



# GUAM WOMEN'S CHAMBER OF COMMERCE

**GENERAL MEMBERSHIP MEETING SCHEDULED FOR THURSDAY, APRIL 5TH AT THE GALLERY, HILTON GUAM RESORT & SPA.**



**SPECIAL PRESENTATION:  
"GOING DIGITAL"**  
RAMSAY COOPER-NURSE, CLIENT  
STRATEGIST, PACIFIC DAILY NEWS

**PLUS LAUNCH OF GWCC'S NEW WEBSITE AND  
SPEED NETWORKING!**

Speaker Ramsay Cooper-Nurse will be sharing from his digital marketing experience which spans work under the supervision of GOOGLE to a start-up named in FORBES: 25 Best Inventions of 2017 & BUSINESS INSIDER's 50 Startups that Will Boom in 2018.

## FEBRUARY 1ST GENERAL MEMBERSHIP MEETING HIGHLIGHTS

### WELCOMING REMARKS

President Vanessa Williams

### SPECIAL PRESENTATION OF PLAQUES OF APPRECIATION TO OUTGOING BOARD MEMBERS

Siska Hutapea  
Dr. Mary Okada  
Joann Camacho  
Pam Quinata

### KNOWLEDGE SESSION: HOW TOURISM WORKS FOR GUAM

Nathan Denight, GVB President & CEO

### FEATURED MEMBERS

Chris Young, Boat Shop Guam  
Mary Sotic, Guam Surveyor

### MEMBER ANNOUNCEMENTS

### SPEED NETWORKING

## FEATURED MEMBERS

### Chris Young, Boat Shop Guam - Full Service Boat Shop

The Boat Shop is a locally-owned and family-operated marine fabrication, repair and supply shop. Our focus is to engage each client with personable service and infuse the region with high quality innovative marine products.

302 W Soledad Ave Hagatna, GU 96910  
Website: <http://boatshopguam.com/>  
Email: [info@boatshopguam.com](mailto:info@boatshopguam.com) • Phone: 671-989-7447

### Mary Joy Sotic, Guam Surveyor, LLC Professional Land Surveying Services

Guam Surveyor, LLC is a local firm providing land surveying services for over the past 30 years, with experience in Guam, California, and neighboring Pacific Islands. Our services include boundary, subdivision, topographic, elevation certificate, easement preparation, construction, hydrographic, GPS, and aerial drone surveys.

171 Chalan Pale Ramon Haya, Yigo, Guam 96929  
Website: <http://guamsurveyor.com/>  
Email: [surveyor@guamsurveyor.com](mailto:surveyor@guamsurveyor.com) • Phone: 671-637-2042



### ■ VISIT GUAM 2018 CAMPAIGN

#instaGuam, instant vacation + sharing on SNS

### ■ GUAM MEGA FAM EXPOSURE

Welcomed nearly 400 tour agents and media from Japan

### ■ NEW PARTNERSHIPS:

GVB partnership w/ Trip Advisor and GVB partnership with Google

### ■ NEW ACTIVITIES: Let's Ride Guam - Guam's only off road jungle adventure tour and Sky Zone - Guam's first and only trampoline park



“Don’t just stand for the success of other women – insist on it.”  
 – Gail Blanke, President and CEO, Lifedesigns



## 2018 GUAM TAX PLAN AND ECONOMIC FORUM

- As a result of the federal tax cut last December, Guam faces a \$67 million deficit in tax revenue
- It is assumed that the tax cuts will not be re-invested into the economy which will require new local taxes to counter the short fall.
- Many proposals were presented including raising GRT from 4% to 6%, creating a sales tax of 1% to 2%, and a combination of both.
- The most popular tax hike proposal was a combination with a 6% total GRT which would phase out into a new 2% sales tax

**2018 GUAM TAX PLAN AND ECONOMIC FORUM**




Featuring: **David S. Addington**  
 Senior Vice President, General Counsel, and Chief Legal Officer at the National Federation of Independent Business.

