



# PRESIDENT'S REPORT

## 2021 Special Election Issue

### Board Holdovers

Directors with two years remaining  
(Term expires: 12/31/23)

**JESSICA BARRETT**, President, Barrett Enterprises, Inc. DBA Barrett Plumbing

**SISKA S. HUTAPEA**, President, Cornerstone Valuation Guam, Inc.

**MARK J. SABLAN**, Vice President Business Development, South Pacific Petroleum Corporation

**PHILLIP SANTOS**, Account Executive, Matson Navigation

**MARK TOKITO**, Senior Vice President, Bank of Hawaii

**KIM ANDERSON YOUNG**, President & Founder, Guam and CNMI Security Title, Inc.

Directors with one year remaining  
(Term expires: 12/31/22)

**CHRISTINE BALETO**, Chief Financial Officer, Docomo Pacific; Master Franchise, Store Owner, Pacific Fruits, LLC;

**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 Directors, Atkins Kroll, Inc.

**CANDY OKUHAMA**, President, ASC Trust

**TOM SHIMIZU**, General Manager, Ambros Inc.

## 2021 Annual Meeting & Board Election

The Chamber's Annual Membership Meeting will be held virtually on Wednesday, November 17, 2021. Traditionally, Chamber Board Elections also take place during the Annual Meeting event. Because of restrictions relating to the pandemic, members will now be able to vote electronically over the course of seven days, ending at Noon on November 17th. Electronic Ballots will be sent to the membership on Wednesday, November 10th. This year's annual meeting will feature Chairwoman Christine Baleto who will deliver her End-of-the-Year Address to the Membership. All members are now able to register for the virtual event and we look forward to seeing you on line. Call to order is 12 Noon.

A significant announcement at the end of the Annual Meeting will be the results of the election of members to the Chamber's Board of Directors whose term of office will begin on January 1, 2022. There are seven (7) seats to be filled and will be decided as follows:

1. Five (5) 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 (12) twelve 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:

### *2021 Candidate Statement Question:*

***"In the pandemic era and beyond, what do you think are the three most important challenges businesses face? What would you do to help businesses overcome these challenges if elected to serve on the Chamber board?"***

For the election, electronic ballots will be issued only to authorized voting members, or their proxy. Authorized individuals are listed in the Chamber's current roster of members. A proxy must present a signed letter of authorization on company stationery to receive a special link to a ballot. Please contact your Guam Chamber office if there have

## Proxy

Please insert on company letterhead:

### PROXY

Dear Guam Chamber of Commerce,

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 2021 Annual Board of Directors Election. I understand that voting will be conducted electronically between November 10 - November 17, 2021 (12:00 Noon) and that my proxy will receive the special electronic link to vote on my behalf. Thank you.

Dated the \_\_\_\_ day of November, 2021.

(Name) (Title) (Company)

## 2021 Nominating Committee

**Christopher Duenas**, Committee Chairman, Triple J Enterprises

**Christine Baleto**, Docomo Pacific and Pacific Fruits

**Jessica Barrett**, President, Barrett Enterprises, Inc. DBA Barrett Plumbing

**Mika Caldwell**, Archway Inc.

**Candy Okuhama**, ASC Trust

**Kim Anderson Young**, Security Title

been recent changes to the executive roster at your company and send your updates in writing via email to [info@GuamChamber.com.gu](mailto:info@GuamChamber.com.gu). Voting will take place from November 10th - November 17th (ending at 12 Noon on November 17th). No ballots will be cast after this period. If, for some reason, tallying is in progress at adjournment, an announcement will be emailed to the membership before close of business day on November 17th.

## 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: 12/31/21)

- **Marie Guerrero**, Chief Executive Officer & General Manager, Three Squares Guam & Terraza (Service on the Board: 2019-2021)
- **Bobby Shringi**, Sales & Marketing Manager, Moylan's Insurance Underwriters (Service on the Board: 2013 - 2021)

## Member Voting Information

1. Members may cast their electronic ballots anytime between November 10th - November 17th (*Until 12 Noon*). No ballots will be cast after this period.
2. Members will be given ONE 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**

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. Note: A proxy must present a signed letter of authorization on company letterhead in order to vote.)

| 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     |

Ask us how to make  
the most of your  
Guam Chamber  
membership...

