

I Mina Trentai Dos Na Liheslaturan Guahan
Appointment Log Sheet

Date Received	M&C No.	Appointee	Position	Agency	Appt. Date	Term Length	Expiration Date of Action	Expiration Date of Term	Committee Referred	Date Referred	PH Date	CR Filed	Confirmed	Notes
10/01/14	32GL-14-2077	Marcel G. Camacho	Member	Real Estate Commission	09/30/14	4 Years January 16, 2014 to January 15, 2018			Committee on Aviation, Ground Transportation, Regulatory Concerns, and Future Generations	10/02/14	11/18/14 2 p.m.	12/15/14 11:01 a.m.	12/19/2014	



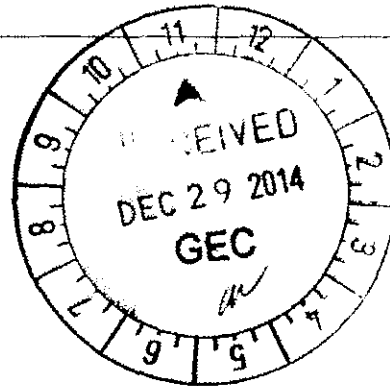
I Mina'Trentai Dos Na Liheslaturan Guahan

The 32nd Guam Legislature
155 Hesler Place, Hagåtña, Guam 96910
Tel: (671)472-3465 · Fax: (671)472-3524
clerks@guamlegislature.org www.guamlegislature.com

FILE COPY

December 22, 2014

The Honorable Edward J.B. Calvo
I Maga'lahaen Guahan
Ufisinan I Maga'lahi
Hagåtña, Guam 96910



Dear *Maga'lahi* Calvo:

By virtue of the authority vested in the Guam Legislature pursuant to the Organic Act of Guam and the local laws applicable to the following positions, I hereby inform you of the Legislative action on December 19, 2014 on your nominations:

1. The Legislature did consent to the Executive Appointment of Dr. Gregory J. Miller to serve as a Member of the Guam Board of Allied Health Examiners.
2. The Legislature did consent to the Executive Appointment of Linda Rose P. Perez to serve as a Member of the Guam Board of Allied Health Examiners.
3. The Legislature did consent to the Executive Appointment of Thomas C. Babauta to serve as a Member of the Guam Board of Social Work.
4. The Legislature did consent to the Appointment of Dr. Elisabeth Ichihara-Rosario, Ed.D., to serve as a Guidance Counselor Member of the Guam Commission for Educator Certification, for a term of three (3) years, beginning on the date of her confirmation by *I Liheslaturan Guahan*.
5. The Legislature did consent to the appointment of Dr. Michelle M.S. Santos, Ed.D., to serve as a Community-at-Large Member of the Guam Commission for Educator Certification, for a term of three (3) years, beginning on the date of her confirmation by *I Liheslaturan Guahan*.
6. The Legislature did consent to the nomination of Christopher S. Murphy to serve as a Member of the Real Estate Commission, for a term of four (4) years expiring on January 15, 2016.
7. The Legislature did consent to the nomination of Odessa M. Martinez to serve as a Member of the Real Estate Commission, for a term of four (4) years expiring on January 15, 2016.

Session Date: December 15, 2014

OFFICE OF THE GOVERNOR
CENTRAL FILES

Edwin Muñoz
RECEIVED BY
DATE *12/29/14*



I Mina'Trentai Dos Na Liheslaturan Guåhan

The 32nd Guam Legislature
155 Hesler Place, Hagåtña, Guam 96910 ·
Tel: (671)472-3465 · Fax: (671)472-3524
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8. The Legislature did consent to the nomination of Joseph A. Stadler to serve as a Member of the Real Estate Commission, for a term of four (4) years ending on January 15, 2016.
9. The Legislature did consent to the nomination of Marcel G. Camacho to serve as a Member of the Real Estate Commission for a term of four (4) years ending on January 15, 2018.
10. The Legislature did consent to the nomination of Renie Llaneta to serve as a Member of the Alcoholic Beverage Control Board, for a term of two (2) years expiring on June 30, 2016.
11. The Legislature did consent to the nomination of Belinda C. Mejia to serve as a Member of the Alcoholic Beverage Control Board, for a term of two (2) years.

