



PRESIDENT'S REPORT

2020 Special Election Issue

Board Holdovers

Directors with two years remaining (Term expires: 12/31/22)

Christopher Duenas, Chief Financial Officer, Triple J Enterprises

Juan Carlos Benitez, President and Owner, The Washington Pacific Economic Development Group Inc.

Mika Caldwell, Vice President, General Manager, Archway Inc.

Ernie Galito, Marketing and Communications Director, Atkins Kroll, Inc.

Candy Okuhama, President, ASC Trust

Tom Shimizu, General Manager, Ambros Inc.

Directors with one year remaining (Term expires: 12/31/21)

Bobby Shringi, Sales & Marketing Manager, Moylan's Insurance Underwriters

Christine Baleto, Chief Financial Officer, Docomo Pacific; Master Franchisee, Store Owner, Pacific Froots, LLC

Marie N. Guerrero, Chief Executive Officer & General Manager, Three Squares Guam / B&G Pacific

Maureen Maratita, Publisher, Glimpses of Guam - Glimpses Publications

Milton Morinaga, C.H.A., Managing Director, P.H.R. Ken Micronesia, Inc.

Edward G. Untalan, Senior Vice President, Guam-CNMI Region Manager, First Hawaiian Bank

2020 Annual Meeting & Board Elections

The Chamber's Board Elections will be very different this year. As with many things since the Covid-19 pandemic has impacted our shores, we have had to make adjustments to our election process while still adhering to the Guam Chamber by-laws. Voting will take place virtually and will commence on Wednesday, November 11, 2020. Voting will take place over a seven (7) day period and will close at 8:30 a.m. on Wednesday, November 18th.

There will be no paper ballots and voting in-person is prohibited. Every voting member is allowed one representative to vote on behalf of your company. If you are your company's point of contact, you will receive an email with a voter ID and a voter key that identifies you as a unique individual. If you wish for someone else to vote in your stead, please send an official proxy letter to Jaclyn Suzuki at the Chamber office by Noon, Monday, November 9th.

There will be no exceptions after this date.

Your ballot will determine a slate of incoming Board of Directors whose term of office will begin on January 1, 2021. There are eight (8) seats to be filled and will be decided as follows:

1. Six (6) candidates garnering the highest number of votes shall serve a term of three years as a voting director; and,
2. Two (2) candidates garnering the next highest number of votes shall serve a term of one year as a non-voting alternate director

There are (11) eleven candidates seeking election to the Chamber Board this year. This special edition of the President's Report focuses on the candidates and their ideas regarding the following question:

2020 Candidate Statement Question:



Stay Connected with Your Chamber!

Facebook: Guam Chamber of Commerce

Twitter: @GuChamber

Instagram: @GuChamber



Virtual Voting

Members will cast their ballots electronically this year. One eligible company representative will have the ability to vote. If you are not sure who your company representative is, please contact Jackie or Rebekah at your Guam Chamber office.

Proxy Rules

Please insert on company letterhead:

PROXY

In accordance with the By-Laws of the Guam Chamber of Commerce, I hereby appoint (name of representative, title, email address & phone number) as my proxy to vote for me on behalf of my company at the November 18, 2020 Annual Board of Directors Election.

Dated the ____ day of November, 2020.

(Name)

(Title)

(Company)

“What do you foresee are the three greatest challenges for Guam and how would you as a Board Director help the Chamber resolve these issues?”

Please also note that voting is available to members in good standing. Your membership dues investment must be cleared up to the third quarter of this year.

The Annual Membership Meeting will now take place virtually on Wednesday, November 18, 2020 beginning at 10:00 a.m. Chairwoman Christine Baleto will deliver her End-of-the-Year Address to the Membership and President Catherine Castro will provide the membership with an annual organization report.

It is the intent of the Chamber to release the results of the election by the end of the Annual Meeting on November 18th. A press release to the membership will be sent with the results of the Board elections before the end of the day.

Special thanks

The Guam Chamber would like to recognize and thank the following Chamber Board Members for their tireless support of the organization during their tenure on the Board! (Terms expire: 12/31/20)

- **Joe Arnett**, Senior Advisor, Deloitte & Touche, LLP
- **Mindy Aguon**, CEO/ Editor in Chief, Guam Daily Post

You will be missed!

