

I Mina "Trentai Kaditro Na Lihelaturan Gudhan
APPOINTMENTS

DOCUMENT NO.	APPOINTEE	POSITION	AGENCY	APPT. DATE	TERM LENGTH	CMTE REFERRED	DATE REFERRED	PUBLIC HEARING DATE	CMTE REPORT FILED	DATE CONFIRMED	NOTES
35GL-19-0128	Flori-Anne Dela Cruz	Youth Member	Guam Visitors Bureau Board of Directors	2/5/19	To serve at the pleasure of the Governor	Committee on Health, Tourism, Historic Preservation, Land, and Justice	2/7/19	3/6/19 1:00 p.m.	3/18/19 12:19 p.m.		



Senator
THERESE M. TERLAJE

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

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

March 15, 2019

The Honorable Telen Cruz Nelson

Acting Speaker

I Mina'trentai Singko na Liheslaturan Guåhan

163 Chalan Santo Papa

Hagåtña Guam, 96910

VIA: **The Honorable Régine Biscoe Lee** *PBL*
Chairperson, Committee on Rules

RE: Committee Report on the Appointment of Flori-Anne Dela Cruz

Håfa Adai Acting Speaker Nelson:

Transmitted herewith is the Committee Report on the appointment of **Flori-Anne Dela Cruz** to serve as **Youth Member** of the **Guam Visitors Bureau, Board of Directors** and which was referred to the **Committee on Health, Tourism, Historic Preservation, Land and Justice**.

Committee votes are as follows:

- 5 TO CONFIRM
- 0 TO NOT CONFIRM
- 0 TO REPORT OUT ONLY
- 0 TO ABSTAIN
- 0 TO PLACE IN INACTIVE FILE

Sincerely,

Therese M. Terlaje

RECEIVED
 MAR 15 2019
[Signature]
 COMMITTEE ON RULES
 11:50 am

2019 MAR 18 PM 12:19 PM



Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

COMMITTEE REPORT

Nomination of Flori-Anne Dela Cruz

As Youth Member of the Guam Visitors
Bureau Board of Directors to serve at the
pleasure of the Governor



Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan


35th Guam Legislature

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

March 15, 2019

MEMORANDUM

To: **All Members**
Committee on Health, Tourism, Historic Preservation, Land and Justice

From: **Senator Therese M. Terlaje** 
Committee Chairperson

Subject: **Committee Report on the Appointment of Flori-Anne Dela Cruz**

Transmitted herewith for your consideration is the Committee Report on the appointment of **Flori-Anne Dela Cruz** to serve as **Youth Member** of the **Guam Visitors Bureau, Board of Directors**.

This report includes the following:

- Copy of COR Referral of the Appointment
- Copy of the Appointment Letter to the Speaker
- Copy of the Appointment Packet & Supporting Documents
- Notices of Public Hearing & Other Correspondence
- Copy of the Public Hearing Agenda
- Public Hearing Sign-in Sheet
- Submitted Written Testimonies & Supporting Documents
- Committee Report Digest
- 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 Amanda L. Shelton,
Vice Chairperson

Speaker Tina Rose Muña Barnes,
Member

Vice Speaker Telena Cruz Nelson,
Member

Senator Kelly Marsh (Taitano), Ph.D.,
Member

Senator Sabina Flores Perez
Member

Senator Clynton E. Ridgell
Member



COMMITTEE ON RULES
SENATOR RÉGINE BISCOE LEE, CHAIR
I MINA TRENTAI SINGKO NA LIHESLATURAN GUÅHAN
35TH GUAM LEGISLATURE

Senator Joe S. San Agustin,
Member

Senator Jose T. Terlaje,
Member

Senator Therese M. Terlaje,
Member

Senator James C. Moylan,
Member

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

February 7, 2019

MEMO

To: **Rennae Meno**
Clerk of the Legislature
Attorney Julian Aguon
Legislative Legal Counsel

From: **Senator Régine Biscoe Lee**
Chairperson, Committee on Rules

Re: **Referral of Appointment**

Buenas yan Háfa adai.

As Chairperson of the Committee on Rules, I am forwarding the referral of the following appointment:

Appointee: **Flori-Anne Dela Cruz**
Position: **Youth Member, Guam Visitors Bureau Board of Directors**
Term Length: **To serve at the pleasure of the Governor**

The appointee's nomination packet may be referenced in the Guam Legislature's website at http://guamlegislature.com/35th_mess_comms.htm. Please refer to the following document:


"35GL-19-0128- Office of the Governor of Guam - Appointment and Supporting Documents for Flori-Anne Dela Cruz, Youth Member, Guam Visitors Bureau Board of Directors."

Please ensure that the aforementioned appointment is referred to **Senator Therese M. Terlaje, Chairperson of the Committee on Health, Tourism, Historic Preservation, Land and Justice.**

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.

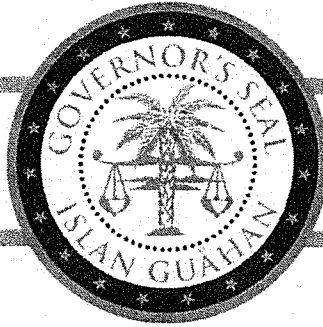
Respectfully,


Senator Régine Biscoe Lee
Chairperson, Committee on Rules

I Mina Trental Kultur Na Lihelaturan Guahan
APPOINTMENTS

APPOINTMENT NO.	APPOINTEE	TITLES	AGENCY	APPOINTMENT DATE	TERM LENGTH	REFERRED TO	DATE OF ORDER	PUBLIC HEARING DATE	CALL REPORT FILED	DATE OF NOTICE	NOTICE
35GL-19-0128	Flor-Anne Dela Cruz	Youth Member	Guam Visitors Bureau Board of Directors	2/5/19	To serve at the pleasure of the Governor	Committee on Health, Tourism, Historic Preservation, Land, and Justice	2/7/19				

UFISINAN I MAGA'HAGA
OFFICE OF THE GOVERNOR



LOURDES A. LEON GUERRERO
MAGA'HAGA - GOVERNOR

JOSHUA E. TENORIO
SIGUNDO MAGA'LÁHI - LIEUTENANT GOVERNOR

February 5, 2019

356L-19-0128
Speaker Tina Rose Muña Barnes

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

FEB 08 2019
Time 4:47 () AM () PM
Received By:

2019 FEB - 6 PM 5:00 JS

RE: Board Appointment

Dear Madame Speaker:

By virtue of the authority vested in me pursuant to the Organic Act of Guam and the local laws applicable to the following position, I am pleased to transmit the following appointment and supporting documents for:

APPOINTEE: Flori-Anne Dela Cruz
POSITION: Youth Member, Guam Visitors Bureau
Board of Directors
TERM LENGTH: **To serve at the pleasure of the Governor**

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

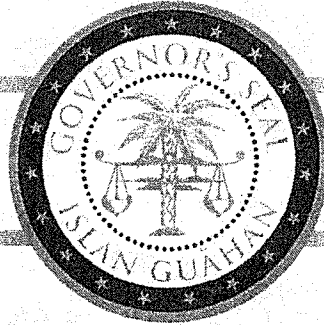
Senseramente,

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

0128

OFISINAN I MAGA'HAGA
OFFICE OF THE GOVERNOR

LOURDES A. LEON GUERRERO
MAGA'HAGA • GOVERNOR



JOSHUA F. TENORIO
SIGURDO MAGA'LANI • DEPUTY GOVERNOR

February 4, 2019

Flori-Anne Dela Cruz

Dear Ms. Dela Cruz:

Pursuant to my authority under 12 GCA § 9106 & 4 GCA § 2105.1, I am appointing you to serve as a

YOUTH MEMBER, GUAM VISITORS BUREAU BOARD OF DIRECTORS

Appointing you to this position comes with great responsibility because you will have a vital role to perform which will place many demands on your time and energy. Integrity and honesty are virtues that I prioritize for my Administration to exemplify, and I know that you will do the same while in service to the people of Guam. Your responsibilities shall be significant and consequential. I trust that you will fulfill your duties and set a standard for others to follow.

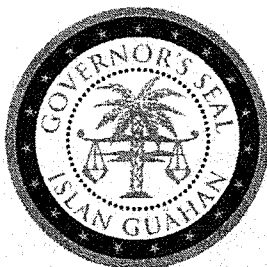
I appreciate your willingness to serve in this position, and I am confident that your time will be spent in a manner to improve the island of Guam.

This appointment is subject to the advice and consent of *I Liheslaturan Guahån*. If you have any questions or concerns, please contact the Office of the Governor.

Senseramente,

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

LOURDES A. LEON GUERRERO
Governor



JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM
Nomination and Appointment Information Sheet

The following information is required for submission to the
Speaker of *I Liheslaturan Guåhan* in accordance with Title 4, Guam Code Annotated Section 2103

NOMINEE INFORMATION

Last Name DELA CRUZ	First Name FLORI-ANNE	Middle Initial
Mailing Address [REDACTED]		Apartment/Unit #
City [REDACTED]	State [REDACTED]	Zip Code [REDACTED]
Phone [REDACTED]	E-mail Address [REDACTED]	
Position to which Appointment is Made Member, Board of Directors, Guam Visitors Bureau		
Are you a citizen of the United States? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>		
If no, are you authorized to work in the United States? Yes <input type="checkbox"/> No <input type="checkbox"/>		

EDUCATION

SCHOOL (Name, City and State)	DATES OF ATTENDANCE	TYPE OF DEGREE	YEAR EARNED
High School Okkodo High School, Dededo, Guam	August 2010 to June 2014		
College University of Guam, Mangilao, Guam	August 2016 to December 2018	Bachelor of Business Admin.	2018
Graduate School Not Applicable			
Other Degree Guam Community College	June 2014 to December 2016	AA in Travel & Tour. Mgmt.	2017

EMPLOYMENT HISTORY

Name of Present/Last Employer and Mailing Address ASC Trust 120 Father Dueñas Avenue, Suite. 110 Hagåtña, Guam 96910	Position Title Marketing Specialist
	Dates Held Present

Previous Employer and Mailing Address Macy's 1088 W. Marine Drive, Suite 100 Dededo, GU 96929	Position Title Sales Associate
	Dates Held June 2014 to Present

Previous Employer and Mailing Address Docomo Pacific: Guam 890 S. Marine Corps Drive Tamuning, Guam 96913	Position Title Marketing Intern
	Dates Held September 2018 to November 2018

Previous Employer and Mailing Address Guam Hotel and Restaurant Association 962 Pale San Vitores Road, Suite 202 Tumon, GU 96913	Position Title Intern
	Dates Held September 2017 to November 2017

Previous Employer and Mailing Address Project Aim (SSS, TRiO), Guam Community College P.O. Box 23069 GMF Barrigada, Guam 96921	Position Title College Student Tutor
	Dates Held September 2014 to May 2018

PRIOR GOVERNMENT OF GUAM SERVICE

Agency or Department Name Not Applicable		Position Title	
Address	Phone No.	Dates Held	

Agency or Department Name Not Applicable		Position Title	
Address	Phone No.	Dates Held	

PRIOR GOVERNMENT SERVICE (EXCLUDING GOVERNMENT OF GUAM)

Agency or Department Name Not Applicable		Position Title	
Address		Phone No.	Dates Held

Agency or Department Name Not Applicable		Position Title	
Address		Phone No.	Dates Held

TRAINING

INSTITUTE/SEMINARS/ON-THE-JOB TRAINING	DATE
Not Applicable	

AWARDS

List all educational, professional, civic awards, and recognition for public service:
Recognized with the Academic Excellence Award in International Tourism and Hospitality Management Placed 2nd for International Accreditation Council for Business Education's (IACBE): 2018 Student Case-Study Competition

PROFESSIONAL INVOLVEMENT

List involvement on a local/national/international level. List organizations, activities participated in, and offices held:
American Marketing Association-UOG Collegiate Chapter (VP-Finance, Fall 2018) Pacific Asia Travel Association: Young Tourism Professional Student member of Society of Human Resource Management Member of Blue Key Honor Society Phi Theta Kappa: Beta Beta Xi Chapter (President, AY 2015-2016)

COMMUNITY / CIVIC INVOLVEMENT

List organizations, activities participated in, and offices held:

Volunteered at the 17th Annual Association of Government Annual 5K
 Organized Phi Theta Kappa: Honors in Action Project on Deaf Community Awareness
 Volunteered at the 66th World Health Organization-Western Pacific Regional Committee as host
 Volunteered at the 19th to 22nd Annual Coastal Cleanup

PUBLICATIONS AND PRESENTATIONS

List any published articles, papers delivered at professional meetings, etc.:

Not applicable

MILITARY SERVICE (Please attach Form DD-214)

<i>BRANCH</i>	<i>DATES OF SERVICE</i>	<i>RANK AT DISCHARGE</i>	<i>TYPE OF DISCHARGE</i>
Not Applicable			

OTHER INFORMATION

(1) Have you ever been found guilty of a felony in any court, whether within or without the United States?