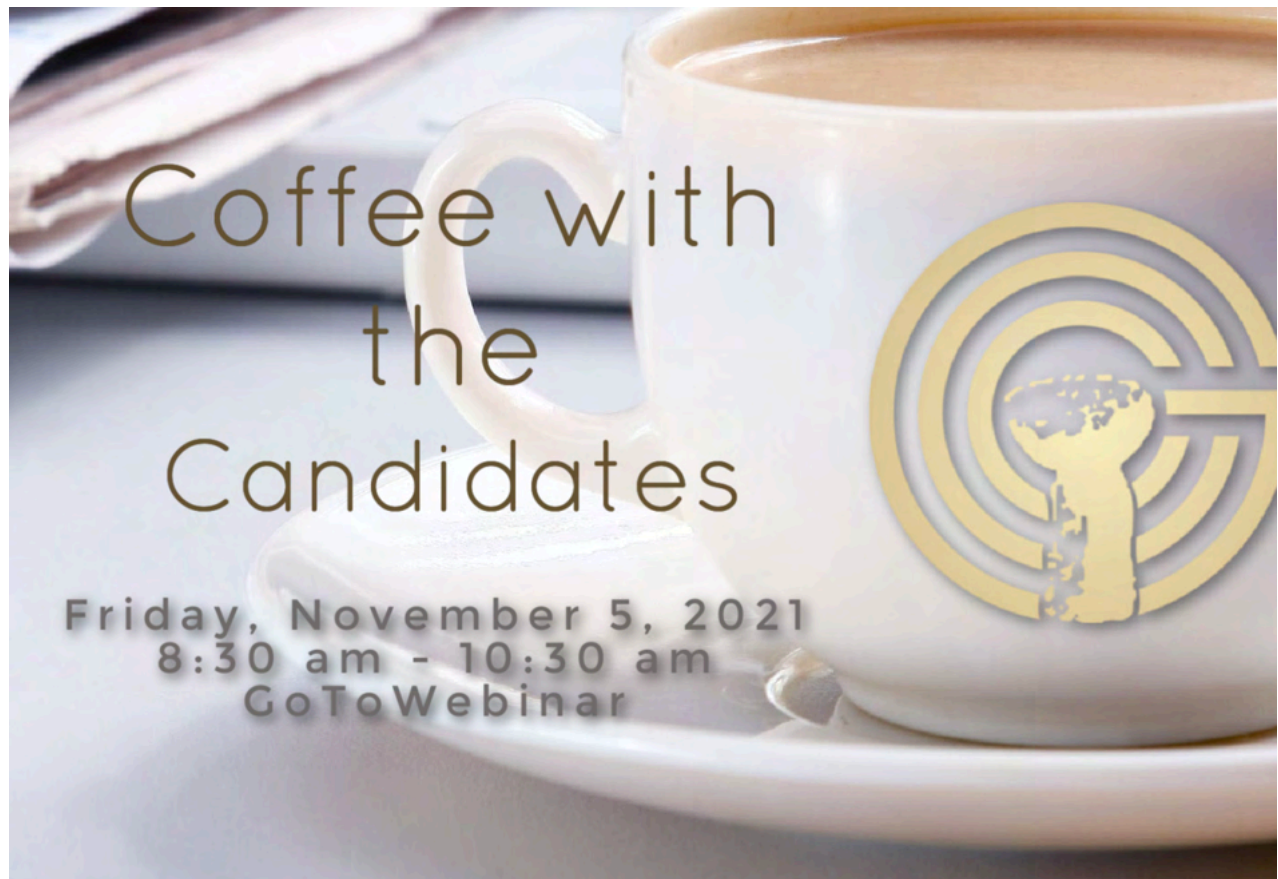
Get  
Involved



Tel: 472-6311/8001

info@GuamChamber.com.gu

GuamChamber.com.gu




**WILLIAM H. CALORI (Incumbent)**
**Chief Financial Officer, Cabras Marine Corporation & Seabridge, Inc.**

*Director, Guam Chamber of Commerce; Initiative Manager, Strategic Plan Economic Development Committee; Director/Treasurer, FBI Citizens Academy Alumni Association Guam; Director, Maina Parish Finance Council; Member and former Director, Rotary Club of Guam; Former advisor, Junior Achievement*

The pandemic had resulting challenges highlight how critical it is for businesses to be resilient and innovative. The private sector is responsible for ensuring the sustainable growth of our respective entities, and the Chamber can support this by making it easier to conduct business and expand opportunities for existing and new business to grow.

