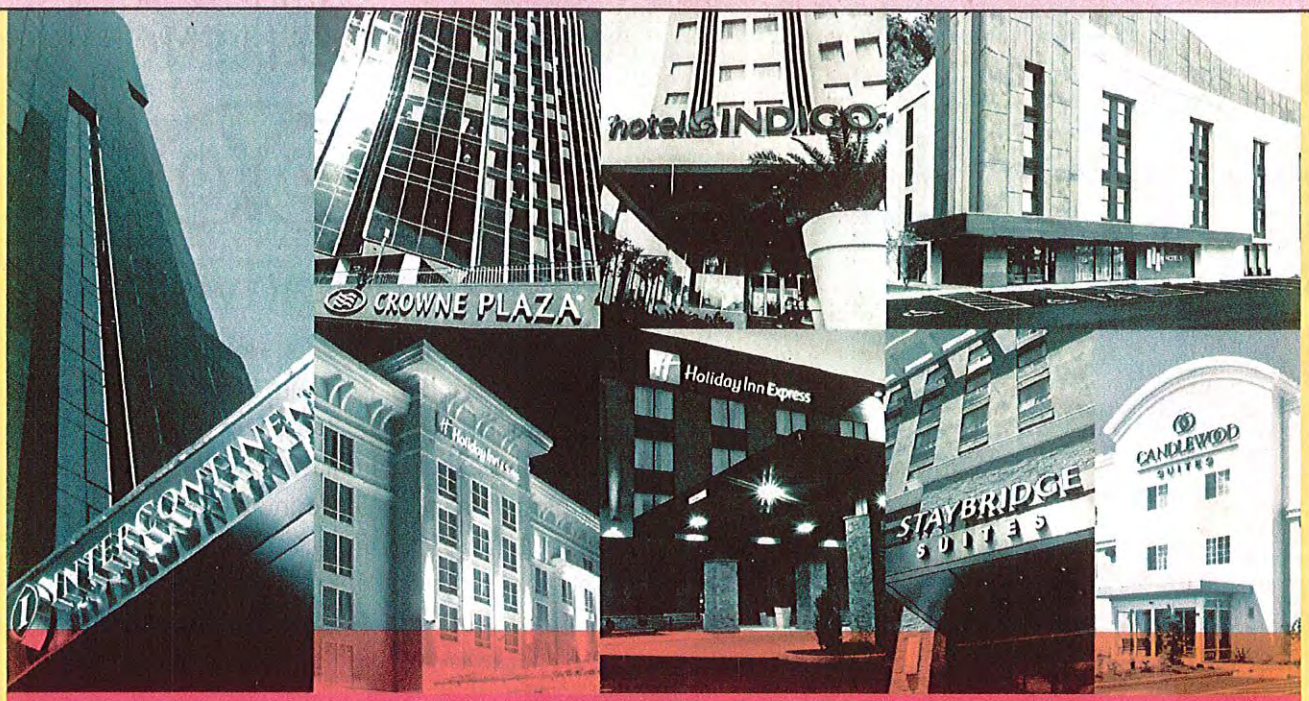
南加州台灣旅館業同業公會

年會特刊

42st Anniversary

JUNE 2017

42ND ANNUAL CONVENTION 四十二週年慶 Issue Number 152



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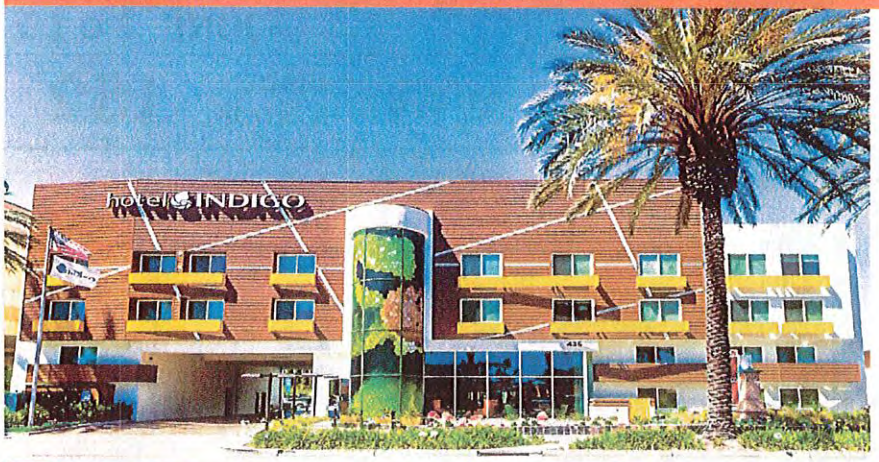
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龍虎風雲榜

	會長	理事長	會務顧問	
第一屆	蔡金裕 / King Chai			1974-1976
第二-五屆	王桂榮 / Ken John Wang			1976-1980
第六屆	陳哲夫 / Jeff Chen			1980-1981
第七屆	范宗陣 / John Fan			1981-1982
第八屆	丁昭昇 / Charles Ting			1982-1983
第九屆	劉丁榮 / Ting Liu			1983-1984
第十-十一屆	楊茂生 / Maoson Young			1984-1986
第十二-十三屆	黃三榮 / San John Hung			1986-1988
第十四屆	李木通 / Tom Lee			1988-1989
第十五-十六屆	方俊雄 / Grover Fang			1989-1991
第十七-十八屆	顏樹洋 / Rosano Yan			1991-1993
第十九-二十屆	廖聰明 / Tom Liaw			1993-1995
第二十一屆	陳正吉 / Cheng-Chi Chen			1995-1996
第二十二屆	陸和源 / George Lu			1996-1997
第二十三-二十四屆	盧景林 / Robert C. lu			1997-1999
第二十五-二十六屆	邱垂煌 / Chris Chiu			1999-2001
第二十七-二十八屆	許清松 / Stephen Hsu	邱垂煌		2001-2003
第二十九-三十屆	林宣昭 / Herman Lin	邱垂煌	許清松	2003-2005
第三十一-三十二屆	范約瑟 / Joseph Fan	林宣昭 許清松	邱垂煌、許清松 林宣昭、盧景林	2005-2007
第三十三屆-三十四屆	汪俊宇 / Gerald Wang	范約瑟 盧景林	邱垂煌、許清松 林宣昭、范約瑟	2007-2009
第三十五屆-三十六屆	鄧永征 / Nicolas Teng	汪俊宇 范約瑟	邱垂煌、許清松 林宣昭、范約瑟 汪俊宇	2009-2011
第三十七屆-三十九屆	汪蔚興 / Wilson Wang	許清松 林宣昭 范約瑟	邱垂煌、許清松 林宣昭、范約瑟 汪俊宇、鄧永征	2011-2014
第四十屆-四十二屆	王政煌 / Michael Wang	汪蔚興	邱垂煌、許清松 林宣昭、范約瑟 汪俊宇、鄧永征、汪蔚興	2014-2017
第四十三屆	李德揚 / Terry Lee	王政煌	邱垂煌、許清松 林宣昭、范約瑟、汪俊宇 鄧永征、汪蔚興、王政煌	2017-2018

A message from President



會長 王政煌

Michael Wang, President of THMASC

It is my honor to serve as president of Taiwan Hotel Association of Southern California (THMASC) for the third consecutive year. I like to thank all the members, vendors, and the media for their loyal support of our association. I especially like to thank our board of directors for their sacrifice and hard work to make our 42nd-term a very successful year. I also like to recognize IHG for being our Platinum sponsor all these years.

The 42nd-term year (July 1 - June 30), is one of our busiest and most meaningful years. Here are the highlights:

• Our Taiwan Internship program (July - Aug 2016) was the 2nd time we hosted students from Taiwan's university. Seven interns participated in a two-months hospitality and leadership training in our selected member hotels.

• THMASC is connecting with mainstream hospitality. For the past two years, we participated and was a major sponsor for California Lodging Industry Association (CLIA) Lodging Expo! We are now affiliated with 400 new members, and will be working on partnership and sharing resources to benefit our members.

• In November we organized a member appreciation dinner party at the beautiful Westin Bonaventure Hotel hosted by the owner of the hotel. I loved the intimacy of this dinner party. We also had many new members joined our association.

• Our tradition, Chinese New Year party, was held this year at The Atrium Hotel. What made this year special was the special entertainment and recognition and honoring of our new members as our family of hospitality professionals.

• In February, we organized a hotel investment seminar and invited top industry experts to speak on investment strategies and opportunities in the current and future economic conditions. We also had one of our member attorneys speak and provide training on ICE (immigration customs enforcement). We informed and urged our members and participants on being more pro-active on making sure they abide to all the immigration regulations for their employees.

• This past April, we hosted a golf charity to benefit underprivileged kids in Eastern Taiwan. This was one of my favorite events of the year. Our chairman for the golf tournament, Benson Liao, who is also our VP on the board, did a tremendous job organizing this event to benefit Alliance Cultural Foundation.

It is such a privilege for me to serve my last term as your president of THMASC. Having been on the board for almost 20 years, I can honest say that I have made lifelong friendships with our board of directors and members of our association. I look forward to working with and supporting our new 43rd-term president-elect, Terry Lee, who has served on our board for over 20 years. Terry has a tremendous wealth of experience in the hospitality industry and will be our new president of THMASC effective July 1, 2017.

Best To You All,

Michael C. Wang
President
THMASC

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42nd Anniversary

第152期 2017 年 6 月出刊

Our Team

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召集人： 陳柏睿

執行編輯： 柯欣侑、陳少敏

編輯委員： 汪蔚興、邱垂煌、許清松、林宣昭、范約瑟、汪俊宇、鄧永征
徐明豐、廖彬淳、呂世豪、李德揚、施吾樺、鄭春暉、劉明岳
郭學仁、陳和仁、陳大偉、張端心、王得全、林世隆

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南加州臺灣旅館業同業公會第四十二週年年會紀念

表率僑群

蔡英文



中華民國一〇六年五月

英文 用箋

南加州臺灣旅館業同業公會第四十二週年年會紀念

與時俱進

陳建仁

中華民國一〇六年五月

建仁 用箋

南加州臺灣旅館業同業公會創會40週年

崇德廣業

協力共榮

僑務委員會

委員長 吳新興 敬題

南加州臺灣旅館業同業公會第42屆年會年刊誌慶

駿業宏開
川流不息

中華民國
外交部部長 李大維 敬賀

南加州臺灣旅館業同業公會
第四十二屆年會發行年刊紀念

興隆旅譽

交通部觀光局局長　周永暉

敬賀

長官賀詞

HOUSE OF REPRESENTATIVES
WASHINGTON, D.C. 20515

EDWARD R. ROYCE

June 7, 2017

Dear Friends:

It is my pleasure to welcome you to the 42nd Annual Convention for the Taiwan Hotel and Motel Association of Southern California. Please accept my best wishes for an enjoyable evening.

Knowing that the Taiwan Hotel and Motel Association has been instrumental in the development of a large network of Taiwanese and American businesses, I applaud your achievements in promoting economic partnerships and serving as a nexus in Southern California's economy and society. Your efforts to empower, engage, and elevate those in the hospitality industry should be acknowledged.

I would like to thank everyone who helped organize this event, as well as all of its participants. This is a proud moment, and I look forward to your continued leadership in the years to come.

