

# Research & Statistics

## FY2019 MILESTONES - THIRD QUARTER

APR 2019

- Guam prepares for largest Golden Week expecting over 11K visitors
- GVB teams up with DPW and military volunteers for Median Improvement Project
- United Airlines Guam Marathon 2019 sets new record with more than 4,000 participants
- GVB report notes shift in visitor spend; Guam welcomes over 120K visitors in April

MAY 2019

- GVB Board of Directors elect committee chairs
- GVB Youth Board Member Flori-Anne Dela Cruz named 2019 PATA Face of the Future
- 31st Guam Micronesia Island Fair “Celebrating Peace and Friendship in the Pacific”
- GVB promotes Nadine Leon Guerrero and Nico Fujikawa to new leadership roles
- Guam achieves best tourism month numbers

JUN 2019

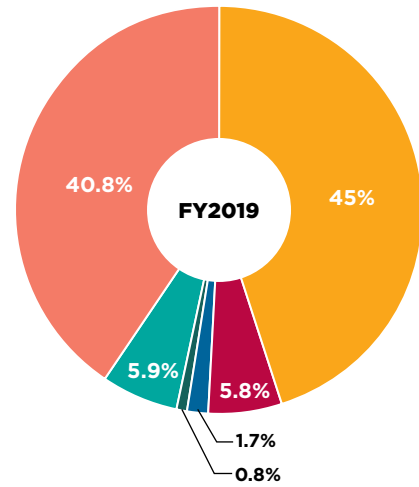
- InstaSpot feature on GVB’s Shop Guam app offers amazing perks and benefits
- GVB announces Travel Talks summit for tourism industry, digital creative
- AVIAREPS Japan Ltd selected as Japan Marketing Representative
- Over 123K visitors welcomed to Guam in June

# FISCAL YEAR ARRIVALS BY ORIGIN

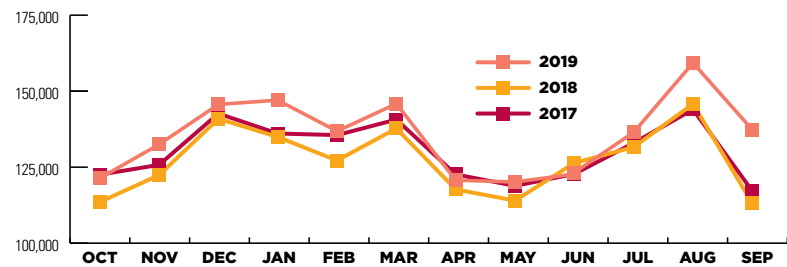
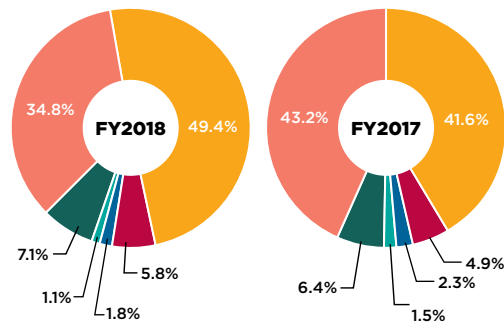
AIR ARRIVALS (Civilian & Armed Forces)	2017	2018	2019	% Change LY	Visitor MIX
Japan	674,345	530,223	664,784	25.4%	40.8%
Korea	649,434	752,715	734,339	-2.4%	45.0%
Taiwan	36,268	27,550	28,346	2.9%	1.7%
China	23,239	17,035	12,588	-26.1%	0.8%
U.S. (incl. Hawaii)	76,291	89,363	94,141	5.3%	5.8%
CNMI	18,492	20,702	22,566	9.0%	1.4%
Palau	4,005	4,304	4,168	-3.2%	0.3%
FSM	10,958	14,728	14,023	-4.8%	0.9%
RMI	1,274	1,564	1,597	2.1%	0.1%
Philippines	19,817	19,026	20,708	8.8%	1.3%
Australia	2,227	2,285	2,250	-1.5%	0.1%
Canada	991	124	-	-	-
Europe	2,029	2,178	2,340	7.4%	0.1%
Hong Kong	16,140	6,663	6,395	-4.0%	0.4%
Thailand	445	69	-	-	-
Vietnam	128	9	-	-	-
Russia	3,151	4,035	5,189	28.6%	0.3%
Singapore	-	795	1,525	91.8%	0.1%
India	-	186	162	-12.9%	0.01%
Malaysia	-	247	436	76.5%	0.03%
Other/Unknown	5,739	8,113	5,397	-35.1%	0.3%
<b>Total Air</b>	<b>1,544,973</b>	<b>1,501,914</b>	<b>1,620,954</b>	<b>7.9%</b>	<b>99.4%</b>
<b>Total Civilian Sea</b>	<b>5,731</b>	<b>1,539</b>	<b>6,836</b>	<b>344.2%</b>	
<b>Total Armed Forces Sea</b>	<b>8,783</b>	<b>21,766</b>	<b>3,259</b>	<b>-85.0%</b>	<b>0.6%</b>
<b>TOTAL ARRIVALS</b>	<b>1,559,487</b>	<b>1,525,219</b>	<b>1,631,049</b>	<b>6.9%</b>	<b>100.0%</b>

Source: Guam Customs Declaration Forms. Processed by the Guam Visitors Bureau. Due to the implementation of the New Customs Declaration Forms in December 2017, countries have been added or omitted based on visitor market trends.

