

I Mina'trentai Singko Na Liheslaturan Guåhan
BILL STATUS

BILL NO.	SPONSOR	TITLE	DATE INTRODUCED	DATE REFERRED	CMTE REFERRED	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	FISCAL NOTES	NOTES
353-35 (COR)	Therese M. Terlaje	AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY-DAY FUND FOR THE REMAINING FISCAL YEAR 2020.	5/1/20 5:36 a.m.	9/25/20	Committee on General Government Operations, Appropriations, and Housing	10/23/20 2:00 p.m.	12/3/20 2:45 p.m. As amended by the Committee on General Government Operations, Appropriations, and Housing	5/21/20	



SENATOR JOE S. SAN AGUSTIN

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÁHAN
CHAIRMAN, COMMITTEE ON APPROPRIATIONS, GENERAL GOVERNMENT OPERATIONS & HOUSING

November 12, 2020

The Honorable Tina Rose Muña Barnes

Speaker

I Mina'trentai Singko Liheslaturan Guáhan

163 Chalan Santo Papa

Hagåtña, Guam 96910

VIA: The Honorable Régine Biscoe Lee

Chairperson, Committee on Rules

RBL

RE: Committee Report on Bill No. 353-35 (COR) As Amended by the Committee

Dear Speaker Barnes:

Transmitted herewith is the Committee Report on BILL No. 353-35 (COR) As amended by the Committee on General Operations, Appropriations and Housing. As introduced by the Senator Therese M. Terlaje – “AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.”

Committee votes are as follows:

5 TO DO PASS

0 TO NOT PASS

1 TO REPORT OUT ONLY

0 TO ABSTAIN

0 TO PLACE IN INACTIVE FILE

COMMITTEE ON RULES

RECEIVED:

November 12, 2020

12:42 P.M.

Respectfully,

Senator Joe S. San Agustin, Chairperson,
Committee on Appropriations

Revisions Rec'd:

November 18, 2020 @ 10:25 A.M.



SENATOR JOE S. SAN AGUSTIN

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
CHAIRMAN, COMMITTEE ON APPROPRIATIONS, GENERAL GOVERNMENT OPERATIONS & HOUSING

COMMITTEE REPORT

BILL NO. 353-35 (COR)

**As amended by the Committee on General
Government Operations, Appropriations,
and Housing**

As Introduced by Senator Therese M. Terlaje

**“AN ACT TO AUTHORIZE THE GUAM
VISITORS BUREAU TO EXPEND ALL FUNDS
AVAILABLE IN THE RAINY DAY FUND FOR
THE REMAINING FISCAL YEAR 2020.”**



SENATOR JOE S. SAN AGUSTIN

I MINA'TRENTAI SINGKO NA LIHESIATURAN GUÅ HAN
CHAIRMAN, COMMITTEE ON APPROPRIATIONS, GENERAL GOVERNMENT OPERATIONS & HOUSING

November 12, 2020

MEMORANDUM

TO: ALL MEMBERS

Committee on General Government Operations, Appropriations, and Housing

From: Senator Joe S. San Agustin

Committee Chairperson

Subject: Committee Report on Bill No. 353-35 (COR) As Amended by the Committee

Transmitted herewith is the Committee Report on **BILL No. 353-35 (COR) – As amended by the Committee on General Government Operations, Appropriations, and Housing –As Introduced by Senator Therese M. Terlaje –“AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.”**

This report includes the following:

- Copy of COR Referral of Bill No. 353-35 (COR)
- Notices of Public Hearing and Other Correspondence
- Copy of Public Hearing Agenda
- Public Hearing Sign-in Sheet
- Submitted Written Testimony and Supporting Documents
- Committee Report Digest
- Copy of Bill No.353-35 (COR) As introduced
- Bill No. 353-35 (COR), As amended by the committee
- Committee Mark-up on Bill 353-35 (COR)
- Copy of Fiscal Note from Bureau of Budget and Management Research
- Copy of Funding Availability Note from Office of Finance and Budget
- Committee Vote Sheet

Please take the appropriate action on the attached vote sheet, Your Attention to this matter is greatly appreciated. Should you have any questions or concerns, please do not hesitate to contact me.

Si Yu'os Ma'åse'.

Senator Joe S. San Agustin

Chairman, Committee on Appropriations

Chair

Senator Amanda L. Shelton,
Vice Chair

Speaker Tina Rose Muña Barnes,
Member

Vice Speaker Telena Cruz Nelson,
Member

Senator Kelly Marsh (Taitano), PhD,
Member

Senator Sabina Flores Perez,
Member



COMMITTEE ON RULES
I MINA TRENDAI SINGKO NA LIHESLATURAN GUÅHAN
35TH GUAM LEGISLATURE

September 25, 2020

Member

Senator Joe S. San Agustin,
Member

Senator Jose "Pedro" Terlaje,
Member

Senator Therese M. Terlaje,
Member

Senator James C. Moylar,
Member

Senator Mary Camacho Torres,
Member and Chair, Subcommittee on Protocol

MEMO

To: Rennae Meno
Clerk of the Legislature

Attorney Ana Won Pat-Borja
Legislative Legal Counsel

From: Senator Régine Biscoe Lee
Chair, Committee on Rules

Re: Referral of Bill No. 353-35 (COR)

Bueñas yan Håfa Adai!

As per my authority as Chair of the Committee on Rules and subject to §6.01(d)(1), Rule VI of our Standing Rules, I am forwarding the referral of **Bill No. 353-35 (COR)**.

Please ensure that the subject bill is referred, in my name, to Senator Joe S. San Agustin, Chairperson of the Committee on General Government Operations, Appropriations, and Housing. I also request that the same be forwarded to the prime sponsor of the subject bill.

After committee review, the subject bill may be further referred by the Committee on Appropriations to the Principal Committee of subject matter jurisdiction, pursuant to §6.01(d)(1), Rule VI of our Standing Rules. If the Committee on Appropriations determines that a subsequent referral is in order, the Committee on Rules respectfully advises that the subject bill be referred to the Committee on Health, Tourism, Historic Preservation, Land and Justice, chaired by Senator Therese M. Terlaje.

If you have any questions or concerns, please feel free to contact Mary Maravilla, Committee on Rules Director at 472-2461.

Thank you for your attention to this important matter.

Respectfully,

Senator Régine Biscoe Lee
Chair, Committee on Rules





Catherine Leon Guerrero <cathy.senatorsa@gmail.com>

FIRST NOTICE OF PUBLIC HEARING on Friday, October 23, 2020

1 message

Joseph Mesngon <joe.senatorsa@gmail.com>
To: phnotice@guamlegislature.org
Bcc: cathy.senatorsa@gmail.com

Fri, Oct 16, 2020 at 5:00 PM

October 16, 2020

TO: All Honorable Senators, Stakeholders and Media**FROM: Sen. Joe S. San Agustin, Chairman, Committee on General Government Operations, Appropriations, and Housing****SUBJECT: FIRST NOTICE OF PUBLIC HEARING on Friday, October 23, 2020***Hafa Adai!*

The Committee on General Government Operations, Appropriations and Housing will conduct a Public Hearing on Friday, October 23, 2020.

The hearing will be conducted in the Public Hearing Room of the Guam Congress Building, unless the island remains in PCOR1 status, at which time we will conduct the hearing via the Zoom Virtual Conference platform.

The Committee will hear and accept testimonies on the following:

****9:00AM to 11:00AM:****Bill No. 404-35 (COR) - Régine Biscoe Lee**

AN ACT TO ADD A NEW § 48104(b)(5) and § 48104(e), BOTH OF CHAPTER 48, TITLE 10, AND TO AMEND § 62104(b) OF CHAPTER 62, TITLE 21, ALL OF GUAM CODE ANNOTATED, RELATIVE TO PROHIBITING ANY FURTHER USE OF SEPTIC TANKS ON CERTAIN LOTS LOCATED IN THE GROUNDWATER PROTECTION ZONE (GPZ), REGARDLESS OF WHETHER SAID LOTS ARE PART OF PARENTAL SUBDIVISIONS.

****2:00PM to 4:30PM:****Bill No. 353-35 (COR) - Therese M. Terlaje**

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Bill No. 396-35 (COR) - Therese M. Terlaje / Clynton E. Ridgell / Joe S. San Agustin / Tina Rose Muña Barnes

AN ACT TO APPROVE THE TERMS AND CONDITIONS TO REFUND ALL OR A PORTION OF THE GOVERNMENT OF GUAM HOTEL OCCUPANCY TAX REVENUE BONDS, SERIES 2011A.

TO SUBMIT TESTIMONY:

Written testimonies may be addressed to Sen. Joe S. San Agustin, Chairman of the Committee on General Government Operations, Appropriations and Housing and sent via email to senatorjoessanagustin@gmail.com.

Should the hearing be conducted via virtual conference, individuals who wish to provide oral testimony are asked to contact Mica Celorio at msacelorio.senatorsa@gmail.com for link information and guidance.

Individuals with disabilities who may require additional assistance are asked to contact the office at 989-5445 or via email, senatorjoessanagustin@gmail.com for assistance.

The public hearing will broadcast on local television, GTA Channel 21, Docomo Channel 117/60.4 and stream online via *I Liheslaturan Guåhan's* live feed. A recording of the hearing will be available online via Guam Legislature Media on YouTube after the hearing.