Sincerely,

Ed Royce

Edward R. Royce
Member of Congress
Chairman, House Foreign Affairs Committee



南加州台灣旅館業同業公會創會第四十二周年年會誌賀

駿業鴻圖
回饋鄉梓

駐洛杉磯臺北經濟文化辦事處處長 夏季昌 敬賀

中華民國一〇六年六月十一日

南加州臺灣旅館業同業公會創會四十二週年暨北美洲
臺灣旅館公會聯合總會創會十二週年年會特刊紀念

造福同僑

僑務委員會美國地區業務總協調
暨洛杉磯華僑文教服務中心主任
翁桂堂

中華民國一〇六年六月十一日

Taiwan Hotel & Motel Association Of Greater Houston
美南台灣旅館公會

慶祝南加州台灣旅館同業公會創會第四十二週年

推進跨越發展
构築強企之路

美南旅館同業公會
會長 周雲 敬題

姐妹會—南加州台灣旅館業同業公會
第四十二屆年會誌慶

新猷展佈
嘉惠同業

高雄市旅館商業同業公會
理事長 劉坤福暨全體理監事 劉坤福 敬賀

姐妹會－南加州台灣旅館業同業公會
創會第四十二週年大會誌慶

優質服務績效顯著
卓越領導好評如潮

臺北市旅館商業同業公會
理事長 邱樂芬暨全體理監事 敬賀

賀

恭賀

本會前理事長 林宣昭先生

榮獲 **2016** 台商之光 磐石獎

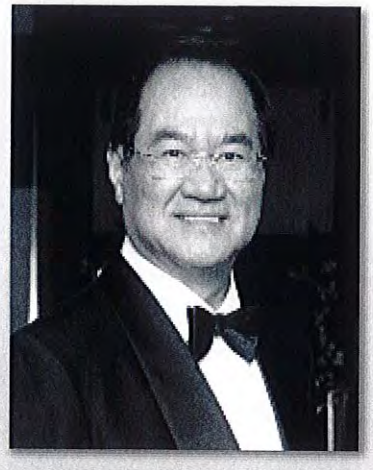




恭賀

本會前理事長 許清松先生

榮任 **2017** 加州洛杉磯台美商會 會長



南加州台灣旅館同業公會 全體理事 敬賀

南加州台灣旅館業同業公會 第四十二屆理事名單

Chairman	理事長	汪蔚興	Mr. Wilson Wang 1901 Main St Suite #175 Irvine, Ca 92614 (0)949-622-3402 Wilson@atlashospitality.com
President	會長	王政煌	Mr. Michael Wang 5325 E.Pacific Coast Hwy,Long Beach, Ca 90804 (O)562-597-3285 (F)562-498-7167 mwang@venquest.com
Consultant	會務顧問	邱垂煌	Mr.Chris Chou 2 Orchard ,Lake Forest,Ca 92630 (O)949-273-5858 ,(F)949-273-5898 chiulaxst@yahoo.com
Consultant	會務顧問	許清松	Mr.Stephen Hsu 515 West Katella Ave,Anaheim, Ca 92802 (O)714-991-6868 , (F)714-817-8588 stephen@ramada-anaheim.com
Consultant	會務顧問	林宣昭	Mr.Herman Lin 9335 KearnyMesa Rd. San Deigo ,Ca 92126 (O)858-695-2300 , (F)858-578-7925 herman.lin@yahoo.com
Consultant	會務顧問	范約瑟	Mr.Joseph Fan 21725 E. Gatway Center Dr,Diamond Bar,Ca 91765 (O)909-860-6255 ,(F)909-612-5730
Consultant	會務顧問	汪俊宇	Mr.Gerald Wang 1455 Monterey Pass Rd, #201, Monterey Park Ca (O)323-887-9235, (F)626-446-4068 gwang@vicinn7.com
Consultant	會務顧問	鄧永征	Mr.Nicolas Teng 3344 State St,Santa Barbara,Ca 93105 (O)805-569-9788 (F)805-687-7116 nickteng@msn.com
Vice Persident	副會長	徐明豐	Mr.Peter Zen 404 Figueroa St Los Angeles, Ca 90071 (O)213-624-1000
Vice Persident	副會長	廖彬淳	Mr.Benson Liao 17506 Colima Road, Suite#200,Rowland Heights, Ca (O)626-912-0688, (F)626-912-6565
Vice Persident	副會長	呂世豪	Mr.Harry Leu 18812 Ashley Pl, Rowland Heights,Ca 91748 (O)626-820-1099, (F)626-820-1399
Vice Persident	副會長	陳伯睿	Mr.Kevin Chen 915 S. Disneyland Dr,Anaheim ,Ca 92801 (O)714-778-0350, (F)714-778-3878 Kchen@super8motel.net
Auditor	稽核	李德揚	Mr.Terry Lee 345 Figueroa St,Suite#100,Los Angeles,Ca 90071 (O)213-680-8811, (F)213-680-9134 terry@apccusa.com
Financial	財務長	施吾樺	Mr.William Sze 13200 Crossroads Pkwy N. #260 City Of Industry,Ca
Director	理事	鄭春暉	Mr.Peter Cheng 1538 E.Lincoln Ave,Anaheim, CA 92805 (O)714-635-6888
Director	理事	劉明岳	Mr.Ben Liu 788 Huntington Dr.Monrovia, Ca 91016 (O)626-358-8984, (F)626-301-0657
Director	理事	郭學仁	Mr.Simon Kuo 26328 Oso Parkway,Mission Viejo,Ca 92691 (O)949-582-7100, (F)949-367-7696 Simonkuo9@yahoo.com
Director	理事	陳和仁	Mr.Andy Chen 7 Hutton Center Dr,Santa Ana Ca 92707 (O)714-751-2400 Andy@dtcluborangeco.com
Director	理事	陳大偉	Mr.Derick Chen 611 S. Westlake Ave,Los Angeles, Ca 90057 (O)213-483-6262
Director	理事	張端心	Ms.Annie Chang 25205 La Paz Road, Laguna Hills Ca 92653 (O)949-586-5000, (F)949-457-0610 achang416@gmail.com
Director	理事	王得全	Mr.Tony Wang 7555 Beach Blvd ,Buena Park,Ca 90620
Director	理事	陳少敏	Eric Chen (O)714-624-2724 ,
Director	理事	林世隆	Teddy Lin 9335 KearnyMesa Rd. San Deigo ,Ca 92126 (O)858-695-2300 , (F)858-578-7925 herman.lin@yahoo.com
Secretary	總幹事	柯欣侑	Anita Ko 1045 E.Valley Blvd #A212, San Gabriel ,Ca 91776 (O)626-280-2207, (F)626-280-2243 thmasc1688@gmail.com

美南台灣旅館業同業公會　第二十五屆理事名單

榮譽理事長	陳美芬	Mei-Fen Chen	950 Ivy Parkway Drive Houston TX 77077
理事長	嚴杰	Roger Yen	4410 Cedar RidgeHouston, TX 77059
會長	周 雲	Judy Wang	15919 East Fway. Channelview, TX 77530
理事	李昭寬	C.K. Lee	6901 Corporate DriveHouston, TX 77036
理事	許文忠	Steve Hsu	6855 W. Sam Houston Parkway S.Houston, TX 77072
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理事	葉宏志	William Yeh	5707 Green Ash Houston, TX 77081
理事	陳清亮	Chin Liang Chen	950 Ivy Parkway Drive Houston TX 77077
理事	葉德雲	Daniel Yeh	8880 Bellaire Blvd., #H Houston, TX77036
理事	陳詩章	Sam Chen	807 Skimmer Ct., Sugar Land, TX 77478
理事	李桂玲	Quiling Li	900 West Highway 332 Clute, TX 77531
理事	張榮森	John Chang	4703 N. Main Street Houston, TX 77009
理事	雷玉華	Cianna Hsieh	2107 Hwy 36 South Sealy, TX 77414
理事	黎淑瑛	Sue Hsu	6855 W. Sam Houston Parkway S. Houston, TX 77072
理事	賴李迎霞	Ying Lai	5800 Ranchester Dr. #200 Houston, TX 77036
理事	宋秉穎	Amy Sung	6918 Corporate Dr., Suite A-7 Houston, TX 77036
理事	蔡維妮	Winnie Tsai	4306 Westshore Missouri City, TX 77459

台北市旅館商業同業公會第14屆理監事名單

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常務理事	劉季強	台北商旅慶城館
常務理事	陳月娥	力歐時尚旅館
常務理事	蘇玉盆	大順大飯店
常務理事	李志漢	宏都金殿大飯店
常務理事	陳尚志	統一大飯店
常務理事	葉國顯	天津飯店
理事	張家豪	金來商旅
理事	郭碧琴	儷園飯店
理事	張惠美	小雅旅店
理事	王冠富	帥客大飯店
理事	林瑞麟	友華賓館(貝斯特)
理事	林紹賢	金帥商旅
理事	盧清芳	愛芝園旅館
理事	丁昌發	內江賓館
理事	賴雅莉	姿美飯店
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理事	周水美	水美溫泉會館
理事	黃鈞	八方美學商旅
理事	高士鈞	長富時尚旅館
理事	湯吉生	璽愛旅店
理事	高英然	上賓大飯店
理事	陳淑媛	水紗蓮大飯店
理事	曾美絹	台北馥華商旅
理事	彭火興	城美大飯店
常務監事	蔡吉昌	大欣大飯店
監事	呂文華	多郎明哥旅館
監事	潘蔡盈盈	惠安賓館
監事	周健章	忠信旅社
監事	李正熙	東鑫商務旅館
監事	陳釗淮	台北綠蒂(盟城大飯店)
監事	趙敏壽	家賓大旅社
顧問	林溫豐	
顧問	黃修全	
總 幹 事	呂季珍	
幹事	林政佑	
秘書	張群麗	

高雄市旅館商業同業公會第一屆理監事名冊

職　　稱	姓　　名	飯 店 名 稱	地址	電　　話
理事長	劉坤福	御宿集團旅館連鎖	新興區六合路183號8樓	224-0022
副理事長	蔡宗基	永傑旅館	大寮區仁愛路126號	701-2021
副理事長	周文彬	文賓大飯店	鹽埕區大勇路22號	561-2346
常務理事	翁耀銘	熱海別舘	鼓山區中華一路113號	553-0088
常務理事	柯振豐	萬美大旅社	左營區左營大路14-9號	582-5888
常務理事	杜桂舟	維多利亞大飯店	三民區安寧街454號	323-1031
常務理事	鍾新富	花鄉旅舘	左營區文智路95號	347-0111
常務理事	紀玉蓮	美麗四季汽車旅舘	前鎮區一心一路203巷26號	752-7699
常務理事	蔡永興	香堤時尚旅館	橋頭區鐵道北路33號	611-7166
理事	黃麗芬	安迪旅館	大寮區周廣街5號	788-2933
理事	葉富三	亞歌旅舘	前金區明星街155號	286-2933
理事	謝德昌	帝王別舘	前金區中華三路17號	231-6170
理事	劉志欽	米堤戀館	左營區重和路77號	342-3377
理事	張簡憲弘	志弘大旅社	林園區康樂街5號	643-2045
理事	黃建彰	名貴大飯店	苓雅區三多一路146號	715-1470
理事	黃穎群	檳城汽車旅館	前鎮區樹人路126號	831-2250
理事	莊茂進	西子灣汽車旅館	鳳山區和平路36號	748-2220
理事	廖財寶	香格里拉旅舘	三民區建國二路208號	235-6007
理事	李柏熙	信宗大飯店	三民區建國三路487號	215-9155
理事	王燕君	薇風情汽車旅館	三民區自由一路179號	322-6684
理事	王俊典	義大天悅飯店	大樹區義大八街100號	656-8000
理事	蕭興勇	麗登精品旅館	鳳山區保安一街3號	796-3999
理事	陳登昆	福泰桔子商旅	新興區六合一路92號	239-2222
理事	黃美容	黑鮪魚大飯店	新興區八德二路10號	286-3011
理事	鍾兆淵	金銀島汽車旅館	仁武區大豐街51號	372-3200
理事	簡麗花	高雄漢王洲際飯店	鹽埕區七賢三路98號	531-3131
理事	鍾兆鑫	花鄉商務汽車旅舘巨蛋店	左營區正心街86號	556-1166
監事會召集人	鄭偉民	林森大飯店	苓雅區林森二路84-2號	333-5191
常務監事	吳朝祥	春天藝術飯店	鳳山區五甲一路364號	763-1037
常務監事	王萬定	河堤國際商旅	小港區宏平路447號	803-8881
監事	楊政城	鳥巢旅舘	前金區七賢二路165號	285-3270
監事	許劉秀鉛	克來旅館	鳳山區五甲一路130號	746-9694
監事	剪祝平	麗池汽車旅館	左營區重義路11號	345-9677
監事	溫同昌	小港汽車商務旅舘	小港區宏平路579號	803-5566
監事	李茂林	光華大旅社	岡山區嘉新西路79號	621-7635
監事	鍾兆奇	金銀島旅館新富店	鳳山區大明路223號	763-8933

馮聖明



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19. 化療、器官移殖免費。
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2017 第四十二屆新春晚會