## VISITOR MIX



- JAPAN
- KOREA
- U.S. (incl. Hawaii)
- TAIWAN
- CHINA
- OTHER

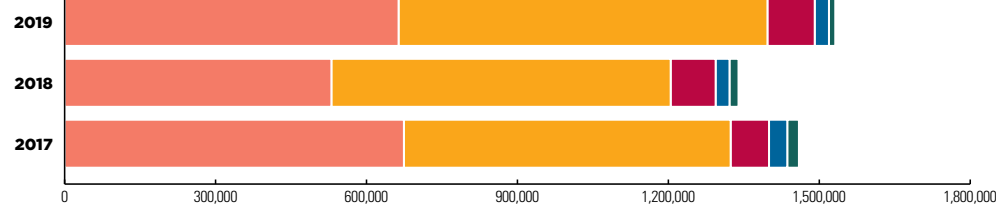


## SEASONALITY

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	121,656	132,849	146,104	147,507	137,244	146,332	121,004	120,411	123,528	136,878	159,856	137,680	1,631,049
2018	113,526	122,377	140,918	134,939	127,185	137,734	117,678	113,995	126,391	131,594	145,817	113,065	1,525,219
2017	122,534	125,748	142,634	136,063	133,553	140,662	122,607	118,853	122,753	132,952	143,981	117,147	1,559,487
% Chg	7.2%	8.6%	3.7%	9.3%	7.9%	6.2%	2.8%	5.6%	-2.3%	4.0%	9.6%	21.8%	6.9%

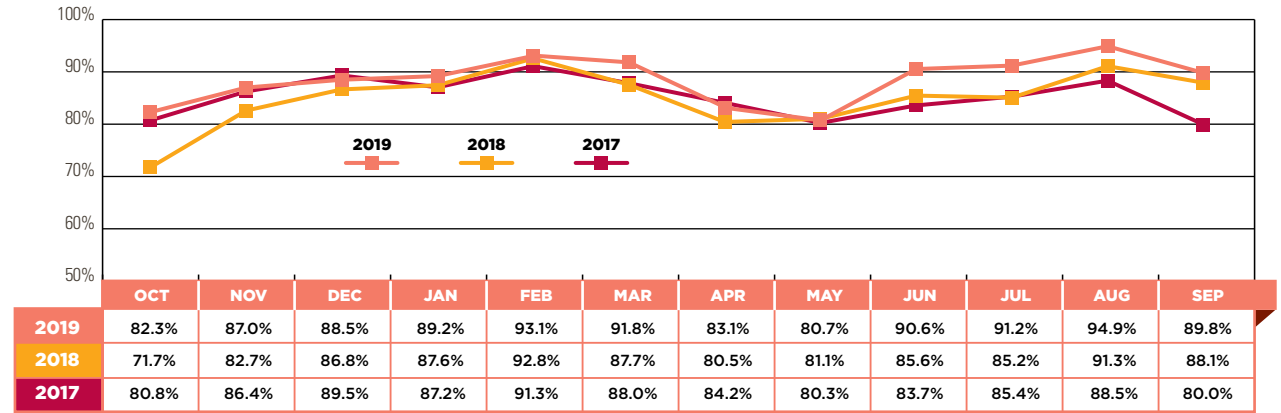
## VISITOR ARRIVALS FROM TOP FIVE MARKETS (BY AIR)

