING MINUTES

Thursday, January 4, 2024 at 11:00 a.m. via GoToMeeting
www.gotomeet.me/GUAMVISITORSBUREAU/tmc-meeting

**online attendance*

<p><u>Members Present:</u></p> <ol style="list-style-type: none"> 1. TMC Chairman - Milton Morinaga 2. The Tsubaki Tower - Hiromi Matsuura* 3. Sentry Hospitality - Valerie Carbullido* 4. Pacific Islands Club - Koji Nagano* 5. LeoPalace Resort Guam - Keiko Takano* 6. Dusit Thani Guam - Miwa Bravo* 7. The Tsubaki Tower - Hiromi Matsuura* 	<p><u>Members Absent:</u></p> <ol style="list-style-type: none"> 1. Fish Eye Marine Park - Akihiro Tani 2. Hilton Guam Resort & Spa - Echo Man 3. Wyndham Garden Guam/ Days Inn - Sunardi Li 4. The Westin Resort Guam - Yoshi Otani 5. Lotte Hotel Guam - Elisha Lee 6. Hyatt Regency Guam - Jane Koo 7. Guam Reef Hotel - Yuki Toshida 8. GNC Guam - Edward Lu 9. Tasi Global Consulting - Jenny Yang 10. Crowne Plaza Resort Guam - Keiko Deliguin 11. Skydive Guam - Yayue Zhao 12. Hotel Nikko Guam - Jenny Cheon 13. HIS Guam Inc. - Neil Urbano 14. David Tydingco - Valley of the Latte 15. Pacific Star Resort & Spa - Jessica Chan 16. University of Guam - Carlos Taitano 17. GEDA - Ed Camacho 18. Guam International Airport Authority - Rolenda Faassuamalie
<p><u>Guests/Observers Present:</u></p> <ol style="list-style-type: none"> 1. 	<p><u>GVB Board/Management/Staff Present:</u></p> <ol style="list-style-type: none"> 1. Director of Global Marketing - Nadine Leon Guerrero 2. Senior Marketing Manager - Gabbie Franquez 3. Marketing Manager - Regina Bocatija 4. Web & IT Coordinator Assistant - Mike Arroyo <p><u>Guam Taiwan Office Staff Present:</u></p> <ol style="list-style-type: none"> 1. Guam Affairs Director - Felix Yen*

1. CALL TO ORDER

GVB Director of Global Marketing Ms. Nadine Leon Guerrero began the meeting at 11:01 a.m.

2. REPORT OF MANAGEMENT

Ms. Leon Guerrero shared that the GVB delegation completed their visit to Taiwan to meet with four (4) airline partners: China Airlines, Eva Air, Starlux, and Tigerair. She added that the trip went well and GVB was able to present airline incentives along with the Guam airport offerings. GVB is expected to see movements in Q2 or Q3 of FY24.

December 2023



December 1-23, 2023

Total: 51,698 (+32.2%)

% Market Mix	Origin	2019	2022	2023	% to LY
0.3%	Taiwan	1,445	73	144	97.3%
58.1%	Korea	54,545	26,372	30,045	13.9%
23.6%	Japan	42,504	2,825	12,211	332.2%
10.66%	US/Hawaii	5,316	5,559	5,511	-0.9%
1.5%	Philippines	992	948	756	-20.3%
0.4%	China	448	49	184	275.5%
0.1%	Hong Kong	163	48	55	14.6%

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

Note: December 2023 Daily Arrivals reflect Civilian Air arrivals only

Ms. Gabbie Franquez shared arrival statistics from December 1-23, 2023 compiled by GVB which is also available on our website: <https://www.guamvisitorsbureau.com/>

Calendar Year 2023



January - December 23, 2023

Total: 634,495 (+104.4%)

% Market Mix	Origin	2019	2022	2023	% to LY
0.9%	Taiwan	27,657	571	5,580	877.2%
56.9%	Korea	736,389	182,267	360,985	98.1%
20.3%	Japan	659,512	20,287	128,609	533.9%
12.9%	US/Hawaii	89,175	68,595	82,068	19.6%
2.1%	Philippines	20,062	8,341	13,168	57.9%
0.4%	China	11,359	516	2,690	421.3%
0.1%	Hong Kong	5,069	225	787	249.8%

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

Note: December 2023 Daily Arrivals reflect Civilian Air arrivals only

Ms. Franquez added that the Taiwan visitor arrivals are finding their way to Guam, despite no direct air service at this time. The numbers are also attributed to the 2023 CNY charter flights, as well as the charter flights launched from April-August 2023.