02/04/2017











2017 第四十二屆新春晚會

02/04/2017











2017 第四十二屆座談研習會

03/01/2017











2016 海外學子歡迎晚宴

07/20/2016











2016 海外學子歡迎晚宴

07/20/2016







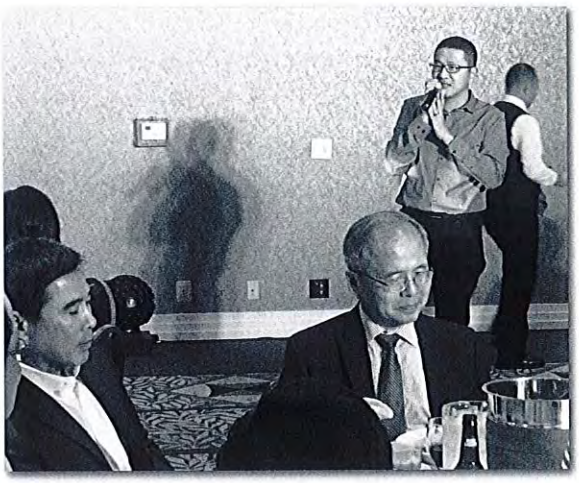


2016 海外學子實習結業典禮晚會

08/11/2016











2016 海外學子實習結業典禮晚會

08/11/2016











2016 年會報導

06/05/2016













2016 年會報導

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2016 年會報導

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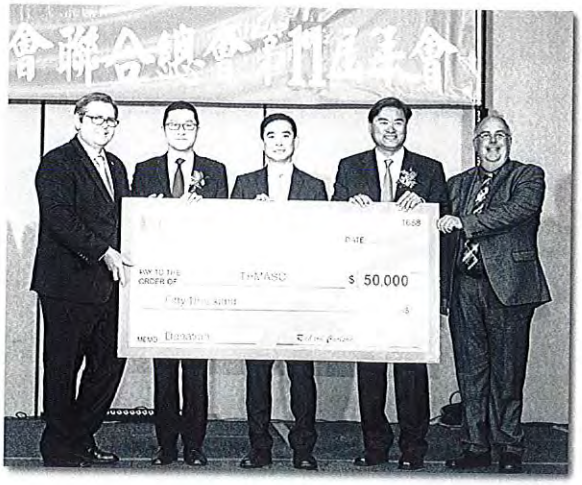




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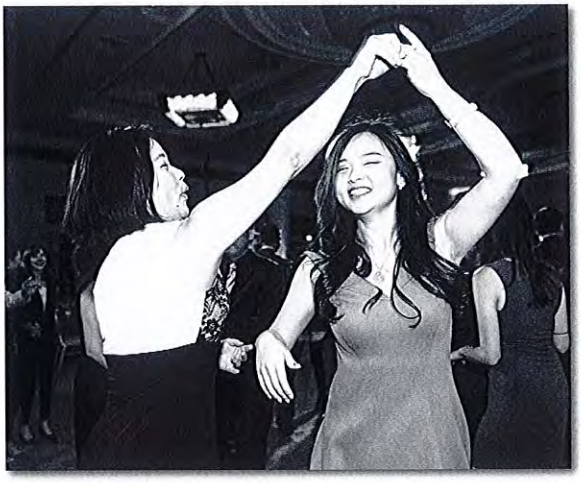












2016 年會報導

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2017 慈善高爾夫球賽

04/19/2017













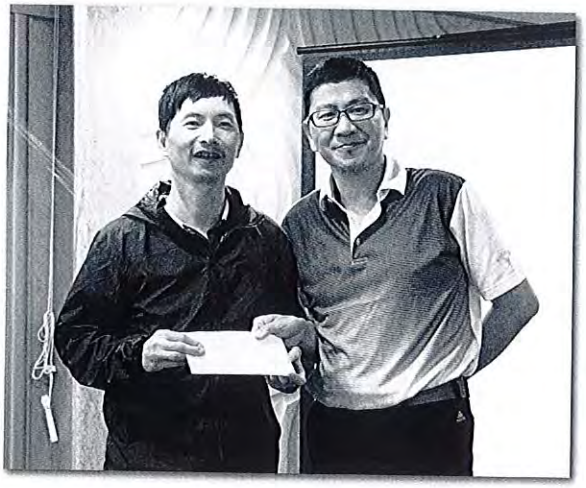
2017 慈善高爾夫球賽

04/19/2017











2017 慈善高爾夫球賽

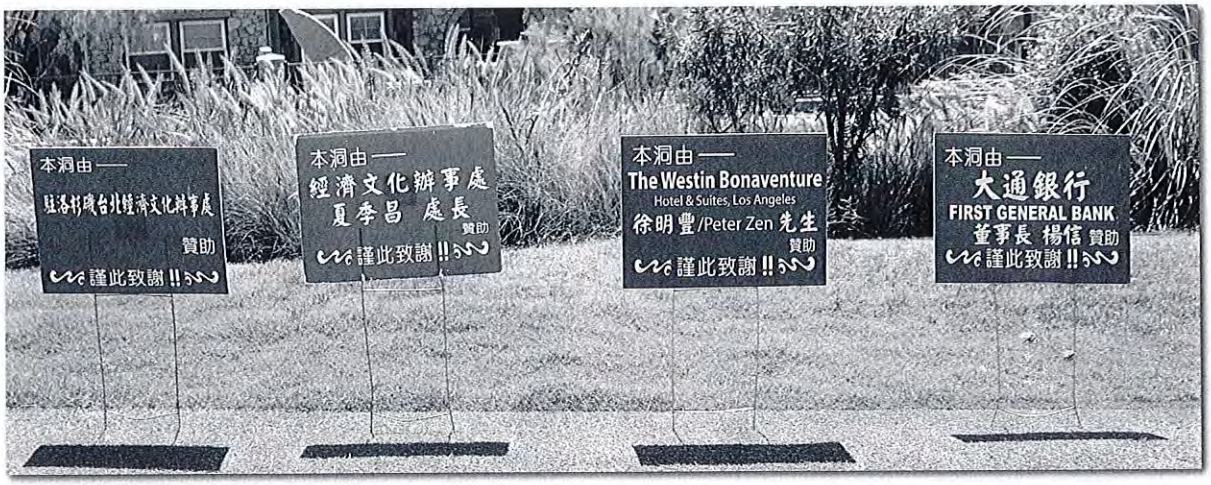
04/19/2017











2017 會員大會

05/24/2017









2017 北美洲台灣旅館公會聯合總會　第十二屆青年團訪台

Wanderlust in Taiwan

by Wei Ni Tsai



When the THMANA Association extends their hands and once again offers you to travel with them, you just can't find it in your heart to say no. Third times the charm right? And again, during this travel, I got to explore and experience a totally different part of Taiwan that I had yet to see. Third time traveling with the association, and yet, they were still able to surprise me with so many places I have never seen before! Like always, it was super exciting to have the opportunity to travel once again, all around Taiwan, with some familiar and new faces. This time, the trip focused on the nature routes of the island, which meant seeing mountains, hikes, lakesides, rare food finds and long bus rides. No complaints here! We were also given the chance to travel with Taiwan's own Hospitality Association, so it was interesting in getting to know Taiwan through their point of view as well. And so the adventure begins!

Like many past THMANA trips, we were greeted by the OCAC (Overseas Community Affairs Council) Association, as they gave us updates and news of the hospitality and tourist industry happenings in Taiwan, which may I add, is always changing and fascinating to hear about. We spent the majority of the first day bonding with OCAC, as they shower us with gifts and delicious Taiwanese cuisine. Since our trip this year consists mostly of mountain hopping, we started our first major drive to Lishan Mountain near Taichung, and only arrived their near 8PM. Still tired from our plane rides in, we got situated and prepared ourselves for our trip!

After a full night rest, we began the day by exploring Lishan, where we bought fresh fruit and got to talk to the locals, to better understand what makes Lishan so special. The location of our hotel was also built in dedication of Chiang Kai Shek, which also doubled as a museum for him, so we got a grand tour of the whole facility. We then traveled to visit a café known as 3158 Café, since it was located on an altitude of 3158, which to me, was pretty cool. Despite the cold fog that covered the beautiful scenery (something that sadly, happened too often on this trip), it was still a cool experience and bonding moment for our youth group to explore and talk about. After more bus travels, we arrived at our next location, Hehuan Mountain, where we would be staying at some local B&Bs. These motels were special from different accommodations we had rested in before, as these were themed stays, which was an interesting approach for motels. Ours were Peter Rabbit themed, but with a quick search on GPS, I found several other different fairy tale themed motels around the area. We also received a presentation on the stories behind this choice of accommodations, as well as their reasoning behind this style choice. With that, this concluded our second day of the trip.

Like the previous day, we were able to tour around the facilities and the mountain top, where we got to learn about the different plant types that resides on this territory, as well as its uses. They even let us take some plants home for souvenirs, though sadly, since I was traveling back to the states, I wasn't able to get any (they had some really useful and interesting ones there). We then headed to our next location: Puli Township. Here we visited the infamous Chung Tai Monastery, which is the largest Buddhist Temple in Nantou County. At this location, we got to learn about some interesting facts and practices about the place, and despite being here on my first trip with THMANA four years ago, I was able to visit and explore a different section of this temple, which was a treat in itself. We then ate lunch at The Corner Restaurant, as they introduced to us one of the Taiwan's most famous tea, and award winning black teas. Who could resist not purchasing some authentic tea! And with that, we headed to our next destination, known for its tourist destination as one of Taiwan's largest and prettiest body of water: Sun Moon Lake. Sun Moon Lake was also known as one of the best hot spring spot in Taiwan as well. Now this place was probably my favorite spot out of all the places we traveled to on this trip. Here, we were able to bike ride around the lake, and breathe in fresh air, as well as looking at the different parts and scenery of Sun Moon Lake. Our tour guide advised us to travel to the half point mark, before turning back since it would be a long bike ride, though some brave souls were able to make it all the way to the end and back! (I was only able to go halfway. I didn't have that much confident that I would make it back in one piece if I did their distance). We then ended the night with a trip to the hot springs for a nice and relaxing bath, to end the night.

Guess what we did on the fourth day of the trip? That's right, more bus travels! This time, to Alishan, which were best known for their indigenous people and tea leaves. But before reaching there, we made a few pit stops, which included visiting some local stores, and cherry blossom viewing spots (and some were lucky enough to be visited by small mountain monkeys during the bus ride there). Upon arriving at our hotel location, we prepped ourselves and began a nature walk around Alishan, where we were able to see different types of cherry blossoms, as well as other plants not commonly found in urban parts of Taiwan or America, such as the Lily Magnolia and thousand year old trees. After our 2 hours nature walk, we also had a tour around their hotel, before heading to bed for the biggest event of tomorrow. Sunset viewing!



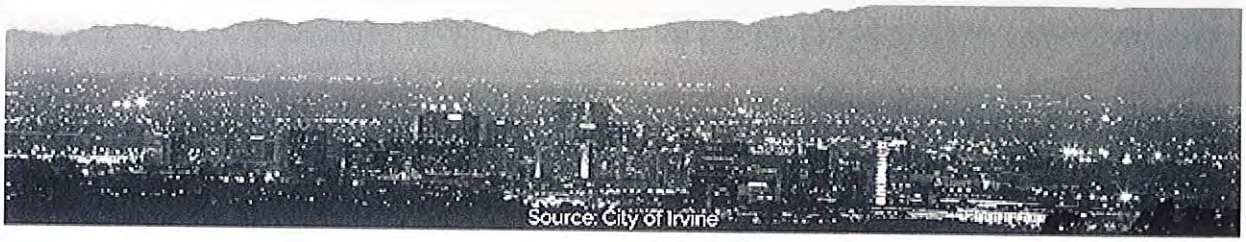
Who knew waking up at 4:3o AM could be this hard. But I had hoped it was worth it, since we were heading to Alishan's best spot to watch the sunrise. Thank goodness for local cuisines there, that helped our group to stay warm and survive the cold morning air! Sadly though, due to the heavy fog, we weren't able to see the sunrise or the famous Yushan Sea of Clouds, but as a group, we were able to bond even more, with our mutual struggles of waking up and traveling thus far. Thus concluded our time here, as we head to Yuyupas Zou Culture Park as our next destination, where we got to learn about the process of tea making, as well as the proper ways of drinking tea. We also got to see Alishan's indigenous people perform their traditional dances and singing performances. As we headed back to Taipei for the last night of our trip, we were once again, greeted by OCAC officials, and Taiwan's own Hospitality Association, as they welcome us back from our trip. We had dinner with the many different officials, as we perform a very special occasion, which marked the joining of the North American Hospitality Association, with the Taiwanese Hospitality Association. One small step for each of us, one giant leap for the Taiwan-America hospitality industry is what I like to say. To commemorate the near end of our trip, as well as returning back to Taipei, we were also given the opportunity to tour Taipei on a double decker bus, and ended the night with Taipei 101 as our view, as the youth group bonds for one last night, before marking the trip a well deserved ending.

Thought the trip was over? Nope! For our true last day of the trip, we were given a tour of Taipei's very own capsule hotel (The M Hotel), which seems to be gaining popularity in Taiwan lately, as the type of hotel to stay at. We were also treated to boba milk tea, in courtesy of the owner of the M Hotel! Something we weren't able to get till now. After one last lunch gathering, we parted ways, as we headed back to our respective states. A trip well worth remembering and coming back to Taiwan for!