We look forward to your participation. *Si Yu'os Ma'ase'!*

OFFICE OF SENATOR JOE S. SAN AGUSTIN
I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN

CHAIRMAN, COMMITTEE ON GENERAL
GOVERNMENTAL OPERATIONS,
APPROPRIATIONS & HOUSING



OFFICE OF FINANCE & BUDGET

JOSEPH A. Q. MESNGON
Chief Policy Analyst

761 S. Marine Corps Drive
Ran Care Bldg. Suite B2
Tamuning, Guam 96913

Tel: (671)989.5445
joe.senatorsa@gmail.com



AMENDED: FIRST NOTICE OF PUBLIC HEARING on Friday, October 23, 2020

1 message

Joseph Mesngon <joe.senatorsa@gmail.com>
To: phnotice@guamlegislature.org

Fri, Oct 16, 2020 at 5:19 PM

October 16, 2020

TO: All Honorable Senators, Stakeholders and Media

FROM: Sen. Joe S. San Agustin, Chairman, Committee on General Government Operations, Appropriations, and Housing

SUBJECT: FIRST NOTICE OF PUBLIC HEARING on Friday, October 23, 2020

Hafa Adai!

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Bill No. 404-35 (COR) - Régine Biscoe Lee

AN ACT TO ADD A NEW § 48104(b)(5) and § 48104(e), BOTH OF CHAPTER 48, TITLE 10, AND TO AMEND § 62104(b) OF CHAPTER 62, TITLE 21, ALL OF GUAM CODE ANNOTATED, RELATIVE TO PROHIBITING ANY FURTHER USE OF SEPTIC TANKS ON CERTAIN LOTS LOCATED IN THE GROUNDWATER PROTECTION ZONE (GPZ), REGARDLESS OF WHETHER SAID LOTS ARE PART OF PARENTAL SUBDIVISIONS.

****2:00PM to 3:30PM:**

Bill No. 353-35 (COR) - Therese M. Terlaje

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Bill No. 396-35 (COR) - Therese M. Terlaje / Clynton E. Ridgell / Joe S. San Agustin / Tina Rose Muña Barnes

AN ACT TO APPROVE THE TERMS AND CONDITIONS TO REFUND ALL OR A PORTION OF THE GOVERNMENT OF GUAM HOTEL OCCUPANCY TAX REVENUE BONDS, SERIES 2011A.

****3:30PM to 5:00PM:**

Bill No. 219-35 (COR) - Joe S. San Agustin / Tina Rose Muña Barnes / William M. Castro / Clynton E. Ridgell

AN ACT TO AMEND § 7120 OF CHAPTER 7 OF DIVISION 2, TITLE 17, GUAM CODE ANNOTATED; TO AMEND § 8502 OF ARTICLE 5, CHAPTER 8 OF TITLE 12, GUAM CODE ANNOTATED; AND TO AMEND § 5008.2 OF PART A, ARTICLE 1, CHAPTER 5 OF TITLE 5, GUAM CODE ANNOTATED, RELATIVE TO STRENGTHENING THE PURCHASE OR LEASE-BACK OF RENEWABLE ENERGY PURCHASE OF SERVICE FOR THE DEPARTMENT OF

EDUCATION, GUAM ACADEMY CHARTER SCHOOLS, THE GUAM COMMUNITY COLLEGE AND THE UNIVERSITY OF GUAM.

TO SUBMIT TESTIMONY:

Written testimonies may be addressed to Sen. Joe S. San Agustin, Chairman of the Committee on General Government Operations, Appropriations and Housing and sent via email to senatorjoessanagustin@gmail.com.

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We look forward to your participation. *Si Yu'os Ma'ase'!*

OFFICE OF SENATOR JOE S. SAN AGUSTIN
I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN

CHAIRMAN, COMMITTEE ON GENERAL GOVERNMENTAL OPERATIONS, APPROPRIATIONS & HOUSING

OFFICE OF FINANCE & BUDGET



JOSEPH A. Q. MESNGON
Chief Policy Analyst

761 S. Marine Corps Drive
Ran Care Bldg. Suite B2
Tamuning, Guam 96913

Tel: (671)989.5445
joe.senatorsa@gmail.com

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To unsubscribe from this group and stop receiving emails from it, send an email to phnotice+unsubscribe@guamlegislature.org.



Catherine Leon Guerrero <cathy.sensorsa@gmail.com>

SECOND NOTICE OF PUBLIC HEARING on Friday, October 23, 2020

1 message

Joseph Mesngon <joe.sensorsa@gmail.com>

Wed, Oct 21, 2020 at 12:29 PM

To: phnotice@guamlegislature.org

Bcc: cathy.sensorsa@gmail.com

October 20, 2020

TO: All Honorable Senators, Stakeholders and Media**FROM: Sen. Joe S. San Agustin, Chairman, Committee on General Government Operations, Appropriations, and Housing****SUBJECT: SECOND NOTICE OF PUBLIC HEARING on Friday, October 23, 2020***Hafa Adai!*

The Committee on General Government Operations, Appropriations and Housing will conduct a Public Hearing on Friday, October 23, 2020.

The hearing will be conducted via the Zoom Virtual Conference platform. Individuals who wish to provide oral testimony are asked to contact Mica Celorio at msacelorio.sensorsa@gmail.com for access and hearing protocol guidance.

The Committee will hear and accept testimonies on the following:

****9:00AM to 11:00AM:****Bill No. 404-35 (COR) - Régine Biscoe Lee**

AN ACT TO ADD A NEW § 48104(b)(5) and § 48104(e), BOTH OF CHAPTER 48, TITLE 10, AND TO AMEND § 62104(b) OF CHAPTER 62, TITLE 21, ALL OF GUAM CODE ANNOTATED, RELATIVE TO PROHIBITING ANY FURTHER USE OF SEPTIC TANKS ON CERTAIN LOTS LOCATED IN THE GROUNDWATER PROTECTION ZONE (GPZ), REGARDLESS OF WHETHER SAID LOTS ARE PART OF PARENTAL SUBDIVISIONS.

****2:00PM to 3:30PM:****Bill No. 353-35 (COR) - Therese M. Terlaje**

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Bill No. 396-35 (COR) - Therese M. Terlaje / Clynton E. Ridgell / Joe S. San Agustin / Tina Rose Muña Barnes

AN ACT TO APPROVE THE TERMS AND CONDITIONS TO REFUND ALL OR A PORTION OF THE GOVERNMENT OF GUAM HOTEL OCCUPANCY TAX REVENUE BONDS, SERIES 2011A.

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Bill No. 219-35 (COR) - Joe S. San Agustin / Tina Rose Muña Barnes / William M. Castro / Clynton E. Ridgell

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TO SUBMIT TESTIMONY:

Written testimonies may be addressed to Sen. Joe S. San Agustin, Chairman of the Committee on General Government Operations, Appropriations and Housing and sent via email to senatorjoessanagustin@gmail.com.

Individuals with disabilities who may require additional assistance are asked to contact the office at 989-5445 or via email, senatorjoessanagustin@gmail.com for assistance.

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We look forward to your participation. *Si Yu'os Ma'ase'!*

OFFICE OF SENATOR JOE S. SAN AGUSTIN
I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN

CHAIRMAN, COMMITTEE ON GENERAL
GOVERNMENTAL OPERATIONS,
APPROPRIATIONS & HOUSING



OFFICE OF FINANCE & BUDGET

JOSEPH A. Q. MESNGON
Chief Policy Analyst

761 S. Marine Corps Drive
Ran Care Bldg. Suite B2
Tamuning, Guam 96913

Tel: (671) 989-5445
joe.senatorsa@gmail.com



SENATOR JOE S. SAN AGUSTIN

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUĀHAN
CHAIRMAN, COMMITTEE ON APPROPRIATIONS, GENERAL GOVERNMENT OPERATIONS & HOUSING

Virtual Public Hearing
Friday, October 23, 2020
via Zoom Virtual Conference Platform

AGENDA

9:00AM to 11:00AM:

Bill No. 404-35 (COR) - Régine Biscoe Lee

AN ACT TO ADD A NEW § 48104(b)(5) and § 48104(e), BOTH OF CHAPTER 48, TITLE 10, AND TO AMEND § 62104(b) OF CHAPTER 62, TITLE 21, ALL OF GUAM CODE ANNOTATED, RELATIVE TO PROHIBITING ANY FURTHER USE OF SEPTIC TANKS ON CERTAIN LOTS LOCATED IN THE GROUNDWATER PROTECTION ZONE (GPZ), REGARDLESS OF WHETHER SAID LOTS ARE PART OF PARENTAL SUBDIVISIONS.

2:00PM to 3:30PM:

Bill No. 353-35 (COR) - Therese M. Terlaje

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Bill No. 396-35 (COR) - Therese M. Terlaje / Clynton E. Ridgell / Joe S. San Agustin / Tina Rose Muña Barnes

AN ACT TO APPROVE THE TERMS AND CONDITIONS TO REFUND ALL OR A PORTION OF THE GOVERNMENT OF GUAM HOTEL OCCUPANCY TAX REVENUE BONDS, SERIES 2011A.