Sincerely,

Judith T. Won Pat, Ed.D.
Speaker

ATTESTED:

Tina Rose Muña Barnes
Legislative Secretary

CC: Maria I.D. Pangelinan
Executive Director, Guam Election Commission

LEGISLATIVE SESSION

I MINA'TRENTAI DOS NA LIHESLATURAN

2014 (SECOND) Regular Session

Show of Hands Voting Sheet

Speaker Antonio R. Unipingco Legislative Session Hall
December 19, 2014

Appointment of: Marcel G. Camacho to
serve as a Member of the Real Estate
Commission.

NAME	Yea	Nay	Not Voting/ Abstained	Out During Roll Call	Absent
Senator Thomas "Tom" C. ADA	✓				
Senator V. Anthony "Tony" ADA	✓				
Senator Frank Blas AGUON Jr.	✓				
Vice-Speaker Benjamin J.F. CRUZ	✓				
Senator Christopher M. DUENAS	✓				
Senator Michael LIMTIACO	✓				
Senator Brant McCREADIE					✓ Ex.
Senator Thomas "Tommy" MORRISON	✓				
Senator Tina Rose MUÑA BARNES	✓				
Senator Rory J. RESPICIO	✓				
Senator Dennis G. RODRIGUEZ, Jr.	✓				
Senator Michael F. Q.SAN NICOLAS	✓				
Speaker Judith T. WON PAT, Ed.D.	✓				
Senator Aline A. YAMASHITA, Ph.D.	✓				

TOTAL

13

Yea

Nay

Not Voting/
Abstained

Out During
Roll Call

1 Ex.
Absent

CERTIFIED TRUE AND CORRECT:

I = Pass


 Clerk of the Legislature



COMMITTEE ON RULES

I Mina'trentai Dos na Liheslaturan Guåhan • The 32nd Guam Legislature
155 Hesler Place, Hagåtña, Guam 96910 • www.guamlegislature.com
E-mail: roryforguam@gmail.com • Tel: (671)472-7679 • Fax: (671)472-3547

Senator
Rory J. Respicio
CHAIRPERSON
MAJORITY LEADER

Senator
Thomas C. Ada
VICE CHAIRPERSON
ASSISTANT MAJORITY LEADER

Speaker
Judith T.P. Won Pat, Ed.D.
Member

Senator
Dennis G. Rodriguez, Jr.
Member

Vice-Speaker
Benjamin J.F. Cruz
Member

Legislative Secretary
Tina Rose Muña Barnes
Member

Senator
Frank Blas Aguon, Jr.
Member

Senator
Michael F.Q. San Nicolas
Member

Senator
V. Anthony Ada
Member
MINORITY LEADER

Senator
Aline Yamashita
Member

October 2, 2014

MEMORANDUM

To: **Rennae Meno**
Clerk of the Legislature

From: **Senator Rory J. Respicio** 
Majority Leader & Rules Chair

Subject: Referral of Appointment

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

Appointee: **Marcel G. Camacho**
Position: **Real Estate Broker Member, Real Estate Commission**

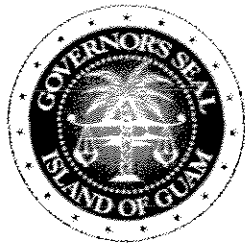
For a copy of Mr. Camacho's appointment packet, please visit the Guam Legislature's website at www.guamlegislature.com. Under the "Reports" menu select the "Messages & Communications" option and refer to:

"Doc. 32GL-14- 2077: Governor's message transmitting the appointment of Mr. Marcel G. Camacho, to serve as a Real Estate Broker Member, Real Estate Commission."

Please ensure that the subject appointment is referred, in my name, to **Senator Michael F. Q. San Nicolas, Chairperson of the Committee on Aviation, Ground Transportation, Regulatory Concerns, and Future Generations**. I also request that the same be forwarded to all Senators of *I Mina'trentai Dos na Liheslaturan Guåhan*.

Should you have any questions, please feel free to contact our office at 472-7679.

Si Yu'os ma'åse'!



EDDIE BAZA CALVO
Governor

RAY TENORIO
Lieutenant Governor

Office of the Governor of Guam.