- JAPAN
- KOREA
- U.S. (incl. Hawaii)
- TAIWAN
- CHINA



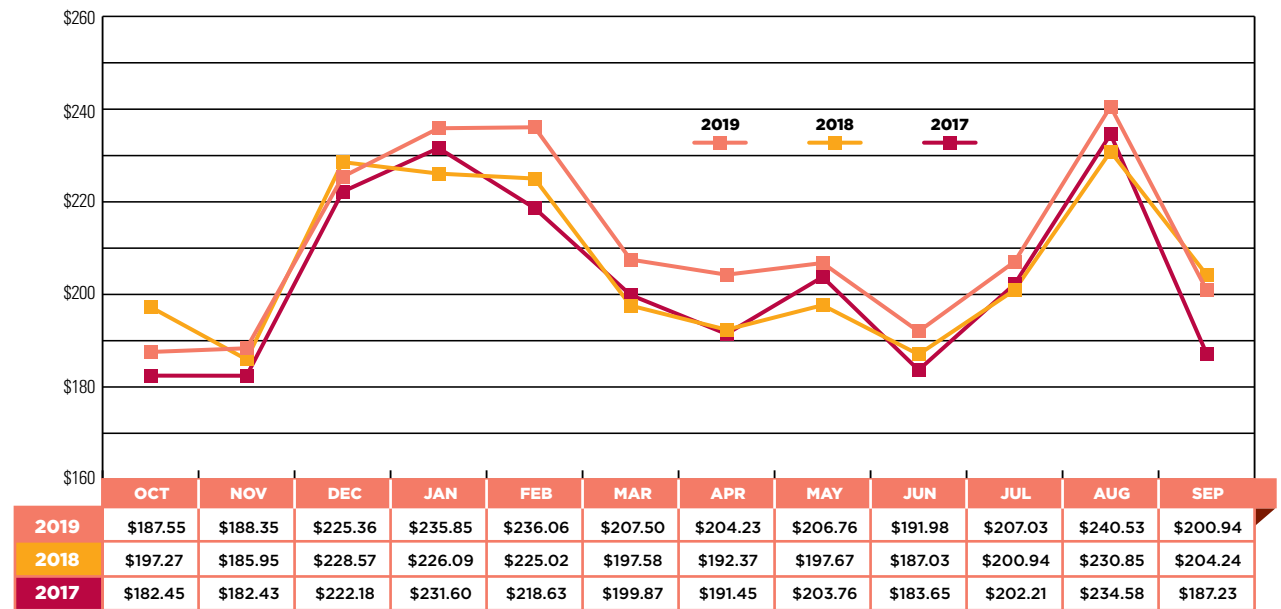
# HOTEL STATS

## HOTEL OCCUPANCY RATE



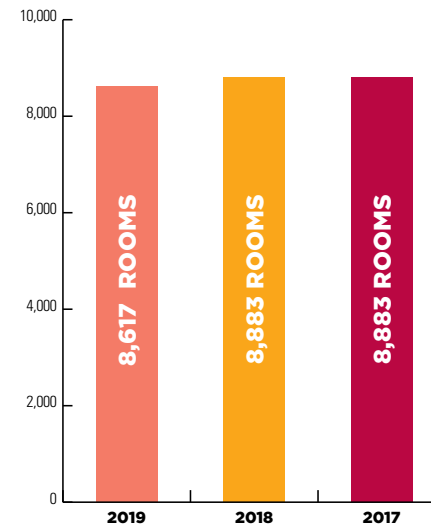
Source: STR Global Historical Report

## HOTEL ROOM RATE



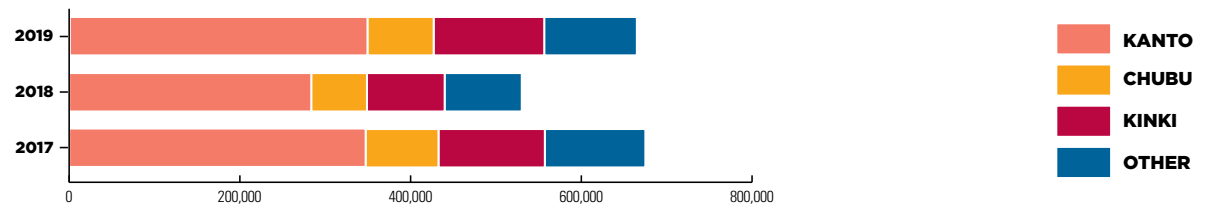
Source: STR Global Historical Report

## HOTEL INVENTORY



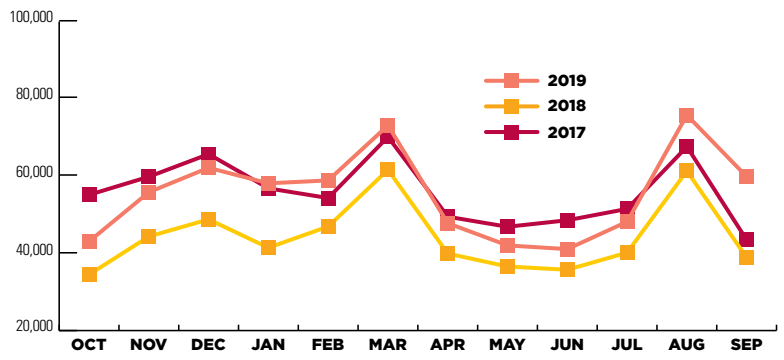
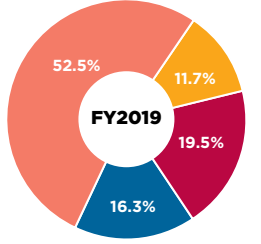
VISITOR PROFILES	JAPAN	KOREA	TAIWAN	UNITED STATES	PHILIPPINES	HONG KONG	VISITOR PROFILES
MARITAL STATUS	SINGLE 56% MARRIED 44%	SINGLE 24% MARRIED 76%	SINGLE 49% MARRIED 51%	SINGLE 42% MARRIED 58%	SINGLE 50% MARRIED 50%	SINGLE 45% MARRIED 55%	MARITAL STATUS
AGE	18-24 YRS 32% 25-39 YRS 46% 40-49 YRS 15% 50+ YRS 8% AVERAGE AGE 32 YRS	18-24 YRS 11% 25-39 YRS 50% 40-49 YRS 36% 50+ YRS 3% AVERAGE AGE 36 YRS	18-24 YRS 17% 25-39 YRS 61% 40-49 YRS 16% 50+ YRS 6% AVERAGE AGE 33 YRS	18-24 YRS 12% 25-39 YRS 33% 40-49 YRS 18% 50+ YRS 36% AVERAGE AGE 43 YRS	18-24 YRS 14% 25-39 YRS 48% 40-49 YRS 21% 50+ YRS 21% AVERAGE AGE 38 YRS	18-24 YRS 15% 25-39 YRS 65% 40-49 YRS 13% 50+ YRS 7% AVERAGE AGE 33 YRS	AGE
INCOME	INCOME IN ¥ No Income Specified 4% Less than ¥2.0M 9% ¥2.0M-¥3.0M 14% ¥3.0M-¥4.0M 11% ¥4.0M-¥5.0M 20% ¥5.0M-¥7.0M 15% ¥7.0M-¥10.0M 15% ¥10.0M+ 9%	INCOME IN KRW No Income Specified 4% Less than KW24M 6% KW24M-KW36M 10% KW36M-KW48M 40% KW48M-KW60M 17% KW60M-KW72M 9% KW72M+ 14%	INCOME IN TWD No Income Specified 3% Less than 160K 7% 160K-200K 10% 200K-400K 13% 400K-600K 27% 600K-800K 8% 800K-1.0M 7% 1.0M+ 8%	INCOME IN USD No Income Specified 4% Less than 25K 7% 25K-50K 13% 50K-75K 18% 75K-100K 21% 100K-150K 19% 150K-250K 11% 250K+ 4%	INCOME IN PHP No Income Specified 8% Less than 50K 12% 50K-150K 15% 150K-250K 11% 250K-350K 14% 350K-450K 15% 450K+ 25%	INCOME IN HKD No Income Specified 2% Less than 120K 5% 120K-240K 10% 240K-500K 27% 500K-1.0M 28% 1.0M-3.0M 20% 3.0M+ 5%	INCOME
TRAVEL COMPANIONS	Spouse 33% Friend/Assoc. 40% Child <18 19% Other Adult Family 19% Officemate 7% Girlfriend/Boyfriend 8% Child-Adult 2% Alone 2%	Spouse 76% Friend/Assoc. 10% Child <18 53% Other Adult Family 22% Officemate 1% Girlfriend/Boyfriend 5% Child-Adult 1% Alone 0%	Spouse 41% Friend/Assoc. 29% Child <18 15% Other Adult Family 20% Officemate 8% Girlfriend/Boyfriend 12% Child-Adult 1% Alone 7%	Spouse 14% Friend/Assoc. 13% Child <18 5% Other Adult Family 9% Officemate 17% Girlfriend/Boyfriend 4% Child-Adult 2% Alone 44%	Spouse 35% Friend/Assoc. 23% Child <18 8% Other Adult Family 25% Officemate 4% Girlfriend/Boyfriend 7% Child-Adult 4% Alone 24%	Spouse 42% Friend/Assoc. 22% Child <18 9% Other Adult Family 17% Officemate 4% Girlfriend/Boyfriend 12% Child-Adult 0% Alone 15%	TRAVEL COMPANIONS
TRIP STATUS	FIRST TIMERS 58% REPEATERS 42%	FIRST TIMERS 61% REPEATERS 39%	FIRST TIMERS 82% REPEATERS 18%	FIRST TIMERS 41% REPEATERS 59%	FIRST TIMERS 59% REPEATERS 41%	FIRST TIMERS 83% REPEATERS 17%	TRIP STATUS
GENDER	MALE 37% FEMALE 63%	MALE 45% FEMALE 55%	MALE 53% FEMALE 47%	MALE 63% FEMALE 37%	MALE 42% FEMALE 58%	MALE 47% FEMALE 53%	GENDER
LENGTH OF STAY	AVERAGE 3 days	AVERAGE 5 days	AVERAGE 5 days	AVERAGE 15 days	AVERAGE 5 days	AVERAGE 4 days	LENGTH OF STAY
EXPENDITURES (per person)	PREPAID \$724.87 ON-ISLAND \$559.57 AVERAGE EXCHANGE RATE ¥108.99	PREPAID \$782.37 ON-ISLAND \$590.13 AVERAGE EXCHANGE RATE KRW1,165.90	PREPAID \$991.34 ON-ISLAND \$865.84 AVERAGE EXCHANGE RATE TWD30.93	PREPAID \$1,971.58 ON-ISLAND \$1,645.11 AVERAGE EXCHANGE RATE USD	PREPAID \$541.64 ON-ISLAND \$671.06 AVERAGE EXCHANGE RATE PHP51.81	PREPAID \$921.49 ON-ISLAND \$901.13 AVERAGE EXCHANGE RATE HKD7.84	EXPENDITURES (per person)
TRAVEL PLANNING	Travel Agent/Pkg Tours 70% Online 3rd Party Travel Site 21% Direct Booking with Airline/Hotel 8%	Travel Agent/Pkg Tours 63% Online 3rd Party Travel Site 11% Direct Booking with Airline/Hotel 26%	Travel Agent/Pkg Tours 46% Online 3rd Party Travel Site 28% Direct Booking with Airline/Hotel 26%	Travel Agent/Pkg Tours 29% Online 3rd Party Travel Site 23% Direct Booking with Airline/Hotel 48%	Travel Agent/Pkg Tours 4% Online 3rd Party Travel Site 22% Direct Booking with Airline/Hotel 74%	Travel Agent/Pkg Tours 13% Online 3rd Party Travel Site 48% Direct Booking with Airline/Hotel 39%	TRAVEL PLANNING
TRAVEL MOTIVATION (reason for travel)	TOP REASONS FOR CHOOSING GUAM Travel Time 44% Natural Beauty 38% Pleasure 38% Sightseeing 23% Prior Trip 20% Relaxation 17% Price 17% Shopping 13% Recommended 11% Water Sports 9%	TOP REASONS FOR CHOOSING GUAM Pleasure 37% Prior Trip 34% Water Sports 33% Relaxation 27% Natural Beauty 15% Price 14% Shopping 14% Sightseeing 14% Travel Time 10% Recommended 9%	TOP REASONS FOR CHOOSING GUAM Natural Beauty 45% Relaxation 40% Pleasure 23% Shopping 22% Scuba 20% Water Sports 17% Recommended 16% Safety 13% Sightseeing 13% Price 4%	TOP REASONS FOR CHOOSING GUAM Visit Friends/Relatives 34% Government/Military 32% Business/Company 25% Pleasure/Vacation 23% Prior Trip 23% Relaxation 16% Natural Beauty 15% Scuba 7% Adventure 5% Sightseeing 4%	TOP REASONS FOR CHOOSING GUAM Pleasure 61% Shopping 38% Relaxation 38% Visit Friends/Relatives 26% Prior Trip 19% Travel Time 16% Natural Beauty 11% Sightseeing 11% Recommended 7% Price 7%	TOP REASONS FOR CHOOSING GUAM Natural Beauty 34% Pleasure/Vacation 34% Relaxation 34% Scuba 13% Get Married 12% Water Sports 12% Shopping 11% Sightseeing 11% Recommended 9% Safety 8%	TRAVEL MOTIVATION (reason for travel)