Fiscal Year 2024



October 2023 - December 23, 2023

Total: 166,659 (+40.9%)

% Market Mix	Origin	2019	2023	2024	% to LY
0.3%	Taiwan	5,599	230	501	117.8%
55.3%	Korea	183,832	79,909	92,202	15.4%
25.5%	Japan	155,351	8,446	42,446	402.6%
11.0%	US/Hawaii	16,676	17,304	18,413	6.4%
1.9%	Phillippines	5,755	3,113	3,178	2.1%
0.5%	China	2,112	161	862	435.4%
0.1%	Hong Kong	702	108	208	92.6%

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

Note: December 2023 Daily Arrivals reflect Civilian Air arrivals only

Ms. Franquez shared that GVB expects to see arrival numbers to grow this year, with all the work GVB is doing in market to get direct air service back between Guam and Taiwan.

3. MARKET UPDATES

Market Intelligence: Airline Updates



Current Route in Operation: (January 2024)


China Airlines CHINA AIRLINES

- See next page for January operations schedule
- China Airlines hasn't provided further schedule

Eva Air

- Tokyo, Osaka, Seoul, Hanoi, BKK, Manila, Jakarta, Bali, Singapore, Ho Chi Minh City, LA, San Francisco, New York, Vancouver, London, Hong Kong, Macao, Paris, Seattle - Daily
- Kuala Lumpur, Brisbane - Three flights per week

Starlux Airlines

- Macau - Daily 
- Penang - Daily
- Bangkok - Daily
- Osaka - Daily
- Tokyo - Daily
- Kuala Lumpur - Daily
- Ho Chi Minh City - Daily
- Manila - 5 flights per week: Monday, Wednesday, Thursday, Friday, Saturday
- Singapore - Daily



Market Intelligence: Airline News



CI January Operation Schedule :



Location					
North America	Operation Schedule	Southeast Asia	Operation Schedule	Southeast Asia	Operation Schedule
Los Angeles	Daily	Bangkok	Daily	Ho Chi Minh City	Daily
Ontario	Daily	Singapore	Daily	Hanoi	Daily
San Francisco	Daily	Jakarta	Daily	Manila	Daily
Vancouver	Daily	Kuala Lumpur	Daily	Phnom Penh	5 flights/week
New York	4 flights/week	Penang	Daily	Yangon	3 flights/week
		Palau	2 flights/week	Bali	Daily
		Chiang Mai	4 flights/week	Da Nang	Daily
		Cebu	5 flight/week	Brunei	3 flights/week

Market Intelligence: Airline News



CI January Operation Schedule :



Location							
Europe	Operation Schedule	Oceania	Operation Schedule	Northeast Asia	Operation Schedule	Northeast Asia	Operation Schedule
Amsterdam	4 flights/week	Sydney	5 flights/week	Nagoya	Daily	Busan	Daily
Frankfurt	Daily	Melbourne	5 flights/week	Fukuoka	Daily	Okinawa	Daily
London (Heathrow)	4 flights/week	Brisbane	6 flights/week	Osaka	Daily	Hokkaido	Daily
Roma	3 flights/week			Tokyo(HND)	Daily	Takamatsu	5 flights/week
Vienna	4 flights/week			Tokyo(NRT)	Daily	Hiroshima	4 flights/week
Prague	2 flights/week			Seoul(ICN)	Daily	Hong Kong	Daily
				Seoul(GMP)	3 flights/week	Shanghai	Daily