*Panel Discussion & Q&A session with experts in Finance, Taxation & Economics:*

Joe M. Arnett                      Doris Flores Brooks  
 Marie Benito                      Gary Hiles  
 Edmund Brobesong              Senator Joe S. San Agustin

MARCH 9th, 2018 - Hilton  
 7:30 AM Breakfast - 8:00 to 11:30 AM Forum  
 \$25 for GWCC/Chamber Members; \$30 for Non-Members



Photos from 2018 Guam Tax Plan & Economic Forum

## 2018 GWCC BOARD OF DIRECTORS

### BOARD MEMBERS

Vanessa Williams  
**PRESIDENT**

Jackie Hanson  
**SECRETARY**

Heidi Ballendorf  
 Michelle Crisostomo  
 Pika Fejeran  
 Rindraty Limtiaco

Holly Rustick  
 Kathy Sgro  
 Meg Tyquiengco

Lina Leon Guerrero  
**VICE PRESIDENT**

Patricia Salas  
**TREASURER**

**If you have any suggestions or comments on the newsletter, please contact:  
 Leah Metra and Mary Joy Sotic or contact GWCC at 646-3246 or ed@guamwcc.com.**



# ANNOUNCEMENTS

**March 19–April 10**

GWCC Health Insurance Open Enrollment with TakeCare

**April 5**

General Membership Meeting at 8AM, Hilton Gallery  
Featuring GWCC Website Launch

## JOB ANNOUNCEMENT

The Guam Women's Chamber of Commerce is the fastest growing business league in Guam. Interested in growing with us? The Women's Chamber is seeking a full-time executive director and skillful strategist to lead our Chamber. This position will have overall operational and strategic responsibility for the Chamber's programs, expansion, and execution of its mission.

### EXECUTIVE DIRECTOR

GUAM WOMEN'S CHAMBER OF COMMERCE

#### QUALIFICATIONS

Related experience working in an executive position with significant financial and strategic responsibility. Proficient knowledge of computer systems, specifically in MS Office products and Quickbooks. Outstanding public speaking and presentation skills. Outstanding time management skills. Verbal, non-verbal, listening and communication skills with volunteers, members, peers, and coworkers. Ability to plan, organize, supervise, and delegate.

#### RESPONSIBILITIES

- Assure effective and profitable operation for the Chamber through optimum use of all resources, equipment, technology, and processes in order to fulfill the goals of the organization.
- Assure the development and successful implementation of the Guam Women's Chamber of Commerce multiyear strategic plan and the corresponding annual operational and fundraising budgets as approved by the Board of Directors.
- Lead in identifying and securing revenue generation opportunities that provide benefits to the members.
- Ensure that the Chamber has a visible, consistent and positive public image through media contact, speaking engagements, and presence at appropriate public and civic functions.
- Market the organization's programs through word of mouth, marketing collateral, community outreach, advertising of services, social media. Develop engaging public announcements and other marketing material.
- Act as the primary spokesperson for the organization.
- Engage in direct member contact.
- Recruitment of new members.
- Lead in other key initiatives as needed by the organization.
- Organize and oversee special events. May require hours during nights and weekends for events or as assigned.
- Manage logistics of events – including but not limited to, recruiting volunteers, managing staff, purchasing necessary equipment, and outreach to community for participants.
- Manage Chamber's Quickbooks. Manage and ensure performance of all vendor contracts with Chamber, including negotiating, communicating and processing payments.
- Manage GWCC website, including processing new member accounts, posting announcements, and managing the directory and mentor pages.
- Utilize and effectively work with volunteer committees to achieve Chamber objectives.
- Monitor Chamber's expenditures and cash flow; report to Board regularly.
- Assure the Board of Directors receives relevant, timely communication to enable the Board to operate at maximum effectiveness; coordinates bi-monthly Board meetings

**PLEASE SUBMIT LETTER OF INTEREST AND RESUME/CV TO [JOINGWCC@GMAIL.COM](mailto:JOINGWCC@GMAIL.COM)**

## 2018 CALENDAR OF EVENTS

**April 19**

Joint Mixer at ANZ

**May 17**

Professional Development Workshop – Goal Setting

**June 7**

General Membership Meeting

**July**

Professional Development Workshop (TBD)

**August 2**

General Membership Meeting

**September**

Women's Business Center Launch

**September 3**

GWCC's 5th Anniversary!

**September 20**

GWCC Leadership Summit

**October**

National Women's Small Business Month

**October 4**

Election Town Hall/General Membership Meeting

**October 4**

Joint Mixer

**November**

Professional Development Workshop (TBD)

**December 6**

General Membership Meeting/Board Election



# PRINT LOCAL



## Meet *Alice.*

She lives on Guam, the beautiful island we call home. On the weekends she enjoys spending time with her family, just like you. Alice makes an awesome homemade "donne dinanche" (hot pepper paste). She is part of Guam's diverse local community, just like you.

When you trust us with any of your printing needs, people like Alice are behind the scenes. From binding and stapling to preparing direct mail materials, she gets the job done.

Buying local is more than just shopping at a local business; it is about investing in and keeping jobs within our community.

**When you  
buy local,  
you support  
people  
who are  
*just like you.***



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