



**TWENTY NINTH ANNUAL REPORT**

**OF THE**

**DIRECTOR OF BANKING**

**FOR CALENDAR YEAR**

**ENDING DECEMBER 31, 2016**

**Prepared by the Banking Staff  
DEPARTMENT OF COMMERCE**

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The Honorable Ralph DLG. Torres  
and  
The Honorable Members of the Legislature

I am pleased to present the 2016 Annual Report of the Director of Banking as required by 4 CMC Division 6 Section 6116.

This report contains 2016 balance sheets of all licensed banks, quarterly reports of banks, remittance companies and currency exchange dealers, and a directory of all of the Banking Section's licensees.

As we have mentioned in prior reports, the CNMI's Banking Code needs to be updated since it has remained relatively unchanged since 1992. We continue to appeal to the Legislature for their support in helping the department draft a comprehensive banking bill. With the assistance of a legal person, we hope to achieve this very urgent project.

During the year, the Department of Commerce together with the Legislature worked towards a workable legislation, addressing the concerns of the banking industry on the Dormant, Inactive and Unclaimed Funds. This piece of legislation repeals Public Law 17-69, and will be re-enacting as "The Escheat Act of 2013."

As a final note, in order to properly carry out the duties and responsibilities of the office as mandated by statute, the Department continues to request for the necessary funding to hire qualified examiners. The Office of the Director of Banking has yet to have adequate staffing to fully carry out the mandates of the banking code.

Olomwaay,

A handwritten signature in blue ink, appearing to read "Mark O. Rabauliman".

MARK O. RABAULIMAN  
Secretary of Commerce /  
Director of Banking

## 2016 DIRECTORY OF FINANCIAL INSTITUTIONS

### **BANK**

#### **1. Bank of Guam**

Saipan Branch  
P.O. Box 500678  
Saipan, MP 96950

VP/CNMI Regional Manager  
Telephone  
Location

Email: [marci.tomokane@bankofguam.com](mailto:marci.tomokane@bankofguam.com)

Ms. Marcie Tomokane  
236-2700  
Garapan, Afetnas  
Songsong(Rota), San Jose(Tinian)

Insurance  
Commencement  
Auditor

FDIC  
1980  
Squar Milner LLP

#### **2. Bank of Hawaii**

Saipan, Branch  
P.O. Box 500566  
Saipan, MP 96950

Vice President &  
Island Manager  
Telephone  
Location  
Email: [hobbs.lowson@boh.com](mailto:hobbs.lowson@boh.com)

Mr. Hobbs Lowson  
  
322-4200  
Garapan, Chalan Kanoa

Insurance  
Commencement  
Auditor

FDIC  
1968  
Ernst & Young

#### **3. Bank Pacific, Ltd.**

Saipan, Branch  
P.O. Box 503201  
Saipan, MP 96950

AVP/Saipan Branch Manager  
Telephone  
Location  
Email: [marvindg@bankpacific.com](mailto:marvindg@bankpacific.com)

Mr. Marvin Guerrero  
233-4752  
Garapan

Insurance  
Commencement  
Auditor

FDIC  
1990  
Deloitte Touche Tohmatsu

**4. Bank of Saipan**  
P.O. Box 500690  
Saipan, MP 96950

President/CEO  
Telephone  
Location

Email: jarroyo@bankofsaipan.com

Insurance  
Commencement  
Auditor

Mr. John Z. Arroyo  
235-6260  
Garapan, Chalan Kanoa  
San Jose(Tinian), Songsong(Rota)

Uninsured  
1981  
Grant Thornton LLP

**5. City Trust Bank**  
P.O. Box 501867  
Saipan, MP 96950

AVP/Acting Manager  
Telephone  
Location

Email: mljsaipan@gmail.com

Insurance  
Commencement  
Auditor

Ms. Maria Lourdes Johnson  
235-7701/4 235-7903/5  
Gualo Rai

Uninsured  
1981  
Lourdes S. Tiongson, CPA

**6. First Hawaiian Bank**  
Saipan Branch  
P.O. Box 500625  
Saipan, MP 96950

VP/Saipan Area Manager  
Telephone  
Location

Email: jlizama@fhb.com

Insurance  
Commencement  
Auditor

Mr. Juan SN. Lizama  
235-3090 234-6559  
Gualo Rai, Oleai

FDIC  
1996  
Price Waterhouse Coopers

**DEPOSIT AND LOAN TRENDS OF LICENSED CNMI FINANCIAL INSTITUTIONS  
SINCE 1985  
(IN MILLIONS)**

<u>Year</u>	<u>Number of Banks in Operation</u>	<u>Amount of Deposits</u>	<u>Increase/ (Decrease) in Deposits</u>	<u>Amount of Loans</u>	<u>Increase/ (Decrease) in Loans</u>
1985	7	112.5		59.9	
1986	7	124.3	12	65.1	5
1987	7	161.4	37	78.2	13
1988	7	223.1	62	88.0	10
1989	7	326.8	104	106.6	19
1990	7	473.0	146	121.5	15
1991	7	480.4	7	147.7	26
1992	7	429.5	(51)	160.6	13
1993	7	386.1	(43)	186.7	26
1994	7	411.2	25	200.2	14
1995	7	425.2	14	216.3	16
1996	8	463.0	38	280.2	64
1997	9	481.0	18	279.9	(0)
1998	9	522.8	42	304.7	25
1999	8	570.4	48	288.4	(16)
2000	8	595.7	25	325.0	37
2001	7	599.8	4	276.2	(49)
2002	6	549.3	(51)	253.1	(23)
2003	6	553.7	4	212.0	(41)
2004	6	559.7	6	203.8	(8)
2005	6	523.7	(36)	193.8	(10)
2006	6	518.1	(6)	180.8	(13)
2007	6	531.2	13	161.6	(19)
2008	6	450.6	(81)	141.2	(20)
2009	6	445.4	(5)	127.7	(14)
2010	6	454.5	9	117.0	(11)
2011	6	461.8	7	137.2	20
2012	6	512.3	50	142.7	6
2013	6	583.3	71	151.9	9
2014	6	632.9	50	164.8	13
2015	6	714.3	81	183.1	18
2016	6	867.8	154	199.7	17