Yes No If so, please specify in detail: _____

Address of the Court: _____

Date(s) of Conviction: _____

Specific Infraction Committed: _____

(2) Have you ever been declared mentally incompetent by any court, whether within or without the United States?

Yes No If so, please specify in detail the reasons and facts related to such declaration:

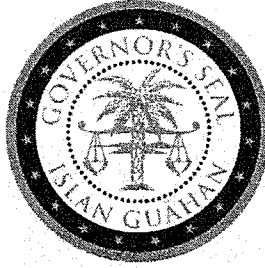
(3) Have you ever been found not guilty or not punishable in any criminal proceedings by reason of insanity?

Yes No

(4) Have you ever been confined to a mental institution for any reason?

Yes No If so, please specify in why the appointing authority believes you that you are not suffering from any mental illness or affliction:

LOURDES A. LEON GUERRERO
Governor



JOSHUA F. TENORIO
Lieutenant Governor

OFFICE OF THE GOVERNOR OF GUAM

Statement of Financial Interests

(Required by 4 G.C.A. §13104.1)

TO: The Honorable Lourdes A. Leon Guerrero
Governor of Guam
Ricardo J. Bordallo Governor's Complex
Adelup, Guam 96910

FROM: Flori-Anne Dela Cruz

- I have no financial interest in any business
- I do have interest(s) in the following business(es):

NAME AND ADDRESS OF BUSINESS INTEREST	TYPE AND AMOUNT OF INTEREST

Flori Anne Dela Cruz
FLORIANNE DELA CRUZ
Signature

1/31/2019
Date

AFFIDAVIT / DECLARATION UNDER PENALTY OF PERJURY

I, the undersigned, do hereby depose and say that: (1) I have read and reviewed the information contained in the attached Appointment/Nomination letter from the Governor of Guam; (2) that the matters contained in the Appointment/Nomination letter, together with all attachments thereto, are true and correct and that I am competent to testify to said matters; and (3) that this Declaration is made for the purpose of complying with the requirements of 4 G.C.A. Section 2103.5.

I declare under penalty of perjury under the laws of Guam (4 G.C.A. Section 4308) that the foregoing is true and correct.

Flor-Anne DeLa Cruz
FLOR-ANNE DELA CRUZ

Print Name and Signature

11/31/2019

Date



SUPERIOR COURT OF GUAM

Guam Judicial Center • 120 West O'Brien Drive • Hagatña, Guam 96910

Telephone (671) 475-3370/475-3449

Fax (671) 472-2856

DANIELLE T. ROSETE

Clerk of Court

Name: **FLORI-ANNE DELA CRUZ**

SS#:

ID# **GU DL#** [REDACTED]

Date of Birth: [REDACTED]

CERTIFICATE OF SEARCH

The undersigned Clerk hereby certifies the following results of a diligent search of the records of this Court:

Criminal Cases:

- A. No Case Found
- B. 1. Criminal Case No.
- 2. Criminal Case No.
- 3. Criminal Case No.
- 4. Criminal Case No.
- 5. Criminal Case No.

Criminal Record: Page **1** of **1**

Civil Cases:

- A. No Case Found
- B. 1. Civil Case No.
- 2. Civil Case No.
- 3. Civil Case No.
- 4. Civil Case No.
- 5. Civil Case No.

Civil Record: Page **1** of **1**

Request for further information may be addressed at the Records Division of the Superior Court of Guam, Guam Judicial Center, 120 West O'Brien Drive, Hagatña, Guam. Hours of operation are Monday – Friday, 8:00 a.m. to 5:00 p.m. Closed Saturday, Sunday and local/federal holidays. Court Clearances are Non-Refundable.

Dated: 01/31/2019

DANIELLE T. ROSETE

Clerk of Court

Christiane Cachero-Xiao
BY: CHRISTIANE CACHERO-XIAO
Deputy Clerk



The absence of an original Court Seal invalidates this document

Prepared By: **MG**



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



February 1, 2019

SUBJECT: CRIMINAL HISTORY RECORD

NAME:	Flori-Anne DELA CRUZ		
DATE OF BIRTH:	[REDACTED]	FINGERPRINT#:	NONE
■	The individual has no record of criminal conviction(s) in GPD files that are subject to Guam law and rules and regulations of the Department.		

*******NOTHING FOLLOWS*******

THIS INFORMATION MAY BE LIMITED TO A LOCAL CRIMINAL OFFENSE ONLY AND IS NOT INTENDED FOR USE FOR ANY LOCAL, STATE, OR FEDERAL LAW ENFORCEMENT AGENCY.

By Direction: priscilla

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

The absence of an original GUAM POLICE seal invalidates this police clearance.
REVISED 01/07/19

Flori-Anne Dela Cruz

C: [REDACTED]

OBJECTIVE

To augment my formal education in the workforce and contribute my knowledge and skills to the community at large

EDUCATION

University of Guam

Mangilao, GU

Major: Bachelor of Business Administration

Concentration: Marketing and International Tourism and Hospitality Management

Date of Graduation: December 2018

Guam Community College

Mangilao, GU

Associate of Arts: Liberal Studies

Associate of Science: Travel and Tourism Management

Date of Graduation: December 2016

EXPERIENCE

Macy's

Dededo, GU

Holiday Selling Floor Lead

November 2018—Present

- Maintain a consistent, high level of customer service within an area
- Maintain contact with all levels of management at the store level to obtain direction and support
- Ensure all policies and standards are understood and followed by associates

Sales Associate

June 2015—October 2018

- Assist customers in all aspects of service fulfillment
- Proactively create enhanced shopping experiences
- Maintain a professional attitude with sincerity and enthusiasm

Docomo Pacific: Guam

Tamuning, GU

Marketing Intern

September 2018—November 2018

- Collect quantitative and qualitative data
- Conduct market analysis and research on competition
- Assist the marketing team in their daily administrative tasks

Guam Hotel and Restaurant Association

Tamuning, GU

Intern

September 2017—November 2017

- Communicate with association members, employees and other individuals
- Answer questions, disseminate or explain information, and address complaints
- Collaborate with other committees to integrate logistics

SKILLS

Microsoft Office: Excel, Word, PowerPoint and Publisher

Languages: Fluent English and Filipino, Basic Conversational Japanese

ACTIVITIES/ORGANIZATIONS

AMA-UOG Collegiate Chapter (VP-Finance, Fall 2018)

Spring 2017—Present

Society for Human Resource Management Collegiate Chapter

Fall 2017—Present

Tourism Awareness Group Collegiate Chapter

Spring 2017—Present

Pacific Asia Travel Association: Young Tourism Professional

Fall 2017—Present

FIRST NOTICE of Public Hearing- Wednesday, March 6, 2018 at 1:00 PM

1 message

Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Tue, Feb 26, 2019 at 4:58 PM

To: Speaker's Office <speaker@guamlegislature.org>, Vice Speaker Telena Cruz Nelson <senatorcnelson@guamlegislature.org>, Office of Senator Shelton Guam Legislature <officeofsenatorshelton@guamlegislature.org>, "Office of Senator Kelly Marsh (Taitano), PhD." <office.senatorkelly@guamlegislature.org>, Senator Regine Biscoe Lee <senatorbiscoelee@guamlegislature.org>, "Senator Joe S. San Agustin" <senatorjoessanagustin@gmail.com>, Senator Therese Terlaje <senatorterlajeguam@gmail.com>, Senator Clynt Ridgell <sen.cridgell@teleguam.net>, Senator Jose Pedro Terlaje <senatorpedo@senatorjpterlaje.com>, Senator Sabina Perez <office@senatorperez.org>, Senator Wil Castro <wilcastro671@gmail.com>, Senator Louise Borja Muna <senatorlouise@gmail.com>, Senator Telo Taitague <senatortelot@gmail.com>, Senator James Moylan <senatormoylan@guamlegislature.org>, "Senator Mary C. Torres" <senatormary@guamlegislature.org>

Cc: phnotice@guamlegislature.org, Tom Unsiog <sgtarms@guamlegislature.org>, Guam MIS <mis@guamlegislature.org>

Bcc: lifestyleeditor@glimpsesofofguam.com, carlsonc@pstripes.osd.mil, dcrisost@guam.gannett.com, dmgeorge@guampdn.com, The Post Editor in Chief <editor@postguam.com>, editor@saipantribune.com, michael ko <gktv23@hotmail.com>, guam@pstripes.osd.mil, Jason Salas <jason@kuam.com>, John Oconor <john@postguam.com>, Jon Anderson <jontalk@gmail.com>, KISH <kstokish@gmail.com>, life@guampdn.com, mabuhaynews@yahoo.com, Guam PDN <news@guampdn.com>, Sorensen Pacific Broadcasting <news@spbguam.com>, nick@kuam.com, Bruce Hill <pacificjournalist@gmail.com>, parroyo@k57.com, KPRG Guam <pdkprg@gmail.com>, Phill Leon Guerrero <phill@spbguam.com>, publisher@glimpsesofofguam.com, rlimtiaco@guampdn.com, Sabrina Salas <sabrina@kuam.com>, Steve Limtiaco <slimtiaco@guampdn.com>, Manny Cruz <cruzma812@gmail.com>, Janela Buhain Carrera <janela@spbguam.com>, Jerick Sablan <jpsablan@guampdn.com>, K57 <news@k57.com>, KPRG <admin.kprg@gmail.com>, Krystal Paco <krystal@kuam.com>, Maria Louella Losinio <louella.losinio@gmail.com>, Pacific Island Times <pacificislandtimes@gmail.com>, cherrie@mvariety.com, emmanuel@mvariety.com, junhan@mvariety.com, bryan@mvariety.com, businesseditor@glimpsesofofguam.com, Patti Rodriguez <parroyo@spbguam.com>, heugenio@guampdn.com, raygibsonshow@gmail.com, Carmen Terlaje <carmen@kuam.com>, Jeffrey Marchesseault <jeffrey@spbguam.com>, Mar-Vic Cagurangan <publisher@pacificislandtimes.com>, pattiontheradio@yahoo.com, Kelly Park <kcn.kelly@gmail.com>, akaur@gannett.com

February 26, 2019

MEMORANDUM

To: All Senators, Stakeholders and Media

From: Senator Therese M. Terlaje
Chairperson, Committee on Health, Tourism, Historic Preservation, Land
and Justice

Subject: **FIRST NOTICE of Public Hearing** - Wednesday, March 6, 2019 beginning at
1:00 PM

Håfa Adai!

Please be advised that the Committee on Health, Tourism, Historic Preservation, Land and Justice will convene a public hearing on **Wednesday, March 6, 2019 beginning at 1:00 PM** in *I Liheslaturan Guåhan's* Public Hearing Room (Guam Congress Building, Hagåtña).

On the agenda are the following items:

1:00 PM – Confirmation Hearing for Byron M.S. Evaristo, Member, Guam Memorial Hospital Authority Board of Trustees

Confirmation Hearing for Glynis S. Almonte, RN, Member, Guam Memorial Hospital

Authority Board of Trustees

2:00 PM- Confirmation Hearing for Pedro P. Ada, Member, Guam Visitors Bureau Board of Directors

Confirmation Hearing for Flori-Anne Dela Cruz, Youth Member, Guam Visitors Bureau Board of Director

Confirmation Hearing for Derrick M. Quinata, Member, Guam Visitors Bureau Board of Directors

The 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. If written testimonies are to be presented at the Public Hearing, the Committee requests that copies be submitted prior to the public hearing date and should be addressed to Senator Therese M. Terlaje. Testimonies may be submitted via hand delivery to the Office of Senator Therese M. Terlaje at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam; to the mail room of the Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam; or via email to senatorterlajeguam@gmail.com. In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Therese M. Terlaje at (671) 472-3586 or by sending an email to senatorterlajeguam@gmail.com.