Through committee participation and proactive advocacy, I will continue supporting the Chamber's efforts to get 1) business-friendly legislation passed, 2) streamline bureaucratic roadblocks for business start-up, growth and operations, and 3) develop new and diverse industries and markets to expand our local economy. More specifically, I will continue my efforts as the Economic Diversification Initiative Manager to execute the Chamber's Economic Diversification agenda as part of its broader Strategic Plan.


**DEANNA CRISOSTOMO**
**General Manager, Tommy Hilfiger PVH Corp**

*Guam Young Professionals Member; Through work with Tommy Hilfiger - Service and time lent to Foster Families Association of Guam; Service and time lent to Family Programs Guam National Guard; Service and time lent to American Cancer Society/Relay for Life; Honors: Tommy Hilfiger Pinnacle of Distinction for Exceptional Performance in 2018.*

What this pandemic has certainly taught me is that in this industry the (3) most important challenges:

- 1) Marketing to a different demographic, other than tourism, was way off target. Our sustainable or lack of and environmental impact on island resources.

Plan: Commitment to change marketing strategies to start speaking to the domestic customer in terms of services and commitment we have as companies conducting business on island. We have an obligation to our local customer as larger corporations that utilize these large resources on our island. What do we absolutely have to change in order to become more sustainable and environmentally responsible.

- 2) Championing Working Parents and Individual Mental Health. Scheduling rigidities and expectations from large corporations tend to be focused more on the 'get the job done' vs. HOW the job was accomplished.

Plan: To have more conversations around schedule needs and how work-life and family-life can be enhanced. Commit to opening up conversations on child care in the work place and/or benefits and provisions for child care needs. Normalize conversations about family needs and expectations.

- 3) Championing Women in Business. Supporting women in this industry and encouraging ideas, work strategies, opinions, and priorities.

Plan: Workshops that introduce women to more industry opportunities and positive networking environments.



**FRANK CRUZ**

*Vice President and General Manager, Guam Fast Foods, Inc. dba KFC & Sbarro's  
Secretary General and Vice President of Guam Basketball Confederation; President and Sponsor for  
Mavericks Basketball Club; Guam Food Safety Task Force Member; Donate and support numerous  
youth and homeless and needy events.*

I'm humbled with the nomination to possibly represent our chamber members and whether I'm elected or not I will continue to remain actively engaged. First and foremost, I believe we are no longer in a pandemic era, but in an endemic era. We will have to make the necessary adjustments in our everyday life whether personally or professionally to endure this change in our lives.

1. Due to the heavy reliance on tourism, we must work with the government to ease the quarantine requirements and support our partners who rely heavily on the tourism industry. A strong campaign to promote our island as a vacation spot that is safe for our visitors is integral to reviving our tourism industry. Our heavy reliance on the Asian market who tend to be conservative and cautious when traveling to a specific destination is a difficult task to address. However, with the creative and innovative minds of our members, I am certain that we will explore ideas to return our visitors back to our Island and revive our "Hafa Adai" spirit which our visitors so dearly appreciate.
2. With federal funds running low to help subsidize our losses, businesses will need to continue to look at other revenue sources and explore other untapped industries that will keep businesses alive. It is important that this body explore these untapped potential as we live in this "new normal" of doing business on Guam. Additionally, we must also partner with our military counterparts to work collaboratively to address the financial struggles of our island.
3. We need our Executive and Legislative branches of government to support the private sectors to ease the struggles that we are experiencing such as reducing taxes and fees so we may help businesses reemploy the thousands of people who are out of work; to include getting the construction industry the help they need so we may continue to make Guam a thriving place for our island people. We must continue or improve the dialogue with our island leaders to assist our businesses. This will be a win/win situation for both the government as well as our businesses.