# JAPAN ARRIVALS BY REGION



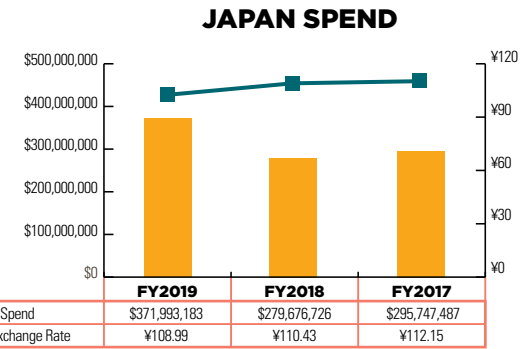
	KANTO (TOKYO)	CHUBU (NAGOYA)	KINKI (OSAKA)	OTHER	TOTAL
2019	348,976	77,589	129,605	108,614	664,784
2018	283,603	65,275	90,997	90,348	530,223
2017	346,977	85,251	124,454	117,663	674,345

## JAPAN VISITOR MIX

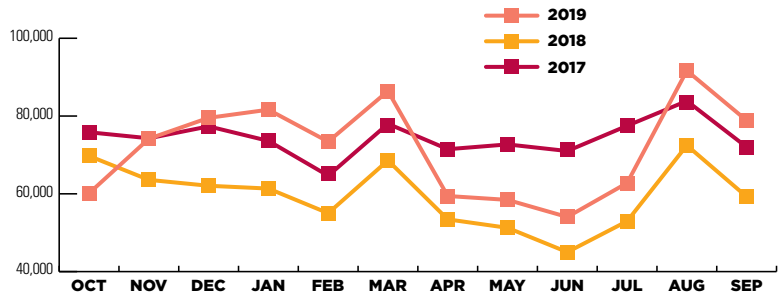


## SEASONALITY

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	43,013	55,733	62,037	58,021	58,774	72,974	47,725	41,989	41,027	48,103	75,630	59,758	664,784
2018	34,489	44,346	48,785	41,435	46,937	61,613	39,934	36,575	35,739	40,163	61,307	38,900	530,223
2017	55,636	59,918	66,035	57,041	54,354	71,384	49,834	47,140	48,971	51,811	68,351	43,870	674,345
% Chg	24.7%	25.7%	27.2%	40.0%	25.2%	18.4%	19.5%	14.8%	14.8%	19.8%	23.4%	53.6%	25.4%