We look forward to your attendance and participation. *Si Yu'os Ma'åse!*

--

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) 969-3590 Email: senatorterlajeguam@gmail.com
website: www.senatorterlaje.com

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2 attachments

 FIRST NOTICE of Public Hearing_March 6, 2019.pdf
127K

 FIRST NOTICE of Public Hearing_March 6, 2019.pdf
127K



Senator
THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan
35th Guam Legislature

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

February 26, 2019

MEMORANDUM

To: All Senators, Stakeholders and Media

From: Senator Therese M. Terlaje *TKS*
Chairperson, Committee on Health, Tourism, Historic Preservation, Land and Justice

Subject: **FIRST NOTICE of Public Hearing** - Wednesday, March 6, 2019 beginning at 1:00 PM

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- 1:00 PM –** Confirmation Hearing for Byron M.S. Evaristo, Member,
Guam Memorial Hospital Authority Board of Trustees
- Confirmation Hearing for Glynis S. Almonte, RN, Member,
Guam Memorial Hospital Authority Board of Trustees
- 2:00 PM-** Confirmation Hearing for Pedro P. Ada, Member,
Guam Visitors Bureau Board of Directors
- Confirmation Hearing for Flori-Anne Dela Cruz, Youth Member,
Guam Visitors Bureau Board of Director
- Confirmation Hearing for Derrick M. Quinata, Member,
Guam Visitors Bureau Board of Directors

The 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. If written testimonies are to be presented at the Public Hearing, the Committee requests that copies be submitted prior to the public hearing date and should be addressed to Senator Therese M. Terlaje. Testimonies may be submitted via hand delivery to the Office of Senator Therese M. Terlaje at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam; to the mail room of the Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam; or via email to senatorterlajeguam@gmail.com. In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Therese M. Terlaje at (671) 472-3586 or by sending an email to senatorterlajeguam@gmail.com.

We look forward to your attendance and participation. *Si Yu'os Ma'åse!*

Ex-officials: 'No factual basis' for wall emergency

By Ellen Nakashima
The Washington Post

State Madeleine Albright and former Defense Secretary Chuck Hagel will come a day before the House

WASHINGTON — A bipartisan


is expected to vote on a resolution

George W. Bush; Thomas Pickens, President George H.W. Bush's ambassador to the United Nations; John Kerry, Obama's second secretary of state; Susan Rice, Obama's national security adviser; as well as other intelligence and security officials who served under Republican Democratic administrations. Trump's national emergency declaration followed a 35-day partial government shutdown, for which he had shared responsibility after Congress had not approved the \$5.7 billion he wanted to build a wall. Trump is announcing his declaration, and has threatened that lawsuits and

ANNOUNCEMENT

Meeting of the Board of Directors on GVB's Main Conference Room. Any persons are requested to contact GVB at

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



SENATOR THERESA M. TERLAJE
I Mina'trental Singko na Liheslaturan Guahan
35th Guam Legislature

PUBLIC HEARING • 1:00 p.m. • Wednesday, March 6, 2019
Guam Legislature Public Hearing Room, Guam Congress Building, Hagåtña


AGENDA
Confirmation Hearings for the following Executive Appointments:

1:00 PM – Byron M.S. Evaristo, Member, Guam Memorial Hospital Authority Board of Trustees; Glynis S. Almonte, RN, Member, Guam Memorial Hospital Authority Board of Trustees

2:00 PM– Pedro P. Ada, Member, Guam Visitors Bureau Board of Directors; Flori-Anne Dela Cruz, Youth Member, Guam Visitors Bureau Board of Directors; Derrick M. Quinata, Member, Guam Visitors Bureau Board of Directors

If you require any special accommodations or for further information, please contact the Office of Senator Theresa M. Terlaje at 472-3586. Testimonies may be submitted to our office at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam 96910, to the Guam Congress Building, or via email at senatorterlaje@gmail.com. The hearing will broadcast on local television, G1A Channel 21, Docomo Channel 117/60.4 and stream online via Liheslaturan Guahan's live feed at http://www.guamlegislature.com/live_feed.htm. This ad is paid for with government funds.

The Honorable Joshua F. Tenorio
Lt. Governor



NOTICE

Board of Directors of the Guam Visitors Bureau (GVB) will convene its Regular Session in Terminal Conference Room No. 3. In addition to the Regular Session, a Special Session will be held to discuss pending litigation available in the Public Parking Lot.

Please call the Board Office at 642-4717/18.
(GVB)



Senator Therese Terlaje <senatorterlajeguam@gmail.com>

SECOND NOTICE of Public Hearing- Wednesday, March 6, 2018 at 1:00 PM

1 message

Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Fri, Mar 1, 2019 at 11:41 AM

To: Speaker's Office <speaker@guamlegislature.org>, Vice Speaker Telena Cruz Nelson <senatorcnelson@guamlegislature.org>, Office of Senator Shelton Guam Legislature <officeofsenatorshelton@guamlegislature.org>, "Office of Senator Kelly Marsh (Taitano), PhD." <office.senatorkelly@guamlegislature.org>, Senator Regine Biscoe Lee <senatorbiscoelee@guamlegislature.org>, "Senator Joe S. San Agustin" <senatorjoessanagustin@gmail.com>, Senator Therese Terlaje <senatorterlajeguam@gmail.com>, Senator Clynt Ridgell <sen.cridgell@teleguam.net>, Senator Jose Pedro Terlaje <senatorpedo@senatorjpterlaje.com>, Senator Sabina Perez <office@senatorperez.org>, Senator Wil Castro <wilcastro671@gmail.com>, Senator Louise Borja Muna <senatorlouise@gmail.com>, Senator Telo Taitague <senatortelot@gmail.com>, Senator James Moylan <senatormoylan@guamlegislature.org>, "Mary C. Torres" <senatormary@guamlegislature.org>

Cc: phnotice@guamlegislature.org, Tom Unsiog <sgtarms@guamlegislature.org>, Guam MIS <mis@guamlegislature.org>

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March 1, 2019

MEMORANDUM

To: All Senators, Stakeholders and Media

From: Senator Therese M. Terlaje
Chairperson, Committee on Health, Tourism, Historic Preservation, Land and Justice

Subject: **SECOND NOTICE of Public Hearing - Wednesday, March 6, 2019 beginning at 1:00 PM**

Håfa Adai!

Please be advised that the Committee on Health, Tourism, Historic Preservation, Land and Justice will convene a public hearing on **Wednesday, March 6, 2019 beginning at 1:00 PM** in *I Liheslaturan Guåhan's* Public Hearing Room (Guam Congress Building, Hagåtña).

On the agenda are the following items:

1:00 PM – Confirmation Hearing for Byron M.S. Evaristo, Member,
Guam Memorial Hospital Authority Board of Trustees;

Confirmation Hearing for Glynis S. Almonte, RN, Member,
Guam Memorial Hospital Authority Board of Trustees

2:00 PM- Confirmation Hearing for Pedro P. Ada, Member,
Guam Visitors Bureau Board of Directors

Confirmation Hearing for Flori-Anne Dela Cruz, Youth Member,
Guam Visitors Bureau Board of Director

POSTPONED

~~Confirmation Hearing for Derrick M. Quinata, Member,
Guam Visitors Bureau Board of Directors~~

The hearing will broadcast on local television, GTA Channel 21, Docomo Channel 117160.4 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. If written testimonies are to be presented at the Public Hearing, the Committee requests that copies be submitted prior to the public hearing date and should be addressed to Senator Therese M. Terlaje. Testimonies may be submitted via hand delivery to the Office of Senator Therese M. Terlaje at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam; to the mail room of the Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam; or via email to senatorterlajeguam@gmail.com. In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Therese M. Terlaje at (671) 472-3586 or by sending an email to senatorterlajeguam@gmail.com.

We look forward to your attendance and participation. *Si Yu'os Ma'åse!--*

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) 969-3590 Email: senatorterlajeguam@gmail.com

website: www.senatorterlaje.com

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 **SECOND NOTICE of Public Hearing_TMT_March 6, 2019.pdf**
127K



Senator
THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

March 1, 2019

MEMORANDUM

To: All Senators, Stakeholders and Media

From: Senator Therese M. Terlaje *TKS*
Chairperson, Committee on Health, Tourism, Historic Preservation, Land and Justice

Subject: **SECOND NOTICE of Public Hearing** - Wednesday, March 6, 2019 beginning at 1:00 PM

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Guam Memorial Hospital Authority Board of Trustees;
- Confirmation Hearing for Glynis S. Almonte, RN, Member,
Guam Memorial Hospital Authority Board of Trustees
- 2:00 PM-** Confirmation Hearing for Pedro P. Ada, Member,
Guam Visitors Bureau Board of Directors
- Confirmation Hearing for Flori-Anne Dela Cruz, Youth Member,
Guam Visitors Bureau Board of Director

POSTPONED ~~Confirmation Hearing for Derrick M. Quinata, Member,
Guam Visitors Bureau Board of Directors~~

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We look forward to your attendance and participation. *Si Yu'os Ma'åse!*

Canada OKs Huawei extradition proceedings

OTTAWA (Reuters) - The Canadian government, as expected, on Friday approved extradition proceedings against the chief financial officer of Huawei Technologies Co. Ltd., prompting a furious reaction from China.

Meng Wanzhou, the daughter of Huawei's founder, was detained in Vancouver in December 2018 and is under house arrest. In late January, the U.S. Justice Department charged Meng and Huawei with conspiring to violate U.S. sanctions on Iran.

Meng is due to appear in a Vancouver court March 6, when a date will be set for her extradition hearing.

"Today, Department of Justice Canada officials issued an authority to proceed, formally commencing an extradition process in the case of Ms. Meng Wanzhou," the government said in a statement.

Nicole Navas Oxman said Wednesday she thanked the Canadian government for its assistance. "We greatly appreciate Canada's steadfast commitment to the rule of law," she said in a statement.

Legal experts had predicted the government of Prime Minister Justin Trudeau would give the go-ahead for extradition proceedings, given the close judicial relationship between Canada and the United States.

But it could be years before she is sent to the United States, since Canada's slow-moving justice system allows for many decisions to be appealed.

A final decision will likely come from the federal justice minister, who will face the choice of angering the United States by rejecting the extradition bid, or accepting it.

Venezuela Jan. 23 in response to the dire conditions in the country, whose economy has been in free fall for years.


Lawmakers "should be able to exercise their parliamentary mandate free of intimidation on them or their family members," Mogherini said.

She was responding to statements from Maduro that Guaidó, who is touring South American nations to rally support, would be arrested upon returning to his home country for violating a Supreme Court order.

Guaidó has the backing of the United States and numerous other nations.

GUAM DAILY POST • MONDAY, MARCH 4, 2019

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



SENATOR THERESE M. TERLAJE
 I Mina'trental Singko na Liheslaturan Guahan
 35th Guam Legislature


PUBLIC HEARING • 1:00 p.m. • Wednesday, March 6, 2019
 Guam Legislature Public Hearing Room, Guam Congress Building, Hagåtña

AGENDA
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1:00 PM - Byron M.S. Evaristo, Member, Guam Memorial Hospital Authority Board of Trustees; Glynis S. Almonte, RN, Member, Guam Memorial Hospital Authority Board of Trustees

2:00 PM - Pedro P. Ada, Member, Guam Visitors Bureau Board of Directors; Flori-Anne Dela Cruz, Youth Member, Guam Visitors Bureau Board of Directors; REMOVED-Derrick M. Quinata, Member, Guam Visitors Bureau Board of Directors

If you require any special accommodations or for further information, please contact the Office of Senator Therese M. Terlaje at 472-3586. Testimonies may be submitted to our office at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam 96910, to the Guam Congress Building, or via email at senatorterlaje@guam.gov. The hearing will broadcast on local television, GTA Channel 21, Docomo Channel 117/40.4 and stream online via I Liheslaturan Guahan's live feed at http://www.guamlegislature.com/live_feed.htm. This ad is paid for with government funds.



Joshua F. Tenorio
Lt. Governor of Guam

Authority
 910
 (71) 472-3701

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Sealed proposals for the GROUNDS
 On **March 21, 2019**, in the Board

identified in the bid specification.
 action beginning on **Feb. 28, 2019**
 m. and 4:00 p.m. Monday through

company each bid. Bid guarantee
 business in Guam and listed in the
 Register; or as permitted by state
 value. All Bid Guarantees must be
 HURA reserves the right to waive
 erty shall result in rejection of the

religion, gender, age, disability, or
 n Against Contractors Employing
 es. (§5253 of Title 5 Guam Code
 st extent feasible accomplish the



LOURDES A. LEON GUERRERO
 Governor
JOSHUA F. TENORIO
 Lieutenant Governor

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DANIEL D. LEON GUERRERO
 Executive Director, Acting

CIVIL SERVICE COMMISSION
Kumision I Setbision Sibit



Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Confirmation Hearing Notice for Wednesday, March 6, 2019

Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Mon, Feb 25, 2019 at 2:30 PM

To: [REDACTED]

February 25, 2019

*Transmitted via electronic mail*Flori-Anne Dela Cruz
[REDACTED]

Re: Confirmation Hearing Notice

Håfa Adai Ms. Dela Cruz,

The Committee on Health, Tourism, Historic Preservation, Land and Justice has received your appointment to become a Youth Member of the Guam Visitors Bureau Board of Directors.