Taiwan Votes 2024: The best and worst case scenarios for the island's foreign policy and cross-strait ties

- On January 13th, close to 20 million Taiwanese will be voting for their next president. Their selection will have an impact on regional and global stability as relations between Taiwan and China are at a major geopolitical flashpoint.
- The frontrunner is Mr William Lai Ching-te of the ruling Democratic Progressive Party (DPP), which is seen as more independence-leaning, while his closest rival is Mr Hou Yu-ih of the Kuomintang (KMT), which is seen as more Beijing-friendly.
- A survey by My Formosa released on December 28th found support for Mr. Lai at 40 per cent, and support for Mr Hou at 28.9 per cent. Support for the third candidate, Dr Ko Wen-je of the Taiwan People's Party (TPP), was 17.6 per cent.



(from left) Presidential candidates Ko Wen-je, Lai Ching-te and Hou Yu-ih



4. OLD BUSINESS

PR/AD Update

Meeting with Vietjet's Agency in Taiwan

- Date: Nov 28
- Vietjet's Agency in Taiwan invited GVB to visit their recently relocated new office.
- During the visit, GVB engaged in discussions with the agency regarding the potential of a direct flight from Taiwan to Guam.
- It was highlighted that the FA Certification required for this route is currently pending licensing and the process is underway.



Group photo of Felix, Sandy Su (right), and Kenny Tao (left), Manager of Taiwan general agent of Vietjet



Group photo of Felix and Mr. Tao, Shih-Lung, the CEO of Vietjet's general agent in Taiwan.



KATA Kaohsiung International Travel Fair Opening Ceremony

- Date: Dec 1
- GVB was invited to attend Kaohsiung International Travel Fair which is held by the Kaohsiung Association of Travel Agents.
- Mr. Audrey Tung, the Director of Ministry of Digital Affairs, as well as Mr. Chi-Mai Chen, the mayor of Kaohsiung City both attended the ceremony to show government support to the tourism industry.
- During the opening ceremony, GVB met with airline representatives and travel agents to discuss future cooperation.



27th Anniversary Council of Indigenous Peoples (CIP) Music Concert

- Date: Dec 10
- GVB was invited by the Council of Indigenous Peoples to attend the 27th Anniversary Music Concert of CIP in New Taipei City.
- GVB actively engaged in networking and building positive relationships with the Council of Indigenous Peoples.
- CIP continues to receive support from indigenous people and various domains, aiming to explore human and indigenous rights.



PR/AD Update



Discover America Committee in Taiwan (DAC) 2023 Year End Party

- Date: Dec 12
- The DAC Chairwoman shared that from January to October this year, the total outbound travelers from Taiwan to the U.S. are 80% of the total travel amounts in 2019, which indicates a good sign for Taiwan-US tourism.
- GTO sponsored three (3) gifts for a lucky draw to show support for DAC.
- Way Travel's, Nonie Chung, expressed interest in exploring opportunities with their tour operation on Guam, if local rental cars may have a viable amount of vehicles for visitors. The travel agency views Guam as an appealing destination for this activity, considering its relatively uncomplicated traffic conditions.



Ms. Franquez shared that this event was one of many year-end gatherings that GVB attended in the month of December to show support.

PR/AD Update



Taiwan Visitors Association (TVA) 67th Anniversary Reception

- Date: Dec 13
- The Taiwan Visitors Association celebrated its 67th anniversary and invited travel agents, airlines, and foreign visitor bureaus to attend the event.
- GVB and several key officials were invited to the event, indicating that the Taiwan government places high value in maintaining relationships.
- During the reception, GVB networked with travel agents and airlines representatives to seek for future corporations.



