

**Guam Hotel & Restaurant Association
Board of Directors Meeting Minutes**

Wednesday, August 21, 2019
at the GHRA office

I. CALL TO ORDER

Meeting was called to order at 10:30 a.m.

| BOARD TITLE | BOARD MEMBER | ATTENDANCE | YTD ABSENCES* |
|----------------------------|--------------------|----------------|---------------|
| Chairman | Jeffrey Schweizer | Present | 0 / 8 |
| First Vice Chair | Bart Jackson | Present | 1 / 8 |
| Treasurer/Secretary | Sophia Chu Wigsten | Present | 1 / 8 |
| Hotelier Vice Chairman | Steve Solberg | Absent | 2 / 8 |
| Restaurateur Vice Chairman | Darren Talai | Present | 1 / 8 |
| Allied Vice Chairman | Jay Shedd | Present | 1 / 8 |
| Director | Toshi Doi | Present | 0 / 8 |
| Director | Frank Kenney | Present | 1 / 8 |
| Director | Edson Lai | Absent | 2 / 8 |
| 10th Board Member | Tae Oh | Absent | 2 / 8 |

*A Board Member may not miss more than five board meetings in a year.

II. APPROVAL OF MINUTES July 17, 2019 Board Meeting

Chairman Schweizer asked the board to review the minutes from the July 17, 2019 meeting. First Vice Chairman Jackson made a motion seconded by Treasurer Chu Wigsten to approve the minutes for July 17, 2019, subject to typographical errors and corrections.

Without objection, the board unanimously approved the meeting minutes of July 17, 2019.

III. REPORTS/ COMMUNICATIONS

- **Treasurer's Report**

President Rhodes provided copies of the Treasurer's Report.

- **President's Report**

President Rhodes provided the President's report.

- **Guam Visitors Bureau**

First Vice Chairman Jackson provided an update on GVB regarding the Korea Marketing committee limiting the voting to only 20 members. GVB Global Talk was launched, but it was not well attended and there were issues with getting guest speakers' arrival on the island (e.g. Trip Advisor). President Rhodes noted GHRA will work with GVB on expanding the concept at PHARE 2020. In addition, First Vice Chairman Jackson added there was a short term vacation rental forum at the Guam Museum, which served as a good outreach effort from the government. Although Japan is strengthening, Korean arrivals have been down the last five months. The next two months is expected at - 4 percent for the year. There doesn't seem to be an urgency or concept of paying attention to either the immediate or long term concerns regarding arrivals from key source markets especially as the budgets have been cut in some areas. GVB relies on marketing agencies and general sales agents in source markets to drive decisions and really doesn't have the internal capacity to make the necessary decisions or have the vision to strategize for Guam's tourism industry. Too heavily reliant on these agents who are incentivized through different factors that weigh in on their decisions to market Guam.

IV. NEW BUSINESS

- **New Membership**

Chairman Schweizer asked the board to review the applications for Dan Dorr Associates LLC - Allied, Seafood Masters Inc - Restaurateur, and Cantu Corporation dba Shield Security - Allied. Treasurer / Secretary Chu Wigsten made a motion seconded by Director Doi to approve the membership of Dan Dorr Associates LLC - Allied, Seafood Masters Inc - Restaurateur, and Cantu Corporation dba Shield Security - Allied

Without objection, the board unanimously approved the memberships of Dan Dorr Associates LLC - Allied, Seafood Masters Inc - Restaurateur, and Cantu Corporation dba Shield Security - Allied

- **Events & Programs**

President Rhodes provided copies of the GHRA Social and Housekeeping Gala registration forms and asked the board members for their support.

- **Training Grants**

President Rhodes provided copies of the Pre-Apprenticeship documents that were submitted to GDOL in preparation of offering courses to the membership. The budget is based on total number of participants multiplied the budget of \$3000. The submitted budget includes GHRA's administration fee of 35 percent and trainers costs and fees at 65 percent. Next month, the board should see the initial numbers based on registrations in the Profit & Loss report. The Pre-Apprenticeship program is funded with \$1.7 million by US DOL and GHRA is one of the main organizations authorized to access the funds. President Rhodes authored the grant together with GDOL in 2016, which has received two cycles of funding in 2017 and 2018. A third grant submission will take place in 2019.

President Rhodes also provided a copy of the new standards for the US Registered Apprenticeship program and provided an update on the future plans to join Guam Trades Academy to teach courses at their new \$4M location. The new standards will allow hotels and restaurants to teach onsite through GHRA, which the AHLEI has already been informed of the intent to instruct their programs and use their curriculum for national certification. President Rhodes has had several meetings with Guam Trades Academy, Guam DOL, HR & Education committee, GEDA, and GVB to get further funding and support for the training programs.

OLD BUSINESS

- **HERO Awards**

President Rhodes provided an update on the HERO Awards, which took place at the Hilton Guam Resort & Spa.

GHRA Board of Directors Actions

m/s/c *Without objection, the board unanimously approved the meeting minutes of July 17, 2019.*

m/s/c *Without objection, the board unanimously approved the memberships of Dan Dorr Associates LLC - Allied, Seafood Masters Inc - Restaurateur, and Cantu Corporation dba Shield Security - Allied*

VII. ADJOURNMENT

A motion was made by Treasurer Chu Wigsten and seconded by Director Shedd to adjourn the meeting. The meeting was adjourned at 12:30 p.m. and will continue September 18, 2019 at 10:30 a.m. at GHRA. Respectfully submitted by Mary Rhodes on behalf of the Secretary

Approved: Secretary to the Board

Date