As Chairperson of the Committee, this letter is to inform you that we have scheduled a confirmation hearing for you on **Wednesday, March 6, 2019 beginning at 2:00pm**, which will be held in the Guam Legislature Public Hearing Room of the Guam Congress Building in Hagåtña. We ask that you arrive at the hearing at least Twenty (20) minutes before your scheduled hearing.

Please feel free to invite family, friends and colleagues to accompany you and speak in support of your appointment at the hearing. We ask that oral testimony presented in support of your nomination be limited to three to five (3-5) minutes.

Written testimony on your behalf can also be submitted. If written testimonies are to be presented at the Public Hearing, the Committee requests that copies be submitted two (2) days prior to the public hearing date and should be addressed to Senator Therese M. Terlaje.

Testimonies may be submitted via hand delivery to the Office of Senator Therese M. Terlaje at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam 96910; or to the mail room of the Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam; or via email to senatorterlajeguam@gmail.com.

Should you have any questions regarding your confirmation hearing, please do not hesitate to contact my office at (671) 472-3586.

Si Yu'os Ma'åse',
Therese M. Terlaje

--

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

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Confirmation Hearing Notice_Flori-Anne Dela Cruz.GMHA BOT_02.25.19.pdf
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Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Libeslaturan Guåhan

35th Guam Legislature

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

February 25, 2019

Transmitted via electronic mail

[REDACTED]

Flori-Anne Dela Cruz

[REDACTED]

Re: Confirmation Hearing Notice

Håfa Adai Ms. Dela Cruz,

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Si Yu'os Ma'åse',

Therese M. Terlaje

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

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I Mina'trentai Singko Na Liheslaturan Guåhan

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I Mina'trentai Singko Na Liheslaturan Guåhan

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Updated as of 3.11.19



THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

Wednesday, March 06, 2019

1:00 PM

AGENDA

- **1:00 PM** – Byron M.S. Evaristo, Member, Guam Memorial Hospital Authority Board of Trustees; Glynis S. Almonte, RN, Member, Guam Memorial Hospital Authority Board of Trustees
- **2:00 PM** – Pedro P. Ada, Member, Guam Visitors Bureau Board of Directors; Flori-Anne Dela Cruz, Youth Member, Guam Visitors Bureau Board of Directors; Derrick M. Quinata, Guam Visitors Bureau Board of Directors

The 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. If written testimonies are to be presented at the Public Hearing, the Committee requests that copies be submitted prior to the public hearing date and should be addressed to Senator Therese M. Terlaje. Testimonies may be submitted via hand delivery to the Office of Senator Therese M. Terlaje at Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagåtña, Guam; to the mail room of the Guam Congress Building, 163 Chalan Santo Papa, Hagåtña, Guam; or via email to senatorterlajeguam@gmail.com. In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Therese M. Terlaje at (671) 472-3586 or by sending an email to senatorterlajeguam@gmail.com.

We look forward to your attendance and participation.

Si Yu'os Ma'åse

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

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

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I Mina'trentai Singko na Liheslaturan Guåhan
Office of Senator Therese M. Terlaje

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

Date: Wednesday, March 6, 2019

Time: 2:00 PM

Confirmation Hearing for Flori-Anne Dela Cruz to serve as a Youth Member of Guam Visitors Bureau Board of Directors

	NAME	ADDRESS	CONTACT NO.	E-MAIL	Type of Testimony		Support	
					WRITTEN	ORAL	Yes	No
1	Florejine Dela Cruz	Dededo, Guam	797-4425	ghia15@gmail.com				✓
2	Flori-Anne Dela Cruz	Dededo, Guam	998-2863	Florianne.dela.cruz@outlook.com		✓		
3	James Fathal	Yona, Guam	488-8762	James.Fathal@guam.net				
4	Milton Morwaga	GVB	682-6668	morwaga@kona.net	✓	✓		
5	Pilar Laguarda	GVB	646-5278	pilar.laguarda@visitorsguam.org	✓	✓		✓
6	Daddy Aden	Hagåtña, GU	472-9830	adastrust@guam.net				✓
7	Josh Tyquengco	GVB	688-4827	josh.tyquengco@visitorsguam.org				✓
8	Joann Camacho		486-4673	Ajoann@hotmail.com				✓
9								
10								



March 06, 2019

The Honorable Therese M. Terlaje
Chairperson on the Committee on Health, Tourism, Historic Preservation, Land and Justice *Mina'trentai Singko na Liheslaturan Guåhan*
173 Aspinall Avenue,
Suite 207 Ada Plaza Center
Hagatna, Guam 96910

Håfa Adai Chairwoman Terlaje and members of the Committee on Health, Tourism, Historic Preservation, Land and Justice,

Thank you for allowing me to submit testimony in support of the appointment of Flori-Anne Dela Cruz to the Guam Visitors Bureau Board of Directors.

Ms. Dela Cruz is a bright young woman. She graduated from the University of Guam with a degree in Business Administration. She also received her associate degrees in liberal arts and travel and tourism management. She additionally has job experience working in retail, telecommunications, and retirement plan management. All her involvement in different organizations and activities in her college career have laid the groundwork for the next step in serving the community as the youth representative for GVB's board.

Guam's youth are our future and they have stake in how the island's tourism industry grows. There is no better time for Ms. Dela Cruz to share her thoughts and ideas on what tourism means to our young people and how we can reach out and make it better for them. One day, we will have to pass along the torch to them and I want to make sure we are prepared for that. We look forward to Ms. Dela Cruz's input and presence at our board meetings.

Si Yu'os Ma'åse' for this opportunity to support Ms. Dela Cruz's appointment to the GVB Board of Directors.

Senseramente,

MILTON MORINAGA
Board Chairman

CC: All Senators, 35th Guam Legislature



March 06, 2019

The Honorable Therese M. Terlaje

Chairperson on the Committee on Health, Tourism, Historic Preservation, Land and Justice
Mina'trentai Singko na Liheslaturan Guåhan
173 Aspinall Avenue,
Suite 207 Ada Plaza Center
Hagatna, Guam 96910

Håfa Adai Chairwoman Terlaje and members of the Committee on Health, Tourism, Historic Preservation, Land and Justice,

Si Yu'os Ma'ase' for allowing me to submit testimony in support of the appointment of Flori-Anne Dela Cruz to the Guam Visitors Bureau Board of Directors as the youth representative.

As a graduate from the University of Guam with a Business Administration degree, Ms. Dela Cruz has the unique opportunity to take what she has learned in school and use it to guide Guam's tourism industry. She was also recognized with the academic excellence award in International Tourism and Hospitality Management. Her work experience in marketing and sales, as well as her professional involvement with organizations such as the American Marketing Association and Pacific Asia Travel Association (PATA) will no doubt be beneficial to our board of directors. We look forward to her energy and fresh perspective.

I think it is wonderful for her to volunteer her time in serving the Bureau and the people of Guam. I have witnessed Ms. Dela Cruz in action in international tourism marketing venues and can share with you that she represents our island extremely well.

I personally feel it is important that our young people should take more active roles in our community and help shape the direction of the island's future. We have this short time to be caretakers of Guam's tourism industry, but tourism is for everyone. I strongly feel we must include young, bright minds like Ms. Dela Cruz to the table.

Thank you again for this opportunity to support Ms. Dela Cruz's appointment to the GVB Board of Directors.

Senseramente,

PILAR LAGUAÑA
President and CEO

CC: All Senators, 35th Guam Legislature

March 06, 2019

To Whom It May Concern:

RE: Letter of Testimony

Dear Sir or Madam:

My name is James Fathal, I am a TRIO program coordinator at the Guam Community College. It is my great pleasure to stand before you today to speak in support of Ms. Flori-Anne Dela Cruz for her confirmation to become a Youth Member of the Guam Visitors Bureau Board of Directors.

Ms. Flori-Anne was an active participant at our Guam Community College's TRIO Program (Project AIM), and has served as one of TRIO/Project AIM tutors since fall 2014 semester. It was a privilege to have Ms. Flori-Anne Dela Cruz as our student participant and a tutor for our program. She was one of the outstanding honor student of our TRIO/Project AIM program. She was selected as the Student of the Year for 2015-2016 TRIO (Project AIM Program). She graduated at Guam Community College in spring 2016 with honors in Associates of Arts Degree in Travel & Tourism Management with a 4.00 GPA, and also graduated at the University of Guam last December 2018 in Marketing & International Tourism & Hospitality Management with Magna Cum Laude Honors.

Ms. Flori-Anne Dela Cruz has many accomplishments and awards. She has always been an active student member and vice president of many student organizations since high school and throughout college. Also, she volunteered in many community activities. She has demonstrated great leadership skills, collaborative abilities, thoughtfulness, and genuine compassion for others were shown through her willingness to go the extra steps to help others.

In whole, she is an exemplary student and an outstanding person. I offer my complete support and I highly recommend Ms. Flori- Anne Dela Cruz to be one of the Youth Member of the Guam Visitors Bureau Board of Directors.

I am fully convinced and confident she has what is necessary to achieve her goals and succeed in all that she may set before her.

Thank you in advance for the consideration of her confirmation.

Respectfully,
James Fathal, GCC TRIO/Project AIM Coordinator.

Hafa Adai everyone. Thank you all for making the time to join us today.

My name is Flori-Anne dela Cruz. Prior to all being with you today, I was at ASC Trust working and preparing for our big conference tomorrow. Just last semester, I was just a student at the University of Guam studying to attain my Bachelor degree in Business Administration with concentrations in Marketing and International Tourism and Hospitality. Before that, I was a student in Guam Community College and was studying to attain my degree in travel and tourism management. And even before that, in high school, I was in a tourism academy at Okkodo High School where I was working my way to receive my Certificate of Mastery in Lodging Management Program and was given an opportunity to represent our island in Orlando, Florida where our team placed 2nd in an international hospitality and tourism competition. Looking back, I have realized I have had a long history with tourism and hospitality not only as a student but also as an everyday person since the industry is with us all the time.

Upon learning about this position, I was already excited. To be able to work and collaborate with our industry leaders for the betterment of our tourism industry is definitely one of the things I hope to do so one day. As a student, I have shared and brainstormed ideas with my peers and professors on different ways we can improve our tourism industry such as finding ways of capturing the h. I am truly honored to know that it will be happening in a more direct scale through becoming a Youth Member of Guam Visitors Bureau Board of Directors. I look forward to working and developing strategies and opportunities for our tourism industry with the board. Thank our again for the opportunity.



March 3, 2019

The Honorable Therese M. Terlaje
Senator, 35th Guam Legislature
Guam Congress Building
163 Chalan Santo Papa
Hagatna, Guam 96910

**Senator
Therese M. Terlaje**

MAR 05 2019

Time: 12:05 pm

Received by: [Signature]

In re: Recommendation of Flori-anne Dela Cruz as Youth Member for Guam Visitors Bureau Board of Directors

Hafa Adai, Honorable Senator Terlaje,

It is my pleasure to write this letter of recommendation on behalf of Ms. Flori-anne Dela Cruz in support of her interest to serve as the Youth Member on the Guam Visitors Bureau Board of Directors. I have observed Ms. Dela Cruz's transformation from student to graduate at the University of Guam and am confident that the leadership and commitment she will bring to the Board will benefit both the Guam Visitors Bureau and our island community.

Flori-anne graduated from the University of Guam in December 2018 with a Bachelor of Business Administration Degree with Concentrations in Marketing and International Tourism and Hospitality Management. She was an active member of the Society for Human Resource Management SHRM-UOG Student Chapter, Tourism Awareness Group (TAG), and the American Marketing Association AMA-UOG Collegiate Chapter where she served as the Vice President of Finance. She is also a member of the Pacific Asia Travel Association as a Young Tourism Professional.

In April 2018, Flori-anne was part of a University of Guam student team who participated for the first time in the International Accreditation Council for Business Education Case Competition. The team consisting of four undergraduate students placed second to a master's level team from Cologne University, Germany. This was a proud moment for her, the team and the University of Guam.