Felix, Commercial Officer of AIT, Clint Brewer, and Lynn Kao

Felix, VP of EVA Air, Garry Wang, and Chairman of Phoenix Travel, Wei-Yao Chang

PR/AD Update



2023 Taiwan Electrical and Electronic Manufacturers' Association (TEEMA) Global Networking Forum

- Date: Dec 15
- GVB participated in the forum, which is the largest event encouraging Taiwanese electronic companies to invest in the US, Canada, and Mexico.
- GVB actively displayed MICE information at the table mart to introduce MICE tourism to event attendees and TEEMA's 3,006 members.
- During the forum, representatives from governments and industries emphasized the same direction for Taiwanese companies. Given the competition between the US and China, it is crucial for these companies to mitigate risks by establishing factories in various locations.
- Locations near the US provide proximity to the market and offer tax benefits. With Guam as a US territory, GVB may provide leverage and engage with trade partners, encouraging them to choose Guam for Foreign Direct Investment as well as MICE tourism for companies.



GVB Delegation Meetings with Airline Partners



- Date: Dec 18 - Dec 19, 2024
- A GVB delegation participated in overseas meetings in Taiwan with four (4) airline partners to discuss operating direct flights from Taiwan to Guam and GVB's Airline Incentive Program.
- GVB also presented GIAA's Air Service Program and potential opportunities for marketing cooperation.



CHINA AIRLINES

- China Airlines is actively promoting the resumption of regular red-eye flights from April to the end of May 2024. They will provide their response following internal discussions and assessments.



- EVA Air may initiate further communication with GVB and consider opening flights to Guam in the future, where there is sufficient capacity and high market demand.

Photo of GVB HQ, GTO, and CIA executives who from left to right are:

1. Ms. Yang
2. Mr. Agostino Lee, Assistant Manager, Sales & Marketing Department, Taipei Branch Office
3. Mr. Van Chen, Sales Representative, Sales & Marketing Department, Taipei Branch Office
4. Mr. Tao Ming Sung, Sales Manager, Sales & Marketing Department, Taipei Branch Office
5. Ms. YaNi Chen, Marketing Director, Taiwan



Photo of GVB HQ, GTO, and EVA Air executives who from left to right are:

1. Mr. William Chau, Manager, FIT Sales Sec. I, Business Dept., Passenger Business Div.
2. Ms. Nicker Chang, Deputy Manager, FIT Sales Sec. II, Business Dept., Passenger Business Div.
3. Mr. Arthur Lin, Junior Vice President, Business Dept., Passenger Business Div.
4. Mr. Berry Lin, Vice President, Business Dept., Passenger Business Div.

Ms. Franquez shared that the GVB team traveled to Taiwan from December 17th to 20th, and met with four (4) airline partners during the meetings.

On Dec 18th, GVB met with China Airlines and Eva Air. China Air is in the process of confirming charter flights from April-May 2024. GVB presented programs from both GVB and GIAA, in hopes the airline will take into consideration the offers and assess their current routes to include Guam.

Later in the afternoon, Eva Air was presented the same airline incentive offers and are still evaluating the current market demand. Eva Air expressed they are still experiencing a shortage of aircraft and pilots. GVB is hopeful once the environment improves they may potentially service a Guam route.

GVB Delegation Meetings with Airline Partners



- Starlux Airlines expressed gratitude for GVB's visit and has requested documents related to the presented programs. They would thoroughly evaluate the cost, travel demand, and their capacity before deciding the resumption of services to Guam.



Photo of GVB HQ, GTO, and Starlux executives who from left to right are
 1. Mr. Edward Deng Senior Specialist, Commercial Marketing Sec. Passenger Sales & Marketing Div.
 2. Mr. Jerry Pao Senior Specialist, Commercial Marketing Sec. Passenger Sales & Marketing Div.
 3. Ms. Sonja Tsao, Manager, Southeast Asia Sec. Passenger Sales and Marketing Div.
 4. Ms. Lisa Chang, Director, Corporate Planning Div.
 5. Ms. Prudence Hsu, Vice President, Corporate Planning Div.
 6. Mr. Fred Yang, Director, International Affairs Team, Corporate Planning Div.
 7. Ms. Angel Pai, Specialist, Investment & Operation Analysis Team, Corporate Planning Div.