3:30PM to 5:00PM:

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Office of

SENATOR Joe S. San Agustin

I Mina' trentai Singko na Liheslaturan Guåhan Thirty-Fifth Guam Legislature

Virtual Public Hearing Sign-in Sheet

October 23, 2020 • @2:00PM – 4:30PM • VIA ZOOM VIRTUAL CONFERENCE PLATFORM

Bill No. 353-35 (COR) – As Introduced by Senator Therese M. Terlaje - AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY-DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

NAME	AGENCY OR ORGANIZATION (IF ANY)	SUPPORT? OPPOSE?	WRITTEN TESTIMONY	ORAL TESTIMONY	CONTACT NUMBER	EMAIL ADDRESS
Dr. Gerry Perez	GVB Vice President	support	✓	✓		
Conny Ada	GVB, Board chairman	support		✓		
JOSIE Villanueva	GVB, Financial Controller	support				
Nadine Leon Guerrero	GVB, global marketing Director	support				
NICO Fujikawa	GVB, Director of Tourism Research	support				
Joann Camacho	GEDA			✓		
Christina Garcia	GEDA			✓		
Melanie Mendiola	GEDA			✓		

Committee Chairman on General Government Operations, Appropriations, and Housing

Ran - Care Commercial Building, CBU #230, 761 South Marine Corps Dr., Tamuning, Guam 96913

*Tel: (671) 989-5445 * Fax: (671) 969-6737 * email: senatorjoessanagustin@gmail.com*

Fwd: Testimony for Bill No. 353-35 and Bill No. 396-35

1 message

Joe S. San Agustin <senatorjoessanagustin@gmail.com>

Fri, Oct 23, 2020 at 10:33 AM

To: Joseph Mesngon <joe.senatorsa@gmail.com>, Micha'ella Celorio <msacelorio.senatorsa@gmail.com>

Hafa adai,

Kindly see below GVB RE: **Testimony for Bill No. 353-35 and Bill No. 396-35**. Note: testimonies are in the drive V/R,

Hope

The Office of Senator Joe S. San Agustin

Committee on General Government Operations, Appropriations & Housing

I Mina'trentai Singko Na Liheslaturan Guahan

35th Guam Legislature

Guam Congress Building, 163 Chalan Santo Papa, Hagatña, Guam 96910

T: (671) 989-5445 F: (671) 969-6737 E: senatorjoessanagustin@gmail.com

Website: www.senatorjoessanagustin.com

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

From: **Trixie Naholowaa** <trixie.naholowaa@visitguam.org>

Date: Thu, 22 Oct 2020 at 10:27

Subject: Testimony for Bill No. 353-35 and Bill No. 396-35

To: <senatorjoessanagustin@gmail.com>

Cc: Gerry Perez <gerry.perez@visitguam.org>, Nadine Leon Guerrero <nadine.leonguerrero@visitguam.org>, Josie Villanueva <josie.villanueva@visitguam.org>

Håfa Adai Office of Honorable Senator Joe S. San Agustin,

Please see the attached written testimony in support of Bill No. 353-35 and testimony on Bill No. 396-35 for tomorrow's public hearing scheduled for 2:00 pm submitted by the Guam Visitors Bureau Vice President Dr. Gerald S.A. Perez. Please let me know if you have any questions or concerns. Thank you.

*Senseramente' (Sincerely),***Beatrix Alyana "Trixie" O. Naholowaa***Administrative Assistant**of Finance & Administration***GUAM VISITORS BUREAU | SETBISION BISITAN GUÅHAN****Tumon, Guam | Office: (671) 646-5278 | Direct: (671) 648-1511 | Mobile: (671) 483-2175****guamvisitorsbureau.com | visitguam.com |**



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**MY PHONE
IS IN THE COVID FIGHT
HELP GUAM STOP COVID-19**



I am proud to support the Guam Department of Public Health & Social Service's new app to help contain COVID-19 in Guam. Add your phone to the fight and protect your community while protecting your privacy. Download the Guam COVID Alert app for free at the App Store or Google Play. For more information go to guamcovalert.guam.gov.

2 attachments

-  **Testimony in support of Bill No. 353-35 - Dr. Gerry Perez.pdf**
53K
-  **Testimony on Bill No. 396-35 - Dr. Gerry Perez.pdf**
47K



October 21, 2020

The Honorable Joe S. San Agustin
Senator
Committee on General Operations, Appropriations and Housing
I Mina'trentai Singko Na Liheslaturan Guahan
Ran Care Bldg., CBU 203
Tamuning, GU 96931

Re: Testimony in support of Bill No. 353-35, An Act to authorize the Guam Visitors Bureau to spend all funds available in the rainy day fund for the remaining of fiscal year 2020

Dångkolu na Si Yu'os Ma'åse' for the opportunity to provide testimony in support of Bill No. 353-35.

The global COVID-19 pandemic has affected the very core of our island economy and has caused significant disruptions to the tourism industry, including cancellations of flights, hotels ceasing regular operations, the closure or curtailing of retail, service, and entertainment establishments, furloughs, and significant unemployment and underemployment.

From February to September 2020, Guam has seen a decline of over 85% in visitor arrivals. We foresee these double-digit negative numbers continuing for the next few months resulting in a significant decline in revenues for the island.

It will take time and significant resources to rebuild our tourism industry. GVB continues to stay in touch with its overseas offices, and industry stakeholders; and we are planning aggressively for recovery in our key markets. Funding support is necessary to coordinate our marketing efforts with our industry partners locally and abroad. Globally, destinations are beginning to implement some of their recovery efforts by creating travel bubbles and conducting testing with countries with low positivity rates. Because of this, it is imperative that Guam stay top of mind, prepared, and ready to support the travel trade industry during these first steps of our recovery efforts.

Therefore, GVB respectfully requests your authorization to expend the remaining fifty percent (50%) of the Rainy Day Fund to support pandemic recovery efforts, rebuild air seat capacity and support our travel agents and local tourism-related businesses.

Thank you for allowing us to testify in support of this bill and we thank our oversight chair, Senator Therese Terlaje for introducing this measure.

Senseramente,

GERALD S. A. PEREZ
Vice President

cc: 35th Guam Legislature
GVB Board of Directors

Fwd: Testimony Bill 353-35

1 message

Senator Therese Terlaje <senatorterlajeguam@gmail.com>

22 October 2020 at 09:58

To: Joseph Mesngon <joe.sensorsa@gmail.com>, "Senator Joe S. San Agustin" <senatorjoessanagustin@gmail.com>

Hafa Adai,

Please see the forwarded email with attached testimony from GVB on Bill 353-35 (COR).

Respectfully,
Charissa L. Manibusan
Committee Director**Office of Senator Therese M. Terlaje**

Committee on Health, Tourism, Historic Preservation, Land and Justice

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

Office Location: Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam 96910

Mailing address: Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam 96910

T: (671) 472-3586 F: (671) 989-3590 Email: senatorterlajeguam@gmail.com

website: www.senatorterlaje.com

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

From: **Valerie Sablan** <valerie.sablan@visitguam.org>

Date: Mon, May 18, 2020 at 6:11 PM

Subject: Testimony Bill 353-35

To: <speaker@guamlegislature.org>

Cc: Senator Therese Terlaje <senatorterlajeguam@gmail.com>, Pilar Laguana <pilar.laguana@visitguam.org>, Bobby Alvarez <bobby.alvarez@visitguam.org>, Sonny Ada <sonnyada@guam.net>, Josh Tyquiengco <josh.tyquiengco@visitguam.org>, GVB Board of Directors <gvb.board@visitguam.org>

Hafa Adai Speaker Muña-Barns,


Please see attached testimony on Bill 353-35 from GVB President & CEO Pilar Laguana.

Senseramente',

Valerie Sablan
Executive Secretary

401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278
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May 18, 2020

Honorable Speaker Tina Muña Barnes
35th Guam Legislature
163 Chalan Santo Papa
Hagatna, Guam 96910

Re: Testimony in support of Bill No. 353-35

Hafa Adai Speaker Barnes and members of the 35th Guam Legislature,

Dǎngkulu na si Yu'us ma'åse' for the opportunity to provide testimony in support of Bill No. 353-35.

The global COVID-19 pandemic has affected the very core of our island economy. The pandemic has caused significant disruptions to the tourism industry, including disruptions in flights coming into Guam, hotels ceasing regular operations, the closure or curtailing of retail, service, and entertainment establishments, furloughs, and significant unemployment/underemployment.

As of April, our Research Department projects that by the end of FY2020, we will have -44.7% in arrivals. We foresee these double-digit negative numbers in our arrivals to continue for the next few months resulting in a significant decline in revenues for the island. As a result, we project the Tourist Attraction Fund (TAF) to drop 46%.

Without question, it will take time and significant resources to rebuild our tourism industry. GVB continues to dialogue with its overseas offices and local and off-island travel trade partners to develop short and long-term strategies to revive our tourism industry. We also created a COVID-19 Task Force to spearhead the recovery of our tourism industry. Vice-Chairman Milton Morinaga leads the task force, and it consists of representatives from the government and private sectors. The task force is considering many options to help restore Guam's tourism industry, and we need your support.

The Bureau has aggressive plans to help rebuild Guam's economy in Guam's core source markets. Funding support is necessary to coordinate our marketing efforts with our industry partners both locally and abroad. Destinations globally are beginning to implement some of their recovery efforts by providing financial support to the airlines as well as travel agents. This type of support encourages airlines to grow capacity and bring back tourism following local health guidelines. It is imperative that Guam stay top of mind, prepared, and ready to support the travel trade industry during these first steps of our recovery efforts.

Therefore, GVB respectfully requests your authorization to expend 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.

Si Yu'us ma'åse' for allowing us to testify in support of this bill introduced by our oversight chair, Senator Therese Terlaje, and your continued support of Guam's number one industry.

Senseramente,

PILAR LAGUAÑA
PRESIDENT & CEO

cc: 35th Guam Legislature
GVB Board of Directors



SENATOR JOE S. SAN AGUSTIN

I MINA'TRÉNTAI SINGKO NA LIHESLATURAN GUÁ HAN
CHAIRMAN, COMMITTEE ON APPROPRIATIONS, GENERAL GOVERNMENT OPERATIONS & HOUSING

Committee Report Digest

I. OVERVIEW

Bill No. 353 35 (COR) was introduced on **May 01, 2020** by Senator Therese M. Terlaje, and was subsequently referred by the Committee on Rules to the **Committee on General Government Operations, Appropriations, and Housing** on **September 25, 2020**.

The Committee on General Government Operations, Appropriations, and Housing convened a public hearing on **Bill No. 353-35 (COR)** on **Friday, October 23, 2020** at **2:00PM** via **Virtual Conference Platform**.

Public Notice Requirements:

Public Hearing notices were disseminated via **e-mail** to all senators and all main media broadcasting outlets on (First Notice), **Friday, October 16, 2020** (5-Day Notice), and again on (Second Notice) **Wednesday, October 21, 2020**. (48-Hour Notice).