As the dean of the School of Business and Public Administration, I have had the wonderful opportunity to interact with Flori-anne to discuss her educational and professional goals. She is deeply committed to improving the lives of the people of Guam and Micronesia and those who have the unique opportunity to visit our islands. Her resume' speaks to this interest and her capacity is founded on those experiences captured therein and many which are not mentioned.

T: +1 671.735.2550 F: +1 671.734.5362 W: www.uog.edu/sbpa

Mailing Address: 303 University Drive UOG Station Mangilao, Guam 96923

The University of Guam is a U.S. Land Grant Institution Accredited by the Western Association of Schools and Colleges Senior College and University Commission and is an Equal Opportunity Employer and Provider.

In re: Recommendation of Flori-anne Dela Cruz as Youth Member for Guam Visitors Bureau Board of Directors

Page 2 of 2

She is a dynamic, young woman with a strong sense of direction and the fortitude and aspiration to do more.

Flori-anne will bring fresh, energetic leadership and professionalism to the role of Youth Member on the Guam Visitors Bureau Board of Directors. She holds a high sense of commitment, is disciplined and focused. I am confident that through her active engagement and hard work, she will be an extraordinary asset and I recommend her without reservation.

I will be happy to answer any questions or concerns you may have. I can be contacted at atsantos@triton.uog.edu or 735-2501/2520. You may also reach me on my personal cell, 688-1377.

Si Yu'os Ma'ase and thank you for this opportunity to provide testimony on behalf and in full support of Flori-anne Dela Cruz.

Respectfully,



Dr. Annette Taijeron Santos
Dean



SCHOOL OF BUSINESS & PUBLIC ADMINISTRATION
Business Administration

March 4, 2019

GVB Board of Directors
Tumon, Guam

RE: – Ms. Flori-Anne Dela Cruz

Dear Senator Therese Terlaje,

I am herewith recommending a very deserving young lady, Ms. Flori-Anne Dela Cruz for Membership to GVB's Board of Directors. I knew Ms. Dela Cruz as a student and advisee for the last couple of years prior to her graduation. She was a student majoring in Business Administration with a dual concentration in Marketing and Tourism at the University of Guam's School of Business and Public Administration.

As her instructor for several classes during her tenure at UOG-SBPA I can attest to her hard work and commitment. She was an excellent student that embodied the quality of young women that our institution and business program can be proud of.

As her advisor, I worked with her on a couple of levels. As her academic advisor, as well as the advisor for the AMA-UOG Collegiate Chapter, I was impressed with Ms. Dela Cruz' enthusiasm, inquisitive mind, and professionalism. So much so that last April I selected Ms. Dela Cruz to join our 2018 UOG Bachelor of Business Administration team of four students to represent our school at our accrediting body's (IACBE) international Case Study competition in New Orleans. Flori-Anne was the only woman and junior (the other three team members were male seniors). The team garnered first place in the undergraduate category and second place overall, against graduate and undergraduate teams. This was a great accomplishment, as it was the first time that our school was able to send a team to this competition. As the coach for this team I worked closely with the team and was delighted with how she was able to work with the other team members and contribute positively to their final victory. I have also worked with Flori-Anne as the advisor for the student marketing club, in which she was very active and helped to promote good marketing practices and education at UOG and in our community.

It is with pride and conviction that I encourage you to select Ms. Flori-Anne Dela Cruz for Membership to the GVB Board of Directors. I can't imagine a more deserving candidate to serve your organization, the island of Guam, and our culture and values.

Cordially,

Maria Teresa O'Brien
Associate Professor of Marketing
Accreditation Coordinator
Advisor, AMA-UOG Collegiate Chapter



Senator Therese Terlaje <senatorterlajeguam@gmail.com>

Testimony for Flori-Anne Dela Cruz for GVB BOD

1 message

Pilar C Pangelinan <pangelipc638@yahoo.com>

Mon, Mar 4, 2019 at 2:21 PM

Reply-To: Pilar C Pangelinan <pangelipc638@yahoo.com>

To: "senatorterlajeguam@gmail.com" <senatorterlajeguam@gmail.com>

I, Pilar Pangelinan, reside in Dededo.

I support Flori-Anne Dela Cruz for Youth Chairperson for the GVB Board of Directors. She was a very active student leader in various organizations and a stellar student while at GCC. She participated in the International Coastal Cleanup to beautify our island. She was my former student and I was an advisor for Phi Theta Kappa (national honor society for the 2 year college), which she was a member and officer. She then continued to UOG to earn her Business Administration with concentrations in International Tourism and Hospitality Management and Marketing degree.

She will be an asset to the GVB Board of Directors as she represents the voice of the young generation. She is a well rounded individual who comes with a background in community involvement and leadership.

Thank you for this opportunity to testify on her behalf.

Pilar O. Pangelinan
Dededo



Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

COMMITTEE REPORT DIGEST

I. OVERVIEW

The Committee on Health, Tourism, Historic Preservation, Land and Justice convened a public hearing on Wednesday, March 6, 2019 at 1:00 PM in *I Liheslatura's* Public Hearing Room. Among the items on the agenda was the consideration of the appointment of Flori-Anne Dela Cruz to serve as a Youth Member of the Guam Visitors Bureau Board of Directors, and whose appointment history is as follows:

- Appointed by *I Maga'låhen Guåhan* on February 4, 2019, to serve at the pleasure of the Governor;
- Appointment packet forwarded to *I Liheslatura* on February 5, 2019;
- Appointment packet forwarded to this committee for public consideration on February 7, 2019.

Public Notice Requirements

Notices were disseminated via e-mail to all senators and all main media broadcasting outlets on Tuesday, February 26, 2019, and again on Friday, March 1, 2019. The notice was also published in the Guam Daily Post on February 26, 2019 & March 4, 2019.

Senators Present

Senator Amanda L. Shelton, Acting Chairperson
Senator James Moylan, Committee Member
Senator Louise Borja Muña, Committee Member
Senator Joe S. San Agustin, Committee Member
Senator Mary Camacho Torres, Committee Member
Senator Telo Taitague
Senator Regine Biscoe Lee

Appearing Before the Committee

Milton Morinaga, Chairman of Guam Visitors Bureau Board of Directors
Pilar Laguana, President of Guam Visitors Bureau
Brian San Nicolas
First Lady Joann Camacho



Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

Chuck Ada
Dan Tydingco
James Fathal
Pedro "Sonny" Ada
Flori-Anne Dela Cruz

Submitted Written Testimony

Milton Morinaga, Chairman of Guam Visitors Bureau Board of Directors
Pilar Laguana, President of Guam Visitors Bureau
James Fathal
Flori-Anne Dela Cruz
Dr. Annette Taijeron Santos
Maria Teresa O'Brien
Pilar Pangelinan

II. SUMMARY OF TESTIMONY & DISCUSSION

Therese M. Terlaje, Chairperson of the Committee on Health, Tourism, Historic Preservation, Land and Justice, was not able to be present at the confirmation hearing and asked that Senator Amanda Shelton chair the confirmation hearing for her. The public hearing was called to order at 1:03 PM. Senator Amanda Shelton presented the agenda items that would be heard during the hearing. The appointment of Flori-Anne Dela Cruz to serve as a Youth Member of the Guam Visitors Bureau Board of Directors was the last item on the agenda.

Senator Amanda Shelton:

Håfa adai and welcome back everyone the next items on the agenda are the appointment of Pedro P. Ada as a member of the Guam Visitors Bureau Board of Directors and the appointment of Flori-Anne Dela Cruz as a youth member of the Guam Visitors Bureau Board of Directors. Notices for this confirmation hearing were disseminated via email to all senators and all main media broadcasting outlets on February 26, 2019 and again on March 1st 2019. The notice was also published in the Guam Daily Post on February 26 and March 4th, 2019 again. I would like to thank the public for attending this afternoon's hearing. Before we hear from the panel, I would first like to read the duties of the Guam



Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

Visitors Bureau Board of Directors as stated in section 907, Chapter 9 of Title 12, Guam Code Annotated.

§ 9107. Same: Duties.

The Board shall:

- (a) Promote visitor satisfaction with Guam as a tourist destination and facilitate the orderly growth and maintenance of the visitor industry;
- (b) Encourage and support the employment of local residents in job opportunities in the tourism industry.
- (c) Assist in the development of adequate tourist facilities and attractions, including local beautification projects;
- (d) Work with other entities to collect, analyze and evaluate pertinent data on the visitor industry developed by itself, other governmental and private agencies and publish and disseminate comprehensive statistics and other data on a monthly, quarterly and yearly basis.
- (e) Provide advice and technical assistance to tourism development organizations in planning programs to attract visitors, and develop and disseminate literature for distribution to visitors, and potential visitors to this territory;
- (f) Cooperate with regional agencies promoting Micronesia and the Mariana Islands as a tourist destination;
- (g) Encourage and support local activities, programs and development which would enhance Guam as an attractive tourist destination;
- (h) Support the marketing of local arts, handicrafts and other manufactured products to visitors; and
- (i) Encourage local cultural activities for tourist and general public enjoyment.

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Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

We have received written testimony prior to this hearing from Governor Joseph Ada, Dr. Fred Schumann, Kathy C. Sgro, Brian San Nicolas, Joann Camacho, Milton Morinaga, Pilar Laguana and Anita Borja Enriquez in support of Mr. Pedro P. Ada.

We have also received written testimony from Dr. Annette Tajeron Santos, Maria Teresa O'Brien, Pilar Pangelinan, Milton Morinaga, and Pilar Laguana in support of Ms. Flori-Anne Dela Cruz. Before we accept testimony on behalf of the nominees, we kindly ask that testimony be limited to 3-5 minutes, to allow for the timely progression of this afternoon's hearing. Can we please call up to the table Milton Morinaga, Pilar Laguana, Brian San Nicolas, First Lady Joann Camacho, Mr. Chuck Ada, Mr. Dan Tydingco. There's one more chair. Okay, Si Yu'os Ma'ase. Ladies and gentlemen, we'll begin with you Mr. Morinaga on the appointment of Flori-Anne Dela Cruz.

Milton Morinaga:

Håfa adai. For the record, my name is Milton Morinaga, currently its Chairman of the board for the Guam Visitors Bureau. See written testimony.

Senator Amanda Shelton:

Thank you very much.

Pilar Laguana:

Thank you and for the record my name is Pilar Laguana, President of Guam Visitors Bureau. See written testimony.

Senator Amanda Shelton:

Thank you very much. Mr. Brian San Nicolas?

Brian San Nicolas:

Håfa adai. Thank you madam chairperson. I'm here in support of the appointment of Peter "Sonny" Ada to become a member of the board of directors of Guam Visitors Bureau. See written testimony.

Senator Amanda Shelton:

Thank you Mr. San Nicolas. First Lady Joann Camacho.

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Senator

THERESE M. TERLAJE

I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

Joann Camacho:

Håfa adai Senator Amanda Shelton and members of the Committee on Tourism. See written testimony.

Senator Amanda Shelton:

Thank you very much. Mr. Chuck Ada.

Chuck Ada:

Håfa adai. Good afternoon madam chairwoman, members of the committee on Health, Tourism, Historic Preservation, Land and Justice. Thank you for allowing me the opportunity to provide testimony in favor of Mr. Pedro P Ada to serve our island in the capacity as a member of the board of directors with the Guam Visitors Bureau. My name is Charles H Ada the second. I'm currently employed with the United States Department of Homeland Security Federal Mercy Management Agency however I'm here today on my own time speaking as a private citizen. Mr. Pedro Ada who has relation to me and whom I acknowledge and probably recognized as Uncle Sonny is an excellent appointment by the Leon Guerrero Tenorio administration to serve on the board of directors of the Guam Visitors Bureau. Uncle Sonny is a well-known and respected businessman that has been operating successfully the past few decades and growing the various lines of businesses on island, across the Pacific into Asia and onto the continental United States. He has a great understanding of local, regional, and global commerce which is extremely important in our continuing efforts to grow our island economy and visitor industry. Prior to my employment with the federal government, I served the people of Guam and the region as the executive manager of the Guam International Airport Authority for seven years. It was during this time that I was blessed with the opportunity to work on a professional level with Uncle as he served on the board of directors of the Guam Airport Authority. I've provided over 26 years of service to the government of Guam, 16 years at the cabinet level and I can say with confidence and without a doubt that the airport Board of Directors during that particular timeline was the most successful board within the government of Guam. The leadership that Uncle Sonny brought to the table and the synergy amongst the other board members provided the framework for the airport management and staff to achieve unprecedented success not only in Guam Airport history but to include the entire aviation system of the Pacific region as well. Uncle Sonny has done his time with the Guam International Airport Authority which resulted in more than double the amount of signatory airlines operating to and from our islands. Airport air cargo operations into Guam has tripled and recently

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35th Guam Legislature

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

have up sized their aircrafts. The vision to strategically leverage airport assets has resulted in a continuous increase of non-aeronautical revenue over aeronautical revenues ago that every Airport strives to achieve but unfortunately not all accomplish. The Guam

Airport has an impeccable safety record recognized by the federal government and is second to none within the entire Pacific region. The list goes on way past the hub of five minutes for testimony today and in closing I humbly ask for your favorable support with Uncle Sonny's confirmation to the board of directors. I'm extremely excited for the success that he would see with his peers alongside the management and staff of the Guam Visitors Bureau. Thank you and Si Yu'os má'ase'.