- Tigerair Taiwan appreciated GVB's visit and would assess the presented programs. They will reach out with questions after their thorough evaluation.



Photo of GVB HQ, GTO, and Tigerair executives who from left to right are
 1. Mr. Bernard Hsu, Chief Commercial Officer & Spokesman.
 2. Ms. Pearl Pan, Manager, Networking Planning, Corp & Regulatory Affairs Dept., Business Development Div.
 3. Mr. Michael Wang, Manager, Sales & Distribution Dept., Business Development Div.

Ms. Franquez shared on December 19th, GVB met with Starlux and Tigerair. Starlux is the airline currently working with travel agents for CNY charter flights to Guam.

GVB is exploring different opportunities to work with Tigerair, and to possibly collaborate with our partners from Philippine Airlines or have some type of transit through Manila. Ms. Franquez added that the overseas trip was a great way to make the connection before year end and share incentive plans from GVB and the Guam airport.

Meeting with New Taipei Economic and Cultural Office in Guam (TECO) in Director Mr. Liu Chia Ping

- Date: Dec 21
- The new TECO Director, Mr. Liu Chia Ping came to visit the Guam Taiwan Office.
- GVB warmly welcomed Mr. Liu Chia Ping, offering a comprehensive introduction of Guam tourism, GVB's overall goals, and previous and ongoing activities.



Ministry of Foreign Affairs
Republic of China (Taiwan)

Liu Chia Ping, CP

Deputy Director-General
Department of East Asian and Pacific Affairs

2, Keelung Blvd.,
Taipei, Taiwan

Tel: (02) 2348-2820
Fax: (02) 2389-6314
E-mail: cp1iu@mofa.gov.tw



Ms. Franquez shared that the Guam delegation also met with the incoming TECO Director General Mr. Liu Chia Ping (also known as CP) during their visit in Taiwan. CP is expected to arrive on Guam sometime this January and GVB looks forward to working with him for future activities between TECO and GVB.

NR Monitor

For the past week (November 25- December 1), a total of 2 exposures are monitored including:

- TV Exposure: 0
- Online Exposure: 2
- Newspaper: 0
- Social Media: 0

1 of the news reported that The top 10 tourist destinations in order are Seoul, Taipei, Hawaii, Bangkok, **Guam**, Busan, Singapore, Cebu ,and Paris.



NR Monitor

For the past week (December 2- December 8), a total of 1 exposure is monitored including:

- TV Exposure: 0
- Online Exposure: 1
- Newspaper: 0
- Social Media: 0

1 of the news was titled "TECO Director Contributes Article on Fruitful Exchanges Between Taiwan and Guam to the Media," detailing the exchanges in 2023 in higher education, urban exchanges, indigenous cultures, and humanitarian aid.



NR Monitor

For the past week (December 9- December 15), a total of 1 exposure is monitored including:

- TV Exposure: 0
- Online Exposure: 1
- Newspaper: 0
- Social Media: 0

1 of the news reported that Taiwan's representative to the United States territory of Guam, Director General Paul Chen, will soon exchange places with his counterpart in Nauru.



Consumer Sentiment



Facebook



Mark Lee
真美啊

It is so beautiful.

Facebook



Vigor Chang
廣島的海水真的沒什麼味道了

The beach and sea of Guam are so clean.

趙錦淇
好美

It is breathtaking.

Consumer Sentiment



Facebook



吳麗華
原想去過兩次，還想再去一次！

I have been to Guam twice and want to visit there again!



趙錦淇
好想吃到真美食

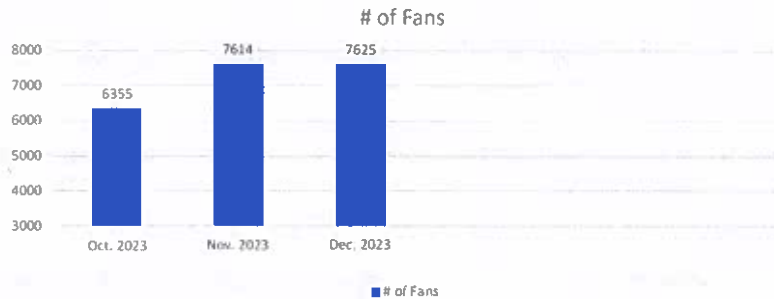
I want to go there and have some Guam food.