(a) Committee Members and Senators Present:

- Senator, Joe S. San Agustin, Chairperson
- Senator, Therese M. Terlaje, Member
- Senator, Telo Taitague

(b) Appearing before the Committee:

- Sonny Ada, Vice Chairman, Guam Visitors Bureau Board
- Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau
- Josie Villanueva, Financial Controller, Guam Visitors Bureau
- Nadine Leon Guerrero, Global Marketing Director, Guam Visitors Bureau
- Nico Fujikawa, Director of Tourism Research, Guam Visitors Bureau
- Joanne Camacho, Deputy Director, Guam Economic Development Authority
- Melanie Mendiola, Chief Executive Officer, Guam Economic Development Authority
- Christina Garcia, Manager of Public Finance, Guam Economic Development Authority

(c) Written Testimony Submitted:

- Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau
- Pilar Laguaña, President and Chief Executive Officer, Guam Visitors Bureau

II. SUMMARY OF TESTIMONY & DISCUSSION:

This public hearing was Called-to-Order @ 2:04PM.

Chairman Joe S. San Agustin: – Good afternoon, The Committee on General Government Operations, Appropriations, and Housing is now called to order. today is **Friday, October 23rd** the time now **2:04**. welcome to everyone connected by zoom and those tuning in via television or the You-Tube Channel. Thank you for your patience and accommodating the zoom platform while we maintain social distancing mandates. Notices for this virtual public hearing were disseminated via email to all senators and all main media broadcasting outlets on **Friday, October 16** and **Wednesday, October 21st**. On the agenda today we have two bills both authored by Senator Therese M. Terlaje. The first one we're going to entertain is **Bill 353-35 (COR)** as introduced by Senator Therese Terlaje **“AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020”** and then falling immediately after that bill, we'll go ahead and address **Bill 396-35 (COR)** introduced by Senator Therese Terlaje and co-sponsored by Senator Clynton Ridgell, myself and madam Speaker Tina Rose Muña Barnes **“AN ACT TO APPROVE THE TERMS AND CONDITIONS TO REFUND ALL OR A PORTION OF THE GOVERNMENT OF GUAM HOTEL OCCUPANCY TAX REVENUE BONDS, SERIES 2011A.”** and with that note.

The general rules of the conduct of this hearing, this zoom meeting will be hosted by my staff, I mean and will mute all zoom participants until called upon by myself. Members of the committee and or non-members wishing to speak may indicate their desire to me through the in-app chat feature. Individual testifying shall first be recognized by me before speaking and begin by stating their name for record keeping purposes. When call to speak, please ensure that you are “un-muted”. Committee members will be allowed to pose a question to an individual testifying. Question and testimony shall be confined to the bill, which is specifically **Bill 353-35**. Personal inference as to the character or the motive of any Senator, or any individual testifying is not permitted. Any violations of this general rule of conduct will result in removal from the Public Hearing by the host. Please ensure that your VIDEO remains on throughout the hearing. Participants must be visible at all times and not engaged in other activity during the hearing. If you need to take a drink, you're eating a snack, feel free, I have no problem with that one. Failure to maintain visibility may cause your removal from the meeting live stream. I'd like to thank my colleagues for attending this afternoon hearing and I know that there's a surgeon general hearing that's going on right now but thank you for being here and I have the author of the two bills, Senator Therese Terlaje and we're also joined by Senator Telo Taitague, the Minority Leader, I'd like to ask Senator Therese Terlaje to provide an opening statement for **Bill 353-35 (COR)**.

Senator Therese M. Terlaje: Thank you, Mr. Chair and thank you for having this hearing and I'd like to acknowledge the presence of the Chairperson of the Guam Visitors Bureau, Mr. Sonny Ada and of course the Vice President of the Guam Visitors Bureau, Mr. Jerry Perez, thank you for being here along with GVB staff. We also have the GEDA, Deputy Director, Ms Joanne Camacho. Thank you again for being here and so this **Bill 353** was introduced at the request of GVB who immediately when the tourism industry had to shut down because of the COVID-19 Pandemic, you know, went into action so the board approved. Well first I want to say that the bill is an act to authorize the Guam Visitors Bureau to expend all funds available in the rainy-day fund for the remaining fiscal year 2020.

We did receive a fiscal note that estimates it might be 1.27 million but we will get an update on that today but in the vision of those Senators before us, they had established a rainy-day fund for GVB and it was to be used upon economic or natural disasters and it allowed GVB by resolution of its own board to access 50 of that rainy day fund which GVB has done pursuant to resolution of its board and the statute requires that they recite the activities to be undertaken to mitigate the potential harm to Guam's tourism industry and that sufficient. Insufficient funds are available for such activities and so that is what they've outlined in their resolution and in their plans and the statute also provides that if the activities to be undertaken require funding greater than the amount available. The 50 then they apply to the legislature for an additional amount so our bill proposes that we give them the entire remaining amount which is the addition another 50% and so GVB had resolved by resolution that to expand up to the remaining 50% of the rainy-day fund to support pandemic recovery efforts rebuild air seat capacity, support travel agents and local tourism related businesses and so it's for these purposes Mr. Chair that we've introduced this bill and we hope to get the consensus of all our colleagues thank you.

Chairman Joe S. San Agustin: Thank you, Senator Therese yes, I'm in full support of this I would ask let's begin with I guess either the chairman, Mr. Sonny Ada or the Vice General Manager so which one of you would like to start off.

Sonny Ada, Vice Chairman, Guam Visitors Bureau Board: Is that let me go ahead if I may, you know yes sir, on behalf of the board and you know Jerry and his team will take care of the nuts and bolts of the bill so I really on behalf of the board, I'd like to thank Senator Therese for introducing the bill and all the co-sponsors as well as the senators participating here today. Of course, you know I'm not going to sing, preach at a choir, sing to the choir, we all know the situation pretty much again you're looking into a little finer detail on the bill but I just want to say you know, say that we've been talking about the dire situation we're in and you know the GVB's mode or needs where it needs to be, is shifted in a way to help support the buildup in different ways. We've never imagined but I just want to put this out there, that we can't lose sight of the fact that we have still have a great advantage being three to four hours away from Japan to Korea, our key markets and so once we're able to you know once you're able to get this spread under control. I think the gears are ready to roll and spin and move towards capturing the two primary markets that again I don't want us to lose sight of the fact we have that great advantage even though Hawaii may be ahead of the game at this point but we still have the advantage of being close and we want to work towards that very much so with that again I'll go ahead and pass it over to our Vice President, Dr. Gerry Perez and just one final note that the board is very stands behind this leadership team at the bureau and the staff and management. I mean we're just continue to be impressed by them and are very thankful for their hard work and dedication throughout the pandemic so thank you.

Chairman Joe S. San Agustin: Mr. Perez, sir.

Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau: Oh, okay, thank you very much. Thank you very much for those remarks, are well appreciated by the staff and also thank you, Senator Therese for introduction of this bill, and you know, I don't have to go over a lot of the issues about where we are today but the reality is that the pandemic has affected the very core of our island economy and really has caused significant disruptions not only to the tourism industry but to the very social and economic fabric of our community and the tourism industry hard hit as well which includes the cancellation of flights, hotels seizing regular operations, mass closure or curtailment of the retail service and entertainment establishments. The whole value chain over tourism product is basically you know disrupted so, from February to September in 2020.

Guam has seen over 85% drop in visitor arrivals. We foresaw these double-digit negative numbers continuing for the next few months resulting in a significant decline in revenues so it will take some time and a significant amount of resources to really rebuild our tourism industry because as we have repeatedly said it doesn't look like we're going to have a V-shaped recovery as we have experienced before from typhoons or earthquakes or even the SARS Pandemic which lasted five months or so for us to recover and so we all facing the up, the situation of a recovery that would be a long crawl out a long crawl out not only because of new paradigms in the way the tourism industry sales and distribution is being managed but also the manner in which our host destinations are able to receive our visitors and so there's a structural disruption in the typical model of our tourism industry as most of you know, tourism is a very volume driven you know, industry that and the hospitality industry is also very touchy feely so basically what we're facing in terms of recovery is counter to the very essence of what makes this industry work so that's the other issue that we need to address in terms of our crawl out from the abyss so to speak so it'll take time and significant resources to build our industry and of course the bureau continues to stay in touch with our overseas Markets, overseas offices an industry stakeholder and as we continue to stay in touch, we continue to plan aggressively for recovery in our key markets so funding support is necessary to coordinate our marketing efforts once the tide starts to turn around and we would appreciate very much the support of the legislature for the remaining balance of the rainy day fund which we're obviously very sensitive because the last part of the fiscal year show drops in arrival and so we're very sensitive to the fact that even though we have the authority to spend the balance of the funds for the fiscal year, we are mindful that some of these spending authorizations may not be supported by the tourist attraction fund income. In reality so while we appreciate the support for the balance of the rainy-day fund. We want it also to let you know that we are aware of the sensitivity of cash backing the tourist attraction fund and we'll be mindful of that so GVB respectfully, requests the legislature's authorization to expand the remaining 50% of the rainy-day fund to support not only the pandemic recovery effort but to help rebuild our air seat capacity and support for our travel partners as well as in particular local tourism related businesses so, thank you for allowing us to testify in support of this bill Senator Terlaje and Senator San Agustin and really, I would appreciate that you know the enactment of this major.

Chairman Joe S. San Agustin: Thank you, Mr. Perez, I'd like to also recognize that we do have Josie Villanueva, the controller from GVB, we have Nadine Leon Guerrero of also from GVB and we also have Niko Fujikawa, let me see like to see if, do any of the other GVB folks would like to speak or would you like to and maybe I'll ask the Vice General Manager or was the Deputy Director Brigitte if she would like to do any testimony and reference to this former first lady, Joanne, come on, do you have anything ma'am, you want to speak say good and un-mute first.