Member Voting Information

1. Members will receive an email on November 11, 2020 with a voter ID and voter key to allow you to access your ballot.
2. Voting is open from November 11, 2020 - November 18, 8:30 a.m. Voting will be disabled at exactly 8:30 a.m.
3. Members will be given ONE virtual ballot. Depending on their class of membership, their ballot will be marked and counted accordingly:

Class A: One Vote

Class B: Two Votes

Class C: Three Votes

Class D: Four Votes

Class E & F: Five Votes

Class G & H: Six Votes

Class I & J: Seven Votes

2020 Nominating Committee

Ernie Galito, Committee Chairman,
Atkins Kroll, Inc.

Joe Arnett, Deloitte & Touche

Mika Caldwell, Archway Inc.

Trina Cruz, Pacific Islands Club

Maureen Maratita, Glimpses of
Guam

Candy Okuhama, ASC Trust

4. Members must be current with their dues investment in order to vote (please see current schedule of dues breakdown). Contact your Guam Chamber office if you have questions about your statements or your membership class.
5. Only one authorized representative of a voting member is eligible to vote (Members who are listed in the Chamber's current roster or their proxy. Please see proxy rules)
6. The Nominating Committee will do its best to announce the Board Election Results at the close of the Annual Meeting. If, upon adjournment, the votes are still being tallied, an announcement via email and news media, will be made by close of business on November 18th.

CURRENT MEMBERSHIP DUES INFORMATION

Class	Annual Gross Revenue	Annual Dues	Quarterly Dues	Votes
A	Less than \$75,000	\$220.00	\$55.00	1
B	\$75,000 - \$200,000	\$550.00	\$137.50	2
C	\$200,000 - \$500,000	\$825.00	\$206.25	3
D	\$500,000 - \$750,000	\$1,100.00	\$275.00	4
E	\$750,000 - \$1,000,000	\$1,375.00	\$343.75	5
F	\$1,000,000 - \$1,500,000	\$1,650.00	\$412.50	5
G	\$1,500,000 - \$2,500,000	\$1,925.00	\$481.25	6
H	\$2,500,000 - \$5,000,000	\$2,200.00	\$550.00	6
I	\$5,000,000 - \$10,000,000	\$2,475.00	\$618.75	7
J	More than \$10,000,000	\$2,750.00	\$687.50	7

(Note: Non-Voting Associate Membership for non-commercial organizations and individuals not engaged in commerce is \$110.00 annually.)



JOIN A COMMITTEE!

Armed Forces Committee
Chamber Business Women's Network
Education & Workforce Development Committee
Guam Young Professionals
Legislative Review Committee
Membership Development Committee
Small Business Focus & Development Committee

**JESSICA M. BARRETT**

President & RME (Responsible Management Employee)

Barrett Enterprises, Inc. DBA Barrett Plumbing & Pumping

Guam Chamber of Commerce Alternate Board Director (2019-2020); NAWIC

Guam 381-started 4H "Hard hats & Huge Hearts" program during my Presidency

GCA & NAWIC Guam-Pizza Pop & Power Tools Program Plumbing Program

2012-Present GCA Construction Warriors Outreach, Middle & High School

trainings and workshops Fu'unia Rising Program Founding Partner

The most critical issue at hand is the Covid-19 Pandemic. Although my business is considered essential, other businesses are closing their doors, unable to stay afloat in the current environment. Moreover, the far-reaching ripple effects of the Covid-19 Pandemic have added burdens & hurdles to operating a business, such as the rising costs of doing business, the stifling effects of the government directives & "lockdowns", the delay of government services, namely permits, licenses that delay projects, costing money, the health risks employees, employers, clients & partners that are ever present, most especially to our essential & frontline workers, among others.

I will serve our Chamber members & commit my time & knowledge to work with our board to formulate strategies & action plans to get our island businesses reopened & operating & begin the long arduous road to recovery & revitalization.

If elected to serve on the board for the Guam Chamber Of Commerce, I remain committed to the Chambers Mission to develop, enable, promote, & protect the interest of all Guam businesses and the Chambers Vision to be the catalyst for sustainable economic growth that improves the quality of life in Guam.