Social Media Performance



Social Media Performance FY2024



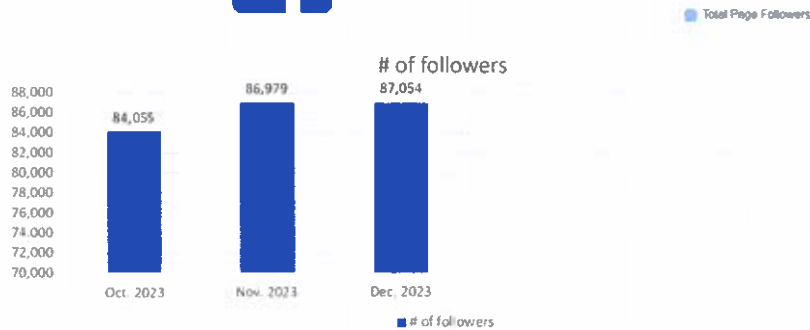
Monthly percentage growth (December): +0.14%

Ms. Franquez shared that the growth in December is not as substantial in comparison to November performance, due the social media promotions held during the 2023 ITF event.

Social Media Performance



Social Media Performance FY2024



Monthly percentage growth (December): +0.09%



January SNS Calendar



Social Media January Content Calendar						
Week	01-01-2024	01-02-2024	01-03-2024	01-04-2024	01-05-2024	01-06-2024
Week 1		New Year Lucky draw promotion	New year Lucky draw promotion	New year lucky draw promotion		Lam Lam Bus promotion
			Guam Brewery			Guam Brewery - Seaside
						New year lucky draw contest at Pizzeria
Week 2			Dominate Lucky Draw Promotion	Dominate lucky Draw Promotion	Dominate Lucky Draw Promotion & server assistance	CPD Center High Promotion
				Guam Brewery		Restaurant - Viva Bar Guam
Week 3		Guam Brewery		Aggressor - Topace Guam LLC	CP Road Sign Adventure promotion	High School Photo League Guam Contest
Week 4	Guam Brewery	Aggressor - St. Leguna Shrine		Adventure - Valley of the Lites Adventure Park Guam	Two Lanes - Harbor Promotion	Guam Brewery
Week 5	Restaurant - THREE SQUARES RESTAURANT BY B&B PACIFIC		Turn-in Race/running promotion	Guam Brewery		High School Photo League

Ms. Franquez shared a snapshot of the January Social Media activities and launch dates. GVB continues to not only provide posts to build followers, but also engage and share all Guam information.

Ms. Leon Guerrero added that GVB members may share any events or special activities going on throughout the year to be promoted on our Social Media Content Calendar.



5. NEW BUSINESS

Airline Status Updates

- **China Airlines April & May Direct Flights**
 - As of to date, China Airlines has released flight schedules until March 30th.
 - The schedules for April and May will be provided when available.

AIRLINE SUBSIDY			
FLIGHTS PER YEAR	FLIGHT FREQUENCY	YEAR 1 INCENTIVE	YEAR 2 INCENTIVE
104	2X WEEKLY	\$200,000 USD	\$100,000 USD
154-200	3-4X WEEKLY	\$300,000 USD	\$150,000 USD
260-365	5-7X WEEKLY	\$500,000 USD	\$250,000 USD

- **GVB Incentive Program**
 - GVB's subsidy support, a clearly outlined number of flights, and other collaborative marketing plans may encourage airlines to provide an extended period of direct flights to Guam.

ELIGIBILITY REQUIREMENTS	
1	Must be qualified airlines providing scheduled direct or express from Taiwan to Guam.
2	Must provide direct air service for at least one (1) year.
3	Must be able to provide flight information and operations schedule relative to the year of air service.