Joanne Camacho, Deputy Director, Guam Economic Development Authority: Yes, Senator and just as the Chairman has expressed and the Vice President expressed, we really need the funds to help support the tourism industry. I can't express how much I mean it'd be very valuable so whatever support you can give us; I appreciate it. It'll help the team and really help go on recover much faster. I'm here for the next bill, I do have too with me, I have Tina Garcia and I have Diego Mendiola, am I frozen? No?

Chairman Joe S. San Agustin: There you go okay, He's on site, he's on me.

Dr. Gerald Perez, PhD, Vice President, Guam Visitors Bureau: I think Joanne is very modest but she also sits on the GVB board so, we appreciate your support Joanne.

Joanne Camacho, Deputy Director, Guam Economic Development Authority: Of course.

Chairman Joe S. San Agustin: All right, Senator Therese if you have any questions on the Chairman or the Vice President?

Senator Therese M. Terlaje: A couple so first of all I just wanted to clarify so, the fiscal note from BBMR outlines a 1.27-million-dollar balance in the rainy-day fund is that what you are also looking at is that the amount that you see would be released by this bill

Dr. Gerald Perez, PhD, Vice President, Guam Visitors Bureau: Josie, would you want to address that?

Josie Villanueva, Financial Controller, Guam Visitors Bureau: Yes, Senator Therese that's about one million, two hundred forty-seven thousand, four hundred thirty-one point sixty-two (\$1,247,431.62) at this time.

Senator Therese M. Terlaje: Okay, thank you and then at the time, so this fiscal note will become part of the record on this bill and BBMR had raised a question so I would like for you to explain right now so that in case my colleagues who were not able to make it today also have the same question so BBMR pointed to past audits FY18 audit that had a show to balance of 13 million 885 000 (\$13,885,000.00) available to GVB, it said and then of course the FY19 balance which just I mean audit which just came out recently also shows a 15.848 and it's called a cash unrestricted balance but so they suggested that GVB might be able to use that instead of the rainy-day fund balance so if you could just please explain why that is possible?

Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau: Yes, I can start explaining that senator and then Josie and the rest of the team can chime in that tends to be a little bit misleading because a 15 of 13 and then the 15 million dollars from the last audit actually did not recognize the fact that there is a lot of commitments and a lot of allocated funds already that the board had passed and so it isn't that we have the 15 million dollars, actually because those funds have either been already committed or reserved for a specific expenditure that we anticipate coming up and that's still a very iffy situation like I said earlier because of the tourist attraction fund, you know not bringing in as much cash so even though those allocations are there, they've already been allocated and committed for specific projects whether it has to do with the stormwater management system or other you know, other uses so those funds are not available basically.

Senator Therese M. Terlaje: All right and so all 15 million or approximately 10 million of it is committed is that right?

Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau: Yes.

Senator Therese M. Terlaje: Okay and that but you've taken a careful look at those commitments and you're continuing to review and confirm that those are still necessary in these times and that being very careful how you proceed with that money is that correct?

Dr. Gerald Perez, PhD, Vice President, Guam Visitors Bureau: Absolutely and top of the list as you probably have been monitoring our discussion in some of our meetings is the flooding issue down in Tumon and the need to really clear out the remaining two COVID's that have not been cleaned for 20 some years.

Senator Therese M. Terlaje: All right thank you and then so Mr. Chair the GVB had proposed well the rainy-day fund. You know total was 2.2 million so they had made a plan for the use of 2.2 million and laid that out several months ago but again updated it and I don't know if they want to give just a very brief update on how they intend to spend this this additional 1.5 or the total 2.2 from the rainy-day fund just so that we know that this is in addition to their regular expenditures at GVB, if I can start off and then maybe ask Nadine if she can chime in but fundamentally what was sent to the legislature earlier had to be adjusted downward because of emerging situations and so the dollar amounts for our marketing effort in these different markets, have been revised downward, and you know, we'll keep reviewing that to see if it will hold or we need to make further adjustments but we have hardly anything and so Nadine can you go ahead and add to that concern?

Nadine Leon Guerrero, Global Marketing Director, Guam Visitors Bureau: Sure, for the 2.2-million-dollar plan that was submitted in actuality, 1 million was from CVB's FY2020 operational funds, and then the 1.2 was from the rainy-day fund so the plan includes both funding sources most of the funds actually were for local projects and some of them have been proceeding on others are on hold for specifically for the marketing. We were looking at about a million dollars actually a little less than a million dollars for marketing specifically. We did have, I should say, we have a program that's pending launch when Guam is ready that includes sub-sector support for our optional tours and our tour guides. We also have in-

country research that is pending when the time is right to do the studies and we also have some social media programs, as well, that's ready to run when we're ready.

Senator Therese M. Terlaje: The social media, what is that for? I mean is that different than marketing to the Asian countries?

Nadine Leon Guerrero, Global Marketing Director, Guam Visitors Bureau: So, for the social media plan it in addition to marketing to the different source markets, really, we wanted to focus some efforts to Guam so that we can make sure that we're ready, we didn't want to just, we knew that bringing the local population along on the journey for Guam to be ready to be open and welcome our visitors. Our local population had to feel comfortable with the current situation so we wanted to bring everybody along so that we were all in this together. I'd like to point out former colleagues that so they're that part of the plan, the social media is estimated at 500,000.00 that's one of the biggest portions of this 2.2 million. The other large portion is that sub-sector optional tour and tour guide support program which Nadine talked about that's about 651 thousand dollars and maybe Nadine, if you could just explain a little bit about that because I'm, I'd like that to be on the record sure, so for the sub sector support we have over 300 tour guides that are registered for Guam and once we're able to have the businesses operating and have the tour guides in place. Our plan is actually trying to help them bring their revenue source back to the island, not only our visitors but even online opportunities for them so we'll be able to help them with setting up tours that they can film virtually and we also planned, we also have a plan to staycation program that again we're waiting for us to be ready that includes the optional tours and the tour guides so once we launch the program, our local population will be able to win prizes that include supporting the sub sectors so they can participate in optional tours.

You know be a tourist for a day on their own island, they can they'll get a guided tour. We also wanted to make it so that people would feel comfortable and one of the ideas we had was because of social distancing trying to keep all those people in the same car or vehicle might be an issue depending upon what the situation is so we actually wanted to station the tour guides at the tour sites or our scenic sites. I should say and so now you don't have to you don't have to make prior arrangements, you don't have to be in close contact with the tour guide they meet. You at the site, they're also helping out with social distancing at the different tourist sites, and whatnot and that way they're able to essentially have a job because right now obviously no tourists are coming, they don't, they're not working and we want to support them they're vital to our industry.

Dr. Gerald Perez, Ph.D., Vice President, Guam Visitors Bureau: Yes, Mr. Chairman and Senator Therese, I'd also like to underscore that what Nadine is talking about is actually where the rubber meets the road but the fundamental issue here is that the drop in tourism arrivals have decimated, have decimated our institutional capacity both locally accepted norms as well as the capacity to handle tourists so what this program can do in effect is try to crawl back and try to generate green shoots of support and opportunity for capacity building of the industry again which has been decimated by you know the drop-off and arrivals so that's one key background to that initiative the other thing is, we can't we cannot overstate enough the need to really convince our local residents about the disease and us overcoming the disease but more importantly, it is an opportunity for local residents to really see for themselves what we have that makes people want to come visit the island and so in that

manner they can also buy into the industry and become a part owner of this wonderful industry called tourism.

Senator Therese M. Terlaje: All right, thank you Mr. Chair, I have no further questions on this bill if unless any of the other senators.

Chairman Joe S. San Agustin: Thank you, Senators Therese, Senator Telo do you have any questions on the folks present today?

Senator Telo Taitague: Okay well I'd like to say hello to my old family over there at GVB, I'm so sorry we're all going this but we're doing this together going through this together you know and I support this legislation. I just want to make a note on the bill itself you know to ensure that the Title 12, Chapter 9, Article 13 is correct because we have two rainy-day funds. We have the government of Guam rainy-day fund and we have the GVB rainy-day fund so to ensure that the legislation has the correct Title and Chapter on the bill is my only concern here that's all and I wish you guys the very best anything that we can do to help our GVB family. I'm here stand ready thank you.

Chairman Joe S. San Agustin: All right thank you, Senator Telo, I think it's correct. I will just double check it with the author of the bill to make sure that we got the right code and there's I don't think we're having a problem right Senators Therese? okay

Senator Telo Taitague: All right, yeah, I think it just needs to be, yeah, I don't see the code on there and I think Josie saw that too.

Chairman Joe S. San Agustin: Okay, we'll fix that, we'll fix that one there, being there is no one else to testify and I'm in full support of this bill, I wish we had another source of funding to provide you so that not only invite the people of Guam to participate in the tourism rebuild but also I mean. I drive by Tumon once a week guaranteed, I go by there and I like to see all everything fixed so that when the tourism starts, they're ready to roll the roads are great because I see the stores and I'm, I just believe that we're going to be able to get back on our feet. I'm just that confident but I'd like to find another source to help GVB in addition to this rainy-day fund but centuries, if you like to put a closing, we can wrap this one up and I'll get this bill ready to go for the next session.

Senator Therese M. Terlaje: No, I don't think I have anything to say here just thank you to those at GVB for their continued work and especially for their assistance to The Department of Public Health in sending out the message using your marketing skills and our destination management to really manage our response to COVID. I very much appreciate that and I think we continue to need your full help in that regard so thank you. thank you, Mr. Chair.

Chairman Joe S. San Agustin: All right, thank you that being said I'd like to thank everyone for attending the virtual public hearing for **Bill 353-35 (COR)** and providing feedback and suggestions. The virtual public hearing is now adjourned it is now 2:33.