Senator Amanda Shelton:

Thank You Mr. Ada. Mr. Tydingco.

Dan Tydingco:

Thank you Senator Shelton for affording me the opportunity to deliver a little bit of testimony I'm for Sonny as the nominee to the Guam Visitors Bureau Board of Directors. Thank you Senator San Agustin, Senator Taitague, Senator Muna, Senator Moylan, Senator Camacho, Senator Ridgell, and Senator Biscoe Lee. Just to attest a little bit to Sonny's character like Brian we all grew up together. I have known Sonny practically my entire life and we're more than friends were like brothers. When he told me the governor wanted him to give back and contribute with some community and civic service Sonny was actually very reluctant and apprehensive about coming back in. He had contributed previously in a capacity over at GVB when he was the former board director and chairman of that, and he had just prior to that under the Calvo administration he served at the airport Board of Directors and also the University of Guam Board of Regents but he dived out of public service simply because he was attending to and helping with his parents who were in their twilight years and making sure that the family business was running on all pistons alongside of his sisters Teresa and Patty and the other sisters who were off Island and he was just still very apprehensive about getting back in. And when we had lunch coincidentally recently with former governor Joe Ada and former Senator John Aguon both who were instrumental in the glory years of tourism when it was emerging here on-island and Sonny was the chairman of GVB at that time. We were kind of saying hey Sonny you know you're the one who cracked a million visitors to come in to the island for the first time when under that regime with Governor Ada then and Senator Aguon. chairing the tourism committee and they were saying Sonny you really

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35th Guam Legislature

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

got to go back in and try and help see how we can enhance the industry further. So Sonny sat a long side of me when the governor tasked me to help her with the transition for the Guam Visitors Bureau as one of the entities and Sonny volunteered to come and serve in that particular committee overseeing GVB and a few other components of the economic development side. I think he's gotten a greater appreciation from where he left off having been active in the industry a couple of decades ago but he's got an appreciation of the \$45 million dollar revenue driver that the TAF is right now for the territory and the monies that are being sent over to GVB for its operations and the other balance in which the Legislature makes the appropriations to various entities. He's going to make sure that those resources are aligned properly for the benefit of not just the visitors that come to the island but also for the residents alike here who go to the parks and who want to make sure that our island is a nice place not only just to visit but a nice place to live as well. And there's other issues that I'm sure that he's going to align himself with all of the sub sectors of the tourism industry. He's got all that capacity and capability to be able to do that and I have utmost confidence in him. I hope that you guys favorably consider his confirmation at the earliest moment possible. Thank you very much.

Senator Amanda Shelton:

Thank you and back to Mr. Morinaga.

Milton Morinaga:

Thank you very much. I have another oral testimony for Mr. Sonny Ada. Si Yu'os mã'ase' for allowing me to submit testimony to support the appointment of Pedro Perez Ada also known as Sonny Ada to the Guam Visitors Bureau Board of Directors. See written testimony. Biba Guam!

Senator Amanda Shelton:

Thank you. Biba! Ms. Laguana.

Pilar Laguana:

Buenas yan Håfa adai madam chairwoman Shelton and members of the Committee on Health, Tourism, Historic Preservation, Land and Justice. See written testimony.

Senator Amanda Shelton:

Thank you very much. Is there anyone else who wishes to testify? Okay do any of my colleagues have questions for the panel? Senator San Agustin.

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35th Guam Legislature

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

Senator Joe San Agustin:

Thank you madam chair. I just wanted to remind Milton that you forgot one thing when you said Sonny likes to golf and travel. You haven't got him to buy a motorcycle yet so I think that's what Sonny is missing Milton. But you know I do look forward in that and I do appreciate all the testimony, especially from Chuck when he calls Sonny, Uncle Sonny. That's okay Chuck I understand.

Dan Tydingco:

If I may Senator San Agustin, a couple years ago Sonny used to ride up and down Tumon on some scooters with his wife but somebody saked them from the house

Senator Joe San Agustin:

You need to get him a three-wheeler. But you know what, I really appreciate all the testimonies that have been presented in reference to Ms. Dela Cruz and in reference to Sonny and I know that probably the two candidates will be testifying and I look for it and in supporting them at the end of this month. Hopefully it'll be presented and I look forward to seeing that two million since we broke the 1 million, we'll be looking out for the 2 or 3 million dollar tourist arrivals. He's got a lot of expertise. I don't know why Pilar was so kind to say only one or two things. You got him loaded up with a lot of expertise and then I'll be meeting with Sonny about another issue but I look forward to that and being the oversight of the appropriation and budget we'll be reaching out for his recommendation advice on where the money should go what any appropriation is going to be considered coming from GVB. Thank you.

Senator Amanda Shelton:

Senator Taitague.

Senator Taitague:

Thank you madam chair. I really don't have a question but I just wanted to make a comment and congratulate Pilar Laguana on her appointment as a president of GVB. Congratulations.

Senator Amanda Shelton:

Thank you very much senator. I believe there's one more person who wishes to testify. Can he please come up? Mr. James Fathal go ahead.

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I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

James Fathal:

Håfa adai senator and madam chair. See written testimony.

Senator Amanda Shelton:

Thank you very much and thank you to everyone who testify today and now we'll hear testimony from Ms. Dela Cruz and from Mr. Ada. Si Yu'os må'ase'.

Thank you very much for being here today and for accepting the nomination. We'll start with you Ms. Dela Cruz.

Flori-Anne Dela Cruz:

See written testimony.

Senator Amanda Shelton:

Thank you very much Ms. Dela Cruz. Mr. Ada.

Pedro "Sonny" Ada:

See written testimony.

Senator Amanda Shelton:

Thank you very much Mr. Ada and thank you Ms. Dela Cruz. I know everyone has lots of questions and comments and first I wanted to ask do either of you have any continuing business interests or any potential conflicts of interest that may prevent you from serving on the board of directors

Flori-Anne Dela Cruz:

No I do not.

Pedro "Sonny" Ada:

I don't think I have any direct conflict of interests. Our family business were landlords of several properties in Tumon. The insurance business of course ensures companies that are involved in the tourism industry but none direct.

Senator Amanda Shelton:

Okay thank you very much and I'll ask Senator Biscoe Lee first if she has any questions.

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35th Guam Legislature

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

Senator Régine Biscoe Lee:

Si Yu'os má'ase' and thank you very much Mr. Ada and Ms. Delacruz for accepting the governor's nomination. I really want to thank you and your families also for their support of you in this, hopefully this role, if you're both confirmed. And I guess we'll start ladies first if that's okay. So, Ms. Dela Cruz you are being appointed to serve as a youth member and you have a lot of marketing background that you bring to the table as well as a tourism background so I wanted to ask you a little bit about social media. GVB in recent years has really used social media to increase their reach to leverage that to market Guam to the world and to create great content and to also use crowd sharing. So we're inviting our tourists to use hashtags like InstaGuam and only on Guam so I kind of wanted to hear your input about how you think we're doing and what else we might be missing if there are searching social media avenues that we're not expanding or not exploring I'd love to hear from you on that.

Flori-Anne Dela Cruz:

Thank you very much Senator Biscoe Lee. So, I'd like to first start off by saying that in terms of our social media presence as a destination I think we are improving compared to the previous years. We have in our hashtag InstaGuam we have over 80,000 content out there and just in Instagram by itself. And I believe that with that is a huge amount and that people are out there knowing that that hashtag exists and at least that our island exists compared to before when I go off island or anybody goes off island they wonder where is Guam. At least in our Instagram we can pull up that tag and say here is my Island. This is where I'm from and you can see how beautiful it is. And in the future, I would like to see that hashtag going even more viral out there. Right now a majority that I've seen because I am active in Instagram is mostly our local content creators and even with our local content creators it's still minimal so I do believe that we need to support those creators out there giving them more platform giving them more resources to create their content because they're doing it for free at the moment. And they can just do so much and compared to other countries out there that they see social media as a new way to brand and a new way to promote and it's effective and its own niche market at its own economy. So hopefully in the future as part of the board I can contribute into how exactly we can use and how exactly we can optimize the use of social media.

Senator Régine Biscoe Lee:

Thank you very much Mr. Ada. You mentioned the Tourism 2020 plan and that's exactly what I was going to ask you about just that 2020 is upon us and I wanted to just know if

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35th Guam Legislature

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

you feel that these are still our priorities or others should be included. But you kind of included that in your testimony already in terms of the MICE market and including meetings incentives, conferences and exhibitions. I know several of my colleagues were invited to a virtual conference by the President of the Republic of the Marshall Islands. It's a Pacific women's conference and that's a virtual conference that's being held later this month. But we were discussing the potential of the "Ladieslature" and the governor of Guam potentially inviting many of those leaders to come here maybe next year or something like that. So that's something that we're looking forward to working with GVB on in terms of inviting other folks to our island. But there was another question that I had asked in a previous I think informational hearing maybe last year about sports tourism. We know that the 2020 Olympics in Tokyo is also upon us and Guam has been used in the in the past to have several of the Olympic teams come and adjust to the time and a little bit of the climate prior to their Summer Olympic competition and so I wanted to know from you if you think it's too late for us to try to pursue some of those sports tourism related activities or what you think your strategy would be in terms of the board pursuing this.

Pedro "Sonny" Ada:

I do. That's a question for Pilar and the current board because if that's an intention that should have been planned already I would imagine. That being said I think there's still opportunities and we should promote take advantage of the fact that the world's attention will be on Japan and they're there could be a ways that we can capitalize on this. I know we did it before in my time and I forgot what the big event was in our area but we invited teams to - for the same reason to practice here to get acclimated to the time zone to get active to the to the temperature. I forgot what it was. There was a big event. I'm pretty sure that was in Japan but we did invite or we opened up for that Guam would be an excellent location for practicing prior to the event.

Senator Régine Biscoe Lee:

Well I also think that you just bring a tremendous amount of institutional knowledge back to the board so I'm looking forward to you contributing in that way. But I also, one of the major concerns that we always seem to kind of get up on in terms of our tourism market, is destination management. So I really just want to ask that both of you please to continue to give support to that committee within the GVB board. I know that a lot of times the budget just never seems to trickle down into destination management and we see a lot of those issues with trash being dumped and I think it's a symptom of a larger

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35th Guam Legislature

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

problem I agree that you know we have an issue with pride taking pride in our community. And as stakeholders, the Legislature will certainly continue to do as much as we can to assist you with that but I really want to ask you to please be advocates for destination management and making sure that we when we do market this incredible beautiful island paradise to the world and we have all of these great diverse diversified markets coming to coming here they actually have something to enjoy when they get here it's not you know a third-rate destination. It's a world-class destination that we know it to be so thanks in advance for for your service and we're looking forward to the continued discussion. Si Yu'os ma'ase.

Senator Amanda Shelton:

Thank you. Senator Ridgell.

Senator Clynt Ridgell:

Thank you madam chair. Congratulations to both of you. Ms. Dela Cruz and Mr. Ada. I'll ask the same question of both of you. We can start with Ms. Dela Cruz what do you think needs to be done right now. As I understand it the markets are changing dramatically. There's a shift. We're getting less from Japan, more from South Korea. In addition we're getting more free independent travelers as opposed to the traditional travelers and we're also getting tourists who are spending less money. We're getting more we have over a million tourists now but they're actually spending less than they were before. What do you think needs to be done to get tourists who spend more?