Despite the packed schedule and long bus rides, I thoroughly enjoyed every moment of this trip, and like every year during the THMANA Taiwan trip, I learned so much more about my home island. A youth in our group described Taiwan as a home away from home, and I think that truly rings with all our thoughts of Taiwan! Thank you THMANA for giving me the chance to visit and explore another side to Taiwan, and especially thank you to Roger Yen and his family for planning this trip, as well as taking care of me from beginning to end! Another great set of memories for me to take home with! Thank you Taiwan, for another great year! I said it last year, and I'll say it again! Those whom haven't been to Taiwan or its many different destinations, you're missing out a great deal! Pick up those travel bags and head to Taiwan!! I promise you, it's never a disappointing trip!



Irvine continues to attract technology and bioscience companies



by Li Chen

In square miles, Irvine is the largest city in Orange County, California. Irvine is also one of the most expansive master-planned communities in the nation, developed in the 1960s by the Irvine Company and incorporated in 1971.

For consecutive years, MONEY magazine has named Irvine one of the best places in the U.S. (the city ranked 20th in 2016). Irvine also ranks as the third-best city in America for working parents. Over the past 45 years, Irvine's population has grown from 10,000 to nearly 260,000 residents.

Irvine has more office space than anywhere else in Orange County, with more than 10,000 acres in the city available for business use. More than 25,000 businesses, including financial, technology, and life science companies, maintain offices in the city.

Irvine's major commercial/industrial centers include the Irvine Business Complex, Irvine Spectrum, and University Research Park. From the third quarter of 2015 to the third quarter of 2016, rents in the Irvine Business Complex and Irvine Spectrum grew roughly 21% and 18%, respectively.



Li Chen, MAI is a Vice President with the HVS Los Angeles office. HVS leaders now live in and work from more than 30 markets throughout the North American region, including San Diego, LA, San Francisco, Portland, Seattle, Vancouver, Las Vegas, and Phoenix in the west. Li earned her Master's degree from Michigan State University's Eli Broad College of Business and has extensive hotel experience, including front office and accounting department experience at the Renaissance LAX. Li travels and works extensively in the southwestern U.S. for the Los Angeles team. Contact Li at (310) 755-8293 or lchen@hvs.com.

According to Lee & Associates, the overall office vacancy rate in Irvine was 8.3% for the third quarter of 2016, virtually unchanged from a year ago, but average asking rents were up 6% year-over-year. Irvine is the third-most popular destination for life sciences companies in California and the fifth-most popular for technology companies in the state.

Irvine has also been rated one of the top cities for start-ups. Per The Orange County Register, investments in Orange County companies hit the $1-billion mark in 2015 for the first time since 2000. The same year, investors also put nearly $700 million into companies based in Irvine, a city known for its innovation in biomedicine and technology. Innovation from the University of California—Irvine, the city's history of successful businesses, and the affordability of office space have made Irvine an attractive hub for start-ups, growing companies, and venture capital firms.

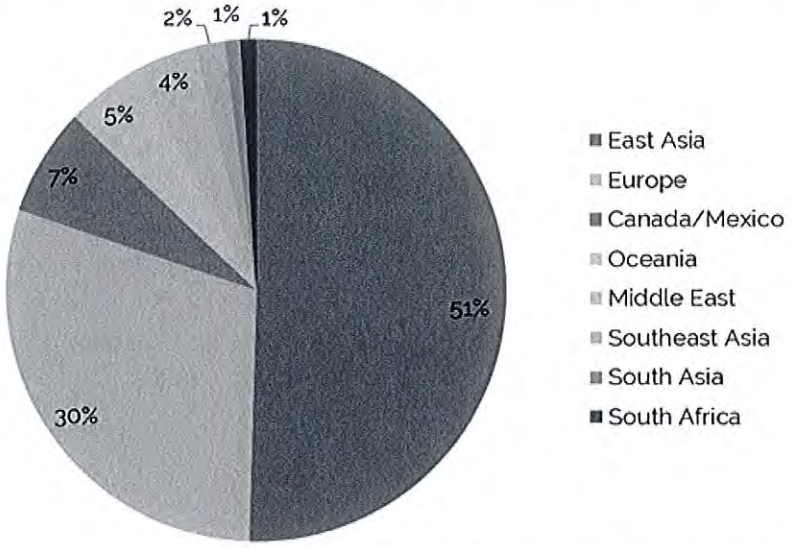
Investment in Irvine comes from around the globe. The chart below details foreign capital investment in Irvine.

New Developments

Irvine's top employers include Broadcom Corp., one of the world's largest semiconductor companies. Avago Technologies acquired Broadcom in February 2016 for $37 billion, and the company's principal operating headquarters may be relocated to San Jose. The company, however, remains committed to building a new 1.1-million-square-foot campus in Irvine's Great Park Neighborhoods development. The new campus will feature five buildings with an elevated green space in the center of the office complex. The Broadcom complex is slated to open by late 2017.

The Boardwalk project, located at the northwest corner of Jamboree Road and Dupont Drive, broke ground last year; it is scheduled for completion in the summer of 2017. Situated on 7.5 acres, the project is anticipated to comprise approximately 540,000 square feet of Class-A office space, 5,000 square feet of restaurant-focused retail, and a two-acre courtyard.

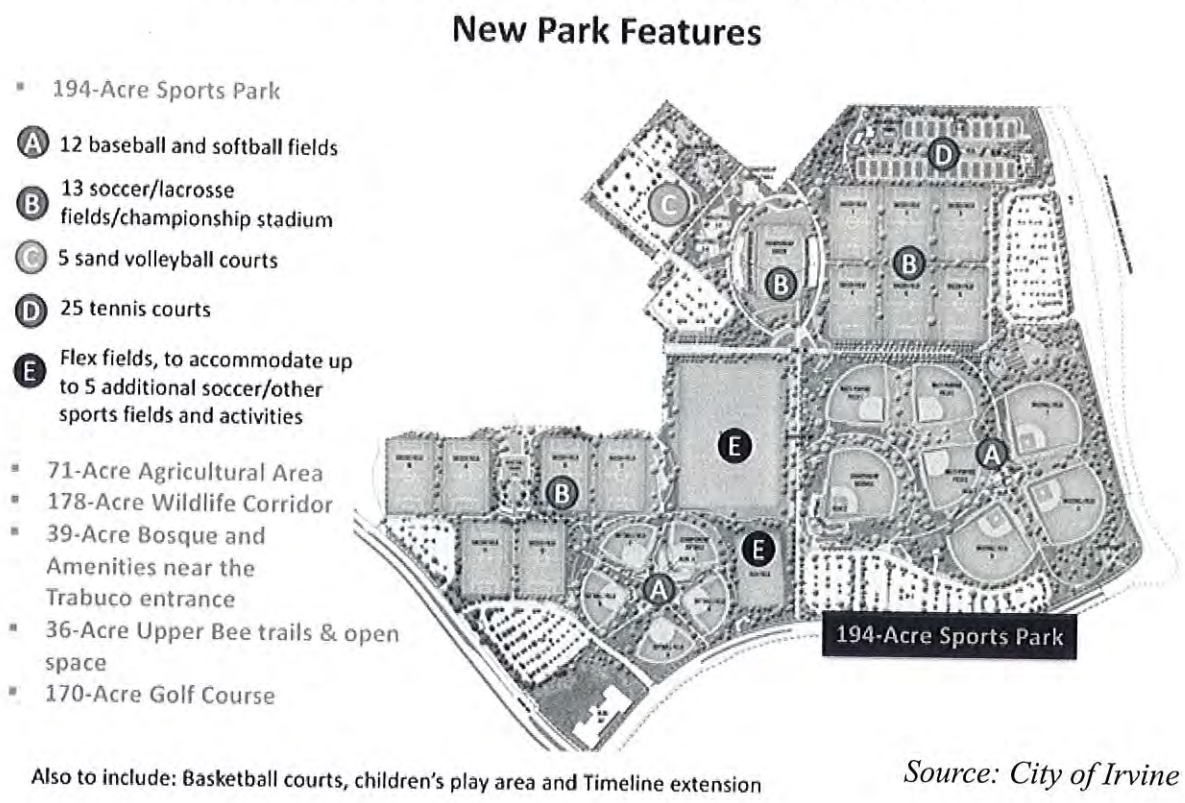
Majority of Foreign Direct Investment in Irvine Comes from East Asia



Source: Irvine Chamber of Commerce

The Orange County Great Park, formerly the Marine Corps Air Station El Toro, spans approximately 1,300 acres, with more than 200 acres developed and 688 acres in the planning and design stages. The five-year development, which began in October 2014, will feature a 194-acre sports park with a planned 18 soccer and multi-use fields, 25 tennis courts, 4 sports courts, 12 baseball/softball fields, and 5 sand volleyball courts.

New 194-Acre Sporting Complex in Irvine Set to Open in Fall 2019



Source: City of Irvine

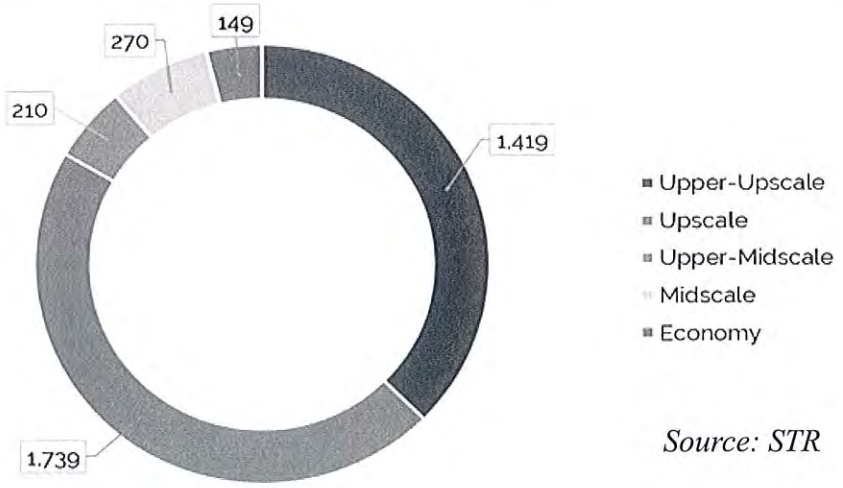
Lodging Market Performance

Hotels are relatively scarce in Irvine, with just 16 properties totaling 3,787 rooms. The 210-room Courtyard by Marriott opened in 2014, and the 170-room Hilton Garden Inn opened in 2015. No new hotels opened in the city last year.

Lodging demand recovered in 2010, and a strong local economy in fiscal 2016 pushed lodging sales 14% above those of 2015. Strong midweek demand enabled hotel operators to increase prices and also limit dependence on the discounted segments of demand. Although Irvine itself does not offer any major tourist attractions, nearby cities such as Costa Mesa, Newport Beach, Laguna Beach, and Anaheim feature a variety of tourist and leisure attractions that contribute to weekend lodging demand in Irvine. Moreover, Destination Irvine, the local tourism and marketing organization, continues to organize meeting and sports events that bring in additional hotel demand.

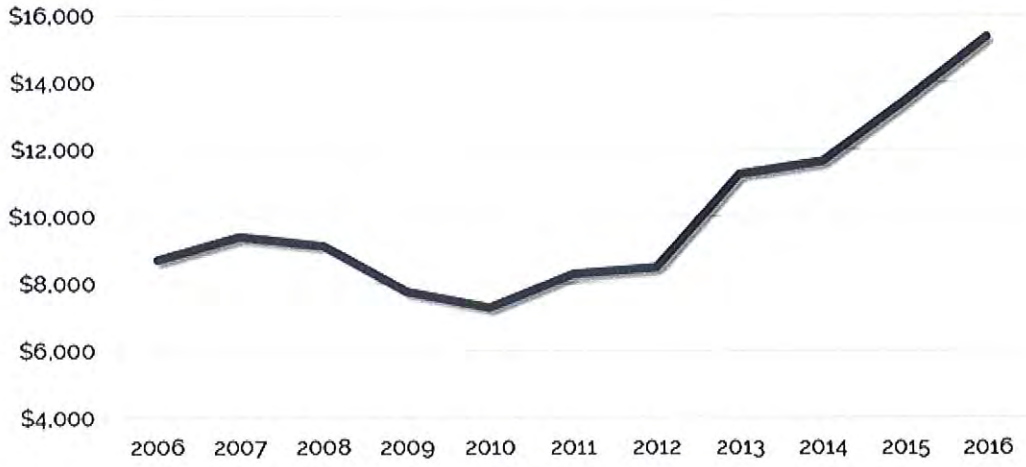
The charts below detail room counts by hotel chain scale and transient occupancy taxes in Irvine.