**CONSOLIDATED FIGURES OF RETAIL BANKS**  
**FROM 2003 TO 2016**  
**(IN MILLIONS)**

	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
<b>DEPOSITS</b>														
Demand	157.8	177.6	178.3	143.0	156.8	135.6	144.4	174.1	171.2	198.1	227.5	259.1	334.6	411.1
Regular Savings	217.1	224.9	175.4	159.8	143.2	117.9	151.8	157.1	179.7	201.3	227.4	253.7	270.9	311
Time Certificates of Deposit	178.8	157.2	169.7	215.1	231.1	197.1	149.2	123.2	110.8	112.9	128.4	120.1	108.8	145.7
<b>TOTAL</b>	<b>553.7</b>	<b>559.7</b>	<b>523.4</b>	<b>517.9</b>	<b>531.1</b>	<b>450.6</b>	<b>445.4</b>	<b>454.4</b>	<b>461.7</b>	<b>512.3</b>	<b>583.3</b>	<b>632.9</b>	<b>714.3</b>	<b>867.8</b>
<b>LOANS</b>														
Consumer	67.2	82.7	81.6	74.1	65.3	56.1	50	44	45	52	64	81	104	125
Commercial	45.7	75.3	65.0	60.8	54.0	39.5	36.5	40	36	38	41	41	41	40
Real Estate	99.1	45.8	47.3	45.9	42.3	45.6	41.2	33	55	52	46	42	38	34
Non-Local														
Government Agencies	0.0	0.0	0.0	0.0	0.0									
<b>TOTAL</b>	<b>212.0</b>	<b>203.8</b>	<b>193.9</b>	<b>180.8</b>	<b>161.6</b>	<b>141.2</b>	<b>127.7</b>	<b>117.0</b>	<b>136.0</b>	<b>142.0</b>	<b>151.0</b>	<b>164.0</b>	<b>183.0</b>	<b>199.0</b>
Loan to Deposit Ratio	38.3%	36.4%	37.0%	34.9%	30.4%	31.3%	28.7%	25.7%	29.5%	27.7%	25.9%	25.9%	25.6%	22.9%
Interest paid on all deposit accounts	4.2	3.0	5.0	8.2	10.6	6.0	3.7	2.2	1.8	1.9	1.4	1.2	936	914
Interest received from loans	15.1	13.6	14.4	14.5	13.6	10.5	7.2	7.9	7.2	10.9	9.3	9.3	9.9	11.1

Note: Based on quarterly reports submitted to the Director of Banking.



**CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION OF ALL BANKS  
COMPARISON FROM 2003 - 2016**

(IN THOUSANDS)

ASSETS	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Cash & cash items in process of collection	8,932	8,108	11,099	11,303	10,102	8,696	9,242	7,680	9,054	10,253	9,564	11,332	11,303	12,561
Securities:														
a) U.S. Treasury	6,234	5,606	4,960	3,626	2,495	955	1,019	1,392	1,385	955	804	853	905	2,071
b) U.S. Government Agencies														
c) Other	1,239	448	492	291	490	1,448	1,132		4,706	6,337	6,900	12082	15,870	3,311
Balances with other banks	7,468	8,948	6,232	4,716	6,774	4,994	6,204	5,992	1,021	1,121	1,509	1939	3,747	14,911
Loans														
a) Government														
b) Commercial	99,049	75,281	64,972	60,801	53,972	45,643	41,186	40,037	36,142	38,034	41,231	41,402	40,795	40,411
c) Consumer	67,197	82,699	81,540	74,075	65,616	56,286	50,253	48,399	50,814	52,650	64,029	80,577	103,738	124,771
d) Real Estate	45,743	45,781	47,328	45,922	42,334	39,547	36,476	32,974	55,087	52,101	46,644	42,885	38,581	34,511
e) Other					(313)	(227)	(216)	(4,384)	(4,823)					
Premises and Equipment	5,310	4,815	4,417	4,949	4,690	4,425	4,163	3,742	3,575	3,437	3,199	3,084	3,782	3,511
Due from banks: Head Office or Branch	334,850	349,320	314,646	319,769	354,190	299,044	305,726	323,826	340,320	359,876	421,488	450,082	502,776	642,811
Other													420	411
Other Real Estate Owned	296	248	299	127	219	175	179	162	112	192	385	986	1,957	1,911
Provision for losses/unearned income	(5,744)	(4,728)	(3,560)	(3,197)	(2,684)	(2,585)	(2,617)	(2,651)	(2,351)	(7,168)	(7,072)	(6,566)	(2,912)	(4,222)
Other Assets	6,206	5,707	5,625	5,320	3,787	4,352	3,713	3,504	(24,536)	2,533	2,459	2,450	2,360	2,311
Total Assets	576,780	582,233	538,050	527,702	541,672	462,753	456,460	460,673	470,506	520,321	591,140	641,106	723,322	876,371
Interest received from borrowers	15,110	13,565	14,446	14,516	13,640	10,593	7208	7,898	7,261	10,929	9,369	9,335	9,945	11,011
LIABILITIES AND CAPITAL														
Deposits:														
a) Demand deposits-Gov't. & Agencies	15,201	21,861	15,386	18,092	26,660	19,534	20,093	25,030	32,165	37,032	39,132	45,914	40,992	64,211
b) Other	142,560	155,704	162,893	125,013	130,048	115,993	124,291	149,040	139,074	161,043	188,414	212,935	293,618	346,611
c) Regular savings-Gov't. & Agencies	20,632	34,353	35,196	45,199	32,844	13,460	13,616	16,399	18,996	21,427	26,251	28,265	36,430	55,711
d) Other	196,493	190,581	140,181	114,584	110,405	104,398	138,232	140,774	160,791	179,921	201,128	225,440	234,506	255,211
e) TCD-Gov't. & Agencies	54,665	34,868	39,375	34,709	37,392	49,508	35,390	25,003	20,237	30,554	31,950	41,326	32,582	63,211
f) Other	124,111	122,337	130,302	180,429	193,709	147,676	113,766	98,245	90,618	82,315	96,417	78,869	76,181	82,411
Cashier's checks, BEC & PMO		427	334	104	140	32	31	53	16	27	32	222	23	111
Due to other banks: Head Office or Branch	18,573	13,918	5,154			2,817	1756	1,970				17		
Other														
Liabilities on acceptances executed											158			
Accrued interest payable & other liabilities	2,413	1,371	2,623	3,290	3,687	2,464	2108	(2,781)	1,490	942	485	799	1,399	511
CAPITAL														
Capital stock	4,535	5,935	5,886	5,886	5,886	5,889	5,889	5,802	5,802	5,802	5,802	5,820	6,012	5,811
Treasury Stock	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)
Capital surplus	5,273	5,223	5,272	4,846	4,867	4,885	4,913	4,921	4,937	4,944	4,898	4,934	4,769	5,011
Undivided profits	(5,120)	(1,789)	(1,996)	(1,894)	(1,410)	(1,347)	(1,069)	(1,227)	(1,064)	(1,130)	(971)	(879)	(634)	(3,011)
Total capital	2,132	6,813	6,606	6,282	6,787	6,871	7,177	6,940	7,119	7,060	7,173	7,319	7,591	8,011
Total Liabilities and Capital	576,780	582,233	538,050	527,702	541,672	462,753	456,460	460,673	470,506	520,321	591,140	641,106	723,322	876,371
Convertible subordinated debts														
Interest paid to depositors	4,187	3,023	4,680	8,156	10,624	6,075	3,732	2,238	1,862	1,971	1,429	1,233	936	511

NOTE: BASED ON 4TH QUARTER REPORTS SUBMITTED TO THE DIRECTOR OF BANKING.