**WILLIAM H. CALORI**

Chief Financial Officer, Cabras Marine Corporation and Subsidiaries

Member and former director, Rotary Club of Guam; Member FBI Citizens

Academy Alumni Association; Member Port Users Group of Guam

COVID-19 imposes many challenges on us, and has highlighted weaknesses that we must collectively overcome. It has also created an opportunity for us to reimagine our Island, and improve our course going forward. Our main challenges are: confronting COVID-19 while safely reopening our Island, re-employing 40,000 of our neighbors currently out of work due to the pandemic, and evolving our Island economy to be more resilient in the face of this crisis and those ahead of us.

If elected, I will advocate for a safe reopening of our island and our economy in the face of this pandemic. I will work with my Chamber colleagues to promote the expansion and diversification of existing industries such as construction, ship repair, education/training, and telecommunications, as well as facilitate the development of new markets. These efforts, alongside a backbone of workforce (re)development, will create new jobs in the present, and open doors for new industries in the future, making Guam a more resilient and thriving home for our Island Community.

**CHARLIE S. HERMOSA***General Manager, American President Lines**GYP Mentor, President of the Western Pacific Veterans Community Foundation; Treasurer, Pink Ball; Adjunct Professor at the University of Guam*

1. Development of the future workforce: As we continue to move forward through the pandemic, we are confronted with unforeseen situations that will challenge our economy for years to come. I believe we have been presented with a real life “white board” and it is up to us to reconstruct our future and the future of our island.
2. Cost of Living: We need to continue to find ways to reduce the cost of goods, primarily nutritional items. This is in direct connection with living a healthier life. We need to be able to make “healthy foods” affordable to all. Transportation has been a key driver in the cost of goods and I will work closely with all logistical type companies in order to develop cost effective ways to bring goods to Guam.
3. Work/Job Creation: Work with local corporations to vet and/or increase the ability to perform lite assembly here on Guam. We are the closest US territory to Asia.

**SISKA S. HUTAPEA,****MAI, SRA, AI-GRS, R/W-AC, MRICS, MRE***President – Chief Appraiser Cornerstone Valuation Guam, Inc.**Guam Chamber of Commerce – 2018 to Present – Board Member; Founder and President, Cornerstone Valuation Guam, Inc. (“CVG”); Guam Economic Development Authority – 2019 to Present - Board of Director; Guam Women’s Chamber of Commerce – Founding Board Member and 2016 President; Guam Association of Realtors – 2014-2016 Elected Director*

I am grateful for the nomination and would be honored to serve if elected. One of the greatest challenges for Guam is the pandemic’s prolonged impact on businesses. The solution requires a close partnership between the private sector and the executive and legislative branches of Government. The closure of government offices has resulted in a backlog of public services. As a Board member, I will continue to advocate for businesses’ goals and effectively communicate with the Government on a solution-oriented approach.

The next challenge is economic diversifications. Guam’s strategic location in the Pacific lends itself to diversifications in technology, pharmaceutical, finance and many others. In 2020, I was a member of the Chamber’s Think Tank Committee and facilitated as its liaison, bringing plans into action. As a Board Member, I will continue this effort.

It would be an honor to serve as a Board Member. I will strive to progress the Chamber’s vision to be the catalyst for sustainable economic growth and improved quality of life in Guam. I humbly ask for your support.
Biba Guam!

**SANDRA MCKEEVER**

CEO, President, Asia Pacific Financial Management Group

*Guam Chamber of Commerce Board Director; Teach Money; SDA Church;
Guam Adventist Academy; UOG board*

1. The Pandemic has completely devastated our number one industry, tourism. We must continue to strive to keep it alive and well by having a proactive and progressive plan and work towards rebuilding. We need to work closely with our global network to implement proven protocols and test these practices on Guam to open tourism in a safe and methodical way.
2. Guam needs to build conducive and business-friendly infrastructure to help build our economy. We need processes and the infrastructure to help businesses not only survive but thrive. We must keep our government accountable to provide the services in a simple, logical and cost-efficient manner. This goes for all services, especially our hospital. We have seen during this pandemic the extreme cost to all of us due to inefficiencies at our only public hospital. We cannot afford to continue to see more and more businesses shut down and some completely close their doors forever. The hospital's lack of capacity during this pandemic has tremendously affected our business community and our entire island.
3. Guam is in need of a skilled workforce. We must develop and train up our local workforce in the various industries in vocational and technological fields. We also need to diversify into new industries that will bring in new sources of revenue that will benefit our community in a sustainable way.