Upscale and Upper-Upscale Hotels Account for Most Rooms in Irvine



Source: STR

Transient Occupancy Taxes Realize Sharp Rise through 2016
(Amount Expressed in Thousands)

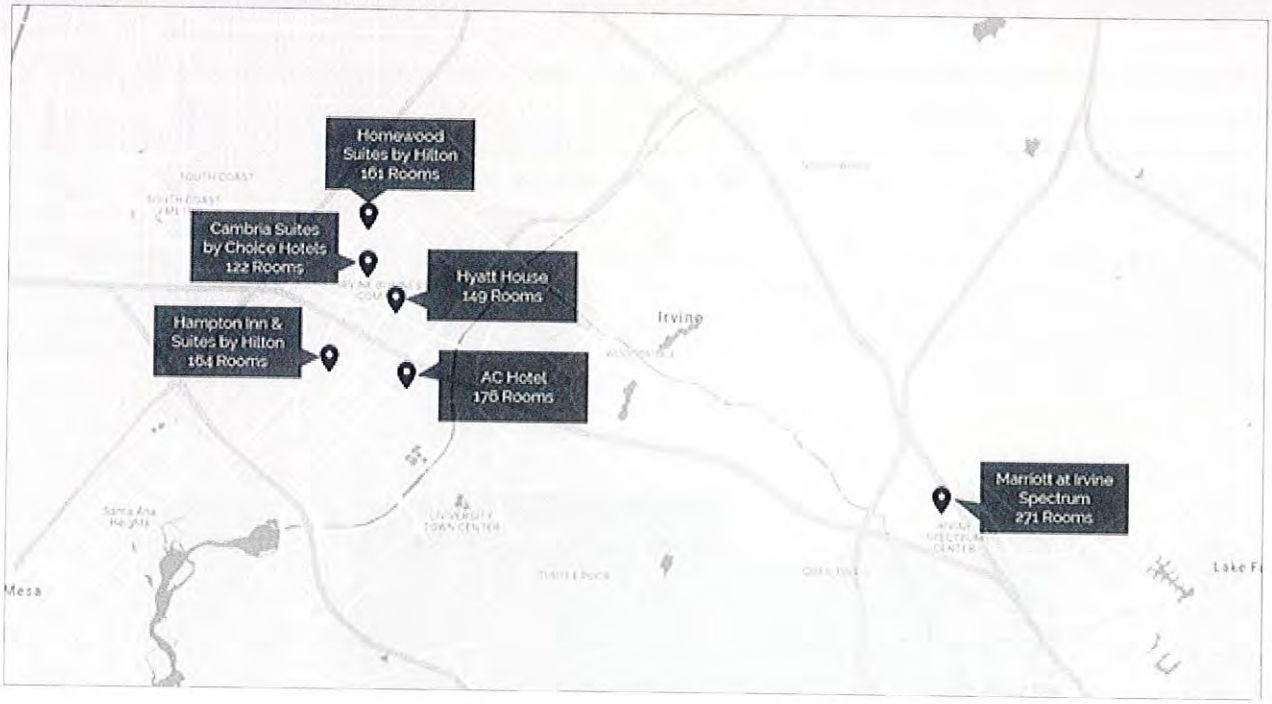


Source: City of Irvine, Comprehensive Annual Financial Report

New Supply

Demand for Irvine's hotels has reached new heights in recent years, spurring an influx of new hotel development.

Nearly 900 New Hotel Rooms Set to Open in Irvine in 2017

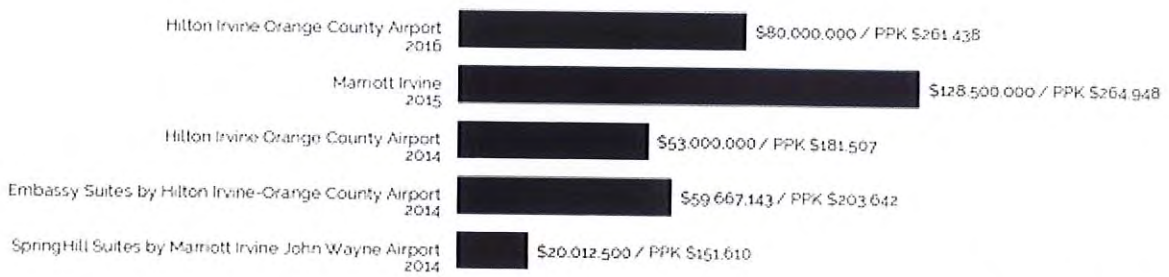


Hotel Transactions

New properties include two extended-stay hotels, two full-service hotels, one select-service hotel, and one limited-service hotel. The biggest, the 271-room proposed Marriott at Irvine Spectrum, will be located near the Irvine Spectrum Center.

The new hotels opening in Irvine this year are likely to prompt a wider distribution of corporate and leisure transient demand; as such, Irvine's market-wide occupancy is expected to register a decline as the new hotel supply becomes absorbed. However, new developments in the commercial sector are anticipated to support a more stabilized level of performance going forward, once the market absorbs the new supply.

More than $341 Million in Hotel Sales Since 2014



Source: HVS, RCA

Outlook

There are several indicators of a positive outlook for Irvine. The city's economy continues to strengthen, with major development projects underway through at least 2019. Irvine's unemployment rate was 2.8% in November 2016, down from just 3.2% in the same period of 2015. Foreign investment in the city's businesses and real estate also stands as evidence of Irvine's appeal internationally, with a diverse local economy, strong workforce, and leading position of innovation in the fields of science and technology.

In the near term, the outlook for Irvine's hotel industry is optimistic as well, with new supply in check and demand at healthy levels. The city continues to attract global companies opening U.S. headquarters and regional offices, as well as start-ups, factors that should generate more demand and help support the city's growth over the long term.





Irvine

Atlas
HOSPITALITY GROUP
THE MARKET LEADER
IN CALIFORNIA HOTEL SALES

2016 California Hotel Development Survey

January 2017



The 603-room Great Wolf Lodge Garden Grove was the largest California hotel opened in 2016

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Introduction

Through the end of 2016, the California hotel market enjoyed a record six-year run-up in increasing room revenues, profitability and values. This led to a much more positive environment for new hotel construction; we are definitely seeing a jump in new hotel rooms completed and in planning.

California hotel development highlights through the end of 2016 include:

- The Golden State finished 38 hotels totaling a combined 5,572 rooms.
- California had 112 hotels with 17,623 rooms under construction, an 11% room count increase from 2015.
- There are 679 California hotels with 102,821 rooms in various stages of planning, a 39% room count increase over 2015.

Southern California Highlights

Los Angeles County

Los Angeles County had eight new hotels with 1,098 total rooms open in 2016, a 6% room count increase from the seven hotels with 1,036 rooms in 2015. The 246-room Aloft El Segundo – Los Angeles Airport was the largest hotel that opened in the county.

Los Angeles County had 37 hotels with 7,239 rooms under construction at the end of 2016. The 900-room Intercontinental Los Angeles Downtown continues to be the largest hotel under construction in California.

Los Angeles County leads California in hotels (175) and total rooms (26,281) in planning, a 32% room count increase over 2015.



Aloft El Segundo – Los Angeles Airport

San Diego County

San Diego County added six hotels with 1,017 rooms in 2016, a 43% room count increase from the six hotels with 711 rooms in 2015. The largest to open was the 253-room SpringHill Suites San Diego Downtown/Bayfront, a dual-build property that shares space with a 147-room Residence Inn.

There are eight hotels with 1,444 rooms under construction in San Diego County. The largest is the 400-room InterContinental San Diego Lane Field.

The county has 72 hotels with 14,981 rooms in planning, a 34% room count increase over 2015.



SpringHill Suites + Residence Inn San Diego Downtown/Bayfront

Orange County

Seven Orange County hotels with 1,808 rooms opened in 2016, a 198% room count increase over the three hotels with 606 rooms in 2015. The 603-room Great Wolf Lodge Garden Grove was the largest California hotel opening of 2016.

Orange County has 11 hotels with 1,655 rooms under construction. The largest is the 271-room Marriott Irvine Spectrum.

Orange County has 40 hotels with 8,808 rooms in planning, a 108% room count increase over 2015.



Great Wolf Lodge Garden Grove

Inland Empire

Riverside County had two hotels (including the 32-room Arrive Palm Springs) with 136 rooms open in 2016, a 25% room count drop from the two hotels with 182 rooms that opened in 2015. No new San Bernardino County hotels opened in 2016, while one 85-room property opened in 2015.

Riverside County has eight hotels with 1,536 rooms under construction. The largest is the 568-room Pechanga Hotel expansion in Temecula. For San Bernardino County, a 105-room Fairfield Inn & Suites is under construction in Rancho Cucamonga.

Riverside County has 49 hotels with 9,335 rooms in planning (up 155% over 2015), while San Bernardino County has 18 hotels and 1,293 rooms in planning (a 6% room count drop from 2015).



Arrive Palm Springs

Northern California Highlights

San Francisco County

No new San Francisco County hotels opened in 2016, while a 174-room property opened in 2015.

Five hotels totaling 895 rooms were under construction at the end of 2016. The largest is a 230-room Hyatt Place in San Francisco.

San Francisco County has 28 hotels with 4,049 rooms in planning, a 37% room count increase over 2015.



Hyatt Place San Francisco (under construction)

Santa Clara County

Santa Clara County had two hotels totaling 127 rooms open in 2016, the larger being a 104-room La Quinta Inn & Suites in Morgan Hill. This was an 85% room count decrease from the six hotels with 827 rooms in 2015.

Santa Clara County has six hotels with 893 rooms under construction, the largest being a 210-room AC Hotel in San Jose.

Santa Clara County has 46 hotels with 7,711 rooms in planning, a 42% room count increase over 2015.



La Quinta Inn & Suites Morgan Hill

Summary

The number of California hotel sales slowed down at the end of 2016, as the market pulled back from a very active 2015 and took some time to catch its breath.

California hotels saw positive room revenue increases for the year, well ahead of the United States average.

We are now experiencing a tremendous increase in new hotel development. Although many would argue that this is just making up for the barren years from 2009 to 2013, it is advisable to keep an eye on certain markets and the glut of new rooms coming online.

Buyers and lenders are now more cautious.

California Hotels Opened in 2016

Property	Address	City	County	Rooms
Hampton Inn El Centro	598 E Wake Ave	El Centro	Imperial	108
Aloft El Segundo Los Angeles Airport	475 N Sepulveda Blvd	El Segundo	Los Angeles	246
Hilton Garden Inn Burbank Downtown	401 S San Fernando Blvd	Burbank	Los Angeles	209
Hampton Inn & Suites El Segundo LAX	888 N Sepulveda Blvd	El Segundo	Los Angeles	171
Residence Inn Pasadena	233 N Fair Oaks Ave	Pasadena	Los Angeles	144
Hollywood Proper Residences	1550 N El Centro Ave	Los Angeles	Los Angeles	100
Hampton Inn & Suites Glendale	114 E Colorado St	Glendale	Los Angeles	94
Best Western Plus Gardena	14400 S Western Avenue	Gardena	Los Angeles	80
Shade Hotel Redondo Beach	655 N Harbor Dr	Redondo Beach	Los Angeles	54
Great Wolf Lodge Garden Grove	12681 Harbor Blvd	Garden Grove	Orange	603
Residence Inn Anaheim Resort/Convention	640 W Katella Ave	Anaheim	Orange	294
Hyatt House Anaheim Resort	1800 S Harbor Blvd	Anaheim	Orange	262
Pasea Hotel & Spa Huntington Beach	21002 Pacific Coast Hwy	Huntington Beach	Orange	250
Country Inn & Suites Anaheim	1640 Clementine St	Anaheim	Orange	174
Homewood Suites Aliso Viejo	110 Vantis Dr	Aliso Viejo	Orange	129
Holiday Inn Express Anaheim Resort Area	1411 S Manchester Ave	Anaheim	Orange	96
Staybridge Suites Corona	2731 Blue Springs Dr	Corona	Riverside	104
Arrive Palm Springs	1551 N Palm Canyon Dr	Palm Springs	Riverside	32
SpringHill Suites San Diego Downtown Bay	900 Bayfront Ct	San Diego	San Diego	253
Hilton Garden Inn San Diego Downtown	2137 Pacific Hwy	San Diego	San Diego	204
Homewood Suites San Diego Downtown	2137 Pacific Hwy	San Diego	San Diego	160
Residence Inn San Diego Downtown Bayfron	900 Bayfront Ct	San Diego	San Diego	147
SpringHill Suites San Diego Mission Vall	2401 Camino del Rio N	San Diego	San Diego	135
Homewood Suites San Diego Mission Valley	445 Camino del Rio S	San Diego	San Diego	118
Butler Hotel San Luis Obispo	1511 Monterey St	San Luis Obispo	San Luis Obispo	6
Hyatt Place Emeryville	5700 Bay St	Emeryville	Alameda	175
Holiday Inn Express & Suites Bakersfield	19480 Quinn Rd	Bakersfield	Kern	104
Hampton Inn & Suites Napa	935 Hartle Ct	Napa	Napa	115
Fairfield Inn & Suites Folsom	1755 Cavitt Dr	Folsom	Sacramento	97
Courtyard Redwood City	600 Bair Island Rd	Redwood City	San Mateo	175
La Quinta Inn & Suites Morgan Hill	17043 Condit Rd	Morgan Hill	Santa Clara	104
Clement Palo Alto	711 El Camino Real	Palo Alto	Santa Clara	23
Fairfield Inn Santa Cruz	2956 Mission St	Santa Cruz	Santa Cruz	82
Graton Resort & Casino Rohnert Park	280 Golf Course Dr	Rohnert Park	Sonoma	200
AutoCamp Guerneville Russian River	14120 Old Cazadero Rd	Guerneville	Sonoma	24
Hampton Inn & Suites Turlock	1821 Lander Ave	Turlock	Stanislaus	85
Rush Creek Lodge Groveland	34001 Hwy 120	Groveland	Tuolumne	143
Fairfield Inn & Suites Woodland	2100 Freeway Dr	Woodland	Yolo	72
		Total	38 hotels	5,572