<b>2016 QUARTERLY REPORTS OF BANKS</b> <b>(IN THOUSANDS)</b>				
	1ST QTR	2ND QTR	3RD QTR	4TH QTR
<b>Deposits</b>				
Demand--Gov't & Agencies	43,485	59,843	60,290	64,241
Demand--Private	307,049	329,315	355,593	346,826
Total demand	350,534	389,158	415,883	411,067
Savings--Gov't & Agencies	40,398	46,900	50,452	55,773
Savings--Private	254,403	256,454	265,545	255,258
Total savings	294,801	303,354	315,997	311,031
TCD--Gov't & Agencies	38,901	36,711	60,568	63,208
TCD--Private	79,627	78,150	81,385	82,495
Total TCDs	118,528	114,861	141,953	145,703
Total Deposits	763,863	807,373	873,833	867,801
<b>Loans</b>				
Government		-	-	
Consumer	109,592	114,239	119,395	124,716
Real Estate	37,177	36,370	35,262	34,516
Commercial	39,611	41,039	39,414	40,434
Total Loans	186,380	191,648	194,071	199,666
Loan to deposit ratio	24.4%	23.7%	22.2%	23.0%
Interest income	3,131	5,835	8,346	11,069
Interest expense	233	454	676	914
<b>TOTAL ASSETS</b>	<b>773,363</b>	<b>816,112</b>	<b>882,652</b>	<b>876,374</b>

CONSOLIDATED REPORTS OF CONDITION STATE BANK BRANCHES DOING BUSINESS IN THE CNMI IN THOUSANDS												
ASSETS	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	
Cash and due from banks	5,456	5,273	6,714	6,459	8,321	6,618	5,424	6,727	7,107	7,769	9,194	
Loans												
a) Commercial	36,958	37,865	36,930	36,660	33,445	30,912	34,285	35,206	39,574	43,287	47,778	
b) Consumer	110,421	90,891	68,658	53,352	42,314	40,506	37,967	40,051	46,087	55,595	65,306	
c) Real Estate	34,516	38,581	42,871	46,615	52,040	55,015	32,890	36,379	39,439	42,205	45,726	
d) Government												
e) Other						(4,773)	(4,247)					
Total Loans	181,895	167,337	148,459	136,627	127,799	121,660	100,895	111,636	125,100	141,087	158,810	
Premises and equipment	3,051	3,243	2,828	2,875	3,096	3,184	3,431	3,819	4,135	4,327	4,545	
Other real estate owned	148	145	267	228								
Due from Head Office	642,818	502,776	450,082	421,488	359,876	340,320	323,826	305,726	299,044	354,190	319,769	
Provision for loan losses/Unearned discount	(2,680)	(2,032)	(5,001)	(5,431)	(5,222)	(300)	(323)	(668)	(699)	(610)	(653)	
Other assets	1,748	1,616	1,417	1,259	1,260	(25,823)	1,982	2,109	2,491	2,641	4,241	
Total Assets	826,980	678,358	604,766	563,505	495,130	445,659	435,235	429,349	437,178	509,404	495,906	
LIABILITIES												
Deposits												
Demand - Gov't. & Agencies	64,241	40,992	45,914	39,132	37,032	32,165	25,030	20,093	19,534	26,643	18,058	
Demand - Other	326,018	269,362	197,738	179,768	154,228	132,990	143,595	119,047	111,175	124,254	120,193	
Savings - Gov't. & Agencies	55,773	35,538	26,976	24,465	19,557	17,130	13,809	10,067	10,137	27,045	35,941	
Savings - Other	248,064	229,442	219,654	196,787	175,819	156,511	136,304	133,532	99,881	104,368	109,424	
TCD - Gov't. & Agencies	63,208	32,582	41,326	31,950	30,554	20,237	25,003	35,390	49,508	37,392	34,709	
TCD - Other	74,839	69,404	72,734	90,956	77,197	85,385	92,802	107,666	142,129	186,729	174,672	
Total Deposits	832,143	677,320	604,342	563,058	494,387	444,418	436,543	425,795	432,364	506,431	492,997	
Due to other Head Office/other banks			17					1,970	2,817			
Accrued interest payable & other liabilities	268	1,018	358	368	696	1,164	(3,460)	1,582	1,846	2,759	2,647	
Capital Stock												
Capital Surplus												
Undivided profits	25	20	49	79	47	77	182	216	151	214	262	
Total Liabilities & Stockholder's Equity	832,436	678,358	604,766	563,505	495,130	445,659	435,235	429,349	437,178	509,404	495,906	
Interest received from borrowers	10,295	9,262	8,662	8,678	10,258	6,544	7,151	6,397	9,762	12,613	13,499	
Interest paid to depositors	831	810	1,168	1,364	1,881	1,759	2,109	3,565	5,926	10,448	7,969	

Note: Based on 4th Quarter Reports submitted to the Director of Banking.



**CONSOLIDATED REPORTS OF CONDITION  
LICENSED CNMI CHARTERED BANKS  
(IN THOUSANDS)**

ASSETS	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006
Cash and due from banks	7,112	6,030	4,618	3,105	1,932	2,436	2,256	2,515	1,589	2,333	2,109
Securities:											
U.S. Treasury	2,025	905	853	804	955	1,365	1,392	1,019	955	2,495	3,626
U.S. Government Agencies											
Other	358	15,870	12,082	6,900	6,337	4,706		1,132	1,448	490	291
Balances with other banks	14,939	3,747	1,939	1,509	1,121	1,021	5,992	6,204	4,994	6,774	4,716
Loans											
a) Commercial	3,476	2,930	4,472	4,571	4,569	5,230	5,752	5,980	6,069	10,685	13,023
b) Consumer	14,295	12,847	11,919	10,677	10,336	10,308	10,432	10,202	10,199	10,021	8,769
c) Real Estate			14	29	61	72	84	97	108	129	196
d) Government											
e) Other	408	420				(50)	(137)	(216)	(227)	(313)	
Total Loans	18,179	16,197	16,405	15,277	14,986	15,560	16,131	16,063	16,149	20,522	21,988
Premises and equipment	497	539	256	324	341	391	311	344	290	363	404
Other real estate owned	1,761	1,812	719	157	192	112	162	179	175	219	127
Provision for loan losses/Unearned discount	(1,547)	(880)	(1,565)	(1,641)	(1,946)	(2,051)	(2,328)	(1,949)	(1,886)	(2,074)	(2,544)
Other assets	614	744	1,033	1,200	1,273	1,287	1,522	1,604	1,861	1,146	1,079
Total Assets	43,938	44,964	36,340	27,635	25,191	24,847	25,438	27,111	25,575	32,268	31,796
LIABILITIES											
Deposits											
Demand - Gov't. & Agencies											
Demand - Other	20,652	24,256	15,197	8,646	6,815	6,084	5,445	5,244	4,818	5,794	4,820
Savings - Gov't. & Agencies		892	1,289	1,786	1,870	1,866	2,590	3,549	3,323	5,799	9,258
Savings - Other	7,194	5,064	5,786	4,341	4,102	4,280	4,470	4,700	4,517	6,037	5,160
TCD - Gov't. & Agencies						5,233					
TCD - Other	7,656	6,777	6,135	5,461	5,118		5,443	6,100	5,547	6,980	5,757
Total Deposits	35,502	36,989	28,407	20,234	17,905	17,463	17,948	19,593	18,205	24,627	25,029
Cashier's checks, BEC & PMO	156	23	222	32	27	16	53	31	32	140	104
Accrued interest payable & other liabilities	296	381	441	275	246	326	679	526	618	928	643
Total Liabilities	35,954	37,393	29,070	20,541	18,178	17,805	18,680	20,150	18,855	25,655	25,776
Stockholders' equity											
Capital Stock	5,821	6,012	5,820	5,802	5,802	5,802	5,802	5,889	5,889	5,886	5,886
Capital Surplus	5,061	4,769	4,934	4,898	4,944	4,937	4,921	4,913	4,885	4,867	4,846
Treasury stock	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)	(2,556)
Undivided profits	(342)	(654)	(928)	(1,050)	(1,177)	(1,141)	(1,409)	(1,285)	(1,498)	(1,624)	(2,156)
Total liabilities and stockholders' equity	43,938	44,964	36,340	27,635	25,191	24,847	25,438	27,111	25,575	32,268	31,796
Interest received from borrowers	774	683	673	691	671	717	747	811	831	1,027	1,017
Interest paid to depositors	83	126	65	65	90	103	129	167	149	176	187

Note: Based on 4th Quarter Reports submitted to the Director of Banking.