- **Philippine Airlines CNY Flights with 1.5h Layover**
 - In an effort to prevent a long wait period for Taiwanese travelers, Philippine Airlines will reduce the layover time for the Taipei-Manila-Guam flights from 10 hours to 1.5 hours during Chinese New Year on February 8, 2024.
 - GVB will offer consumers a Guam tote bag and promote flight information on GVB Taiwan social media platforms.
 - GVB will continue to work with the airline partner to encourage and maintain the 1.5h layover for flights in the future.

Date	Flight	Route	Departure	Arrival
8-Feb	PR 895	TPE-MNL	18:15	20:35
9-Feb	PR 110	MNL-GUM	22:05	03:55+1
13-Feb	PR 111	GUM-MNL	05:35	07:55
13-Feb	PR 890	MNL-TPE	10:10	12:25

Ms. Franquez shared that GVB will share the China Airlines April and May flight schedules with the committee once available. Members may share the information with their property and that there will be an increase in visitors from the Taiwan market during this period.

Ms. Leon Guerrero added that a majority of visitors coming from Taiwan transit through Philippines and GVB appreciates PAL's support of the market.

6. ACCOUNT SUMMARY

Account Summary

FY2024 Budget

as of 01/03/2024

FY2024 Taiwan Actual Spend versus Budget YTD

GL Code	Account Title	Budget	Paid	Pending	Remaining \$	Remaining %
PRE001	Marketing Representative Fees	\$ 166,000.00	\$ 36,000.00	\$ 120,000.00	\$ -	0.00%
PRE005	Sales Calls	\$ 12,000.00	\$ 2,144.92	\$ 3,855.08	\$ 6,000.00	50.00%
TTC038	Media/Travel Industry Fam Tours	\$ 68,000.00	\$ -	\$ 10,000.00	\$ 58,000.00	85.29%
ADV018	Social Media/Online Campaigns & Advertising	\$ 24,000.00	\$ 3,618.62	\$ 8,000.00	\$ 12,381.16	51.56%
TTC031	Travel Fairs	\$ 13,700.00	\$ 9,804.63	\$ -	\$ 4,085.37	29.89%
SMD023	Travel Trade Co-ops & MICE Programs	\$ 186,300.00	\$ 440.62	\$ 68,600.00	\$ 98,259.38	57.86%
SMD019	Sales Market Development (HQ)	\$ 80,000.00	\$ 13,900.17	\$ 36,178.00	\$ 9,924.83	16.54%
GRAND TOTAL		\$ 500,000.00	\$ 65,709.16	\$ 247,630.08	\$ 186,660.76	37.33%

For full transparency, Ms. Franquez shared the FY2024 Budget which currently shows \$65.7K for the Paid column. The Pending column shows a little over \$247K which exempts projects that have not been paid for the month of December. This column also includes Q2 projects that are planned to execute from January - March 2024. The Remaining column will encompass Q3 & Q4 projects.

7. ANNOUNCEMENTS

Next meeting: February 1, 2024 at 11:00am (subject to change) - Ms. Franquez hopes to share more information on the upcoming CNY Charter Flights during this meeting.



2024 Guam EVENTS
February 3: Copa De Marianas (Marianas Open Jiu Jitsu Tournament) at UOG Fieldhouse, Guam
February 16-17: Inaláhan Gadao Festival at Inaláhan Baseball Field

Ms. Franquez shared that GVB may be able to provide an event flyer soon to share with hotel guests and staff.

8. ADJOURNMENT

Ms. Leon Guerrero adjourned the meeting at 11:18 a.m.

Handwritten signature of Regina Bocatija
Minutes Prepared By: Regina Bocatija, Marketing Manager

Handwritten signature of Gabbie Franquez
Minutes Prepared By: Gabbie Franquez, Senior Marketing Manager

Handwritten signature of Nadine Leon Guerrero
Minutes Approved By: Nadine Leon Guerrero, Director of Global Marketing