California Hotels in Planning

Southern California Counties	Hotels	Rooms
Los Angeles	175	26,281
Orange	40	8,808
Riverside	49	9,335
San Bernardino	18	1,293
San Diego	72	14,981
San Luis Obispo	32	3,165
Santa Barbara	11	877
Ventura	10	1,501
Northern California Counties	**Hotels**	**Rooms**
Alameda	23	3,495
Butte	3	311
Contra Costa	9	936
El Dorado	3	296
Fresno	3	194
Glenn	1	80
Kern	9	801
Kings	1	90
Lake	1	325
Madera	3	388
Marin	5	444
Mendocino	1	30
Merced	2	154
Mono	3	647
Monterey	7	1,422
Napa	13	1,621
Nevada	2	114
Placer	10	1,926
Sacramento	17	2,223
San Benito	1	126
San Francisco	28	4049
San Joaquin	5	896
San Mateo	18	2,494
Santa Clara	46	7,711
Santa Cruz	5	519
Shasta	5	453
Solano	1	150
Sonoma	26	2,204
Stanislaus	1	96
Tulare	8	660
Tuolumne	1	150
Yolo	10	1,575
Sutter	1	
Total	**679**	**102,821**

California Hotels Under Construction

Southern California Counties	Hotels	Rooms
Imperial	1	108
Los Angeles	37	7,239
Orange	11	1,655
Riverside	8	1,536
San Bernardino	1	105
San Diego	8	1,444
San Luis Obispo	3	246
Santa Barbara	7	1,010
Northern California Counties	**Hotels**	**Rooms**
Alameda	4	180
Contra Costa	1	115
El Dorado	1	32
Fresno	2	162
Humboldt	1	48
Kern	1	85
Kings	1	80
Madera	2	216
Monterey	2	134
Napa	5	613
Placer	3	380
Sacramento	3	450
San Benito	1	81
San Francisco	5	895
San Mateo	4	809
Total	**112**	**17,623**

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WASHINGTON, DC | JUNE 18-20, 2017



by Kevin Tsay Ph.D.
蔡慶輝博士

2017年投資美國峰會簡介

"Grow with US" INTRODUCE THE SELECTUSA INVESTMENT SUMMIT FOR 2017

美國政府主辦的「投資美國峰會」將于 2017年6月18日至20日在美國首都華盛頓舉行。 此次峰會是由美國聯邦組織「Select USA」 舉辦。 今年的峰會由美國商務部部長威爾·伯羅斯主持United States Department of Commerce/Secretary Wilbur Ross。 全球領先企業的總裁，包括通用，甲骨文，通用汽車，西門子，UPS運輸等，將出席此次峰會。美國政府招商引資的活動，總計美國48個州的招商機構也都派出了代表參加，參加統計表如下。

- **ORGANIZATIONS 1479**
- **PEOPLE 2377**

International Firms	International Trade Associations	U.S. Trade Associations	U.S. Economic Development Organizations	Service Providers	Government Representatives
702	124	24	346	273	38

臺灣此次將由國策顧問何美玥於6月14日率企業訪團出席「選擇美國」（Select USA）投資峰會，企業家數81家、人數逾130人，規模創下史上最大，包括石化、鋼鐵、電子資通訊、智慧機械等企業將隨行。駐美代表高碩泰說，期盼台美可以形成升級版夥伴關係。根據政院經貿辦公室統計，台商對美近期投資估達341億美元，鴻海夏普日前宣布投資面板8000億日圓、約70多億美元；台塑化在德州投約50億美元，將規畫增資42億美元，另在路易斯安那州規畫至2026年分2期投資92億美元，目前仍於購地及環評階段，面積2000公畝。

美國在台協會American Institute in Taiwan (AIT), Commercial Section主導此次臺灣企業訪團行程及活動，特別簡介如下，作為參考:



Taiwan Delegation Premium Events & Collateral Events

1. Send-off Reception - the American Institute in Taiwan Commercial Section is pleased to announce that the AIT Director, Kin Moy, will be hosting a special send-off reception for our Taiwan delegation members to the 2017 SelectUSA Investment Summit. The date of the reception will be Wednesday, June 7th from 5 PM. to 7:00 PM. at the Director's residence in Taipei. We welcome each of you to attend this reception to have the chance to meet Director Moy as well as the opportunity to be introduced to the other members of the Delegation. Please save the time for this event, and we will send an invitation letter to you at a later date.

Please feel free to invite a high-level executive from your company to attend the reception if you will be unable to attend the reception or if your office is located outside of Taiwan. Please provide us with the name and contact information of the person that will be representing your company if you are unable to attend so then we can be sure to send them an invitation letter.

2. J-K-T Welcome Reception - the event, hosted by MGM Resorts International, will be providing a networking opportunity to the delegations from Japan, Korea and Taiwan. This event will be held on June 18th, 5:00 PM - 6:40 PM at the MGM National Harbor, which is adjacent to Gaylord Hotel and Convention Center. MGM will issue a formal invitation when the date is approaching.

3. TECRO-hosted Welcome Banquet - the welcome event, hosted by the Taipei Economic and Cultural Representative Office (TECRO) in Washington, D.C., will be held on June 18th , starting at 7:30 PM, at the W Hotel Washington DC.

SelectUSA's new "Collateral Events Calendar" provides information on spin-off events and on-site receptions surrounding the Summit (June 18-20, 2017). The spin-off events hosted by U.S. economic development organizations (EDOs) can show case the unique advantages of their respective markets directly to targeted potential investors. The events occur before or after the Summit at an off-site location, and are in a variety of formats, including receptions, meetings, dinners, conferences, and tours of local facilities. All Summit registrants are able to view the calendar (see the link below). Please view the attached carefully and include the event(s) you are interested in participating in your travel plans. You can also view the updated calendar by clicking on the link below.

http://www.selectusasummit.us/collateral-events-calendar/.

Matchmaking System

Summit Matchmaking System is LIVE! As an approved attendee, you now have access to the SelectUSA Investment Summit matchmaking and networking platform. You may have already received the email from "2017 SelectUSA Investment Summit <selectusa@experient-inc.com> regarding the summit matchmaking system. That email provides temporary login details, such as username, password (which can be changed) and the login URL: http://connect.jujama.com/SelectUSAIS. You are able to use the system to arrange one-on-one appointments with U.S. Government officials, State and Local Economic Development Organizations, and Service Providers at the Summit. You will be able to request one-on-one appointments once you have paid the registration fee and have received the final confirmation email for the summit. To maximize your event experience, we encourage you to use all of the tools available in order to maximize your Summit experience:

- Search other attendee profiles
- Schedule meetings with potential business partners or existing clients (coming in May)
- Send private messages to other participants
- Upload photos, videos and documents to promote your organization
- Create and manage a custom personal agenda

All official Summit activities will take place at the Gaylord National Resort & Convention Center. SelectUSA has confirmed a room block within the host hotel for approved attendees. Housing is only available to attendees, sponsors, and exhibitors who have applied and have been accepted by SelectUSA to attend the Summit.

Date	Time	Summit Events & Taiwan Del. Premium Events	Collateral Events *** (Optional)	Location	Note
June 7 (Wed)	**5:00 PM - 7:00 PM**	**SelectUSA Summit Send-off Reception in Taipei, Taiwan**		**AIT Director's Residence Taipei**	**Location to be confirmed**
June 14 - 16 (Wed-Fri)	8:00 AM - 8:00 Pm		2017 SELECT LA Investment Summit	Sheraton Grand Los Angeles Downtown L.A.	Please visit SelectLA.com to register.
June 14 - 16 (Wed-Fri)			SelectChicago	Chicago and Suburbs	RSVP by emailing: marketing@selectchicago.org
June 17 (Sat)	9:00AM - 9:00 PM		Select Texas - Texas China Investment Summit	Austin, Texas	RSVP Instructions: www.texaschinasummit.com/contact-
June 18 (Sun)	1:00 PM - 5:00 PM	SelectUSA Investment Academy http://www.selectusasummi			
June 18 (Sun)	2:00 PM - 5:00 PM	Networking in Exhibition Hall http://www.selectusasummi		Prince George's Exhibition Hall	
June 18 (Sun)	5:00 PM - 6:40 PM	**Japan-Korea-Taiwan Welcome Reception hosted by MGM Resort International**		MGM National Harbor National Harbor	The J-K-T Reception provides a networking opportunity for delegations from
June 18 (Sun)	7:30: PM	**TECRO-hosted Welcome Banquet**		W Hotel in Washington DC	The welcome event is hosted by the Taipei Economic
June 19 (Mon)	7:00 AM - 7:30 PM	Main Summit http://www.selectusasummit.us/summit-agenda/			
June 19 (Mon)	2:00 PM - 3:00 PM	On-site of SelectUSA event	What Investment Chances that Chinese Investors are Looking	On-site of SelectUSA event	RSVP to email: mike@chessionlaw.com before June
June 19 (Mon)	4:00 PM - 7:00 PM		Planning, Designing and Constructing Manufacturing Facilities in the United	Gaylord National Harbor	RSVP by emailing info@onealinc.com, or calling Becca Garcia at 864-298-
June 19 (Mon)	7:30 PM - 9:30 PM		Missouri's VIP Event – A "Show Me" You'll Never Forget	Bobby McKey's Dueling Piano Bar	Please RSVP to Erin Pettit at rsvp@missouripartnership.com
June 19 (Mon)	7:30 PM - 9:00 PM		Florida Reception	Gaylord National Resort and Convention Center(Gaylord National Resort	All attendees will need to register through our reception website in order to attend.

June 19 (Mon)	7:30 PM - 9:30 PM		Missouri's VIP Event – A "Show Me" You'll Never Forget	Bobby McKey's Dueling Piano Bar	Please RSVP to Erin Pettit at rsvp@missouripartnership.com
June 19 (Mon)	7:30 PM - 9:00 PM		Florida Reception	Gaylord National Resort and Convention Center(Gaylord National Resort	All attendees will need to register through our reception website in order to attend.
June 20 (Tue)	2:00 PM - 3:00 PM		Partnership Opportunity: Rhode Island Innovation Campus	Gaylord National Resort - National Harbor 6	Please email RIInnovationCampus@commerceri.com to reserve your seat
June 20 (Tue)	7:00 AM - 2:45 PM	Main Summit http://www.selectusasummit.us/summit-agenda/			Summit Conclusion time is subject final agenda.
June 20 - 22 (Tue - Thu)			Think Kentucky!	Louisville, Kentucky	Summit Spin-Off Event (Outside June 18th - 20th) Limited to 10 participants. This agenda is geared toward experienced exporters to the U.S, looking to initiate or expand U.S. production and/or services. Please RSVP no
June 21 - 22 (Wed - Thu)	8:00 AM - 7:00 PM		Visit the Capital of the Sou	Richmond, Virginia	Summit Spin-Off Event (Outside June 18th - 20th) Space is limited, so RSVP today! To reserve your space, call Olga Molnar, Business Information
June 22 - 23 (Thu - Fri)	8:00 AM - 3:00 PM		Rhode Island Wind Symposi	Rhode Island	Summit Spin-Off Event (Outside June 18th - 20th) Please contact jeff.tingley@comm
*** SelectUSA's collateral events are hosted by specific U.S. economic development organizations (EDOs). These events occur before, during or after the Summit at an on-site or off-site location, and are in a variety of formats, including receptions, meetings, dinners, conferences, and tours of local facilities.					