**THE BANK OF SAIPAN, INC.**  
**Statements of Financial Condition**  
**December 31, 2016 and 2015**

	<b>2016</b>	<b>2015</b>
<b>ASSETS</b>		
Cash and due from banks	\$ 13,559,264	\$ 18,252,780
Interest-bearing deposits with banks	200,000	200,000
Securities held to maturity	1,803,798	680,518
Loans receivable, net	12,031,606	10,740,197
Accrued interest receivable	61,669	70,330
Prepaid expenses and other assets	356,471	446,649
Premises and equipment, net	445,117	476,514
Foreclosed real estate	7,501	7,501
	<u>\$ 28,465,426</u>	<u>\$ 30,874,489</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Liabilities:</b>		
Demand deposits	12,407,869	16,713,052
Savings deposits	5,750,228	4,683,754
Time deposits	4,596,034	4,066,777
Total deposits	<u>22,754,131</u>	<u>25,463,583</u>
Accrued interest payable	49,923	43,230
Accounts payable and other liabilities	95,236	155,072
Total liabilities	<u>22,899,290</u>	<u>25,661,885</u>
<b>Stockholders' equity:</b>		
Common stock, \$1 par value, 3,500,000 shares authorized, 2,507,589 shares issued and outstanding	2,509,589	2,509,589
Additional paid-in capital	6,077,262	6,077,262
Deficit	(464,650)	(818,182)
	<u>8,122,201</u>	<u>7,768,669</u>
Treasury stock, at cost (175,176 shares)	<u>2,556,065</u>	<u>2,556,065</u>
Total stockholders' equity	<u>5,566,136</u>	<u>5,212,604</u>
	<u>\$ 28,465,426</u>	<u>\$ 30,874,489</u>

Note: Based on audited financial figures.

**CITY TRUST BANK, INC.**  
**Statements of Financial Condition**  
**December 31, 2016 and 2015**

	<b>2016</b>	<b>2015</b>
<b><u>ASSETS</u></b>		
Cash and due from banks	\$ 3,612,961	\$ 3,446,962
Interest bearing deposits with banks	5,032,067	3,747,086
Restricted time certificates of deposit	224,989	224,976
Investment securities	2,153,393	2,173,159
Receivables:		
Loans, net	4,587,108	4,167,271
Interest	16,573	32,058
Properties and equipment, net	52,272	61,887
Prepaid expenses and other assets	15,571	26,988
Deferred tax asset	76,373	146,950
	<u>\$ 15,771,307</u>	<u>\$ 14,027,337</u>
<b><u>LIABILITIES AND STOCKHOLDERS' EQUITY</u></b>		
Liabilities		
Deposits		
Demand	\$ 8,399,683	\$ 7,542,331
Savings	4,504,047	3,982,616
Time certificates		
Total deposits	<u>12,903,730</u>	<u>11,524,947</u>
Accrued interest payable		
Accounts payable and other liabilities	172,542	183,854
Total liabilities	<u>13,076,272</u>	<u>11,708,801</u>
Stockholders' Equity		
Common stock, \$1 par value, 3,500,000 shares authorized	3,500,000	3,500,000
Retained earnings (accumulated deficit)	(617,177)	(993,676)
Treasury stock, at cost	(187,788)	(187,788)
Total stockholders' equity	<u>2,695,035</u>	<u>2,318,536</u>
	<u>\$ 15,771,307</u>	<u>\$ 14,027,337</u>

Note: Based on audited figures.

**Bank of Guam  
CNMI Branch  
Statements of Financial Condition  
December 31, 2016 and 2015  
(in thousands)**

	<u>2016</u>	<u>2015</u>
<b>Assets</b>		
Cash and due from banks	\$ 3,440,667	\$ 2,679,918
Loans, net of allowance for loan losses	74,381,195	71,974,744
Accrued interest receivable	214,680	243,436
Premises and equipment, net	2,847,172	3,002,154
Other assets	1,232,064	1,065,468
Due from Headquarters	237,683,506	156,235,255
<b>Total assets</b>	<u><u>\$ 319,799,284</u></u>	<u><u>\$ 235,200,975</u></u>
<b>Liabilities</b>		
Deposits		
Non-interest bearing	76,234,019	60,192,237
Interest bearing	<u>243,409,704</u>	<u>174,150,096</u>
<b>Total deposits</b>	319,643,723	234,342,333
Accrued interest payable	19,970	13,117
Other liabilities	135,591	845,525
Commitments and contingencies	-	-
<b>Total liabilities</b>	<u><u>\$ 319,799,284</u></u>	<u><u>\$ 235,200,975</u></u>

Note: Based on audited figures.



**Bank of Guam**  
**Consolidated Statements of Financial Condition**  
**December 31, 2016 and 2015**  
**(in thousands)**

	<b>2016</b>	<b>2015</b>
<b>Assets</b>		
Cash and due from banks	\$ 25,738	\$ 28,536
Interest-bearing deposits in other banks	151,313	72,663
Federal funds sold, net		
Investment securities	520,927	329,816
Loans	1,176,007	1,070,588
Less: allowance for loan losses	17,962	16,338
Net loans	1,158,045	1,054,250
Accrued interest receivable	4,758	4,098
Premises and equipment	17,825	17,876
Other assets	42,946	37,045
Total assets	<u>\$ 1,921,552</u>	<u>\$ 1,544,284</u>
<b>Liabilities and Shareholders' Equity</b>		
Deposits		
Non-interest bearing	\$ 469,451	\$ 413,662
Interest bearing	1,309,219	1,009,009
Total deposits	1,778,670	1,422,671
Accrued interest payable	122	113
Federal funds purchased		
FHLB advances		
Long-term borrowings		
Other liabilities	10,558	9,358
Total liabilities	1,789,350	1,432,142
Shareholders' Equity		
Capital stock \$.2083 par value; authorized 48,000 shares authorized; 9,300 and 9,273 shares issued and 9,268 and 9,241 shares outstanding at 12/31/16 and 12/31/15, respectively	1,938	1,933
Preferred stock \$100.00 par value; 300 shares authorized; 9.8 shares issued and outstanding at December 31, 2016	980	
Additional paid-in capital, Common stock	19,917	19,659
Additional paid-in capital, Preferred stock	8,803	
Retained earnings	104,626	94,823
Accumulated other comprehensive income	(3,772)	(3,983)
	132,492	112,432
Common stock in treasury, at cost (32 shares)	(290)	(290)
Total Shareholders' Equity	132,202	112,142
Total Liabilities and Shareholders' Equity	<u>\$ 1,921,552</u>	<u>\$ 1,544,284</u>

Note: Based on audited figures.