SEP 30 2014

Honorable Judith T. Won Pat, Ed.D.
Speaker
I Mina'trentai Dos Na Liheslaturan Guåhan
155 Hesler Street
Hagåtña, Guam 96910

32-14-2077
Office of the Speaker
Judith T. Won Pat, Ed.D

Date: 10-01-14
Time: 3:07pm
Received By: [Signature]

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: Marcel G. Camacho
POSITION: Real Estate Broker Member, Real Estate Commission
TERM LENGTH: **Four (4) years**
TERM SERVED: January 16, 2014 to January 15, 2018

2014 OCT -1 PM 3:27 S

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

Senseramente,

EDDIE BAZA CALVO

2077



EDDIE BAZA CALVO
Governor

RAY TENORIO
Lieutenant Governor

Office of the Governor of Guam

SEP 30 2014

Mr. Marcel G. Camacho
PO BOX 11194
TAMUNING GU 96931

Dear Mr. Camacho:

Thank you for your commitment to serve the people of Guam. The Calvo-Tenorio administration continues to face unprecedented challenges, both near and long-term. The task ahead of us will require the collective efforts of the best minds who will have the courage to make tough decisions for the good of all our people. I hereby appoint you to serve in the Calvo-Tenorio administration for the remainder of the unexpired term indicated below as:

Real Estate Broker Member, Real Estate Commission

Length of term: Four (4) Years

Term served: January 16, 2014 to January 15, 2018

This appointment is subject to the advice and consent of *I Liheslaturan Guåhan*. Please contact the Office of the Governor at 472-8931 should have any further questions.


Senseramente



EDDIE BAZA CALVO


P.O. Box 2950 • Hagatna, Guam 96932

Tel: (671) 472-8931 • Fax: (671) 477-4826 • governor.guam.gov • calendar.guam.gov

 Eddie Baza Calvo

 @eddiebazacalvo

 @governorcalvo

 You governorofguam



OFFICE OF THE GOVERNOR
GUAM

Boards & Commissions Nomination Information

The following information is required for submission to the Speaker of *I Liheslaturan Guahan* in accordance with Title 4, Guam Code Annotated Section 2103.5 and Section 13104.1:

NOMINEE INFORMATION

Last Name **Camacho** First **Marcel** M.I. **G.** Date **9/8/2014**
 Address [Redacted] Apartment/Unit #
 City [Redacted] State **Gu** ZIP **96931**
 Phone [Redacted] E-mail Address **senmarcel@gmail.com**

Position to which Appointment is Made **Guam Real Estate Commission**

Are you a citizen of the United States? YES NO If no, are you authorized to work in the U.S.? YES NO

EDUCATION

High School **Downey High** City/State **Downey, California**
 From **1978** To **1979** Did you graduate? YES NO Degree **H.S. Diploma**
 College **California Polytechnic University (Cal Poly)** City/State **Pomona, California**
 From **1979** To **1983** Did you graduate? YES NO Degree **B.S. Bus. Adm. (HRT)**

EDUCATION

Graduate School	N/A		City/State		
From	To	Did you graduate?	YES <input type="checkbox"/>	NO <input type="checkbox"/>	Degree
Other Degree	N/A		City/State		
From	To	Did you graduate?	YES <input type="checkbox"/>	NO <input type="checkbox"/>	Degree

EMPLOYMENT HISTORY

(1) Present Employer	World Real Estate-Investment Group (Guam) LLC	Position	Real Estate Broker		
Address	562 Harmon Loop Road #200, Dededo 96929	Dates Held	April 2013 - Present		
(2) Previous Employer	Marcel G. Camacho, Real Estate Sole Proprietor	Position	Real Estate Broker		
Address	157 Chalan Abas, Ordod, Guam 96910	Dates Held	July 2007 - Present		
(3) Previous Employer	CAM5 Real Estate LLC	Position	Real Estate Manager		
Address	126 Chalan San Antonio, Tamuning, 96913	Dates Held	May 2014 - Present		
(4) Previous Employer	Guam Housing and Urban Renewal Authority	Position	Executive Director		
Address	117 Bien Venida Avenue Sinajana, Guam 96910	Dates Held	January 2012 - December 2012		
(5) Previous Employer	GTA Transition Office/Office of the Governor of Guam/GVB	Position	Executive Secretary/Special Assistant/Deputy Director		
Address	Ricardo J. Bordallo Governor's Complex, Adelupe 96910	Dates Held	March 2005 - December 2008		