As a board member, I would volunteer my time, effort and resources to work toward solutions by collaborating with stakeholders to come up legislation, participate in developing plans through think tanks and work with our leaders in education, business, and policy makers to come with solutions to these challenges.



**AJAY POTHEN**

President, Marianas Properties, LLC dba Pacific Star Resort & Spa
Vice Chair, Guam Young Professionals; President, NGO Manelu (aka Big Brothers Big Sisters of Guam); Former Youth Mentor, Manelu; Sponsors for the Wolverines Soccer Club

Guam has faced a disruptive force this year in the form of the COVID-19 pandemic. It has not only created new issues we must face, but also magnified existing challenges for our island. It is more important now than ever that we diversify and expand our economy, develop our workforce, and create a more business-friendly environment—one that allows the private sector and the people it employs to thrive.

These are a few of the issues recognized by the Guam Chamber in our Strategic Plan. As a Board Director, I would actively work with and support Chamber leadership's efforts to identify and develop opportunities for new industries while working to re-establish existing ones that have been decimated by the pandemic, like tourism.

Workforce development is something I have been passionate about for some time. I would work with the Workforce Development Committee to further the GRAP Program and increase the number of approved training plans, so we can provide our people a platform to develop skills and gain valuable experience.

I believe our efforts will only be successful if we have an understanding and committed government partner. As such, I will work to promote pro-business policies that will aid the short-term recovery and the long-term success of our island. There are challenging times ahead, but every challenge presents opportunity. We have an opportunity to shape the future of our island and I would be honored, if elected, to do my part in achieving that.

**MARK J. SABLAM**

Vice-President Business Development, South Pacific Petroleum Corporation

*Past Chairman and board member, Guam Chamber of Commerce; Past Chairman - Armed Forces Committee; Member - Guam Chamber of Commerce Armed Forces Steering Committee; Chairman - UOG School of Business and Public Administration; President - Guam Business Partners for Recycling dba i*Recycle; Ex Officio Board Member - Navy League of the U.S. - Guam Council; Board of Director - Bank of Guam; Chairman - SPPC Sponsorship & Contributors Committee; Board member - Bookmobile Foundation; Past President of Navy League of the U.S. - Guam Council*

The greatest and most important challenge at this time is getting through the COVID 19 Pandemic which has basically affected the entire world and its economics. Unlike any other type of influenza, this virus has stifled medical professionals in its prevention, care, and cure. The best I can do is support the Chamber by being resourceful and present strategies in which to lessen the damage which has been inflicted upon our people, businesses, and economy as a whole.

The Chamber must continue to press the Executive and Legislative branches of our government to work together to funnel more money to the hospital and Public Health Clinics which currently lack vital supplies and manpower to sustain the fight against COVID 19.

Continuation from Mark J. Sablan

Rebuilding our economy. I will support the Chamber in continuing to support the military buildup. They are an integral part of Guam's economy in the absence of tourists. As a member of the Armed Forces Steering Committee, I pledge my full participation and support in continuing dialogue with our military leaders as we have been doing so for many years.

**PHILLIP SANTOS**

Account Executive, Matson Navigation Company

Vice Chairman, Armed Forces Committee; Make A Wish Foundation Guam and CNMI - Served as Board Member, Vice Chairperson and Chairperson (2005 - 2011); Currently serving as a Wish Granter; USO Guam Advisory Council - Board Member, Vice Chairperson (2013 - Current); Currently serving as Council Board Chairperson

Pandemic Impact: The most immediate challenge is to address the impact of the pandemic on member businesses. Collaboration with government and private organizations will help identify long or short-term alternatives to tourism and encourage new or emerging industries.

Workforce Development: Much progress has been made to support local workforce development, primarily in construction. I believe the challenge is how to further maximize federal programs, such as the State Apprenticeship, to best benefit member business in other industries. A diverse workforce can potentially offset the H2-B demand in the long run. There are gaps in areas such as allied health and communication. This can help address the dislocated worker issue from the hospitality and service industries.

Military Relations: As DOD continues to increase strategic presence in Guam, the Chamber must continue to strengthen our relationship with our local military communities and leaderships. Through ongoing networking, information sharing and transparency, we can grow opportunity for our member businesses to capitalize on the military growth as qualified contractors, prime vendors and service providers.



**DAVID E. SILVA III**

Vice President & General Manager, Assurance Brokers Inc.