**Bank of Hawaii  
Saipan Branch  
Statements of Financial Condition  
December 31, 2016 and 2015  
(in thousands)**

	<u>2016</u>	<u>2015</u>
<b>Assets</b>		
Loans receivable:		
Commercial	\$ 179	\$ 199
Real Estate	1,197	1,420
Consumer	23,584	27,061
Unearned income		
Allowance for loan losses	(647)	(895)
Net loans receivable	<u>24,313</u>	<u>27,785</u>
Cash and non-interest bearing deposits	916	1,174
Accrued interest receivable	125	209
Other assets	180	226
Premises and equipment, net	736	120
Due from head office	169,799	144,694
Total assets	<u>\$ 196,069</u>	<u>\$ 174,208</u>
<b>Liabilities</b>		
Deposits		
Demand - non-interest bearing	101,478	89,528
Demand - interest bearing	29,694	24,877
Savings	56,787	53,463
Time	8,073	6,297
Total deposits	<u>196,032</u>	<u>174,165</u>
Accrued interest payable	5	7
Other liabilities	32	36
Total liabilities	<u>\$ 196,069</u>	<u>\$ 174,208</u>

Note: Based on audited figures.

**Bank of Hawaii Corporation and Subsidiaries**  
**Consolidated Statements of Financial Condition**  
**December 31, 2016 and 2015**  
(in thousands)

	<b>2016</b>	<b>2015</b>
<b>Assets</b>		
Interest-Bearing Deposits	\$ 3,187	\$ 4,130
Investment Securities	6,019,038	6,239,554
Funds Sold	707,343	592,892
Loans Held for Sale	62,499	4,808
Loans	8,949,785	7,878,985
Allowance for Loan and Lease Losses	(104,273)	(102,880)
Net Loans	<u>8,845,512</u>	<u>7,776,105</u>
<b>TOTAL EARNING ASSETS</b>	<u>15,637,579</u>	<u>14,617,489</u>
Cash and Non-Interest Bearing Deposits	169,077	158,699
Premises and Equipment	113,505	111,199
Customers' Acceptance Liability		
Accrued Interest Receivable	46,444	44,719
Foreclosed Real Estate	1,686	824
Mortgage Servicing Rights	23,663	23,002
Goodwill and Other Intangibles	31,517	31,517
Bank-Owned Life Insurance	274,188	268,175
Other Assets	<u>194,708</u>	<u>199,392</u>
<b>TOTAL ASSETS</b>	<u><u>16,492,367</u></u>	<u><u>15,455,016</u></u>
<b>Liabilities and Shareholders' Equity</b>		
Deposits	14,320,240	13,251,103
Securities Sold Under Agreements to Repurchase	523,378	628,857
Funds Purchased	9,616	7,333
Short-Term Borrowings		
Bank's Acceptances Outstanding		
Retirement Expense Payable	48,451	47,374
Accrued Interest Payable	5,334	5,032
Taxes Payable	21,674	17,737
Other Liabilities	134,199	135,534
Long-Term Debt	<u>267,938</u>	<u>245,786</u>
<b>TOTAL LIABILITIES</b>	<u>\$ 15,330,830</u>	<u>\$ 14,338,756</u>
<b>Shareholders' Equity</b>		
Common Stock	576	575
Capital Surplus	551,628	542,041
Accumulated Other Comprehensive Income	(33,906)	(23,557)
Retained Earnings	1,415,440	1,316,260
Deferred Stock Grants		
Treasury Stock	<u>(772,201)</u>	<u>(719,059)</u>
<b>TOTAL SHAREHOLDERS' EQUITY</b>	<u>1,161,537</u>	<u>1,116,260</u>
<b>TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY</b>	<u><u>\$ 16,492,367</u></u>	<u><u>\$ 15,455,016</u></u>

**First Hawaiian Bank, Saipan Branch**  
**Statements of Financial Condition**  
**December 31, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
<b>Assets</b>		
Cash and Due from Banks	\$ 945	\$ 1,281
Loans:		
Consumer	63,528	45,103
Commercial	6,910	9,374
Real Estate	<u>5,580</u>	<u>5,180</u>
	76,018	59,657
Less allowance for credit losses	<u>1,119</u>	<u>875</u>
Net loans	<u>74,899</u>	<u>58,782</u>
 Due from Head Office	 231,958	 201,528
Premises and Equipment, net	167	201
Accrued Interest Receivable	259	200
Other Assets	<u>19</u>	<u>12</u>
 Total Assets	 <u>\$ 308,247</u>	 <u>\$ 262,004</u>
<b>Liabilities</b>		
Deposits:		
Interest Bearing	160,874	144,492
Noninterest Bearing	<u>147,217</u>	<u>117,369</u>
Total Deposits	308,091	261,861
 Accrued Interest Payable	 101	 98
Other Liabilities	55	45
Commitments	<u>-</u>	<u>-</u>
Total Liabilities	<u>\$ 308,247</u>	<u>\$ 262,004</u>

Note: Based on audited figures.

**First Hawaiian Bank**  
**Consolidated Balance Sheets**  
**December 31, 2016 and 2015**  
(in thousands)

	<b>2016</b>	<b>2015</b>
<b>Assets</b>		
Cash and due from banks	\$ 253,827	\$ 290,096
Interest-bearing deposits in other banks	798,231	2,350,099
Federal funds sold and securities purchased under agreements to resell		
Investment securities	5,077,514	4,027,265
Loans and leases	11,520,378	10,722,030
Less allowance for credit losses	(135,494)	(135,484)
Net loans and leases	11,384,884	10,586,546
Net Intangible assets	1,012,301	1,016,927
Other Assets	1,135,072	1,065,989
Total assets	<u>\$ 19,661,829</u>	<u>\$ 19,336,922</u>
<b>Liabilities and Stockholders' Equity</b>		
Deposits		
Domestic		
Interest-bearing	10,801,915	10,730,095
Noninterest-bearing	5,992,617	5,331,829
Foreign	-	-
Total deposits	16,794,532	16,061,924
Federal funds purchased & securities sold under agreements to repurchase		
Short-term borrowings	9,151	216,151
Acceptance outstanding		
Other Liabilities	381,620	337,617
Long-term debt	41	48
Total liabilities	17,185,344	16,615,740
Stockholders' equity		
Total stockholders' equity	2,476,485	2,721,182
Total liabilities and stockholders' equity	<u>\$ 19,661,829</u>	<u>\$ 19,336,922</u>

Note: Based on Annual Report

**BANK PACIFIC, LTD.**  
**SAIPAN BRANCH**  
**Statements of Financial Condition**  
**June 30, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
<b><u>ASSETS</u></b>		
Cash and due from banks	\$ 119,514	\$ 115,085
Loans receivable, net	5,072,397	5,498,421
Accrued interest receivable	23,201	29,232
Premises and equipment	42,399	6,308
Foreclosed real estate, net	99,622	222,970
Other assets		
Due from other branches	<u>2,070,604</u>	<u>1,253,609</u>
	<u><u>\$ 7,427,737</u></u>	<u><u>\$ 7,125,625</u></u>
<b><u>LIABILITIES AND EQUITY</u></b>		
Deposits	\$ 7,346,578	\$ 7,023,844
Accrued expenses and other liabilities	13,292	18,099
Due to other branches		
Total liabilities	<u>7,359,870</u>	<u>7,041,943</u>
Home office equity	<u>67,867</u>	<u>83,682</u>
	<u><u>\$ 7,427,737</u></u>	<u><u>\$ 7,125,625</u></u>

Note: Based on audited figures.