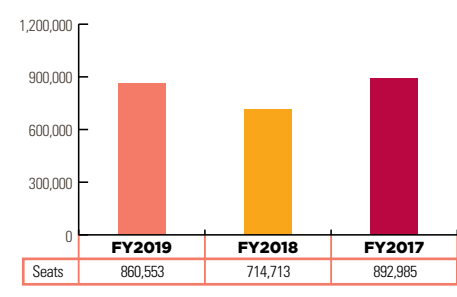


## JAPAN AIRLIFT

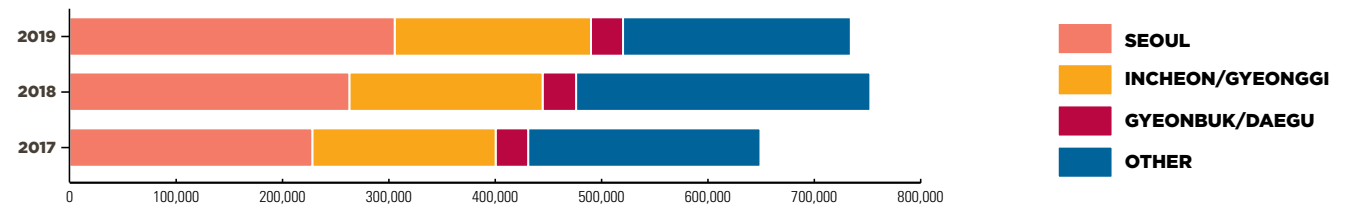


## JAPAN MONTHLY AIRLIFT

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	60,152	74,167	79,539	81,633	73,416	86,416	59,437	58,440	54,044	62,774	91,672	78,863	860,553
2018	69,732	63,586	62,071	61,352	55,018	68,585	53,430	51,258	45,008	52,952	72,458	59,263	714,713
2017	75,884	74,342	77,401	73,660	64,712	78,067	71,529	72,762	71,063	77,551	83,938	72,076	892,985
% Chg	-13.7%	16.6%	28.1%	33.1%	33.4%	26.0%	11.2%	14.0%	20.1%	18.5%	26.5%	33.1%	20.4%

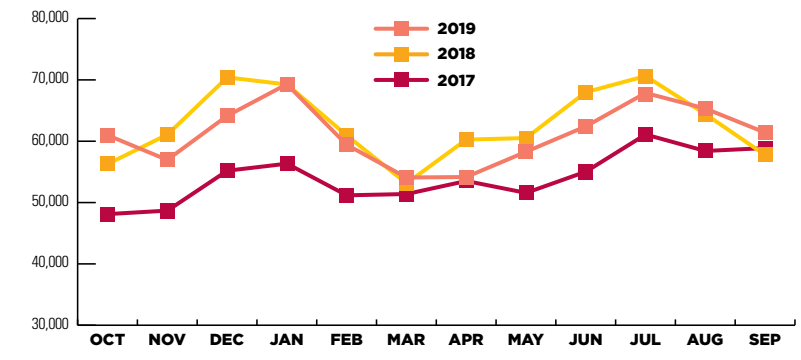
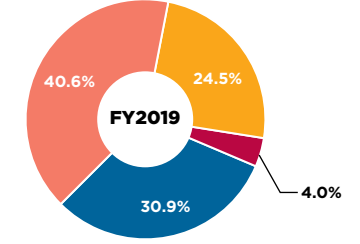


# KOREA ARRIVALS BY REGION



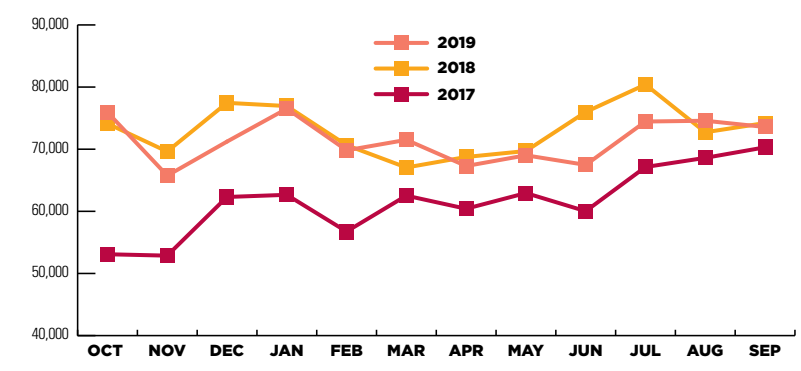
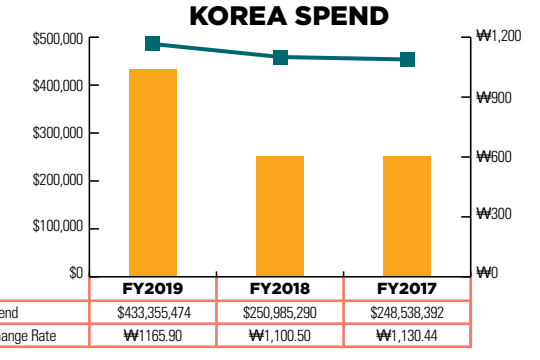
	SEOUL	INCHEON/GYEONGGI	GYEONBUK/DAEGU	OTHER	TOTAL
2019	305,656	184,492	30,100	214,091	734,339
2018	263,028	181,629	31,468	276,590	752,715
2017	228,229	172,292	30,566	218,347	649,434

## KOREA VISITOR MIX



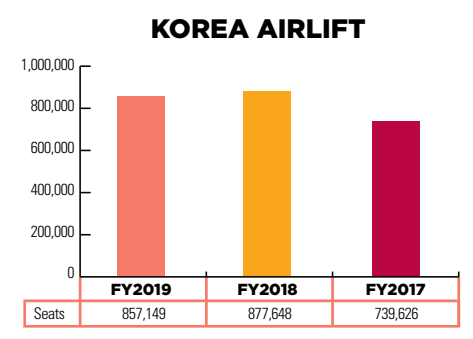
## SEASONALITY

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	60,983	56,957	64,127	69,295	59,429	54,087	54,161	58,276	62,413	67,866	65,333	61,412	734,339
2018	56,292	61,093	70,411	69,249	60,939	53,132	60,265	60,516	67,996	70,622	64,432	57,768	752,715
2017	48,119	48,690	55,193	56,340	51,184	51,391	53,520	51,576	55,033	61,097	58,411	58,880	649,434
% Chg	8.3%	-6.8%	-8.9%	0.1%	-2.5%	1.8%	-10.1%	-3.7%	-8.2%	-3.9%	1.4%	6.3%	-2.4%