Flori-Anne Dela Cruz:

Thank you very much Senator Ridgell. Well as we all know we have met the amount of visitor arrivals that we need and to meet the two million but it doesn't really count in our numbers in terms of our spending and everything like that. But I do see other opportunities that we already captured that market and it's just a way for us to push them into spending more and extending their stay and really enjoying our island. It's not a matter of okay let's get rid of that market that's not working out. It's a matter of let's try and encourage them to promote us and I've advertised for us. We already have them. We might as well optimize and utilize what we have. So in terms of other opportunities out there I do see that we can also try and open up other markets. For example the Filipino market right now, a majority of that comes into our island are only visiting friends and family but there are also opportunities where we can tap into the elites traveling to Guam. They can go here, spend some time and do some leisure activities. So

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35th Guam Legislature

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

you know just utilizing and maximizing that opportunity of our existing market rather than looking for other markets that we can try and capture. Because opening up a new market, we have to invest more into that. Why not, might as well use what we already have.

Senator Clynt Ridgell:

Mr. Ada, same question.

Pedro "Sonny" Ada:

That's why I'm a big proponent of updating this tourism 2020 plan to give a direction to sort through the data because as I mentioned so much has changed and so much beyond our control. Russia died. The Russian market is almost dead because of sanctions of the US on Russia. We've had drop in airlines seat capacity from Japan. We have China. We had a part of this plan was a it was a big look at the China market there's no airline capacity coming from China anymore. So much has changed and so I can talk about ideas I believe and it's gonna be repeated in here. It's been said in here. It just needs to be updated. One thing I will say and I don't know if really they're spending less. But I have to say I appreciate the new market and can see down the road getting new markets because it has opened up great opportunities for entrepreneurs whether it's tourists that are going to Pika's cafe or the tourists that are renting the cars now. There's more Payless shoppers at Oka Payless. It is full of tourists. So money is being spent and I think it's important to see that it's being spent elsewhere and beyond Tumon. I think that's a good thing.

Senator Clynt Ridgell:

Thanks Madame chair

Senator Amanda Shelton:

Thank you. Senator Torres.

Senator Mary Camacho Torres:

I'm excited to see that you're going to be serving on the board. I think that your commitment to tourism is admirable and as you're aware successful destinations have a sense of place and Guam was successful in in rebranding itself and in promoting that branding image. Do you see a very active role as the member representing youth? Do you see an active role in that aspect of marketing in terms of enticing the community to be part of the brand of Guam.

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35th Guam Legislature

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

Flori-Anne Dela Cruz:

Thank you Senator Torres. I do see that people are nowadays they're very much active and supporting our industry and any other industry that we have on Island. There's more pride. There's more joy. People are more than likely to support whatever is out there. We do have that inafa'maolek spirit and hãfa adai spirit that we have. And what are we as a destination of without our people? So these days if you look around just in the malls or in Tumon you'll see that there's more local people just walking around and helping tourists. It's not how it was before where Tumon is just for tourists. It's more of a mix and it's more diverse that it also adds value to our visitors that "oh the people on island are so nice I'll come back just for that." And it's just it brings in more value for us as a destination.

Senator Mary Camacho Torres:

I look forward to seeing your face more on the commercials then, not that I don't appreciate Josh, and Sonny I want to thank you for providing us a copy of the tourism 2020. I think that that was a nice refresher and it also is a good indication of your very good business sense in relying on a sound plan going forward. And also your desire to update that plan as we know that tourism in the industry can be very fickle sometimes subject to forces outside of our control so while we have the tendency to be flexible we must never lose sight of the big picture which I think you have a very good grasp of. But in looking at tourism 2020 a lot of the objectives that we want to accomplish rely a great deal I believe on self-policing within the industry and many of the things that that are we are now suffering from for example the non-licensure a certain tourist activity, the non-regulation of taxes of tourism related activity are going largely unchecked and unregulated and I believe that a lot of the onus ought to be on the industry to self-police and ensure that we are not compromising ourselves as industry partners and business leaders. But do you have any thoughts on how in carrying out your mission for the Guam Visitors Bureau how you can foster that sense of responsibility and self-policing within the industry? Do you have any thoughts on that?

Pedro "Sonny" Ada:

My thoughts on that are I mean we just have to call we just have to call a spade a spade. There's a lot of industry complaint about the public sector side, the parks, the beaches and government facilities but I believe that just as responsible are the hotel owners, the tour operators, the bus companies and the restaurants who have let their properties go down, who don't put into training their staff, who don't upgrade their facility and

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I Mina'trentai Singko na Liheslaturan Guåhan

35th Guam Legislature

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

basically write off the numbers of arrivals. I'm a private property owner so I don't like when the government should be telling us what to do with our properties but from an industry standpoint in the position of GVB, I think we can certainly call as I mentioned call up property owners and operators on it and call him for you know hey you're part of the problem too. So where that goes, I don't know but certainly the private sector, the tourist industry sector has a responsibility to as well and there are those who participate not everyone's going to be a Dusit but there are properties that are really just eyesores or provide a very unpleasant experience that's reflective of Guam as a whole.

I'm glad to hear that because there are in many communities blighted property laws that regulate those sorts of things that force people short of homeowners associations or Business Improvement Development covenants that mandate that there's a level of civility and safety within properties especially properties that are adjacent to highly trafficked properties so perhaps that's something that we can also collectively look at you know in terms of how do we put regulations that will pressure people into taking it up a notch so that Guam can truly be the destination that we market it to be. Wholesome, clean, natural and safe. So I you have very good sense and I without a doubt will support you 100% and I just want to thank you for also coming back because you are indeed valuable to the Guam Visitors Bureau and I think we can do great things together. Thank you.

Pedro "Sonny" Ada:

Thank you.

Senator Amanda Shelton:

Thank you Senator Torres. Senator San Agustin.

Senator Joe San Agustin:

Thank you madam chair for Ms. Dela Cruz and Mr. Ada. Ms. Dela Cruz, I look forward to your serious participation in GVB. You know pick up the speed at GVB and change the old look to the new look, right? Get all the young folks more involved I look forward to that and for Sonny you've got a record of success. I'm going to be looking for a lot of your advice on what you recommend, on what role we need to take in supporting GVB. I'm actually going to be hoping that GVB will be reaching out to the community to take part in promoting Guam because you can't all do this yourself when the hotel industry is, when the arrivals were going down it was the community of Guam that went to the

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35th Guam Legislature

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

hotels and kept those restaurants open. I know that for a fact good. I went down there I'm just a little bit older than you Sonny but I went down there and we would see that the majority of the folks in the restaurants were local. Most of the folks that were checking in the rooms were local because the rates were low and I honestly believe that if the community gets involved then when the tourism goes to any park and the community is involved if there's no money we have to admit this. When we go down to Umatac, for example the Umatac people clean their own parks. They don't wait for parks. They don't wait for nobody. They clean it. It looks nice but if we get everybody else involved in this then it promotes Guam. GVB can spend money where it needs to spend. And you mention it, like it's like way back Leo Palace when it was built, it was like this is where you go to have all the games on Guam. We invite all the teams from all over the world come to Guam or like the racetrack like we're looking at the one up in Yigo bring all these folks because you know what they have a group of folks that will follow them and then when we turn to the markets exactly what you're saying they're spending money. Airbnb maybe taking a bite or what we're not tracking on expenditure on Guam. No difference the unlicensed tour guides that are out there. I only know this because I used to work a Revenue and Tax and I used to find them we need to get Revenue and Tax to get more involved in helping GVB giving them money to employ people but them doing their part and GVB doing your part and everybody gets involved because I look forward to helping and/or doing what we need to do. And if you have recommendations or the board has recommendations to introduce bills I know most of our my colleagues here are going to want to support it because when you bring in money or in tourism and they bring in money they can get appropriation bills coming out of their own office and we can move forward to take care of Guam. Thank you both for accepting the nomination I look forward to your active involvement.

Senator Amanda Shelton:

Thank you Senator San Agustin. Senator Taitague.

Senator Telo Taitague:

Thank you madam chair and I apologize I had to set up step out for a minute. Ms. Dela Cruz as a board member there are different committees China market, Korean market, you also have destination management, you also have culture. What area are you looking at that you would like to be a part of that committee?

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

Flori-Anne Dela Cruz:

Thank you Senator Taitague. Right now I'm looking into more of the destination development committee as a marketer I believe that we can use a lot of advertising and promotions for our destination. But I also believe that for us to actually advertise and promote our Island, we have to make sure that our island is reflective of what we're promoting. So in a way, we have to develop the product first before we promote it and to make sure that if visitors come here they don't say that "oh that promotion is a lie." So that's what I'm looking forward to working on.

Senator Telo Taitague:

Okay and I'm glad you said that. I mean that's an area that I actually oversaw when I was at Guam Visitors Bureau as well. Make sure you get with Pilar to also get involved with sustainability as well. There's a huge amount of information on not only creating a great destination but sustainable as far as you know going green and etc. down the line. So I appreciate that and thank you for stepping up. Oh there's your smile. That's so important. I've been waiting for you smile all afternoon. So keep that smile. You have a beautiful smile and that's the best type of marketing you can have right there is that smile. So thank you for stepping up to the plate.

Sonny, I have known you for so long and I have to say when I became the deputy general manager at the Guam Visitors Bureau, I called you way back when and asked you for some for advice because I knew you had a wealth of knowledge. And when I heard that they asked you to come back and you accepted it I was so pleased to hear that. One of the things that you did bring up was to ensure that any amount of tourists that come to the island that we are able to support that infrastructure-wise and every kind of aspect to be able to host these tourists and make sure that they are tourists, that respect our island as well not just any tourists but once you expect our islands. There was one thing I wanted to ask you about. What would be the one thing you would do differently at the Guam Visitors Bureau to make a big change, a difference

Pedro "Sonny" Ada:

Again I don't know, if it's anything I'd like to give a direction and that's the updating of this 2020 plan. I've reviewed the document two or three times and it really gives focus. And I want to say one thing. I take the opportunity to say one thing. The bureau can't be everything. It can be a conduit and it can be supportive but it can't be everything. It can't manage the illegal air B&Bs. It cannot manage the parks or maybe it can. I don't know

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35th Guam Legislature

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

yet. I don't know what the mandate is within. But it can't be everything. So I want to say and that's why I believe if we have buy-in from the industry and the community on an updated vision, then not only the bureau and the industry but the supporting government entities can wrap their arms around it and see where we're going. But I also think is a great tool when going abroad and talking to investors or even new airlines because then they're saying "hey these people know what they're where they're going or where they have a vision" and so it's a buy-in. So I think again, if there's anything I can do not new but updating this document, I think is a good start.

Senator Telo Taitague:

Okay thank you so much for that and again welcome back. I look forward to working with you and I appreciate that one section you had about a bill that I introduced for GVB with regards to voting. I appreciate you put a comment in your testimony for the record so once again to the both of you, I wish you the best of luck and make Guam great. Thank you.

Senator Amanda Shelton:

Thank you Senator Taitague. Senator Muña.

Senator Louise Muña:

Thank you very much. I'll start with Flori-Anne. One of the things that I took away from your short simple but very direct testimony is that you do have a lot of passion. Even just going through your packet and seeing everything that you've been involved in to achieve success and in school for tourism and hospitality. And your passion is a very important characteristic for our hospitality and tourism. I think many in your generation are working in customer service in the tourism industry and maybe your role as youth Board of Director is to start passing on that passion to your generation and just allowing them to understand how important your role is as a generation in our hotel and tourism industry because a lot of the times our tourists, your generation is the first people they see. Whether they go to a restaurant or if they go to a bar or they go to maybe a hotel and check-in so it's very important and maybe something you might want to consider is like developing a generation support group if there isn't one yet like a team in your generation to work towards developing the passion for the hotel and tourism industry. Be more active and incorporating the youth to promote how your generation is vital in promoting and protecting our island. And Senator Torres said the same thing I was going to say. Not that I don't like seeing Josh on our commercials all the time but it sure would be nice

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I think that GVB's hãfa adai pledge where the kids are so cute. I absolutely love that commercial. I can't wait until it comes on again that maybe we can find a bridge between the hãfa adai pledge with the kids and Josh and then kind of bridge it with your generation as well. I mean I'm not saying that Josh is old but I mean at least bridge that generation and incorporate a little bit more of yours now. I think that's one of the ways that we can develop that passion for your generation into the industry. So I don't really have any questions but I look forward to seeing more of you involved in the activity within GVB.