I've been in the restaurant industry for nearly 4 decades and 34 years with Guam Fast Food. My reputation in the fast food industry speaks for itself. I am not only a business member but also a strong advocate of sports as the Secretary General & Vice President of the Guam Basketball Confederation. Additionally, I am also a mentor to many children who participate in the summer basketball league. I feel that I am a well balanced person as a strong Christian believer, volunteer outside of my profession and a strong and competent leader in the restaurant industry. I know that I will be a strong asset to the Chamber as a board member and I am committed to reviving our island's business industry.

**Stay Connected with Your Chamber!**

Facebook: Guam Chamber of Commerce

Twitter: @GuChamber

Instagram: @GuChamber

YouTube: Guam Chamber of Commerce



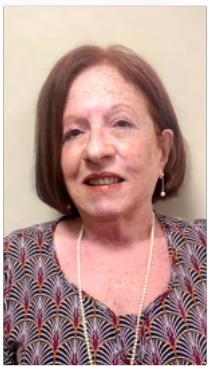

**BRADLEY KLOPPENBURG**

***President & COO, Kloppenburg Enterprises, Inc.***

*Guam Visitors Bureau Board of Directors; 2017-2020; GVB Korea Marketing Chairman 2019-2020; GVB Membership Committee chairman 2017-2018; Rotary Club of Guam, 2012-Present (International Services Director, 2020-2021)*

The biggest immediate challenge for many businesses is trying to stay afloat with the continued disruption of the islands number one industry, tourism. The stoppage of inbound leisure travelers has had a profound impact throughout the business community on Guam, whether a business sells directly to tourists or not. We must assist these businesses by finding ways to offer additional financial assistance through federal and local grant/loan programs.

Another challenge is trying to remain in business as the cost of doing so continues to rise. We must ensure that businesses are provided the information available or have access to resources that may help them improve efficiencies to help offset the rising costs. And finally, businesses are currently facing challenges in hiring and retaining employees. It's important that businesses provide their employees with training and continuing education so they have opportunities for advancement, which would allow them to stay on island rather than seeking employment elsewhere. The last 19 months has brought unprecedented challenges to employers. I would like to be a part of assisting the Chamber in helping businesses across all sectors in their recovery.


**MAUREEN MARATITA (Incumbent)**

***Publisher, Glimpses of Guam***

*Board Member, Guam Chamber of Commerce, Guam Chamber Armed Forces Committee, Guam Chamber Strategic Development Committee, Guam Chamber Small Business Committee, President, Businesswoman of the Year Inc. Active Member: Guam Hotel & Restaurant Association, Guam Visitors Bureau, FBI Citizens Academy Alumni Association. Past Chairmanships/Offices: Chair, Chamber Small Business Committee, Chair, Chamber Strategic Development Committee, Co-Chair, Chamber 90<sup>th</sup> Anniversary Committee, Chair, Chamber Nominating Committee, Co-Chair Finance and Investor Relations of the Guam Hospital Development Forum, Founding Vice President, Friends of the Crime Lab, Secretary, 75<sup>th</sup> Anniversary Committee Rotary Club of Guam; Secretary, Marianas Society of Professional Journalists Honors: SBA Journalist of the Year, University of Guam Distinguished Alumna, Nominee for Saipan Chamber Business Person of the Year*

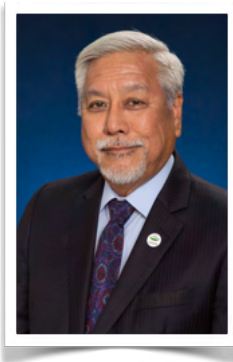
Our current challenges are an uncertain economic future, balancing our economic pillars with economic diversification, and workforce needs. It's important that the Chamber continues to pursue all economic initiatives, work closely with our Administration and Legislature on defined benefits for the business community, and on workforce development. I also support continued efforts for good relations at the national level. If elected, I will continue to be part of these efforts, particularly in strategic development and working with small businesses, and ensuring that our businesses have as many opportunities as possible.


