

## Leah Metra Owner, Leah Metra Consulting Services



- Company/Organization and Title (Including what you have accomplished while in your position)
  - Leah Metra Consulting Services- Business Development, Marketing, Event Planning
  - Independent Business Consultant since 2013
    - Invest Guam Business Conference 2014. Secured \$50,000 in sponsorships as Event Sales Executive. Assisted in the Marketing and Event Planning for the conference held at the Hyatt Regency Guam.
    - Kacific Broadband Satellites, Singapore (Telecommunications) 2014–Provided Consultation services for Kacific Executives, Michael Anthony (Singapore) and Jacques Samuel Proton (Australia), in Business Development activities during their visits to Guam. Visits were to gauge the possibility of establishing satellite broadband internet services to Guam and Saipan.
    - Capital Edge Consulting 2016-Provided Consultation services for Craig Stetson and Chase Kunk, CEC executives from Washington, D.C., to plan, sell and promote the Government Contracts Seminar in 2016 held at the Westin Resort Guam. Ongoing services to be provided as military contracts are awarded and CEC is establishing clients here on Guam and possibly an office.
    - Kids Yoga 2 2017– Assisted GWCC member, Razielle Mergel, in the development of her business website and Social Media Marketing.
    - Robbie San Nicolas (Client) Event Coordinator 2017– Wedding Event Coordinator services to include event day tasks and managing wedding services for December 2017 wedding.
- Education
  - Bachelor of Science Degree in Fashion Design and Merchandising from the University of Hawaii at Manoa, Honolulu, HI
  - Served as the Vice President of the Fashion Merchandising Association at UHM
- Family
  - Married to Noel M. Metra, Sales and Export Manager with Micronesian Brokers, Inc. (Division of J&G Enterprises) for 23 years
  - Two sons, Jonathan F. Metra (18 years old) and Nicholas F. Metra (15 years old)
  - Parents: Manuel C. Fortaleza (Civil Service, US Naval Supply Depot retiree, deceased) and Betty D. Fortaleza (Government of Guam, Department of Education Teacher/ Librarian, retiree) of Tamuning, Guam
- Community Service
  - St. Anthony Catholic School Advisory Board, Secretary (2005-2016)
  - St. Anthony Catholic School PTO President 2005 -2007
  - Guam Women's Masters Basketball Association – (2015) Volunteer Event Organizer
  - Aklan Association of Guam, Business Manager (2015 to present)
  - Guam Women's Chamber of Commerce, Fundraising Committee Member (2016 to present)
  - Guam Symphony Society, Board Member (2017 to present)
  - Nothing But Net Guam, Director of Marketing (2016-2017)
  - Guam Symphony Chorale, Singer 2000-2001 Season and Present 2017-2018 Season
  - John F. Kennedy High School Parent Teacher Student Association, Secretary 2017-2018

- Notable Achievements
  - St. Anthony Catholic School
    - Assisted in the planning/marketing/promotions for various 5Ks, Golf Tournaments, Endowment Brunches, and other Successful Fundraisers for the school
    - Event Organizer for Learn and Play with an NBA Champion with Sam Vincent Youth Basketball Clinics.
      - Sponsorships total \$23,000
      - Fundraising total \$11,000 for the school
    - Boys Basketball Team Parent Coordinator- Successfully planned and coordinated various fundraisers for the boys basketball team including Cocktail Mixers, Wine Tasting and Car Washes, Bake Sales, basketball tournaments and other events.
      - Fundraising totaled \$15,000 for team to travel to Manila and Las Vegas for a basketball tournament
  - Guam Women's Chamber of Commerce
    - Assisted in Golf Tournaments (2016 and 2017) in the planning and coordinating with the Planning Committee
  - Aklan Association of Guam
    - Event Organizer - Planned and executed 3 Kentos Fundraisers
    - Fundraising total for 2016 \$6,000
  - Guam Women's Masters Basketball Association
    - 94 Feet of Game Guam Basketball Clinics featuring Cleveland Cavaliers Assistant Coach, Phil Handy and NBA Players JR Smith, Cavaliers, and Gerald Green, Miami Heat/Boston Celtics.
    - Main Event Coordinator and Visionary in the Planning and Coordinating of the event which offered Basketball Clinics for Youths ages 8-17 years of age. Actively conducted solicitations for event sponsorship, marketing, promotions, and worked with community groups including the Non Communicable Diseases Consortium and the Mongmong-Toto-Maite Falcons Basketball Club
    - Successfully planned, coordinated, and executed Basketball Clinics and an Exhibition Game featuring the NBA players.
      - Sponsorships total \$30,000
      - Fundraising total \$18,000
  - Nothing But Net Guam
    - Summer Swish Camps 2017
    - Main Event Coordinator
    - Event Marketing/Promotions
    - Worked with Professional Players Anthony Bathalon (ABA), Lindsey Moore (WNBA) and Steve Castleberry (NBA) to conduct Youth Basketball Camps and Exhibition Game
    - Sponsorships \$10,000
  - Filipino Community of Guam
    - 2017 Gawad Uilirang Pilipino Nomination – Category: Sports
    - Award to give recognition to the outstanding Achievements of Filipino-Americans on Guam. Nominees and winners have made exemplary or outstanding contributions and achievements in their respective professions and community service endeavors.

How will you contribute to furthering the vision and mission of the Guam Women's Chamber of Commerce?

I would work on 3 specific goals:

- Develop a plan to increase membership by looking at ways to create an attractive benefits package including discounts at local businesses and other ways to market and promote the businesses of members. This would include an official GWCC membership card for each member. Benefits package can include a Social Media Marketing package of the organization's members.
- Create an outreach program for young female entrepreneurs to encourage owning a business and establishing strong financial management skills. High school and college girls can be participants.
- Working with other women's chambers of commerce world-wide to learn from them and develop our GWCC organization so that our members benefit from these partnerships.

#### **Current life quote**

"You can have all the dreams and goals in the world, but if you don't take action, that is all they will ever be." – Female Entrepreneur Association