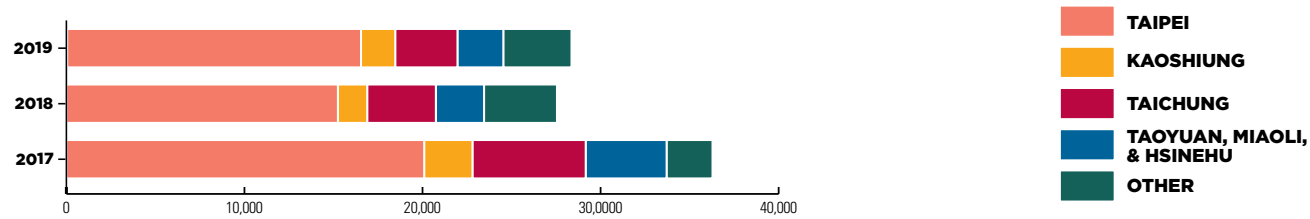
## KOREA MONTHLY AIRLIFT

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	75,934	65,745	71,230	76,521	69,824	71,504	67,293	69,017	67,473	74,454	74,578	73,576	857,149
2018	74,132	69,625	77,461	76,947	70,652	67,053	68,748	69,706	75,984	80,407	72,725	74,208	877,648
2017	53,092	52,869	62,311	62,657	56,748	62,525	60,417	62,941	60,024	67,135	68,606	70,301	739,626
% Chg	2.4%	-5.6%	-8.0%	-0.6%	-1.2%	6.6%	-2.1%	-1.0%	-11.2%	-7.4%	2.5%	-0.9%	-2.3%



Source: Dilo Mi Aviation Market Intelligence

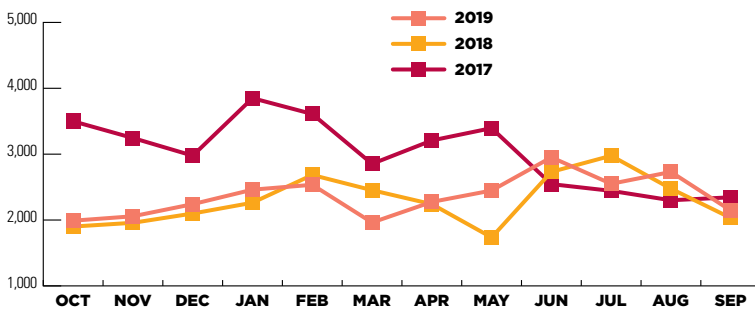
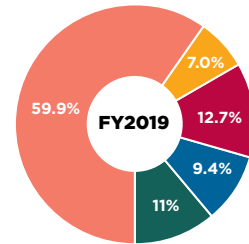
# TAIWAN ARRIVALS BY REGION



### TAIWAN ARRIVALS BY MAJOR REGIONS

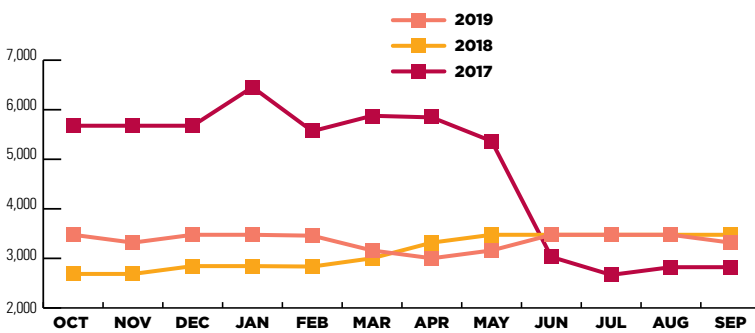
	TAIPEI	KAOSHIUNG	TAICHUNG	TAOYUAN, MIAOLI, & HSINEHU	OTHER	TOTAL
2019	16,516	1,922	3,499	2,577	3,832	28,346
2018	15,247	1,647	3,855	2,707	4,094	27,550
2017	20,084	2,708	6,357	4,542	2,577	36,268

### TAIWAN VISITOR MIX



### SEASONALITY

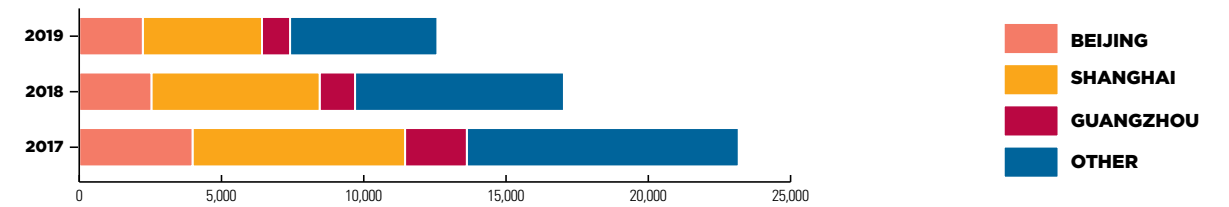
	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	1,990	2,057	2,241	2,461	2,535	1,962	2,275	2,448	2,952	2,550	2,730	2,145	28,346
2018	1,901	1,958	2,099	2,263	2,684	2,453	2,241	1,736	2,731	2,976	2,476	2,032	27,550
2017	3,499	3,245	2,977	3,848	3,610	2,853	3,208	3,395	2,545	2,443	2,300	2,345	36,268
% Chg	4.7%	5.1%	6.8%	8.7%	-5.6%	-20.0%	1.5%	41.0%	8.1%	-14.3%	10.3%	5.6%	2.9%