**BANK PACIFIC, LTD.**  
**Consolidated Statements of Financial Condition**  
**June 30, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
<b><u>ASSETS</u></b>		
Cash and due from banks	\$ 18,156,981	\$ 11,020,105
Investment securities	2,345,980	2,396,901
Loans receivable, net	103,953,352	103,834,366
Accrued interest receivable	384,319	415,111
Premises and equipment	6,428,884	6,539,216
Real estate held for investment	155,289	321,638
Foreclosed real estate, net	248,264	418,585
Other assets	1,320,961	1,405,077
Deferred tax assets	56,915	
Prepaid Guam income taxes		
Guam income taxes		
	<u>\$ 133,050,945</u>	<u>\$ 126,350,999</u>
<b><u>LIABILITIES AND EQUITY</u></b>		
Deposits:	\$ 114,003,647	\$ 107,800,687
Borrowed funds		
Guam income taxes payable	306,689	364,936
Guam income taxes - deferred		1,130
Accrued expenses and other liabilities	3,029,020	2,746,230
Total liabilities	<u>117,339,356</u>	<u>110,912,983</u>
Stockholders' equity:		
Guarantee stock, \$1 par value, 1,000,000 shares authorized; 639,989 shares issued	639,989	639,989
Additional paid-in capital	525,254	525,254
Retained earnings	14,902,548	14,628,975
	<u>16,067,791</u>	<u>15,794,218</u>
Less treasury stock; 45,866 shares, at cost	356,202	356,202
Net stockholders' equity	<u>15,711,589</u>	<u>15,438,016</u>
	<u>\$ 133,050,945</u>	<u>\$ 126,350,999</u>

Note: Based on audited figures.

**DEPARTMENT OF COMMERCE  
2016 QUARTERLY REMITTANCE REPORTS**

COMPANY	1ST QTR	2ND QTR	3RD QTR	4TH QTR	TOTAL
APEX Remittance	418,502	419,270	361,371	408,125	1,607,268
LBC Mabuhay (Saipan), Inc.	4,741,771	5,174,820	5,332,470	5,798,287	21,047,348
PTI Pacifica Inc. dba PTI		no activity			-
RJCL Corporation dba PNB Forex	2,676,243	2,553,268	2,607,306	2,672,095	10,508,912
Rustan's Foreign Exchange	1,984,048	2,474,120	2,354,299	2,344,088	9,156,555
Western Union	6,442,530	6,693,290	7,369,041	8,261,849	28,766,710
Xiong Wai Company, Inc.	196,508	201,000	160,211	122,701	680,420
Yun's Corporation	336,947	314,502	254,810	346,753	1,253,012
Total	16,796,549	17,830,270	18,439,508	19,953,898	73,020,225

## 2016 DIRECTORY OF REMITTANCE COMPANIES

1. **Asia Pacific Express Remittance**  
PMB A16 P.O. Box 10001  
Saipan, MP 96950  
Telephone 235-5006/8  
Location Chalan Kanoa
2. **LBC Mabuhay (Saipan), Inc.**  
P.O. Box 501910  
Saipan, MP 96950  
Telephone 234-9013  
Location Chalan Laulau
3. **PTI Pacifica Inc. dba PTI**  
P.O. Box 500306  
Saipan, MP 96950  
Telephone 682-4784  
Location Chalan Laulau
4. **RJCL Corporation dba RNV Forex**  
P.O. Box 504974  
Saipan, MP 96950  
Telephone 235-8778/234-8774  
Location Garapan
5. **Rustan's LLC**  
P.O. Box 501720  
Saipan, MP 96950  
Telephone 235-5103  
Location Chalan Kanoa
6. **Insurance & Business Management dba MITA Travel**  
P.O. Box 501217  
Saipan, MP 96950  
Telephone 234-7888  
Location Garapan

7. **Xiong Wai Company, Inc.**  
P.O. Box 503078  
Saipan, MP 96950  
Telephone 233-2388  
Location Garapan
8. **Yun's Corporation dba San Jose Foreign Exchange & Remittance**  
P.O. Box 502651  
Saipan, MP 96950  
Telephone 235-8220  
Location San Jose

# 2016 REPORT OF FOREIGN CURRENCY EXCHANGE TRANSACTIONS

COMPANY	1ST QTR	2ND QTR	3RD QTR	4TH QTR	TOTAL
Asia Pacific Hotel, Inc. dba Fiesta Resort & Spa Saipan	56,473	52,651	19,769	40,649	169,542
Asia Pacific Hotel, Inc. dba Kanoa Resort	15,832	5,968	6,243	5,139	33,182
CNMI Currency Exchange, Inc.	47,671	10,088	no activity	no activity	57,759
DFS Saipan, Ltd.	30,912	27,871	27,031	19,851	105,665
Imperial Pacific International (CNMI), LLC	1,360,216	1,479,247	1,034,390	1,309,397	5,183,250
Interpacific Resorts (SPN) dba Pacific Islands Club	58,442	2,344	5,438	4,469	70,693
Ken Aqua Hotel & Resort, Inc.	10,613	12,670	8,774	8,687	40,744
Kwun Kee Company	13,517	13,750	14,027	19,172	60,466
Saipan Hotel Corporation dba Grandvrio Resort	18,960	19,594	14,400	17,440	70,394
Saipan Lau Lau Development, Inc. dba Lau Lau Golf	628	23	41	287	979
Saipan Portopia Hotel Corporation dba Hyatt Regency Saipan	39,536	42,809	19,878	45,710	147,933
Strategic Gaming Solutions, Inc.	6,900	1,483	1,495	398	10,276
Top Development Inc.	no activity	no activity	no activity	no activity	-
TRS Saipan, Inc. dba Prada	3,157	827	2,324	4,424	10,732
<b>TOTAL</b>					<b>5,961,615</b>

**2016 DIRECTORY OF FOREIGN EXCHANGE COMPANIES  
(BUYING AND SELLING ONLY)**

1.   **Asia Pacific Hotel dba Fiesta Resort & Spa**  
       P.O. Box 501029  
       Saipan, MP 96950  
       Telephone                                 234-6412  
       Location                                   Garapan
  
2.   **Asia Pacific Hotel dba Kanoa Resort**  
       P.O. Box 500369  
       Saipan, MP 96950  
       Telephone                                 234-6601  
       Location                                   Susupe
  
3.   **CNMI Currency Exchange, Inc.**  
       P.O. Box 500486  
       Saipan, MP 96950  
       Telephone                                 234-3318  
       Location                                   Saipan International Airport
  
4.   **DFS Limited**  
       P.O. Box 500528  
       Saipan, MP 96950  
       Telephone                                 234-6615  
       Location                                   Garapan
  
5.   **Imperial Pacific International (CNMI), LLC.**  
       PMB 915 P.O. Box 10001  
       Saipan, MP 96950  
       Telephone                                 233-9188  
       Location                                   Garapan
  