**SANDRA MCKEEVER (Incumbent)**
***President/ CEO, Asia Pacific Financial Management Group***

*Guam Chamber of Commerce board and member, UOG Regent Vice Chair, Teach Money Chairwomen, SDA church board, Guam Adventist Academy Board, Guam Women's Chamber member, Guam Tax Commission 2016; Honors: UOG Alumnus of the Year, School of Business 2016, Nominee, Guam Business Executive of the Year (2012), Nominee, Guam Businesswoman of the Year (2015)*

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.
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 with legislation, participate in developing plans through think tanks and work with our leaders in education, business, and policy makers.


**MILTON MORINAGA (Incumbent)**
***Senior Advisor, P.H.R. Ken Micronesia, Inc.***

*Current Guam Chamber of Commerce Board Director; 2011 - 2016 GVB Board of Director, Japan Marketing Committee Chairman; 2016 - 2019 Current GVB Chairman of the Board of Directors; 2019 - 2020 GVB Vice Chairman of the Board of Directors; 2020 - Current GVB Chairman of the Board of Directors; 2017 - 2019 Governor's Council of Economic Advisor, Vice Chairman of the Board; County of Hawaii Commissioner for Kailua - Kona Village Design Commission; Current Vice President for FBI Citizens Academy Alumni Association (2021); Honors: Honorary Guam Deputy Chief of Police*

The coronavirus pandemic has had a devastating impact across the globe, and one of the industries hardest hit was the travel and tourism industry. As Guam relies heavily on tourism as an economic mainstay, our industry was hit especially hard. As we work towards recovery, together - we should freshen up our tourism plant, take measures to get people back to work and look at other economic initiatives that complement Guam's many strengths and capabilities.

With the global vaccination rate on the rise and travel restrictions easing, Guam has re-opened our border and is welcoming tourists back on a very limited scale, however a return to normal levels looks to be a long ways out. We remain hopeful that our economy will rebound. Meantime, our first and highest priority should be the health and safety of our island residents. Just as important as continuing vaccination efforts, is getting them back to work as soon as possible.

The Chamber of Commerce represents the largest cross-section of our economy and the employee pool. We should be at the front of efforts to assist local business bound and support our island's economic growth and stability. Getting our people back to work is key to advancing the general welfare and prosperity of Guam. In coordination with our island leadership - Together we can!

**TAE OH**

***President, Vantage Advertising; PSI Holdings, LLC; Alupang Apartments Corporation; IVY Educational Services***

*Member of the Guam Young Professionals and Small Business Focus & Development Committee; Board Member, Guam Hotel & Restaurant Association; Rotary Club of Guam (2014-Present); Guam Land Use Commission (2015 - 2020); Founding Member of Guam Korean Chamber of Commerce in 2018; Member of GVB Korean Marketing Committee (2021); Founding member of the Lego Robotics Competition in Guam; Youngest Chairman, of the Guam Land Use Commission (GLUC)*

The devastation of the pandemic was especially brutal for small businesses on the island. As we recover from the impacts of the pandemic, it is essential we jump-start our main industry: tourism. The lack of skilled laborers plaguing the real estate sector coupled with the recent drop in interest rates have dramatically increased construction prices and properties values to almost unaffordable ranges. The stymied global supply chain has added another blow to not only construction supplies but also all imported items that enter our port. Global supply chain issues have not only increased the cost of necessities, but they also threaten our ability to cope with the constantly changing business environment. As we deal with the repercussions of the pandemic, I firmly believe we need sound and strong leadership.

As a small business owner of multiple businesses in diverse fields, I firmly believe I can bring my experiences and foresight to contribute to the Guam Chamber of Commerce. Taking from my active role in private public relations, I intend to cooperate with organizations such as GEDA, GVB, GHRA, and GIAA to promote and revive our tourism industry by kick-starting our most robust tourism market of Korea. As a licensed professional engineer of Guam, my intentions are to introduce innovative steel construction technology to help improve construction time and keep homes affordable. In order to keep goods and products flowing into our island without further interruptions and price hikes, I plan to work with our local partners and trade organizations to create a beneficial and sustainable environment for our small business community. Strong leadership stems from sound decision-making, and I believe I am ready to embark on a new endeavor to steer the Guam Chamber of Commerce to the culmination of excellence.