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By Chris & Sean Chang

在瞬息萬變的商業社會中，企業正面臨許多未知且日益複雜的風險。今日我們身處的網路世界面臨的風險以往更加具有挑戰性。誠品商業保險，我們了解了這個事實，我們的保險專業經理人能提供強大的以客戶為中心的解決方案，不僅量身訂造保險方案，減低保費，同時更能為客戶提供風險管理服務。有鑑於此，我們提供多樣化的解決方案，保障您的營運與資產免受影響。

我們 不斷自我提升 不斷學習
我們 專注於了解與分析保險市場變化
我們 重視客戶的專業需要 分析風險 進而提供風險管理
我們 積極為客戶降低保險成本 永續經營

保護客戶資產 Protecting Client's Assets:

通過識別和控制潛在損失來源，成功的管理風險是保護以及發展業務並且降低保險成本的最有效策略。保險市場上有著眾多的保險產品，為您提供最好的建議是我們主要的工作核心。我們專業的團隊在各項不同的保險業務領域裡共享保險知識與保險市場的變化，確保您的保險解決方案始終能優於市場的標準。我們以創新的方式與在IT科技上不斷提升，增加我們的效率並同時能為你尋找到最好且合理保費的最佳計畫，進而保護客戶的資產。

風險控制 Risk Management & Loss Control:

我們有專業的技術團隊為你打造風險管理計畫與安全訓練，最大限度地減少你的產業所面臨的風險，為客戶提供一個更安全的工作環境與更有保障的資產風險管理，轉移任何風險所可能導致的損失。

保險索賠諮詢 Insurance Claims Consulting:

誠品商業保險深知在商業保險中理賠服務的重要性。每當發生損失時，擁有相關的保險理賠專業知識是至關重要的。我們幫助客戶解決理賠過程的每個階段，並在出現問題時協助每位客戶。 我們將與您合作，了解您的業務和理賠要求，以提供您的業務需求的解決方案。

商業保險

我們經驗豐富的商業保險經紀團隊了解客戶所面臨的種種風險，我們能提供專屬的保險計劃來減輕或減少這些風險所可能帶來的損失。當你決定通過購買保險來進行風險轉移時，我們能從世界頂級保險公司裡，挑選出能提供全面且具有成本效益的保險產品和服務。我們了解您的業務與保險需求。

以下為我們專精的保險種類 ：

• **勞工保險** Workers' Compensation:

勞工保臉是一種為就業期間受傷的僱員提供工資替代和醫療福利的一種形式。加州法律規定，所有的企業經營者都必須為他們的員工購買勞工保險。誠品商業保險了解您的需要和目標。我們的勞工保險賠償專家設計了降低成本的保險計劃，我們分析您的損失數據，以確定可以最有效地消除工傷的原因。

• **商業財產險** Property Insurance:

一張保單提供至少兩種保險種類的商業保險。保單涵蓋許多原因造成的各種損失。一般來說覆蓋範圍包含商用用建築物， 商用責任險，犯罪，商業汽車，鍋爐和機械設備。

• **商用汽車險** Commercial Auto Insurance:

商業汽車險有助於保護您免受您或您的員工在您的被保險商業車輛中造成的事故造成的人身傷害或財產損失的費用。商業責任車險分為兩大類：人身傷害保險。

• **建築工程險** Course Of Construction (COC) / Builder's Risk:

建築工程（COC）也稱為建築風險保險，旨在保護業主和承包商免受火災，洪水，破壞，盜竊和其他不受歡迎的事故對其建設項目的破壞性影響。

• **雇傭責任險** Employment Practices Liability Insurance (EPLI):

一種責任保險，涵蓋就業過程中產生的不法行為。這些保單涉及的最常見的索賠類型包括：不當解雇，歧視，性騷擾和報復。 有些保險公司還在工時與薪資相關的訴訟裡提供一個額度的訴訟費。

• **董監事及高級管理人員責任保險** Director's & Officers' Liability Insurance:

就是公司董事及高級管理人員在行使職權時，因過錯導致第三者遭受經濟損失，應承擔相應經濟賠償責任的風險，將它轉嫁給保險公司，由保險公司按合約來承擔經濟賠償責任。D&O保險是為了公司、企業及其他機構的董事和高級經理人員對第三方的經濟損失應負的責任提供保障，賠償問題就能夠在一定程度得到保證。

• **地震險** Earthquake Insurance: 地震保險是一種財產保險種類，在發生地震造成財產損失的情況下支付投保人。一般普通 的保險種類不包括地震損害。大多數地震保險保單具有不同的自付額。

• **洪水災害險** Flood Insurance: 洪水災害險是指洪水造成財產損失的具體保險。為了確定具體屬性的風險因素，保險公司 通常會提及表示易受淹水的低地，洪氾區和洪水的地形圖。讓您了解你的建築物所處在的 洪水區為何?

• **專業責任險** Professional Liability Insurance: 各種專門職業人員皆有可能因為執行業務之過失行為、錯誤與疏漏導致委任人或其他第三 人之損失。

• **酒類責任險** Liquor Liability Insurance: 任何出售，服務或協助購買或使用酒類的企業因受到傷害或財產損失造成的人員醉酒而開 啟責任險。包括餐廳，酒吧，夜總會和小酒館。儘管醉酒者應該是一個付出代價的合乎邏 輯的事實，實際上，服務酒精的業務可能會因為喝酒的顧客的行為，行為或行為而發生的 傷害，需要損害賠償。

• **雨傘責任險** Umbrella/Excess Liability Increase: 雨傘責任險是一種附加的責任險，它提供額外的保障避免發生事故或法律訴訟時危及您的 財產。雨傘責任險提供額外的保障在您一般保險的責任險賠償用盡時，幫助您賠償因意外 發生而造成他人身體傷亡，財產損失及法律訴訟的額外費用。 您需要將您的一般產物保險 加入您的雨傘險保險範圍內，確保它能保護您所有的財產安全。

• **智慧財產專利保險** Intellectual Property Coverage - Copyright & Pattern Infringement: 智慧財產專利保護可以保護您或您的公司免受版權，商標和專利侵權可能引起的損失。覆 蓋範圍也旨在防止誹謗，誹謗，不正當競爭以及盜用廣告思想在業務中的發生，其中包括 與互聯網商業，電腦資訊連結傳輸和電視廣播相關的事件，僅舉幾例。

以下 我們想要進一步介紹 酒店所面臨的新風險:

網絡風險保險 Privacy & Cyber Liability Insurance:

你升級的電腦機器設備，但是你的保險方案可以應對最新的風險嗎？

隨著新的電腦機器設備的快速發展，相應的風險一一曝光。您的公司可能成為網路風險的受害者，其中包括：

- 惡意軟件/病毒感染和傳染病
- 網絡媒體佔用了他人的知識產權
- 丟失具有敏感客戶或員工數據的筆記本電腦或智能手機
- 商業秘密已被黑客入侵侵害

一旦發生你必須考慮以下：

- 確定數據洩露的來源
- 通知記錄可能已經暴露的客戶
- 提供信用監控服務
- 修復損壞的數據
- 消除消費者對事件後果的信心

所有的網絡和隱私保險政策都是不同的，覆蓋率可以隨著風險的快速變化而變化。此外，保險公司在市場上的專業知識可能會有很大差異，因為有些公司已經銷售了網絡產品了好幾年，而其他公司剛剛有新的網絡相關保險 policy。這就是為什麼需要一名專家，可以幫助您解決技術所帶來的風險，評估威脅公司或組織的風險，並為你尋到到適合您的風險狀況相匹配的保單 policy。誠 品商業保險/Grosslight Insurance Inc 致力於為客戶開發解決方案，以保護客戶免受新型態風險的影 響。

雇傭責任險 Employment Practices Liability Insurance (EPLI):

在旅館業中，目前我們已經聽到許多性騷擾和歧視相關的案件發生，在美國現今社會， 對於旅館雇主來說 EPLI的訴訟事件已經不再奇怪了，雇員可以因為任何的理由向雇主提出訴訟。一旦有訴訟事件的成立，結果不論是輸贏，雇主不但要花上心力與精神來為自己辯護，更需要花上深不見底的律師費。也因為有著這樣的風險存在， 現今幾乎所有的旅館雇主已經購買雇傭行為責任保 險 EPLI來保護自己了。

在過去的幾年裡，雇主越來越意識到他們對於僱員的行為在法律上是有責任的。這幾年中經濟的 起起落落，另外再加上加州勞工保險的改革之後, 與工作有關的傷害必須要到 MPN裡面去看醫生, 假的工作傷害沒有辦法從那保險公司拿到巨額的賠償。至此 此後，律師與假的訴訟事件轉向與工 作有關的責任 EPLI訴訟大幅增加。在旅館業裡, 我們也常聽到員工與員工間性騷擾的事件, 或者 是在解雇員工後, 員工向雇主提出了不當解雇或者是歧視之類的種種訴訟

What does EPLI Cover? EPLI 涵蓋哪些?

EPLI保單不理賠與 Workers' Compensation勞工保險，Bodily Injury人身傷害或 Property-Damage 財產損壞的損失，也不涉及其他特殊的保險種類。EPLI保單賠償與訴訟相關的訴訟金，判決金與和解費用（視投保保單額度而定），其保單涵蓋的對象是企業實體，前任和現任僱員，另外還有 包含董事和管理者。包蓋了各種在職場上相關的合法責任行為，包括：

- Discrimination歧視
- Sexual harassment性騷擾
- Wrongful termination非法解雇
- Breach of employment contract違反僱傭合約
- Negligent evaluation過失評價
- Failure to employ or promote未聘用或擢升
- Wrongful discipline不當管教
- Deprivation of career opportunity剝奪工作機會
- Wrongful infliction of emotional distress不當造成精神痛苦
- Mismanagement of employee-benefits plans管理不善的員工福利計劃

EPLI保單是建立在一個叫做 claims-made索賠機制的基礎上。這表示著任何的索賠必須要在事件 被告知時 (Claim-Made)的保單規範時間內必須要回報給保險公司，如此一來理賠才會被保險公司 所接受。除此此外，該事件導致的理賠必須發生在某一特定日期或之後 - 通常應當是在 EPLI 最原 始保單的日期開始時 (Retro Date* 關於這一點，務必要注意您的 agent是否有幫您把好關)。有些 保險公司提供延長回溯的日期，充分保護雇主在較早之前的索賠事件，身為雇主的你對於保

EPLI 保費 ? 額度 ? 自付額 ?

- EPLI的保費會因為公司不同的類型，大小，員工人數和業務上的風險而有所不同。 保險 公司同時也會進一步了解雇主公司的人事管理政策，以及潛在風險來決定 EPLI的保費高 低
- 您通常可以購買 EPLI覆蓋範圍與限度從 $100萬到$2,500萬美元。 一般的旅館所購買 EPLI的保額是$100萬.
- 大多數員工行為責任保險會有自付額從 $5,000 到幾萬塊不等, 雇主可以自行決定，但有時 保險公司有最低自付額要求。 單的 內容應該要有正確的認識與了解，如此才能保護自己的身家財產。

能源管理救地球

能源危機

自17世紀工業革命以來,人們為了讓蓬勃經濟發展和提升生活便利性,不斷消耗地球的資源,尤其是媒礦,石油與天然氣。 我們也一直不斷的擴建發電廠 以生產更多的電力供應公共建設與提升產值。 但從幾次能源危機發生之後, 人們開始發覺地球的資源是有限的。這幾十年來我們持續消耗石化能源, 導致供需不平衡。不只是油電價格飆漲影響民生生計, 長期排放大量溫室氣體(二氧化碳及其他有害物質)也嚴重影響地球大氣層。 導致地球氣候變遷與全球暖化。 這些長期發展工業與經濟的副作用已經成為荼毒地球的最主要原因。人類生命受到威脅, 在地球上所有的生物也因為我們的自私,漸漸走入絕種的危機。我們的地球已經生病了,溫室效應讓地球的發燒程度愈來愈嚴重。如何發展替代性綠色能源讓地球降溫 將是我們21世紀人類最大的課題。

綠色能源救地球

近幾年來各國為了減少溫室排放降低地球溫度, 已漸漸推廣綠色能源知識語採取實質行動。希望所有在地球上的人們加入救地球的活動。在政策上, 各工業國也紛紛簽定條款承諾降低二氧化碳(CO2)的排放量。 例如2005年生效的「京都議定書」(Kyoto Protocol),即要求工業國家於2008至2012年內,相對於1990年的水準,需平均減少5.2%的溫室氣體排放。「歐盟氣候與能源套案」(climate-energy legislative package)亦要求會員國於2020年時,其二氧化碳排放量需較1990年減少20%,再生能源需佔能源總需求量20%。美國則承諾2020年的碳排放量較2005年少17%,再生能源在2012年佔電力供應量10%。