### TAIWAN MONTHLY AIRLIFT

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	3,476	3,318	3,476	3,476	3,458	3,160	3,002	3,160	3,476	3,476	3,476	3,318	40,272
2018	2,686	2,686	2,844	2,844	2,835	3,002	3,318	3,476	3,476	3,476	3,476	3,476	37,595
2017	5,744	5,744	5,744	6,535	5,632	5,948	5,915	5,428	3,054	2,686	2,844	2,844	58,118
% Chg	29.4%	23.5%	22.2%	22.2%	22.0%	5.3%	-9.5%	-9.1%	0.0%	0.0%	0.0%	-4.5%	7.1%

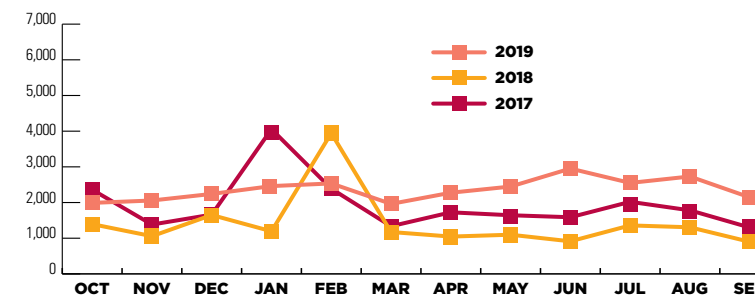
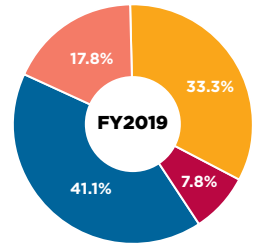
# CHINA ARRIVALS BY REGION



### CHINA ARRIVALS BY MAJOR REGIONS

	BEIJING	SHANGHAI	GUANGZHOU	OTHER	TOTAL
2019	2,235	4,188	986	5,179	12,588
2018	2,536	5,913	1,244	7,342	17,035
2017	3,973	7,485	2,218	9,563	23,239

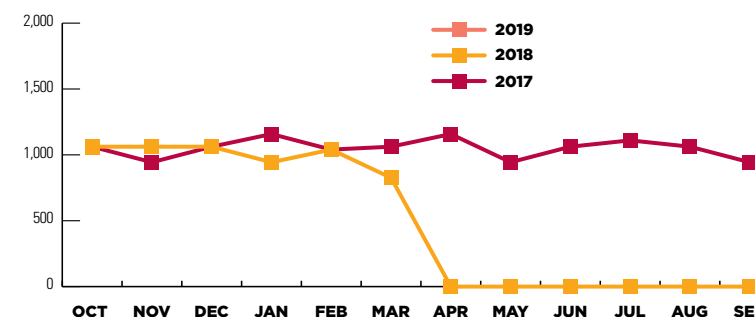
### CHINA VISITOR MIX



### SEASONALITY

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	1,325	929	1,088	1,261	2,649	697	738	584	697	817	976	827	12,588
2018	1,395	1,057	1,650	1,194	3,944	1,174	1,046	1,098	913	1,359	1,306	899	17,035
2017	2,355	1,377	1,655	4,104	2,393	1,330	1,720	1,638	1,582	2,015	1,776	1,294	23,239
% Chg	-5.0%	-12.1%	-34.1%	5.6%	-32.8%	-40.6%	-29.4%	-46.8%	-23.7%	-39.9%	-25.3%	-8.0%	-26.1%

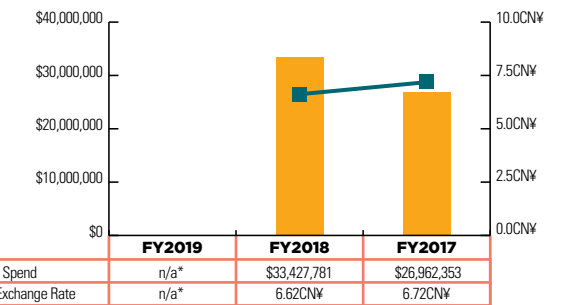
\* Note: No exit surveys were conducted for FY2019 due to no direct flights between Guam and China.



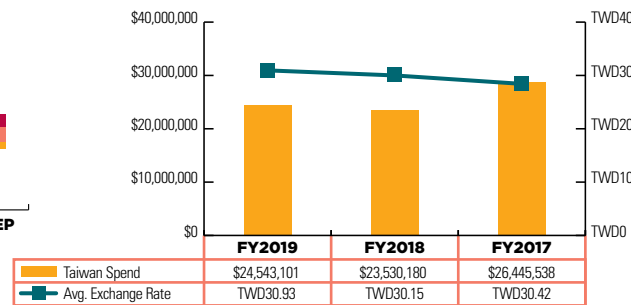
### CHINA MONTHLY AIRLIFT

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL
2019	-	-	-	-	-	-	-	-	-	-	-	-	-
2018	1,062	1,062	1,062	944	1,040	826	-	-	-	-	-	-	5,996
2017	1,062	944	1,062	1,158	1,040	1,062	1,158	944	1,062	1,110	1,062	944	12,608
% Chg	-	-	-	-	-	-	-	-	-	-	-	-	-

### CHINA SPEND



### TAIWAN SPEND



## FINANCIALS

The following table summarizes the financial condition and Operations of the Bureau for the fiscal years ended 2019, 2018, and 2017:

	2019	2018 (As restated)	2017 (As restated)
<b>Assets:</b>			
Current assets	\$ 20,535,609	\$ 21,270,276	\$ 20,619,628
Other assets	133,230	133,230	133,230
Property and equipment, at cost, net	6,395,194	6,478,527	6,561,860
Deferred outflows from OPEB	1,512,028	620,916	657,515
Deferred outflows from pension	<u>849,900</u>	<u>671,022</u>	<u>740,012</u>
Total assets and deferred outflows	\$ <u>29,425,961</u>	\$ <u>29,173,971</u>	\$ <u>28,712,245</u>
<b>Liabilities:</b>			
Current liabilities	\$ 5,337,207	\$ 3,952,423	\$ 4,782,052
OPEB liability	5,292,875	5,672,967	5,779,432
Net pension liability	4,909,463	4,553,021	5,445,987
Accrued sick leave	38,668	34,016	166,006
Deferred outflows from OPEB	2,088,264	486,129	-
Deferred inflows from pension	<u>167,345</u>	<u>267,393</u>	<u>53,500</u>
Total liabilities and deferred inflows	\$ <u>17,833,822</u>	\$ <u>14,965,949</u>	\$ <u>16,226,977</u>
<b>Net position:</b>			
Net investment in capital assets	6,395,194	6,478,527	6,561,860
Restricted - expendable	2,707,091	2,813,882	2,840,959
Unrestricted	<u>2,489,854</u>	<u>4,915,613</u>	<u>3,082,449</u>
Total net position	<u>11,592,139</u>	<u>14,208,022</u>	<u>12,485,268</u>
Total liabilities, net position	\$ <u>29,425,961</u>	\$ <u>29,173,971</u>	\$ <u>28,712,245</u>
Operating revenue	1,521,085	2,272,218	1,176,221
Operating expense	<u>26,449,818</u>	<u>25,931,337</u>	<u>25,594,144</u>
Operating revenues net of operating expenses	(24,928,733)	(23,659,119)	(24,417,923)
Non-operating revenues, net	<u>22,312,850</u>	<u>25,381,873</u>	<u>21,852,813</u>
Change in net position	\$ <u>(2,615,883)</u>	\$ <u>1,722,754</u>	\$ <u>(2,565,110)</u>