PRIOR GOVERNMENT OF GUAM SERVICE

Agency	Office of the Governor of Guam		Phone	472-8931	
Address	Ricardo J. Bordallo Governor's Complex, Adelupe 96910				
Job Title	Executive Secretary/Special Assistant/Deputy General Manager	From:	March 2005	To	December 2008

PRIOR GOVERNMENT OF GUAM SERVICE

Agency **Guam Legislature** Phone **472-7679**

Address **155 Hesler Place Hagåtña, Guam 96910**

Job Title **Senator/Staffer for Senator John Salas** From: **January 1997** To **January 2001**

PRIOR GOVERNMENT SERVICE (EXCLUDING GOVERNMENT OF GUAM)

Agency **N/A** Phone

Address

Job Title From: To

Agency Phone

Address

Job Title From: To

TRAINING

Institute/Seminars/On-the-Job Training:	Date
Real Estate Broker Courses	2007 - Present
Executive Director Education Program, Rutgers University	2012
Legislative Policy Making Training	1999
Autocad Courses	1996
Computer Programming Courses	1985

AWARDS

List all educational, professional, civic awards, and recognition for public service:

- Member Emeritus and Past Chairman, Salvation Army Guam
- Filipino Association of Guam Award
- Rotary Club of Guam Recognition

PROFESSIONAL INVOLVEMENT

List involvement on a local/national/international level, list organization, activities participated in, offices held:

Vice-Chairman and Member, Pacific Islands Small Business Development Center Network, UOG
Director, Guam Contractors Association Board and Co-Chairman, Government Affairs Committee
Director and Member, Committee to Get Guam Working
Guam Museum Commission
Guam Tax Code Commission

COMMUNITY / CIVIC INVOLVEMENT

List organizations, activities, participated in, offices held

Treasurer, Flora Pago Homeowners Association
Guam 2010 Highway Master Plan Technical Advisory Committee
Guam Mass Transit Authority Monorail Study Advisory Group
Guam Housing Study Steering Committee and Advisory Group
Guam Seismic Advisory Council

PUBLICATIONS AND PRESENTATIONS

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

Guam Housing Symposium, Governor's Affordable Housing Coordination Council Strategic Plan
Guam Land Use Plan Seminar Instructor
Instructor, Visitor Industry Seminar Training and Tourist Awareness
Instructor, Guam Community College Hotel Operations
Guam Geodetic Network Project

MILITARY SERVICE (PLEASE ATTACH FORM DD-214)

Branch	N/A	From	To
Rank at Discharge		Type of Discharge	

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 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:



Statement of Financial Interests
(Required by 4 G.C.A. § 13104.1)

TO: Governor Eddie Baza Calvo
 Ricardo J. Bordallo Governor's Complex
 Adelup, Guam 96910

FROM: Marcel G. Camacho

- 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
World Real-Estate Investment Group (Guam) LLC	
[REDACTED]	
Ownership of 50% of the company	
Marcel G. Camacho, Real Estate Broker, Sole Proprietorship	
[REDACTED]	

Marcel G. Camacho
 Signature

9/8/2014
 Date

AFFIDAVIT / DECLARATION UNDER PENALTY OF PERJURY

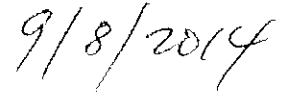
I, the undersigned, do hereby depose and say that: (1) I have read and reviewed the information contained in the attached Appointment/Nomination letter from the Governor of Guam; (2) that the matters contained in the Appointment/Nomination letter, together with all attachments thereto, are true and correct 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.

Signature



Date






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



September 9, 2014

SUBJECT: CRIMINAL HISTORY RECORD

NAME:	Marcel G CAMACHO		
DATE OF BIRTH:	[REDACTED]	FINGERPRINT #:	[REDACTED]
	The individual has no record of arrest(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: Teduenas

**FREDE. BORDALLO, JR.
 Chief of Police**

The absence of an original GUAM POLICE seal invalidates this police clearance.
 REVISED 04/24/2013



SUPERIOR COURT OF GUAM

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

Telephone (671) 475-3370

Fax (671) 472-2856

DANIELLE T. ROSETE
Clerk of Courts

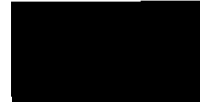
Name: **MARCEL G. CAMACHO**

SS#:

ID#



Date of Birth:



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 of

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: 09/09/2014

DANIELLE T. ROSETE
Clerk of Courts

BY: **KRISTINE I. FLORES**
Deputy Clerk

Prepared By: kif



The absence of an original Court Seal invalidates this document

Marcel G. Camacho

or 472-1876

OBJECTIVE: To provide expert and professional services to a development company that values integrity, vision, and tenacity.