## Economic Outlook Forum 2022

**Save the Date!**  
**Friday, December 3, 2021**  
**9:00 am - 11:00 am**





### **TES REYES-BURRIER**

#### ***Director of Food & Beverage, Lotte Hotel Guam***

*Guam Visitors Bureau Recovery Task Force Member; Conducted free Customer Service Training in Palau hosted by GVB and PATA Micronesia; Board of Director Guam Council of Arts & Humanities; Department of Labor Guam Employment Investment Board; Guam Chamber of Commerce, Chairwoman of Christmas Festival, 2002, 2003, 2004; GVB Committee Member of Membership and Tourism Attraction Fund; Guam Hotel & Restaurant Association, Committee member of PR & Marketing; Tourism Education Council, Board of Director; American Cancer Society Board member; Girl Scouts of America, Board member; Liberation Committee member, 2003, 2004; Honors: 1st Place Winner, "Best Customer Service" Essay, Lotte Hotels & Resorts, International & 3rd Place Winner for "Best Customer Service" Essay global competition. Certificate of Achievement FEMA Emergency Management Institute - Introduction to Incident Command System, ICS-100; Nominated, Business Woman of the Year (2019 & 2010)*

Over 30 years of deep and broad experience as an Operations Executive, I have successfully led diverse teams across multiple industries including transportation, tourism, retailing and education. With special expertise in marketing and public relations, I offer the Board the knowledge and know-how required to help get Guam's businesses, both large and small, back on track toward sustainable growth. Public relations and marketing, both internal and external, are at the core of every successful business. As any public relations professional will tell you, having the skill to quickly assess and provide solid, workable solutions to problems for clients across a wide spectrum of industries is what we do every day.

The Guam Chamber of Commerce allows for a single voice of leadership to focus on the most needed strategic action plan for economic viability and prosperity. I strongly believe, with the Guam Chamber of Commerce working with the business leaderships and local and federal government representatives, we can develop an economic recovery that would benefit all industries. By working together as a team with all the members and strong leadership it is the clear pathway in moving forward with the economic recovery of Guam. I humbly, seek for your support and confidence in electing me as one of the Guam Chamber of Commerce board of directors, ***"the voice of one, speaks for the success of the many"***.



### **JAY SHEDD**

#### ***Executive Vice President, Citadel Pacific LTD Holding Company of IT&E; IP&E (Shell & Foody's), Fujita Properties dba ITC Building; PACIFIC POINTS, Solenergy Micronesia, Travelr and Turbidite***

*Community Giving through IT&E (American Red Cross, Make-A-Wish Foundation Guam and CNMI, Pink Ball, Catholic Social Services, Manelu, PPE for Guam, and more); Advisory Committee Member for Innovation and Engagement, UOG (2019, 2020); Board of Director, GHRA (2018, 2019); Chair of Allied Member Group; Member, Rotary Club of Guam (2008 - 2012); Board Member, American Red Cross (2001, 2002, 2000, 2010); Chairman, American Red Cross (2010); Honors: Guam Business Magazine Executive of the Year, 2011; King Rex Man of the Year, Guam Women's Club, 2014; Ancient Order of Chamorro Award from Governor Felix Camacho, Legislative Proclamations for Service in the Telecommunications Industry.*

The first challenge businesses will face is the rising cost of staying in business. The pandemic has created supply shock and there's a high risk of inflation. The second challenge businesses will face is adjusting to consumers' spending. As government assistance ends and people take stock of their financial situation, they may decide to reduce spending. The third challenge our Guam Businesses face is the blow tourism has taken due to the pandemic. Tourism is a major industry and is supported by many other industries. The way we do business will have to change in post-pandemic

**Jay Shedd, Cont'd:** world. As a business community we will have to adapt and find ways to persevere while also doing right by our employees and the people we serve. If elected to serve on the Chamber board, I would lend my expertise to finding solutions to these challenges. I would work to further open dialogue with businesses about their needs and work with them to find realistic solutions. I predict that the local government will take additional steps to help the island and it is important for the Chamber to be involved. As a board member, I would also advocate for fair government policies that benefit our businesses.