6.   **Inter Pacific Resort (Spn) Corporation dba Pacific Islands Club**  
       P.O. Box 502370  
       Saipan, MP 96950  
       Telephone                                 234-7973  
       Location                                   San Antonio



7.     **Ken Aqua Hotel & Resort, Inc.**  
P.O. Box 500009  
Saipan, MP 96950  
Telephone                                 322-1234  
Location                                   Achugao
  
8.     **Kwun Kee Company of Saipan, Inc. dba Saipan Exchange**  
PMB 308 Box 10000  
Saipan, MP 96950  
Telephone                                 234-1587  
Location                                   Garapan
  
9.     **Micronesia Resort Inc. dba Kensington Hotel**  
P.O. Box 5152 CHRB  
Saipan, MP 96950  
Telephone                                 322-3311  
Location                                   San Roque
  
10.    **Skrill USA, Inc.**  
61 Broadway, Suite 1603  
New York, NY 10006  
Telephone                                 (212) 968-7252  
Location                                   New York
  
11.    **Saipan Hotel Corporation dba Grandvrio Resort**  
P.O. Box 500338  
Saipan, MP. 96950  
Telephone                                 234-6495  
Location                                   Garapan
  
12.    **Saipan Laulau Development Inc. dba Laulau Golf Shop**  
PMB 1020 PPP P.O. Box 10000  
Saipan, MP 96950  
Telephone                                 236-8888  
Location                                   Kagman
  
13.    **Saipan Portopia Hotel Corporation dba Hyatt Regency Hotel**  
P.O. Box 5087 CHRB  
Saipan, MP 96950  
Telephone                                 234-1234  
Location                                   Garapan

14. **Strategic Gaming Solutions, Inc.**  
P.O Box 501280  
Saipan, MP 96950  
Telephone 235-4263/64  
Location Susupe
15. **Top Development, Inc.**  
PMB 39 Box 10001  
Saipan, MP 96950  
Telephone 235-6072/75  
Location Gualo Rai
16. **TRS Saipan**  
P.O. Box 500528  
Saipan, MP 96950  
Telephone 236-2548  
Location DFS Galleria Garapan

## 2016 DIRECTORY OF FINANCE COMPANIES

- 1. Bank of the Federated States of Micronesia**  
P.O. Box 98  
Kolonia, Pohnpei 96941

President	Bob De Courteney
Telephone	(691) 320-2724
Location	Pohnpei
- 2. Bridge Capital LLC**  
PMB 29 Box 10001  
Saipan, MP 96950

Chief Financial Officer	Ronnie Kimbrough
Telephone	323-0061
Location	Garapan
- 3. Car Financial Services Saipan, Inc.**  
PMB 576 PPP Box 10000  
Saipan, MP 96950

President	James Matsumoto
Telephone	235-6032
Location	Chalan Monsignor Guerrero Road
- 4. Century Finance Company, Ltd.**  
PMB 913 Box 10000  
Saipan, MP 96950

President	David M. Sablan
Telephone	234-0609
Location	Garapan
- 5. Champion Finance Company**  
P.O. Box 501969  
Saipan, MP 96950

President	
Telephone	
Location	

- 6. Ditech Financial LLC**  
345 St. Peter Street Mail Code L600  
St. Paul, MN 55102

President  
Telephone  
Location
- 7. The Financial & Insurance Service Group, Inc.**  
P.O. Box 501657  
Saipan, MP 96950

President Sheryl S. Blanco  
Telephone 234-5076  
Location Garapan
- 8. Friendly Finance Company, Inc.**  
P.O. Box 500486  
Saipan, MP 96950

President Peter Michael Tenorio  
Telephone 234-6676  
Location Gualo Rai
- 9. Isla Financial Service, Inc.**  
P.O. Box 503219  
Saipan, MP 96950

Manager Roman T. Palacios  
Telephone 235-5278  
Location Susupe
- 10. Marianas Realty Finance Corporation**  
P.O. Box 500576  
Saipan, MP 96950

President Darlene P. Macaranas  
Telephone 234-6445  
Location Susupe

**11. Pahiram, Incorporated**

P.O. Box 501657  
Saipan, MP 96950

President  
Telephone  
Location

Ramon V. DLGuerrero  
234-2138  
Fina Sisu

**12. Preferred Credit Inc.**

628 Roosevelt Rd, Suite #100  
St. Cloud, MN 56301

Vice President  
Telephone  
Location

Greg Windfeldt  
(320) 202-7000  
Minnesota

**13. Premiere Capital Investment LLC**

P.O. Box 500322  
Saipan, MP 96950

President  
Telephone  
Location

Wallace Roberto  
285-2713  
Garapan

**14. Residential Credit Solutions, Inc.**

4500 Mercantile Plaza Drive Suite 311  
Fort Worth, TX 76137

President  
Telephone  
Location

Dennis Stowe  
(817) 321-6057  
Texas

**2016**  
**BROKER DEALER OF SECURITIES**

1. Bancwest Investment Services, Inc.  
13505 California Street  
Omaha, NE 68145
2. GWFS Equities, Inc.  
8515 East Orchard Road 2T3  
Greenwood Village, Colorado 80111
3. Merrill Lynch, Pierce, Fenner & Smith Inc.  
4 World Financial Center  
New York, NY 10281
4. Money Concepts Capitol Corporation  
11440 North Jog Road  
Palm Beach Gardens, FL. 33418
5. Morgan Stanley Smith Barney LLC  
120 Father Duenas Avenue  
Capitol Plaza, Suite 104  
Hagatna, Guam 96910
6. Raymond James & Associates, Inc.  
880 Carillon Parkway St.  
Petersburg, Florida 33782



## **INVESTMENT ADVISERS**

1. Advised Assets Group, LLC  
8525 East Orchard Road, Ste. 2T3  
Greenwood Village, Colorado 80111
2. Money Concepts Capitol Corporation dba Money Concepts Advisory Service  
11440 North Jog Road  
Palm Beach Gardens, FL. 33418
3. Morgan Stanley Smith Barney LLC  
120 Father Duenas Ave.  
Capitol Plaza, Suite 104  
Hagatn, Guam 96910
4. Wilshire Associates Incorporated  
1299 Ocean Avenue, Suite 700  
Santa Monica, CA 90401
5. N. Oscar Miyashita  
Ste. 100 Ernst & Young Building  
Tamuning, Guam 96913
6. Alexandra LG. Taitano  
111 Chalan Santo Papa  
Hagatna, Guam 96910
7. Raymond James & Associates, Inc.  
880 Carillon Parkway  
St. Petersburg, Florida 33782

8. Maree Pelkey  
450 Route 8, Suite 300  
Maite, Guam 96910
9. Jason B. Miyashita  
450 Route 8, Suite 300  
Maite, Guam 96910
10. Cora Jean C. Lujan  
111 Chalan Santo Papa  
Hagatna, Guam 96910
11. Daniel A. Roland  
450 Route 8, Suite 300  
Maite, Guam 96910
12. Tiffany C. Walsh  
450 Route 8, Suite 300  
Maite, Guam 96910

## **AGENTS OF SECURITIES**

1. Aaron A. Sanchez  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910
2. David M. Beaver  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910
3. Jennifer Steffon  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910
4. Jessica L. Stout  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910
5. Judy S.Y. Chong Ng  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910
6. Lisa K. Yoshikawa  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
Maite, Guam 96910