This virtual public hearing was adjourned at **2:33P.M.**

III. FINDINGS & RECOMMENDATIONS:

The Committee on **General Government Operations, Appropriations, and Housing** hereby reports out **Bill 353-35 (COR) – As amended by the Committee on General Government Operations, Appropriations, and housing. *As Introduced by Senator Therese M. Terlaje* – “AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY-DAY FUND FOR THE REMAINING FISCAL YEAR 2020.”**, with the recommendation **TO DO PASS.**

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
2020 (SECOND) Regular Session

Bill No. 353-35 (COR)

Introduced by:

Therese M. Terlaje 

**AN ACT TO AUTHORIZE THE GUAM VISITORS
BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE
RAINY DAY FUND FOR THE REMAINING FISCAL
YEAR 2020.**

1 **BE IT ENACTED BY THE PEOPLE OF GUAM:**

2 **Section 1. Findings and Intent.** *I Liheslaturan Guåhan* finds that pursuant
3 to 12 Guam Code Annotated §9304, the Guam Visitors Bureau has access to fifty
4 percent of its Rainy Day Funds in the event of a disaster. Access to the remaining
5 fifty percent is subject to Legislative approval. In recognition of the devastation
6 wrought on the visitor industry as a result of the world-wide COVID-19 pandemic
7 emergency, *I Liheslaturan Guåhan* intends to allow access to all the funds available
8 in the Rainy Day Funds for the remainder of the Fiscal Year 2020.

9 Access to the first fifty percent of the Rainy Day Funds was contingent on
10 approval of a resolution by the Board of Directors of the Guam Visitors Bureau
11 containing:

- 12 (a) statement of facts that a natural or man-made disaster has occurred on
13 Guam, or certain external economic conditions have been experienced;
- 14 (b) a recitation of the activities to be undertaken to mitigate the potential harm
15 to Guam’s tourism industry; and

1 (c) insufficient funds are available for such activities within the current fiscal
2 year's operating budget.

3 Access to the remaining fifty percent shall also require a detailed plan and
4 recitation of the activities to be undertaken to mitigate the harm to the tourism
5 industry.

6 **Section 2. Authorization to Expend Balance of Rainy Day Fund.**

7 Notwithstanding any other provision of law, the Guam Visitors Bureau is authorized
8 to expend on a continuing basis the balance of the Rainy Day Fund throughout
9 FY2020 to mitigate the harm and rebuild the tourism industry in the aftermath of the
10 COVID-19 Public Health Emergency, declared by the Governor of Guam on March
11 16, 2020. To avail of these funds, the Board of Directors of the Guam Visitors
12 Bureau *shall* submit a Resolution to the Speaker detailing the planned use of the
13 funds prior to expenditure. This authorization *shall* continue until all funds in the
14 Rainy Day Fund as of September 30, 2020, are expended.

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
2020 (SECOND) Regular Session

Bill No. 353-35 (COR)

As Amended by the Committee on
General Government Operations,
Appropriations and Housing.

Introduced by:

Therese M. Terlaje

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12 Bureau *shall* approve a detailed plan for use of the funds or approve the specific use
13 prior to expenditure. This authorization *shall* continue until all funds in the Rainy
14 Day Fund as of September 30, 2021, are expended.

Committee Markup on Bill No. 353-35 (COR)

I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN 2020 (SECOND) Regular Session

Bill No. 353-35 (COR)

As Amended Committee on General Government Operations, Appropriations and Housing.

Deleted:

Introduced by:

Therese M. Terlaje

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

BE IT ENACTED BY THE PEOPLE OF GUAM:

Section 1. Findings and Intent. *I Liheslaturan Guåhan* finds that pursuant to 12 Guam Code Annotated §9304, the Guam Visitors Bureau has access to fifty percent of its Rainy Day Funds in the event of a disaster. Access to the remaining fifty percent is subject to Legislative approval. In recognition of the devastation wrought on the visitor industry as a result of the world-wide COVID-19 pandemic emergency, *I Liheslaturan Guåhan* intends to allow access to all the funds available in the Rainy Day Funds for the remainder of the Fiscal Year 2020.

Access to the first fifty percent of the Rainy Day Funds was contingent on approval of a resolution by the Board of Directors of the Guam Visitors Bureau containing:

(a) statement of facts that a natural or man-made disaster has occurred on Guam, or certain external economic conditions have been experienced;

(b) a recitation of the activities to be undertaken to mitigate the potential harm to Guam's tourism industry; and

1 (c) insufficient funds are available for such activities within the current fiscal
2 year's operating budget.

3 Access to the remaining fifty percent shall also require a detailed plan and
4 recitation of the activities to be undertaken to mitigate the harm to the tourism
5 industry.

6 **Section 2. Authorization to Expend Balance of Rainy Day Fund.**

7 Notwithstanding any other provision of law, the Guam Visitors Bureau is authorized
8 to expend on a continuing basis the balance of the Rainy Day Fund throughout
9 FY2020 to mitigate the harm and rebuild the tourism industry in the aftermath of the
10 COVID-19 Public Health Emergency, declared by the Governor of Guam on March
11 16, 2020. To avail of these funds, the Board of Directors of the Guam Visitors
12 Bureau *shall* approve a detailed plan for use of the funds or approve the specific use
13 prior to expenditure. This authorization *shall* continue until all funds in the Rainy
14 Day Fund as of September 30, 2021, are expended.

Deleted: submit a Resolution to the Speaker detailing the planned use of the funds prior to expenditure

Deleted: 2020

Senator Régine Biscoe Lee,
Chair

Senator Amanda L. Shelton,
Vice Chair

Speaker Tina Rose Muña Barnes,
Member

Vice Speaker Telena Cruz Nelson,
Member

Senator Kelly Marsh (Taitano), PhD,
Member

Senator Sabina Flores Perez,
Member



COMMITTEE ON RULES
I MINA'TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
35TH GUAM LEGISLATURE

May 21, 2020

Senator Clynton E. Ridgell,
Member

Senator Joe S. San Agustin,
Member

Senator Jose "Pedo" Terlaje,
Member

Senator Therese M. Terlaje,
Member

Senator James C. Moylan,
Member

Senator Mary Camacho Torres,
Member and Chair, Subcommittee on Protocol

MEMO

To: Rennae Meno
Clerk of the Legislature

From: Senator Régine Biscoe Lee
Chair, Committee on Rules

Re: Fiscal Notes

Buenas yan Háfa adai.

Attached, please find the fiscal notes for the following bills:

Bill No. 315-35 (LS)
Bill No. 318-35 (COR)
Bill No. 353-35 (COR)

Please forward the same to Management Information Services (MIS) for posting on our website.

For any questions or concerns, please feel free to contact Mary Maravilla, Committee on Rules Director at 472-2461.

Thank you for your attention to this important matter.



Bureau of Budget & Management Research

Fiscal Note of Bill No. 353-35 (COR)

AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Department/Agency Appropriation Information

Dept./Agency Affected: Guam Visitors Bureau	Dept./Agency Head: Carl T.C. Gutierrez, Acting President & CEO
Department's General Fund (GF) appropriation(s) to date:	\$0
Department's Other Fund appropriation(s) to date: Tourist Attraction Fund (net of passthrough appropriations for NPOs totaling \$640,000)	<u>\$21,850,650</u>
Total Department/Agency Appropriation(s) to date:	<u>\$21,850,650</u>

Fund Source Information of Proposed Appropriation

	General Fund:	(Specify Special Fund):	Total:
FY 2019 Unreserved Fund Balance	\$0	\$0	\$0
FY 2020 Adopted Revenues	\$0	\$0	\$0
FY 2020 Appro. (P.L. 35-36 thru)	\$0	\$0	\$0
Sub-total:	\$0	\$0	\$0
Less appropriation in Bill	\$0	\$0	\$0
Total:	\$0	\$0	\$0

Estimated Fiscal Impact of Bill

	One Full Fiscal Year	For Remainder of FY 2020 (if applicable)	FY 2021	FY 2022	FY 2023	FY 2024
General Fund	\$0	\$0	\$0	\$0	\$0	\$0
Special Fund	1/	\$0	\$0	\$0	\$0	\$0
Total	1/	\$0	\$0	\$0	\$0	\$0

- 1. Does the bill contain "revenue generating" provisions? / / Yes / X / No
- 2. If Yes, see attachment
- 3. Is amount appropriated adequate to fund the intent of the appropriation? / X / N/A / / Yes / X / No
If no, what is the additional amount required? / X / N/A
- 4. Does the Bill establish a new program/agency? / / Yes / X / No
If yes, will the program duplicate existing programs/agencies? / X / N/A / / Yes / / No
Is there a federal mandate to establish the program/agency? / / Yes / X / No
- 5. Will the enactment of this Bill require new physical facilities? / / Yes / X / No
- 6. Was Fiscal Note coordinated with the affected dept/agency? If no, indicate reason: / X / Yes / / No
/ X / Requested agency comments not received by due date / / Other:

Analyst: <u>Abigail Reyes, BMA III</u>	Date: <u>5/20/2020</u>	Director: <u>Lester L. Carlson, Jr., Director</u>	Date: <u>MAY 21 2020</u>
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Notes:
/ See attached comments.

**BUREAU OF BUDGET AND MANAGEMENT RESEARCH
COMMENTS ON BILL NO. 353-35 (COR)**

The proposed legislation intends to allow the Guam Visitors Bureau (GVB) full access to the Rainy Day Fund as contained in Article 3 of Chapter 9 of Title 12 of the Guam Code Annotated (GCA) for the remainder of Fiscal Year 2020. The proposed legislation allows GVB to continue the use of the Rainy Day Fund balance as of September 30, 2020 until such fund balance is exhausted.