### **DAVID E. SILVA III**

***Vice President & General Manager, Assurance Brokers Inc. Guam dba AB Risk Solutions (Formerly Aon Insurance Micronesia)***

*Small Business Focus & Development Committee Member; 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; First Local to achieve Country Leadership position at Aon Micronesia; Held positions of direct support to Guam Governor and heads of Agencies; Held positions key to development of Insurance & Hotel Industries.*

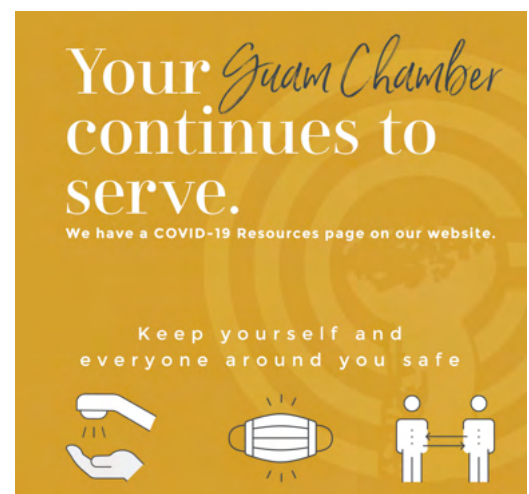
1. Get people back to work and the island open for business as soon as possible. The last twenty months of Covid have shown that no-one and no business is immune - Businesses of all sizes were affected. There is still a ways to go! The Chamber and its leadership should be strongly at the front of this effort, leveraging business and government relationships to find all means possible. We should do all we can to help island businesses survive.

2. Diversify the economy. Covid has shown us where we are vulnerable. It's time we survey our strengths and capabilities and foster economic opportunities that provide revenue streams that either compliment or are alternate to our economic mainstays, military & tourism. Leverage relationships with regional chambers to capitalize on regional strengths and develop regional opportunities, where Guam can participate. From past and current work roles, I've worked on, and have a bit of experience, in a few of the current Chamber initiative areas. Let's see them to fruition.

### 3. Rebuild a stronger Guam and a stronger Chamber.

As we've done after storms have devastated our island (covid being no different) - it's time to roll up our sleeves and begin the hard work of cleaning up, rebuilding and opening up for business. Big companies should help small ones along, guiding and mentoring their survival and success. Let's do it together!

Our members represent the largest cross section of our economy and the largest employee pool. We have too much at stake, to remain silent and uninvolved in efforts and complacent with the outcome. We should be at the front of the recovery effort, working in collaboration with island leaders. I raise my hand to share in these efforts.





### **EDWARD G. UNTALAN**

***Executive Vice President/Guam CNMI Region Manager, First Hawaiian Bank***

*Guam Chamber of Commerce Board Member 2019 - Present; Executive Committee Treasurer - 2020; Vice Chairman 2021; Cathedral Basilica Finance Council - Chairman 6/2017 - Present; Guam Bankers Association - President - 2015 - Present; St. Anthony Parish Finance Council - member 6/2017 - 6/2018; Guam International Airport Authority Board of Directors - member - 1/2013 - 2/2016; Chairman - 10/2014 - 2/2016; Guam Community College Board of Trustees - 3/2010 - 12/2012; Redemptoris Mater Archdiocesan Administrative Counsel - 12/1999 - 6/2015; Hurao Academy Board of Directors - 5/2012 - 4/2015*

1. Inflation
2. Increased taxes, government fees & pressure on wages
3. Slumping economy

If re-elected to the Board, I would first focus on the implementation of the Chamber's Strategic Plan. Having been involved in the refresh of the plan, it is critical to begin by ensuring the Chamber is financially sound and organizationally stable. This is important for it to fulfill its mission.

My second objective would be to build even more on the Chamber's brand image as "Businesses Champion & Voice". Starting with a PR campaign, I would make very clear the Chamber's non-political position in helping its membership and overall business economy. I would analyze the impact of inflation and increased government costs to a business and prepare a "position paper" showing so. This "position paper" would include alternatives to assist businesses in recovering and operating in this pandemic.

Finally, I would aggressively pursue collaboration with the federal and local government in identifying financial resources, programs, and every other means to assist the business community, particularly those most impacted by the pandemic.

Having spent the last few years on the Board, I have a better grasp on its mission and how I could serve more effectively.