7. Melissa V. Sablan  
Merrill Lynch Pierce Fenner & Smith  
FHB Building 400 Route 8, Suite 403  
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8. Robert J. Stoll  
Merrill Lynch Pierce Fenner & Smith  
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Maite, Guam 96910
10. Jason B. Miyashita  
Raymond James & Associates Inc.  
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Maite, Guam 96910
11. Alexander LG. Taitano  
111 Chalan Santo Papa  
Hagatna, Guam 96910
12. Daniel Rosenberger  
645 S. Marine Corps Drive  
Tamuning, Guam 96913

13. Maree Pelkey  
Raymond James & Associates Inc.  
450 Route 8, Suite 300  
Maite, Guam 96910

14. Tiffany Walsh  
Raymond James & Associates Inc.  
450 Route 8, Suite 300  
Maite, Guam 96910

15. Anthony Sholing  
400 Route 8,  
Mongmong, Guam 96910

## 2016 DIRECTORY OF PAWNBROKERS

1. **Adpia Communication Inc.**  
**Db a Pink House**  
Mailex 919 Box 10005  
Saipan, MP 96950

President  
Telephone  
Location

Sook Yoo  
235-4499  
Chalan Kanoa

2. **Alexander Inc.**  
**Db a Fast Cash Pawnshop**  
P.O. Box 503079  
Saipan, MP 96950

President  
Telephone  
Location

Roy E. Alexander  
235-5116  
San Jose

3. **Calma Corporation**  
**Db a GMTB Pawnshop**  
PMB 320 Box 10000  
Saipan, MP 96950

President  
Telephone  
Location

Jesus G. Calma Jr.  
235-7884  
San Vicente

4. **G.E.M. Corporation**  
**Db a Villaroyal Pawnshop**  
P.O. Box 504974  
Saipan, MP 96950

President  
Telephone  
Location

Ruel R. Villacrusis  
235-8778/8634  
DanDan/Koblerville

- 5. Homesmart Corporation**  
**Dbá Villaroyal Pawnshop & Jewelry**  
P.O. Box 504974  
Saipan, MP 96950

President  
Telephone  
Location

Ruel R. Villacrusis  
235-8778/8634  
Garapan/San Jose

- 6. SVC Investment Corporation**  
**Dbá Stephen REM Pawnshop**  
P.O. Box 506088  
Saipan, MP 96950

President  
Telephone  
Location

Rosemarie B. Frelish  
234-7736  
Chalan Kanoa

- 7. Titanium Corporation**  
**Dbá CGD Easy Cash Pawnshop**  
PMB 640 Box 10000  
Saipan, MP 96950

President  
Telephone  
Location

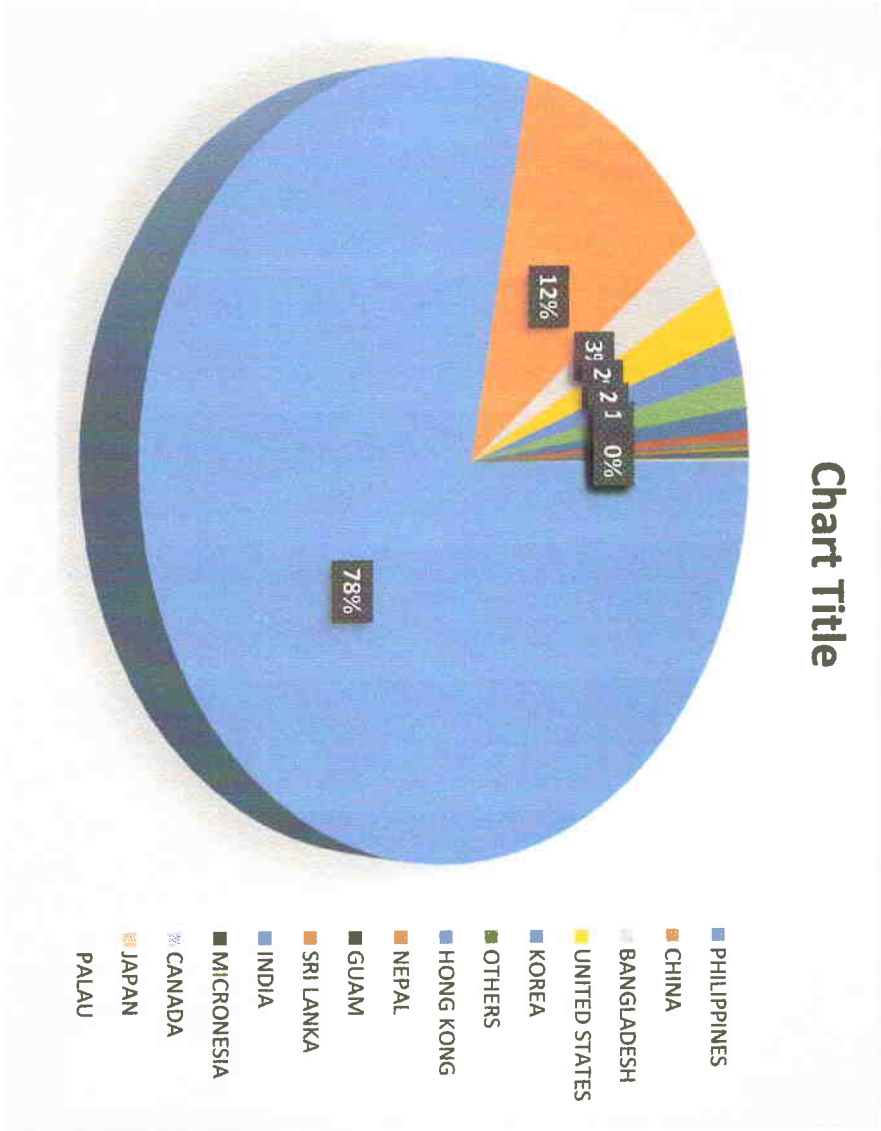
Carolynn D. Calma  
233-2275  
Garapan/Chalan Kanoa/San Jose

- 8. Wandervilla Corporation**  
**Dbá Villaroyal Pawnshop & Jewelelectronic**  
P.O. Box 504974  
Saipan, MP 96950

President  
Telephone  
Location

Ruel R. Villacrusis  
235-8878/8634  
Chalan Kanoa/Rota

2016 Remittances		
Country		
PHILIPPINES	\$ 57,006,170	78.07%
CHINA	\$ 8,418,675	11.53%
BANGLADESH	\$ 1,925,395	2.64%
UNITED STATES	\$ 1,691,852	2.32%
KOREA	\$ 1,268,305	1.74%
OTHERS	\$ 1,031,009	1.41%
HONG KONG	\$ 712,427	0.98%
NEPAL	\$ 337,059	0.46%
GUAM	\$ 165,271	0.23%
SRI LANKA	\$ 158,452	0.22%
INDIA	\$ 138,910	0.19%
MICRONESIA	\$ 67,997	0.09%
CANADA	\$ 45,602	0.06%
JAPAN	\$ 28,943	0.04%
PALAU	\$ 24,188	0.03%
	\$ 73,020,255	100.00%





## 5-Yr Comparative Illustration