The Rainy Day Fund was established to support GVB in carrying out activities identified to counter the negative impacts of natural or man-made disasters or any external economic conditions on Guam's tourism industry. §9304(c) of Article 3 of Chapter 9 of 12GCA allows the use of up to 50% of the Rainy Day Fund balance by GVB for each occurrence upon the approval of GVB's Board of Directors if the current fiscal year's operating budget is insufficient for such activities. In the event that GVB necessitates the use of more than 50% of the fund balance, legislative approval is required.

According to the latest financial audit of GVB, the restricted cash in the Rainy Day Fund is \$1,227,958 as of September 30, 2018. This proposed legislation will allow GVB to spend such amount for tourism industry recovery efforts, as approved by its Board of Directors. GVB's Fiscal Year 2019 financial statements remain unaudited as of the time this fiscal note is prepared.

It should be noted that GVB's FY2018 financial audit also reported an unrestricted cash balance of \$13,885,027. The Bureau notes that GVB has the ability to utilize this source prior to accessing the Rainy Day Fund.

OFFICE OF FINANCE AND BUDGET
Committee on General Government Operations,
Appropriations and Housing
Tel: (671) 989-5445 / Fax: (671) 969-6737
Email: senatorjoessanagustin@gmail.com



I Mina'trentai Singko Na Leheslaturan Guahan
THE 35TH GUAM LEGISLATURE
Ran Care Bldg. Suite 5, 2nd Floor,
721 . Marine Corps. Dr., Tamuning Guam 96913

May 22, 2020

MEMORANDUM

To: Senator Joe S. San Agustin
Chairman, Committee on General Government Operations, Appropriations and Housing

From: Stephen J. Guerrero
Director, Office of Finance and Budget

Re: Funding Availability Note: Bill No. 353-35 (COR)

Hafa Adai Senator San Agustin!

Pursuant to the Standing Rules of the 35th Guam Legislature, the Committee on Appropriations and/or the Office of Finance and Budget (OFB) shall determine in writing if the funding source cited in Appropriation or Authorization for Appropriations bills are sufficient.

The Office has received Bill No 353-35 (COR), AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY-DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

Bill No. 353-35 seeks to authorize Guam Visitors Bureau to use the remaining 50 percent of the Rainy-Day Fund for the remaining Fiscal Year 2020 in the event of a disaster. However, the use of the remaining 50 percent requires Legislative approval with the approval by a resolution by the Board of Directors of the GVB.

Due to the impact of the COVID-19 on the local economy, FY2020 Tourist Attraction Fund revenues collections has been severely affected. Based on the 2020 April CRER report the fund is projected an \$8.9M shortfall by the end of the fiscal year. The Bureau operates almost entirely on TAF funding and without any other major source of revenues, may need the use of their Rainy-Day Fund to continue operations. Based on GBV's FY 2018 Audited Financial Statement the fund balance of the Rainy Day Fund is \$1,227,958. As of the date of these comments the Government's FY2019 Financial Audit Report has yet to be completed.

Respectfully,

Stephen J. Guerrero

Office of Finance and Budget
Fiscal Note

Bill No. 353-35 (COR)

Sponsor: Senator Therese M. Terlaje

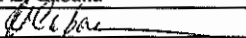
AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.

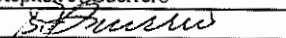
Department/Agency/Entity	
Department/Agency/Entity: Guam Visitor's Bureau	
Fiscal Year(s)/Program Period FY 2020	\$22,490,650
General Fund Appropriation(s) (as of :	\$0
Other Fund Source(s) Appropriation(s) (Specify):	\$0
Total Department /Agency Appropriation	\$0

Projected Fiscal Impact of Bill

	1st Year	2nd Year	3rd year	4th year	5th year	Total
General Fund						\$0
Special Fund						\$0
Other Fund Sources						\$0
Total	\$0	\$0	\$0	\$0	\$0	\$0

- | | | | |
|---|---------|--------------|---------|
| 1. Is the bill a one time funding request? | /X/ Yes | // No | // N/A |
| 2. Does the bill indicate a viable funding source for the appropriation? | /X/ Yes | // No | // N/A |
| 3. Are there adequate funds in the bill's funding source for the appropriation? | // Yes | // No | /X/ N/A |
| 4. Is the bill to fund a new program or existing program? | // New | /X/ Existing | // N/A |
| 5. Are federal funds available to fund the bill? | // Yes | /X/ No | // N/A |

Analyst: Joseph L. Cabana
 Signature: 
 Date: 5/22/2020

Director: Stephen J. Guerrero
 Signature: 
 Date: 5/22/2020

Comments:
 Bill No. 353-35 seeks to authorize Guam Visitors Bureau to use the remaining 50 percent of the Rainy-Day Fund for the remaining Fiscal Year 2020 in the event of a disaster. However, the use of the remaining 50 percent requires Legislative approval with the approval by a resolution by the Board of Directors of the GVB.

 Due to the impact of the COVID-19 on the local economy, FY2020 Tourist Attraction Fund revenues collections has been severely affected. Based on the 2020 April CRER report the fund is projected an \$8.9M shortfall by the end of the fiscal year. The Bureau operates almost entirely on TAF funding and without any other major source of revenues, may need the use of their Rainy-Day Fund to continue operations. Based on GBV's FY 2018 Audited Financial Statement the fund balance of the Rainy Day Fund is \$1,227,958. As of the date of these comments the Government's FY2019 Financial Audit Report has yet to be completed.



Office of
SENATOR Joe S. San Agustin

I Mina' trentai Singko na Liheslaturan Guåhan Thirty-Fifth Guam Legislature

COMMITTEE VOTE SHEET

BILL NO. 353-35 (COR) – As amended by the Committee on General Government Operations, Appropriation, and Housing. As Introduced by Senator Therese M. Terlaje – “AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020.”

Committee Members	Signature	TO DO PASS	TO NOT PASS	TO REPORT OUT ONLY	TO ABSTAIN	TO PLACE IN INACTIVE FILE
Senator Joe S. San Agustin <i>Chairman</i>		✓				
Senator Amanda L. Shelton <i>Vice Chairperson (Gen Govt Operations, Appr & Housing)</i>						
Speaker Tina Rose Muña Barnes <i>Member</i>						
Senator William M. Castro <i>Member</i>						
Senator Régine Biscoe Lee <i>Member</i>						
Senator Kelly G. Marsh (Taitano), Ph.D. <i>Member.</i>	E-vote 11/12/2020	✓				
Senator James C. Moylan <i>Member</i>						
Senator Louise B. Muna <i>Member</i>	E-vote 11/12/2020	✓				
Senator Clynton E. Ridgell <i>Vice Chairman (Appropriations)</i>	E-vote 11/12/2020			✓		
Senator Jose “Pedo” Terlaje <i>Member</i>	E-vote 11/12/2020	✓				
Senator Therese M. Terlaje <i>Member</i>	E-vote 11/12/2020	✓				

Committee Chairman: General Government Operations, Appropriations, and Housing

Ran - Care Commercial Building, CBU #230, 761 South Marine Corps Dr., Tamuning, Guam 96913

*Tel: (671) 989-5445 * Fax: (671) 969-6737 * email: senatorjoessanagustin@gmail.com*



Michaella Celorio <msacelorio.senatorsa@gmail.com>

E-vote Request: on Bill No. 353-35 (COR) As amended by COA

11 messages

Michaella Celorio <msacelorio.senatorsa@gmail.com>

Thu, Nov 12, 2020 at 8:20 AM

To: Office of Senator Shelton Guam Legislature <officeofsenatorshelton@guamlegislature.org>, Clynt Ridgell <clyntridgell@guamlegislature.org>, Speaker's Office <speaker@guamlegislature.org>, Senator William Mendiola Castro <sen.wilcastro@gmail.com>, Régine Biscoe Lee <senatorbiscoelee@guamlegislature.org>, "PhD." <office.senatorkelly@guamlegislature.org>, "Senator James C. Moylan" <senatormoylan@guamlegislature.org>, "Senator Louise B. Muna" <senatorlouise@gmail.com>, Senator Pedro Terlaje <senatorpedo@senatorjpterlaje.com>, Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Cc: "Joe S. San Agustin" <senatorjoessanagustin@gmail.com>, Rose Mesa <rose.senatorsa@gmail.com>, Joseph Mesngon <joe.senatorsa@gmail.com>, Catherine Leon Guerrero <cathy.senatorsa@gmail.com>

Hafa Adai, Committee Members:

Please see attachment below to access the Committee Report for Bill No. 353-35 (COR) - "AN ACT TO AUTHORIZE THE GUAM VISITORS BUREAU TO EXPEND ALL FUNDS AVAILABLE IN THE RAINY DAY FUND FOR THE REMAINING FISCAL YEAR 2020." As Introduced by Therese M. Terlaje. **As amended by the Committee on General Government Operations, Appropriations, and Housing.**

Please indicate your preferred action, based on the following options.

- To Do Pass;
- To Not Pass;
- To Report Out Only;
- To Abstain; or
- To Place in Inactive File.

Please submit your response **ASAP**. Your response will be logged into the Committee Vote Sheet for Bill No. 253-35 (COR) As Amended by the Committee on General Government Operations, Appropriations, and Housing, which will be filed with the Committee on Rules.

Best,

Michaella Shaira Asoy Celorio

Research Policy Analyst

Office of Senator Joe S. San Agustin

I Mina'Trentai Singko Na Lehislaturan Guahan

Chairman, Committee on General Government Operations, Appropriations & Housing

Office of Finance and Budget

761 S. Marine Corps Drive

Ran Care Bldg. Suite B2

Tamuning, Guam 96913

Email: msacelorio.senatorsa@gmail.com

Tel: (671) 989-5445

 **Bill 353-35 (COR) Committee Report.pdf**
8545K

Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Thu, Nov 12, 2020 at 8:28 AM

To: Michaella Celorio <msacelorio.senatorsa@gmail.com>

Cc: "Joe S. San Agustin" <senatorjoessanagustin@gmail.com>, Rose Mesa <rose.senatorsa@gmail.com>, Joseph Mesngon <joe.senatorsa@gmail.com>, Catherine Leon Guerrero <cathy.senatorsa@gmail.com>

To do pass.