And Sonny, first of all, I just want to say that from our minority leader Senator Wil Castro, he expresses his regrets for not being here but he did want me to let you know that you have his full support for your confirmation to the board and me this morning, I had my own specific reasons for hanging out in the backyard of GVB today. I spent an hour in the water only because I wanted to understand the beauty of what the tourists see when they go snorkeling and take a look at our coral and now it just gave me some something to talk about to here today with you. I'm not sure if you can answer it but I'm not sure how strong the campaign is in protecting our coral reef and if there isn't one yet, a very active strong campaign in protecting that I would hope maybe the board of directors would really push something like that because I was able to see our live coral, a whole new world underneath there and then the ones that were damaged whether it be by humans or litter. There are so many things that we need to protect and it really is a whole new world and if I could invite my colleagues to maybe spend an hour with BSP's coastal management, they can show you exactly what lies beneath there and how we can protect not just the tourists going into the water but also how the hotels manage so that we protect what's within our water and if maybe that's something that we can incorporate a little bit more stronger campaign and protecting our coral reefs and our fish. I had a beautiful opportunity today to swim with the fish and it was just amazing and there was a part of me that was so territorial that I didn't want to share it you know but there was also a part of me that wish that there were more people to see that part of our islands. So maybe that's something that we can push. Thank you. Sonny welcome and it took me a long time before I found out that your real name was Pedro because I met you as Sonny but you do have my full support.

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Pedro "Sonny" Ada:

Thank you and I have to say on those remarks, I have to say one of the best things I ever did was designating Tumon Bay as a preserve. That's really what brought back the fish and the coral that we see today.

Senator Louise Muña:

Yes great. Thank you.

Senator Amanda Shelton:

Thank you Senator Muña. Senator Moylan.

Senator Jim Moylan:

Thank you madam chair. Mr. Ada, Ms. Dela Cruz, you folks really complement each other. It's pretty good. You have your strengths and also strengths and possibly one day you can help Sonny and I do Twitter together. I don't know how to do that maybe.

Pedro "Sonny" Ada:

I don't even have a Facebook account.

Senator Jim Moylan:

Okay great. The 2020, updating the plan, I'm hoping it could be there or in your mind as well but something like a seal of approval you know. GVB sees all these hotels right and we have some standards that we want to maintain and if GVB says here are our number 1 through 5 and you put that on your phone right somehow you can access that information on your phone so when folks land on Guam, something like in Hong Kong, they land on Guam and boom he had this restaurant great and just within the H zone. This place is great or this place is you know it's okay but that would kind of give the incentive for us to maintain what you're saying without really regulating. But just saying, you're doing great or hey you can do better if you want to a top five or a top ten things like that so just I hope you can consider that as well.

Pedro "Sonny" Ada:

That's a good idea. You know set a standard and that which by which the GVB can place like you say seal of approval.

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Senator Jim Moylan:

Yeah so if you got that stamp, you're good. If you don't, you got to work to gain that stamp. I'm also looking at, there's a bill on a public public-private partnership with the public parks something similarly to what we saw at two lovers point on how beautiful that worked out too. So just on the main parks where the tourists really focus on, so they can get in there and if they want to use the bathroom they can use the bathroom. So, we'll be talking more about that but I'd like to work closely with GVB and I did have the opportunity to meet with some of the folks from GVB and they even offered us to take a little bus ride and just look at it for ourselves. But we all see the problems with that but I'd like to work to incentivize that with you folks too. Another one I've also introduced was updating the Guam product seal so when you actually turn over something and you want to believe it's made in Guam and there's some flaws in that existing law but I think we can correct that too working together. And I'll skip to the last one but also there's probably some recommendations in the transition report that maybe we can look at incorporating in that 2020 plan too. There was a lot of hard work to put into that so I'm hoping you can consider that too. But otherwise, congratulations. I'm ready to get to work and I'm sure you are too and I'm looking forward to working with both of you. Thank you so much.

Pedro "Sonny" Ada:

Thank you. On your note about the partnerships if you will or privatizing parks, I've thought about I've brought that up even back 25 years ago. There should be a user fee. For any park you go in the States or any in Asia when you travel, tourists pay a user fee for the park. So I think as a funding source for beautifying and maintaining if there's a way that we can capture the users to pay I think I'm all for that. Yeah exactly two lovers point is a great example. Clean restrooms, clean facility, good experience. We can bring that out. The public parks, the tourists should have that same feel and that same appreciation. We should be able to provide that or maybe a whether it's a public-private partnership or just a ground lease but let's have someone maintain it if that's what it is. But it's a great option to look at.

Senator Amanda Shelton:

Thank you senator Moylan. I have some questions for you both. Currently GVB allocates 14.5 million dollars to marketing efforts primarily in Japan and Korean markets, \$950,000 on visitor safety such as contracting visitor safety officers in the Tumon area and a little over a million dollars on destination development such as street cleaning and

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maintenance. What are your thoughts on the breakdown of this allocation? Do you agree with it?

Pedro "Sonny" Ada:

Well for me, I think the again I believe the priority is marketing so the funding should go towards that. But I can also see us having to participate and again through an update, see what is needed and where the responsibilities should be for the maintenance of parks and public historic sites if you will. Safety certainly if it needs to be beefed up in funding for that we shouldn't skip funding for safety. Again I need to get in there a little bit more to understand a little bit better of what's being done you know. Let's see what we are spending on and what are the results of what we're spending on. If it needs to be changed then that discussion needs to be had but right now I think the primary focus of the GVB is marketing and I can certainly see us beefing up a little bit maybe on public safety for certain and as far as parks maintenance and the like that's to be discussed I think.

Senator Amanda Shelton:

Thank you. Flori-Anne?

Flori-Anne Dela Cruz:

Yeah I do agree with Mr. Ada's point but I also want to say that marketing is not just about promotions and advertising. It is also developing our product and right now our product is our island, is our culture, our people and our natural resources. So I do believe that we have to look over our allocation budget breakdown and improve where it gives more emphasis on destination development and also on visitor safety so that it adds value to our visitors and also add value to us that we are a must-visit attraction here and the tourism market. So I do agree that we have to focus on marketing but at the same time marketing, it's not just promotions, advertising. It's also about developing our product, making sure that the product is what we are promoting and at the same time we want to make sure that whatever we're promoting is again reflective of what we truly have on Island.

Senator Amanda Shelton:

I think a lot of developing our product will be benefited through partnership with our small businesses on island so I wanted to ask how will you ensure that small businesses are able to enter the tourism market or have better access to the tourism market?

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Flori-Anne Dela Cruz:

As part of the board I will ensure that small businesses have access to our tourism market through first devising a plan or devising an incentive program that would encourage small and established businesses to partner up and collaborate with each other and also provide these small businesses with a strong promotional platform which is GVB. At this very moment, our small businesses on island, they are not given the fair share of our tourism market mainly because they can't reach out to them. So what I see in the future is that we have this incentive program where established businesses would work with small businesses and vice versa where established businesses would be encouraged to work with them so that these small businesses can grow and flourish. And also through this incentive program, they will be more active and will be more than willing to support the small businesses and second is with the promotional platform that GVB we would provide for small businesses. It's kind of where to a point that GVB only promotes established businesses so it's not on a plate. It's not on an even playing field where GVB promotes both small and established businesses so what I hope to see in the future is that they with us with an emphasis on that. They don't just emphasize on promoting these big businesses. They also give encouragement and also support to the small businesses through promoting them because right now we do have a lot of small businesses. It's just that our tourism market are not aware that they exist. They only see what we currently have.

Senator Amanda Shelton:

Thank You. Mr. Ada?

Pedro "Sonny" Ada:

I think in addition to that, simply grow the market. Grow a larger and diversified market. We have seen that with the Russian and Korean markets that are fairly new or the growth has been new, the new businesses flourished. And so again if we have opened ourselves up to two additional markets and increase our numbers, I think it increases the opportunity.

Senator Amanda Shelton:

Okay thank you and you know funding for GVB travel and for delegations sent to represent Guam sometimes can be a little controversial and can be heavily scrutinized, I just wanted to know what are your thoughts about it.

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

Flori-Anne Dela Cruz:

Actually I went to one of the conference where GVB was one of the exhibitors and compared to the rest of the countries out there, we were very minimal. Other countries have very expressive, very decorative booths that anybody who's walking by would definitely have a strong impression of that country and that they would most likely kind of steer themselves to that destination. And so I believe that we must have the proper representation but especially when we go out there to other countries. And in a way that helps us deliver the proper message to both our existing and potential tourism market. So I strongly support the Bureau funding to these types of travel and sending delegations. In addition to that I believe that through sending out representation, representatives to these countries we are also able to gain knowledge about our trip, what is going on in the tourism market in a more global scale. And my experience at that conference, I was honored to be surrounded by peers from different countries like Nepal, Canada, Hong Kong, and Singapore and even Macau that we were talking about and sharing our experience how our homes are tackling the tourism industry and through that experience we were brainstorming and collaborating on what can be improved. We were getting ideas from each other where we can implement that too in our home and hopefully that would work. At the same token that type of brainstorming and collaborative work, the Bureau does that but in a bigger scale, so I strongly support those are types of travels. I hope there is actually more so that we have more knowledge here on our island.

Pedro "Sonny" Ada:

Simply said, travel is necessary. We have to go out there to lure the tourists in if you will but it has to be justified and transparent. So I'll leave it at that. Thank you.

Senator Amanda Shelton:

Thank you and one last question. I know that Guam's been looking to develop a cruise ship industry, would you support aggressively pursuing this type of industry during your time on the board?

Flori-Anne Dela Cruz:

Right now, I don't see myself actively and aggressively supporting that type of industry only because of our natural conditions at the moment. If we do have that type of industry on our island, I feel that we may face sacrifices on our natural resources and at the moment that is our strongest asset, our white sands and our blue waters are if not one of the top reasons why visitors come to our island so if we bring in that industry we may

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hurt our natural resource and our strongest asset so right now I don't see myself really supporting that that industry.

Pedro "Sonny" Ada:

I'll take a different look on that. I mean there's only two ways a tourist can come to Guam. That's the airport and the seaport so if we want to increase to our tourist arrivals the seaport is one option. And I think it's worth the look. It's been talked about for quite a while. There are different kind of tourists if you will but I think it opens up again opportunities. But it has to be again justified and transparent. Let's do our homework on our side and let the business decision be made by those in shipping business, in the luxury liner business but I think Micronesia has a lot to offer and from what I understand, the little I did understand I think there's routes that are capable of providing a passenger different island experiences. So I think it's an option that certainly it should be seriously looked at.

Senator Amanda Shelton:

Thank you very much to both of you for being here today to testify, to your friends, your colleagues, your family for being here in support of your appointment to the board. Si Yu'os ma'ase' for accepting the appointment. And there'll being no additional individuals present to testify, this committee will continue to remain open until March 14th for the acceptance of any additional public testimony on the agenda items discussed today. You may submit testimonies to the Office of Senator Therese Terlaje at the Ada Plaza Center, Suite 207, 173 Aspinall Avenue, Hagatna Guam 96910 or to the mail room of the Guam Legislature in the Guam Congress Building or through her email at senatorterlajeguam@gmail.com. Si Yu'os ma'ase' again for all those in attendance and viewing at home. This public hearing is now adjourned at 3:55 p.m.

III. FINDINGS & RECOMMENDATIONS

The Committee on Health, Tourism, Historic Preservation, Land and Justice hereby reports on the appointment of Flori-Anne Dela Cruz to serve as a Youth Member of the Guam Visitors Bureau Board of Directors, with the recommendation _____

To Do Confirm

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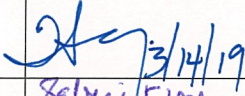
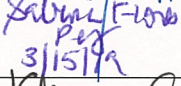
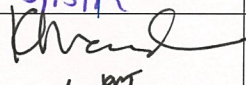
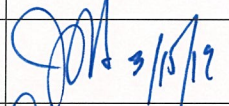
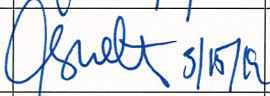
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35th Guam Legislature

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

COMMITTEE VOTE SHEET

Nomination of
Flori-Anne Dela Cruz
to serve as **Youth Member, Guam Visitors Bureau, Board of Directors**

	SIGNATURE	TO DO CONFIRM	TO NOT CONFIRM	TO REPORT OUT ONLY	TO ABSTAIN	TO PLACE IN INACTIVE FILE
Senator Therese M. Terlaje Chairperson	 3/14/19	✓				
Senator Sabina Flores Perez Vice Chairperson	 3/15/19	✓				
Senator Kelly G. Marsh (Taitano), Ph.D. Member	 3/15/19	✓				
Senator James C. Moylan Member						
Senator Louise B. Muña Member						
Vice Speaker Telena C. Nelson Member						
Senator Joe S. San Agustin Member	 3/15/19	✓				
Senator Amanda L. Shelton Member	 3/15/19	✓				
Senator Mary Camacho Torres Member						