SUMMARY: A Senior Executive with extensive managerial and leadership experience. Breadth of knowledge includes administration, planning, budgeting, marketing, business development, and policy making. Areas of interest include land, housing, real estate development, and tourism. A community driven person with key positions held on boards and commissions.

EMPLOYMENT HISTORY:

REAL ESTATE BROKER GUAM

July '07 – Present

Establish, negotiate, and maintain contracts for clients. Connect buyers and sellers of real estate, including analyzing and then advising on, planning, and directing the acquisition of or the management of real estate. Conduct market investigations and studies including the collection, analysis and dissemination of information. Analyze cost data and recommend pricing based on the analysis. Analyze value of real estate based on I. Market Value: recent sales of comparable properties, market trends, investment value, or income capitalization; II. Future Benefits: potential gross income, effective gross income, net operating income, pre-tax cash flow, after tax cash flow, or reversion; III. Rates of Return: Income Rates, Capitalization Rate, Overall Capitalization Rate, Equity Capitalization Rate, or Mortgage Capitalization Rate; III. Yield Rates: Interest Rate or Discount Rate; and IV. Return on/Return of Capital: Direct Capitalization or Yield Capitalization.

Knowledgeable of the real estate laws, principles, processes, and procedures in Guam's market; including zoning, land use, fair housing, probate, mortgage financing, appraisal, consumer disclosure, agency relationships, and taxation. Professional and development planning consultation for clients. Land Use and Zoning consultation. Representation before the Guam Land Use Commission for subdivision approval.

Active in consulting on Paradise Meadows housing development, working with the developer, contractor, construction manager, engineers, surveyors, planning consultants, and marketing team. Reviewing of blue prints, attending weekly meetings, attention to safety, and marketing of units.

Also active in property management at Alupang cove for one of my Japanese clients' unit. Proficient in Microsoft Word, Excel, and Powerpoint.

EXECUTIVE BRANCH, GOVERNMENT OF GUAM

CABINET MEMBER

Executive Director, Guam Housing and Urban Renewal Authority

Ex. Officer and Co-Chair, Governor's Affordable Housing Coordinating Council (AHCC)

January '12 – December '12

As Executive Director and Secretary to the Board of Commissioners, I was responsible for carrying out the policies and initiating programs for this \$70 million dollar annual operation. Employed over 60 team members throughout the organization. Programs included the development or refurbishment of housing projects, to include acquisition of land, demolition of buildings, planning, financing, constructing and managing. Ownership of over 750 housing units, and additional assets.

Duties included keeping current on changes to laws, policies, and industry trends. Plan, organize, and direct staff. Coordinate operations, setting objectives and standards and evaluation of results. Formulate, develop, implement and direct programs. Plan and develop the structure of the organization and provide for its staffing, recommend wage and salary levels, establish and preserve working conditions which are conducive to the health, safety and productive motivation of personnel. Representation before federal/local government entities, and the general public.

Negotiated and executed contracts, and entered into other agreements. Planned and conducted public relations programs, issues press releases, addressed community groups, and prepared reports. Made oral and written reports, and delivered them to governments, Boards, and the public.

Attended Rutgers University continuing studies, New Brunswick, N.J. to hone my skills in planning and property management. Additional training from HUD in mixed finance developments was attained in Honolulu.

Accolades included clean audits, job skills training for over 60% of employees, implementation of new pay scale, rewriting of employee manual, ground breaking and opening of numerous projects, and successful awards of contracts under RFP or Bids.

Under the Governor's AHCC, as Co-Chair was able to develop and implement a strategy/strategic plan for the development of 3,000 affordable homes for the community.