*Guam dba AB Risk Solutions (Formerly Aon Insurance
Micronesia)*

*Rotary Club of Guam (Past President & Active Member); Guam
Employer's Council (Board Member); Guam Insurance & Banking
Board (Past Board Member); Corporate Partner - Sanctuary of Guam;
Maina Parish - Active Member*

The three greatest challenges facing Guam are:

- Covid 19 and its effects
- Economic Recovery & Diversity
- Disconnected Island Leadership

Like SARS, MERS and now Covid-19, until there is a reliable cure, we have to smartly navigate our future, while managing our risks. We simply can't afford to keep the island locked down! We must open up as quickly and safely as possible. As a member-driven organization, the Chamber could champion the development and promotion of safety and wellness protocols for its membership. This comprehensive plan can be the work product of a safety committee comprised of member physicians, occupational safety and HR professionals as a member benefit fostering smart thinking and on-time protocol compliance.

Our Tourism industry is battered, and a harsh consequence of the shutdown. What other niche/specialty markets internal or external, can we tap or develop, to put guests back into our rooms, restaurants and shops? How do we prepare Guam to welcome guests with confidence? Alternatively, what other industries, not Covid sensitive, might thrive here and benefit from our Geo-Political location to include technologic and distance operations/learning opportunities, physical infrastructure, etc.? What can be done to help our businesses weather this storm? The Chamber is comprised of smart minds and vast experience. Those tools must be engaged to explore all plausible business opportunities.

As a Director, I would initiate, advocate and promote regular engagement between members and island officials. The Chamber has gone to great lengths through the years building and maintaining relationships with US federal and military organizations. Let's make the same effort to rebuild and maintain relationships with our island leaders. Let's end the cycle of "Leadership by Press Release"...and have conversations.



MARK H. TOKITO

Senior Vice President, Bank of Hawaii

Guam Chamber Vice Chairman (2020); Guam Chamber Secretary/Treasurer (2018-2019); Rotary Club of Tumon Bay, member and Past President, Guam Girl Scouts, Inc. Treasurer, Red Cross of Guam – Board member, Guam Community College Business and Visual Communication Department – Advisor.

1. Clearly, the greatest challenge for Guam and the entire planet is COVID-19 and in particular, how to balance the need to ensure that the virus is contained and the need for businesses to be allowed to operate safely. As a Chamber board member, I will advocate working with the administration legislature in collaborative effort to balance the two needs.
2. Guam's economy is undiversified and is dependent primarily on tourism and military spending. I will work the Chamber in continuing to identify potential new industries to attract to Guam and ensuring that roadblocks to foreign investment are minimized.
3. Excessive government regulations and in particular inefficient and lengthy business and building permit processing hampers economic development, especially in the current COVID environment. The Chamber's Legislative Review Committee has been doing an outstanding job in lobbying with the Guam legislature to ensure that bills are not inhibiting economic growth.



KIM ANDERSON YOUNG

President and Founder, Security Title, Inc.

2018 Board member, Guam Chamber of Commerce; 1982 Real Estate Broker, State of Alaska; 1985 Real East Associate, State of Hawaii; 2006 Nominated for Guam Businesswoman of the Year; 2008 Awarded Guam SBA Small Business Person of the Year; 2017 FBI Guam Citizens Academy Alumni Association founding board member

1. Private sector jobs. Given the Global Pandemic and GovGuam's government employee-centric position, my primary concern is private sector jobs and the businesses that are struggling to keep people employed. Our immediate threat comes from legislative and executive branches unsympathetic and unresponsive to the private sector.

Support for local businesses creating good paying jobs to improve the lives of our residents and their families. Now more than ever our people need to be productive not only for our financial but for our mental well being.

2. Responsible taxation. Over taxing the business community in order to maintain high levels of government employment is a recipe for disaster. Inequitable application of real property taxes and continuing the 25% inflated business privilege tax are two examples of unfair taxation.

3. Reasonably priced and globally competitive healthcare. This pandemic has spotlighted the need to dramatically improve our hospital for all residents of our island. I continue to support public-private partnerships in their mission to improve services to Veterans, in preventing suicide and in finding solutions for our residents struggling with drug addiction.

**COFFEE WITH THE
*Candidates***

**Friday,
November 6, 2020
8:00 a.m. - 9:00 a.m.
Virtual**



		
		
		
		