Thank you,
TMT

Office of Senator Therese M. Terlaje

Committee on Health, Tourism, Historic Preservation, Land and Justice

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

Office Location: Ada Plaza Center, Suite 207, [173 Aspinall Avenue](#), Hagåtña, Guam 96910

Mailing address: Guam Congress Building, [163 Chalan Santo Papa](#), Hagåtña, Guam 96910

T: (671) 472-3586 F: (671) 989-3590 Email: senatorterlajeguam@gmail.com

website: www.senatorterlaje.com

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[Quoted text hidden]

Michaella Celorio <msacelorio.senatorsa@gmail.com>
To: Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Thu, Nov 12, 2020 at 8:31 AM

Hafa Adai, Senator Terlaje

Received. Thank you.

Best,
Mica

[Quoted text hidden]

--

[Quoted text hidden]

Louise Muna <senatorlouise@gmail.com>
To: Michaella Celorio <msacelorio.senatorsa@gmail.com>

Thu, Nov 12, 2020 at 8:58 AM

Hafa Adai,

To Do Pass.

[Quoted text hidden]

Michaella Celorio <msacelorio.senatorsa@gmail.com>
To: Louise Muna <senatorlouise@gmail.com>

Thu, Nov 12, 2020 at 9:06 AM

Hafa Adai, Senator Muna

Received. Thank you.

Best,
Mica

[Quoted text hidden]

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[Quoted text hidden]

Office of Senator Kelly Marsh (Taitano), PhD. <office.senatorkelly@guamlegislature.org> Thu, Nov 12, 2020 at 10:22 AM
To: Michaella Celorio <msacelorio.senatorsa@gmail.com>

To do pass.



Office of Senator Kelly Marsh (Taitano), PhD
Committee on Heritage and the Arts, Parks, Guam Products,
Hagåtña Revitalization, Self-Determination, and Regional Affairs
I Mina'trentai Singko na Liheslaturan Guåhan | 35th Guam Legislature
Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam 96910
Telephone: (671) 989-5681/2



[Quoted text hidden]

Michaella Celorio <msacelorio.senatorsa@gmail.com> Thu, Nov 12, 2020 at 10:29 AM
To: "Office of Senator Kelly Marsh (Taitano), PhD." <office.senatorkelly@guamlegislature.org>

Hafa Adai, Senator Marsh (Taitano)

Received. Thank you

Best,
Mica

[Quoted text hidden]

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[Quoted text hidden]

Senator Pedo Terlaje <senatorpedo@senatorjpterlaje.com> Thu, Nov 12, 2020 at 10:33 AM
To: Michaella Celorio <msacelorio.senatorsa@gmail.com>

Cc: Office of Senator Shelton Guam Legislature <officeofsenatorshelton@guamlegislature.org>, Clynt Ridgell <clyntridgell@guamlegislature.org>, Speaker's Office <speaker@guamlegislature.org>, Senator William Mendiola Castro <sen.wilcastro@gmail.com>, Régine Biscoe Lee <senatorbiscoelee@guamlegislature.org>, "PhD." <office.senatorkelly@guamlegislature.org>, "Senator James C. Moylan" <senatormoylan@guamlegislature.org>, "Senator Louise B. Muna" <senatorlouise@gmail.com>, Senator Therese Terlaje <senatorterlajeguam@gmail.com>, "Joe S. San Agustin" <senatorjoessanagustin@gmail.com>, Rose Mesa <rose.senatorsa@gmail.com>, Joseph Mesngon <joe.senatorsa@gmail.com>, Catherine Leon Guerrero <cathy.senatorsa@gmail.com>

To do pass.

On Thu, Nov 12, 2020 at 8:20 AM Michaella Celorio <msacelorio.senatorsa@gmail.com> wrote:
[Quoted text hidden]

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The Office of Senator Jose "Pedo" Terlaje
Committee on Public Safety, Border Safety,
Military and Veterans Affairs, Mayors' Council,
Infrastructure, and Public Transit

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

140 Aspinall Avenue Ste. 202 Hagatna, Guam 96910
Tel: (671) 989-5301/ 3218
Email: senatorpedo@senatorjpterlaje.com

Michaella Celorio <msacelorio.senatorsa@gmail.com>
To: Senator Pedo Terlaje <senatorpedo@senatorjpterlaje.com>

Thu, Nov 12, 2020 at 10:35 AM

Hafa Adai, Senator Pedo

Received. Thank you.

Best,
Mica

[Quoted text hidden]

--

[Quoted text hidden]

Clynt Ridgell <clyntridgell@guamlegislature.org>
To: Michaela Celorio <msacelorio.senatorsa@gmail.com>

Thu, Nov 12, 2020 at 10:54 AM

To report out.

On Thu, Nov 12, 2020 at 8:20 AM Michaela Celorio <msacelorio.senatorsa@gmail.com> wrote:

[Quoted text hidden]

Michaela Celorio <msacelorio.senatorsa@gmail.com>
To: Clynt Ridgell <clyntridgell@guamlegislature.org>

Thu, Nov 12, 2020 at 11:06 AM

Hafa Adai, Senator Ridgell

Received. Thank you.

Best,
Mica

[Quoted text hidden]

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Give Us A Moment

Guam Visitors Bureau



Tourism Recovery



Kickoff Recovery Plan

DESCRIPTION	COST
Japan	\$350,000
Korea	\$350,000
Taiwan	\$148,500
Social Media/North America/NEA/SEA	\$500,000
Sub Sectors Optional Tour & Tour Guide Support Programs	\$651,500
Research: In-Country	\$150,000
Tourism Works	\$50,000
TOTAL	\$2,200,000

- In May 2020, GVB submitted to the Guam Legislature a \$2.2 million plan that included \$1M from FY2020 operations and \$1.2M from GVB's Rainy Day Fund.

- **Working within our means**
- **Scaling down market efforts**
 - But need to protect local assets
- **Working with industry stakeholders in collaborative efforts to promote Guam**
- **Seeking new funding sources (i.e. grants)**

- **GVB FY2021 budget reduced by 72%**
- **Funds needed to recovery and support Guam economy**
- **Losing \$200K per hour in tourist spend**
- **-26%+ unemployment**
- **Loss of \$175-\$200 per visitor in local tax revenue**
- **FY2020 -52.3% in arrivals**
- **BUT Feb - Sept arrivals -85%**

- **Funds obligated for local projects**
 - VSO Program
 - Beach Cleaning
 - Island Road Maintenance
 - Tumon Landscaping
 - Bus Shelter Maintenance

Cash Position	As of 10/19/2020
Bank Balances	\$15,418,162.01
Restricted & Committed	\$10,103,736.69
GVB Cash Balance	\$5,314,425.32



Give Us A Moment

PLANS

Japan Market - \$350,000



- **Now: Low key SNS marketing to keep Guam in mind**
- **Receiving an additional \$650,000 in financial support from in-country travel trade partners once Guam is ready**

Campaign Items	Cost required (USD)
Guam Sales Campaign	\$249,000.00
SNS Campaign (Twitter campaign)	\$1,000.00
SNS AD/PR campaign	\$100,000.00
Total	\$350,000.00

Korea Market - \$350,000



- Korean Government extended financial support of travel industry to April 2021
- Guam was #1 US destination prior to COVID-19
- Guam a priority destination

Campaign Items	Cost required (USD)
Win Back Campaign - Travel Agents	\$95,000.00
Cheer Up Sales - Airlines	\$84,000.00
Get Up And Move webinar series	\$50,000.00
Media FAM Tour	\$26,000.00
Safe Destination Guam (Digital)	\$35,000.00
Safe Destination Guam (OOH)	\$60,000.00
TOTAL	\$350,000

Taiwan Market - \$148,500



- **Potential for 2 airlines to begin service to Guam**
- **Taiwanese ready to travel**

Campaign Items	Cost required (USD)
Travel Sentiment and insight Surveys	\$2,000.00
Airlines Route promotions	\$75,000.00
Get Up And Move Travel Trade gathering	\$5,480.00
Media Co-Op	\$62,250.00
Mid-Autumn Festival	\$3,000.00
TOTAL	\$148,500.00

Sub Sector Support: Tour Guides & Optional Tours - \$651,500



PENDING LAUNCH

- The Guam Visitors Bureau currently has over 300 registered tour guides who service our tourism source markets.
- Once businesses are permitted to operate under PCOR conditions, tour guides will be invited to participate in our tour guide incentive program:
 - Tours will be sponsored by GVB to host up to (5) local tours for our community to enjoy.
 - GVB will pay per tour organized to support local tour guides and community initiatives.
- Goals of the tour guide incentive program
 - Promote a “staycation campaign” by offering tours for local families with a certified tour guide.
 - Support tour guides, optional tours, retailers and restaurants.
 - Boost community confidence by providing an opportunity for residents to experience the industry’s safety protocols first-hand.

In-Country Research - \$150,000



- **Sentiment surveys conducted**
- **Procurement for larger studies completed**
- **PENDING LAUNCH: timing critical for in-country research**
- **Guam must be ready to receive visitors (planned or actual)**
- **Research now focused on safer, touchless entrance experience for customs and health declaration forms**

Tourism Works - \$50,000



Completed

- Launched Industry Update (weekly)
- Completed Give Us A Moment, Give Us A Moment Together, Safety Protocol, and Get Up And Move assets
- Completed safety signage graphics for island wide use (downloadable on GVB Corp. Website)
- Support of DPHSS with translations and printing