**EXECUTIVE BRANCH, GOVERNMENT OF GUAM
DEPUTY DIRECTOR, GUAM VISITORS BUREAU
SPECIAL ASSISTANT TO THE GOVERNOR OF GUAM
COMMITTEE EXECUTIVE SECRETARY**

**GUAM TELEPHONE AUTHORITY TRANSITION COORDINATING COMMITTEE/
OFFICE OF THE GOVERNOR OF GUAM**

March '05 – December '08

Administered a multi-dimensional contract for the sale of the government owned telephone authority. Utilized analytical and decision-making skills, in consultation with attorneys, to resolve litigation matters and to ensure the provisions of the contract were followed. Analyzed and ensured that proper in-flows and out-flows of cash from the proceeds of the sale were reported, working with auditors. Developed operational budget and managed these resources. Responsible for finances to ensure that assets were properly invested and stocks were redeemed in a timely manner.

Negotiated an adjustment to the contracted purchase price a year after the sale resulting in a savings to the government of Guam of over six million dollars (\$6,000,000).

Established an office under the Office of the Governor to manage a \$150 million portfolio from the sale. Administrative functions included hiring a staff of four employees and establishing policies and procedures for the office. Coordinated work assignments and ensured effective communication. Investigated, troubleshooted, and resolved or recommended solutions to complex or unusual inquiries, problems, and issues. Recommended, interpreted, and applied regulations and policies and ensured consistency and compliance with governing laws and regulations. Directed the preparation of information and testimony provided to legislative committees, analyzed impact of legislation on operation and systems. Served as liaison on departmental committees and work groups. Served as representative and spoke for the office at Cabinet level meetings. Directed strategic planning and evaluation efforts to ensure direct preparation and maintenance of planning documents.

VICE-PRESIDENT OF OPERATIONS
FEDERATED SECTOR ENTERPRISES GUAM
January '04 – December '04

Secure contracts for companies from Washington D.C. to provide expertise to the Pacific region. Once contract was awarded, provided on-ground logistics for the contractor. An example is the successful award of a contract to a major defense contractor to represent an airlines in the negotiations with the Department of Transportation and the Federal Aviation Administration for the implementation of a new airline service for the Pacific.

**VICE-PRESIDENT OF PLANNING AND BUSINESS DEVELOPMENT AND
BUSINESS DEVELOPMENT MANAGER**
BALLI KLOCKNER ASIA – KOKU LLC GUAM
January '01 – January '04

Travelled throughout the Pacific region to secure contracts for recycling of metallic and other waste and to establish a regional recycling program for Micronesia.

SENIOR MARKETING MANAGER
DRC PACIFIC, INC / TELESOURCE INTERNATIONAL GUAM
August '01 – July '03

Responsible for the local management and marketing of this international construction services company. Conducted market research to determine requirements for existing and future products. Analyzed customer base, current market conditions, and competitor information. Developed and implemented marketing plans and projects for new and existing products. Managed the productivity of the marketing plans and projects. Monitored, reviewed and reported the marketing activity and results. Developed, negotiated and managed the marketing budget. Developed pricing strategy. Worked with the media and advertising agencies.

Utilized excellent written and verbal communication, organization and planning, problem solving and analysis, team-leadership, presentation, persuasiveness, adaptability, innovation, judgement, decision-making, stress tolerance and collaboration skills.

Interfaced with architects, engineers, project managers, construction managers, and administrative employees.

Met with clients to discuss their needs.
Developed plans and initiated contracts.
Monitored the development process from start to finish.
Developed budgets, cost estimates, advertising campaigns, promotional programs.
Generated sales for the company.
Built 40 affordable homes for the government to sell to low income residents.

PRINCIPAL OWNER, LAND USE AND PROFESSIONAL PLANNING CONSULTANT
I TANO'-TA LAND USE PLAN CONSULTANCY GUAM
May '98 – June '07

Provided consultation and managed multiple development planning contracts to secure government approval for different uses of property.

SENATOR: CHAIRMAN COMMITTEE ON LAND, AGRICULTURE, MILITARY

**AFFAIRS, AND THE ARTS/CONSULTANT TO THE COMMITTEE ON LAND
GUAM LEGISLATURE**

January '97 – January '01

Public Servant and elected government official.

Provided policy direction for the government of Guam by developing and enacting legislation in response to the needs of the community.

Conducted oversight and public hearings to gather information from the public.

Developed and approved the budget for the entire government of Guam.

Had specific oversight of land issues, Department of Land Management, Chamorro Land Trust, Ancestral Lands.