An 11% hotel occupancy tax funds the Bureau's operations which shows as Grants-in-aid from Government of Guam. This is authorized through the Legislature's annual budget appropriations. In fiscal year 2019, Public Law 34-116 appropriated \$22,335,216 from the Tourist Attraction Fund (TAF) for GVB operations. The Bureau was able to recognize all of its appropriation for operations, of which \$1,861,268 remained uncollected as of 09/30/19.

The FY19 unaudited TAF collections were 5% more than the previous year, totaling \$45,130,108. Hotel occupancy was 88.5% in FY19 compared to 85.1% in FY18 and average room rates increased to \$211 from \$206 in FY18.

GVB's direct appropriations from the TAF decreased in FY19 by 6%, from \$23,835,216 in FY18 to \$22,335,216 in FY19. In PL 34-116, TAF revenue projections for FY19 were \$44,746,562 of which actual collections were \$45,130,108 which result to an overage of \$383,546 or 1% above TAF projection during the fiscal year.

FY19 operating expense totals \$26,449,818 which is higher by 2% compared to FY18 total operational expenses of \$25,931,337.

GVB's major expense is professional services. For FY19, professional services represent 57% of the total operating expense which includes overseas marketing professional services of \$5.5M for Japan and \$2.8M for Korea, respectively. The professional services are \$1,533,960 or 9% lower compared to FY18 as a result of the Japan Overseas market restructuring.

Promotional in-kind contribution expenses decreased by 70% compared to FY18. This decrease is attributed to the events and marketing recoveries from the North Korean threat in FY18 which did not exist in FY19.

FY19 Miscellaneous Expense has increased by \$2,531,126, which nearly double compared to FY18. The significant increase was due to aggressive marketing in Japan through air service development programs, supporting charter flights and sales campaigns.

## THE HOT BOND

HOT stands for Hotel Occupancy Tax, which was created to fund the operations and functions of the Guam Visitors Bureau. HOT Bond Projects are Capital Improvement Projects that use proceeds from HOT Revenue Limited Obligation Bonds to fund the building of Guam's first permanent and comprehensive cultural and educational museum as well as upgrade and refurbish some of our island's historic sites, tourist attractions and community projects. The HOT Bond Projects were established by Public Law 30-228.



### HOT BOND PROJECTS

- Agana Bay Vicinity Streetlight Renovation
- Guam Fisherman's Cooperative Association (GCFA) Facility & Dock
- Guam and Chamorro Educational Facility (GCEF) Project Admin
- GCEF Design
- GCEF Construction (incl. site prep, security system, archaeology, exhibit, media prod.)
- GCEF Construction Management
- Guam Farmers' Cooperative Association Facility/Dededo Flea Market
- Guam Preservation Trust Reimbursement
- Hagåtña Pool
- Hagåtña Tennis Courts
- Historic Hagåtña Projects - Plaza de España Restoration
- Inarajan Community Center Restoration
- Magellan Monument and Plaza
- Malleso' Bell Tower
- Mangilao Public Market
- Pale San Vitores Road Streetlight Renovation
- San Vitores Flooding - Design and CM, PMO/GEDA
- San Vitores Flooding - Phase 2 Construction
- Scenic Parks, By-ways, Overlooks and Historic Sites
- Skinner Crosswalk
- Supplemental Funding for Projects under the Hagåtña Master Plan

### GVB FY2018 PASS-THRU APPROPRIATIONS

- Æmot Taotao Tano Farm
- Ayuda Foundation, Inc.
- Duk Duk Goose, Inc.
- Guafi, Inc.
- Guam Humanities Council
- Guam International Film Festival
- Guam Symphony Society
- Guam Unique Merchandise and Arts (GUMA)
- Haya Cultural Heritage and Preservation Development, Inc. (Sinanga-ta Outreach)
- Historic Inalahan Foundation
- Humatak Foundation
- Hurao Academy
- Inetnon Gef Pã'go
- Micronesia Conservation Trust
- Pa'a Taotao Tano'
- Pacific War Museum Foundation
- Tourism Education Council
- Traditions Affirming our Seafaring Ancestry (TASA)
- Traditions Affirming our Seafaring Islands (TASI)
- Ulitao, Inc.
- University of Guam Press

### OTHER APPROPRIATIONS FROM THE TOURIST ATTRACTION FUND

- Beach Monitoring (GEPA)
- Chamorro Affairs Operations
- Commission on Chamoru Language and the Teaching of the History
- Department of Agriculture
- Department of Parks and Recreation Operations
- Guam CAHA Operations
- Guam Fire Department Operations
- Guam Police Department
- Guam Territorial Band (CAHA)
- Guampedia Foundation (UOG)
- Hagåtña Restoration and Redevelopment Authority Operations
- Island-wide Village Beautification Projects (Mayors Council)
- Limited Obligation Hotel Occupancy Tax (HOT) Series 2011A
- Lodging Management Program (GCC)
- Maintenance and Repair Public Restrooms & Pool Facilities (DPR)
- Mayors Council Operations
- Single Audit Report (DOA)
- Street Maintenance and Beautification (Mayors Council)