Oversight of military affairs, office of civil defense, office of Veteran's Affairs.

Oversight of the Arts, the Council on Arts and Humanities, and the Department of Chamorro affairs.

CHIEF OF PROFESSIONAL AND DEVELOPMENT PLANNING

DUEÑAS & ASSOCIATES, INC., GUAM

February '95 – January '97

Coordinated multiple contracts and provided overall management of the professional and development planning functions of this major engineering firm. Formulated and established divisional goals and objectives. Developed, established and implemented plans for marketing and planning services. Prepared, packaged and submitted project proposals to government for approval. Secured government approvals for clients through the Land Use Commission, including commercial, tourism, resort and recreation, shopping, and housing projects.

Job requirements were as follows:

Ability to communicate effectively orally and in writing.

Ability to work as a team leader and team member.

Strong leadership and negotiation skills.

Ability to problem solve creatively.

Ability to interpret federal and local regulations.

Ability to manage multiple projects in a high pressure work environment.

Ability to complete projects on schedule.

Ability to coordinate diverse groups toward a common goal.

Ability to maintain effective working relationships and develop partnerships.

Strong time management skills.

Ability to carry out orders with precision and speed.

Ability to perform efficiently under pressure.

Ability to handle multiple tasks and/or projects simultaneously with minimal direction or supervision.

COUNCIL EXECUTIVE ASSISTANT

TERRITORIAL PLANNING COUNCIL, GOVERNMENT OF GUAM

August '90 – February '95

Managed and coordinated the contract for the development of a comprehensive Master Plan for Guam, including a Land Use Plan, Zoning Code, Community Design, regulations, public facilities, public lands, public buildings, housing, redevelopment, conservation, a safety plan, recreation plan, tourism, transportation plan, and water and wastewater plan.

Responsible for the administrative functions and professional planning coordination for the islands

long range planning body.

Coordinated the activities and the initiatives of the Planning Council
Set agenda for meetings, recommended policy direction
Supervised the activities of the staff and consultants
Developed and maintained budgets
Participated in top level government briefings
Worked with media and the general public
Conducted over 100 public meetings, hearings, or visits to disseminate information
Prepared legislation as required

The master plan provided short and long range guidance for the social, economic, infrastructure, superstructure, and physical standards and principles with respect to the most desirable use of land within Guam for residential, recreational, agricultural, commercial, industrial, and other uses. Key objectives were to enhance the quality of the environment and preserve Guam's natural beauty and historical heritage.

BOARDS, MEMBERSHIPS, CERTIFICATES, AND PARTICIPATION:

MEMBER EMERITUS AND PAST CHAIRMAN, Salvation Army Guam Board, '01 - Present
VICE CHAIRMAN AND MEMBER, Pac. Is. Small Business Dev. Center, '97 - Present
DIRECTOR AND MEMBER, Guam Contractors Association Board, '02 – '04
DIRECTOR AND MEMBER, Committee To Get Guam Working Board, '02 – '03
CO-CHAIRMAN, Government Affairs Committee, Guam Contractors Assn., '02 – '04
TREASURER, Flora Pago Homeowners Association, '97 – '08
INSTRUCTOR, Land Use Seminars, '98
INSTRUCTOR, Guam Community College, Hotel Operations, '89
INSTRUCTOR, Visitor Industry Seminar Training and Tourist Awareness, '89
CERTIFICATE, Hilton's Modular Training on Functions, Procedures and Controls, '89
INSTRUCTOR, Hilton's Priority-One Guest Satisfaction Training, '87
MEMBER, Guam Museum Commission, '92
MEMBER, Guam Tax Code Commission, '94
MEMBER, Guam 2010 Highway Master Plan Technical Advisory Comm., '93
MEMBER, Guam Mass Transit Authority Monorail Study Advisory Group, '94
MEMBER, Guam Housing Study Steering Committee and Advisory Group, '94
MEMBER, Guam Seismic Advisory Council, '94
ADVISOR, Guam Geodetic Network Project, '92 – '96

EDUCATION:

BACHELOR OF SCIENCE, BUSINESS ADMINISTRATION – Emphasis in Hotel and Restaurant Management, CALIFORNIA POLYTECHNIC UNIVERSITY (CAL POLY), POMONA

December 1983