大致上節能產業分為兩種: **"開源"** 與 **"節流"** 。「開源」指的是再生能源的推廣與建設。例如太陽能板發電, 風力發電、生質能、燃料電池、地熱、海洋能等...,目標是利用無汙染資源生產出足夠的電源供應產業與一般大眾的需求。「節流」指的是應用低耗能高效能的產品在不同產業上, 例如照明、交通運輸、綠建築、省電器具、冷凍空調等... 。 前者依賴政府與企業的推廣建設,後者則一般大眾可簡易取得及更換。

尤其是在**照明方面**,世界各國除致力發展相關技術、製造低耗能產品之外,同時也進行宣導,並實施禁用白熾燈,贊助或推動相關產業研發投資、補貼等措施,鼓勵社會大眾購買LED燈及節能家電以推廣節能意識。

以美國為例,統計數據顯示每年**照明消耗電能約佔所有電力消耗的40%** (Reference : Environmental Protection Agency)。 因此可以發現我們所使用的電力接近一半浪費在許多老舊的照明系統上, 例如: 白熾燈(Incandescent),鹵素燈(Halogen), 金鹵燈 (Metal Halide) , 螢光燈(Fluorescent)與其他傳統燈泡上。這些傳統燈泡不只單一消耗自身電力, 炙熱的表面溫度也迫使冷氣增加運轉功率,消耗更多的電力。

節能燈的應用

目前市面上節能燈產品大概分為兩種: 第一是大家都很熟悉的"LED"，第二則是 "Induction" (無極燈) 。這兩種產品各有優缺點 ，但一般大眾可能都只專注在LED上的應用而忽略Induction(無極燈)的存在。其實這兩項科技都可以為您的荷包省下大把的鈔票與提升您企業的照明品質，關鍵只在如何的去應用這兩項照明系統。

以下我們就將LED與Induction簡單做個比較:

	壽命	光效	瞳孔流明	光衰	啟動時間	閃爍	眩光	汞	體積
LED	50,000 小時	80-90流明	130-150流明	5%@2000小時	立即	無	有	無	小
Induction	100,000 小時	80-100流明	75-120流明	5%@2000小時	立即	無	無	固態汞可回收不影響環境	大

從上圖我們可以簡單得知, 這兩項照明科技都各具其優勢。無極燈的最大優勢則是在大功率(高瓦數)上的應用如廠房與路燈，因為照明角度廣於LED而且無任何眩光。 LED因光源屬於方向性，須考慮光學設計，許多市面上的產品有亮度卻缺少了照度，所以LED在應用上適合用於小功率的環境下例如住宅，辦公室等室內環境。

在節能方面LED與Induction 都可替您的荷包省下50%-70%電費。以下是節能燈與傳統燈泡的電費比較:

	瓦特數		每日運作小時		每年天數		每度平均電費		每年電費
原本金鹵燈	1000W	x	12	x	300	÷ 1000 X	$0.15	=	$540
無極燈	**500W**	**x**	**12**	**x**	**300**	**÷ 1000 X**	**$0.15**	=	$270

每年每盞燈省下: $270

	瓦特數		每日運作小時		每年天數		每度平均電費		每年電費
原本日光燈	40W	x	12	x	300	÷ 1000 X	$0.15	=	$21.6
LED T8	**18W**	**x**	**12**	**x**	**300**	**÷ 1000 X**	**$0.15**	=	$9.72

每年每支燈省下: $11.88　　假設共安裝1000支　　每年可省下:$11,880

由上述比較表可明顯看出, 有效的應用節能燈產品, 不只能減少二氧化碳的排放, 並能為您的企業省下50-75%的電力開支, 將省下的經費用於其他用途。

AGP Mission

American Greenpower USA (AGP)為節能燈產品的國際進口商、製造商、供應商。我們秉持著追求完美的精神, 提供節能Induction & LED產品, 照明應用諮詢, 照明能源審查及計算, 與SCE獎勵退款基本諮詢和退款申請服務。持續提供與創新高光效低耗能的照明產品, 以達到節能減碳"零"汙染的目標, 一直是AGP核心任務。 無論是室外或室內、工業或商業照明, 憑藉這40年的照明經驗, 美國綠能公司能提供工業技術, 產品資訊以滿足企業的各項照明需求。

產品品質與認證

為了提供客戶良好的產品, AGP 的節能燈(LED & Induction)皆經過權威認證機構的測試與認證，例如: CE, UL, ETL, DLC and EnergyStar 。這些認證機構不只提供使用安全與產品效能保證, 也能提供使用者完整的產品資訊去申請退款補助。

聯邦總務署合法供應商 (General Services Administration, GSA) GSA

American Greenpower USA同時也是美國聯邦總務屬核可的供應商。

南加州愛迪生電力公司 2017 LED Midstream Program 指定分銷商 (Southern California Edison)

2017年SCE為了鼓勵大眾多加使用品質優良的LED產品, 加碼提供LED Midstream Program 。此活動提供SCE商業用戶非常好的節能退款計劃。 AGP也很榮幸成為SCE 指定的"認證分銷商(Qualified Distributor) " 之一。 如果您有商業大樓、商場、飯店等...建築物並考慮替換LED燈炮/燈具, 請盡快與我們聯絡。AGP不只能為您省下大筆的電費並能提供許多LED產品的退款。活動詳情可見: (www.sceonlinespp.com)



任何有關LED與Induction 的問題，American Greenpower USA Inc. 皆能提供相關資訊的諮詢。 以下是我們的連絡資料。 請立即跟我們連絡, 讓我們幫您的企業省下大把的經費並提供良好的照明環境, 進而幫地球與下一代盡一份心力。

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今年三月北美台灣旅館同業公會青年團訪台時，外交部國際合作及經濟事務司李新穎大使特別聯繫洛山磯台美商會會長許清松僑務委員，將專門為所有團員專題主講，8月份聖文森，聖克里斯多夫，聖露西亞，多明尼加，三聖一多加勒比海旅館投資參訪專案。緣由來自林見松總會長，及李大使陪同蔡總統5月訪問薩爾瓦多時，為維護邦交國友誼及為台商創造商機，所產生的構想。在許清松會長多方努力聯繫下，使得此專題可以進行。李大使也藉著青訪團最後的一天行程，在3月17號與台北市旅館同業公會交流中，親自在香樹花園飯店主講此專案。李新穎大使曾任駐薩爾瓦多大使多年，博學多聞，親切仔細，精闢分析三聖一多投資環境，及各項實際及潛在優缺點，更提出各項投資方案，及各項商機，鼓勵台商在8月至三聖一多考察。參與此次座談會議貴賓包括: 洛山磯台美商會會長許清松、台北市旅館商業同業公會理事長邱樂芬及各理監事、北美洲台灣旅館公會聯合總會總會長嚴杰及各理監事、美東台灣旅館同業公會蔡慶輝、南加州台灣旅館同業公會會長王政煌、理事長汪蔚興、青年團總團長陳美芬、青年團團長蔡維妮、青年團副團長蔡尚璇、世界華人工商婦女企管協會紐澤西分會副會長彭鈺絢、林翠雲僑務委員。出席官員陳歐珀立法委員僑務委員會副委員長呂元榮、前任中華民國外交部政務次長令狐榮達大使、國際合作及經濟事務司李新穎大使。

回美後，為使此項利國利商之三聖一多投資專案得以順利進行，外交部積極推動，並行文紐約經濟文化辦事處，計劃由紐約辦事處為紐約及紐澤西台商和美東臺灣旅館同業公會理事主講一場考察說明會，在李新穎大使和徐儷文大使交付下，美東臺灣旅館同業公會會長也是北美洲台灣商會聯合會理事蔡慶輝在美東6/4/2017星期日於 APA Hotel Woodbridge 舉辦考察說明會。特別邀請駐紐約台北經濟文化辦事處陳豐裕副處長主講聖露西亞、聖文森、聖克理多福、多明尼加等加勒比海四國旅館投資考察團說明會，陳豐裕副處幽默風趣知識性全方位分析，吸引在場來賓熱烈迴響，皆有意願參與8月份三聖一多加勒比海旅館投資參訪專案。參與此次座談會議貴賓包括: 美東臺灣旅館同業公會會長蔡慶輝、紐約台灣商會羅際潤會長夫婦、前會長李金標及各理事、紐澤西台灣商會闕漢榮會長、前會長黃敬琛、陳清益、楊南衡、鐘文忠、副會長陳家麒、副會長鄭吉成及各理事、美華工商協會年陳樹波會長、世界華人工商婦女企管協會紐澤西分會林映君會長、副會長彭鈺絢及各理事、紐約青商會會長及各理事、駐紐約台北經濟文化辦事處陳豐裕副處長、黃耀良組長、僑教中心張希賢副主任。有關此次考察團說明綜述如下:期盼各界共襄勝舉，參加三聖一多加勒比海旅館投資參訪。

三聖一多人民善良友善，風景秀麗，依山傍水，美且民風純樸的地方，也是國際豪華觀光郵輪重要航點及知名度假勝地，風情萬種值得您前來參訪。

為積極協助我商拓展加勒比海市場，（106）年8月5日至17日籌組「2017前進加勒比海首發團」，赴聖文森、聖露西亞、聖克里斯多福及尼維斯、多明尼加四國友邦爭取合作商機，敬邀相關會員廠商踴躍報名參團，尋求合作夥伴，共拓商機。為協助我商於加勒比海地區產業布局，及增進與友邦國家各產業領域合作，訪問期間將依據 貴公司產業及需求透過我駐外單位安排參訪行程，並透過實際參訪，觀摩最佳實務案例，以擴大雙邊經貿合作關係。本次訪團將針對各產業加強雙向交流與合作，協助業者瞭解產業政策、經商環境及優惠措施，以利掌握經濟成長帶來之龐大潛在商機。建議具利基產業：旅館業、機械業、農漁業、資通訊業、再生能源業等。





聖文森、聖克里斯多福尼維斯、聖露西亞、多明尼加四國具利基產業國家對我業者具利基產業

聖文森

• 觀光業(為世界各國遊艇聚集之區) • 農漁業(接受日本的援助，漁獲量增加) • 工業(農產加工業)

聖克里斯多福及尼維斯

• 觀光業(多項優惠政策吸引外來直接投資) • 農漁業(缺乏現代化設施及漁業技術人才)
• 電子等製造業(在美國加勒比海盆地振興方案下，只要原料是來自與美國並在該國家加工，全部免稅外銷美國；為東加勒比海國家組織及加勒比海共同體會員國，產品銷往其他會員國均享有共同市場之免稅優惠；2012 年 5 月與巴西簽署「巴西-蓋亞那-聖克里斯多福及尼維斯部分範圍協議」生效後，成為加勒比海地區出口製造業產品至巴西享有近零關稅優惠的唯一國家，成為前進美國、加勒比海及巴西市場的重要基地)
• 再生能源開發(替代性能源及節能設備進口該國享有進口免關稅及免課顧客服務費的優惠措施)
• 資通訊業(與我國有多合作計畫)

聖露西亞

• 觀光業(觀光業及相關服務業為最主要經濟來源，產值占全國 GDP 將近七成)
• 農漁業(香蕉是最大宗出口農業作物)
• 工業(成衣、電子零組件、飲料、紙箱、柑橘加工品、椰子加工品；近年來致力發展工業並提供企業各種優惠政策，鼓勵外人前往投資設廠)

多明尼加

• 農業(為世界第一大雪茄煙出口國)
• 國內製造業與加工出口區(為第四大醫療器械與第五大皮鞋出口國)
• 觀光業(占外匯收入第一位)

怎樣進行員工工作鑑定

本刊編輯部

很多經理把工作鑑定抬舉為最難受工作。然而，工作表現評議卻是必不可少的。

人們普遍誤認為鑑定就是把員工的工作表現告訴他們。遺憾的是，人們在這方面所做的也往往私此而已。然而，有效的工作鑑定能起到比這大得多的作用。它是一個工作階段，讓你抽時間、花精力去單獨會見每位員工，為他們制定來年的新目標。

對鑑定工作發怵的一個原因是，你覺得大多數的話必須由你來說，必須對職工做有準備的演講。但實際上，鑑定工作不應成為你的獨白；相反，應該推動它成為真正的對話。除了表達對員工的過去表現及未來潛力的看法以外，你要仔細傾聽員工說什麼。根據共識來分配將來的任務、制定新的目標。

即使是表現最好的員工，也應經常為他們制定新的奮鬥目標，否則，他們會逐漸失去工作興趣。完善自我、通過工作和進步贏得褒獎是人的天性。即使頭銜或作任務不變，也可以通過制定目標來提高員工的工作效率和質量。 工作鑑定最重要的部分是鑑定的過程本身。通過與員工一起分析和評定其工作表現、在本部門和本單位的相對位置，為他們制定長短期目標，你們密切了相互間的，並成為一個為雙方認可的目標工作的團隊。 為了能充分體現工作鑑定的價值，你必須在這個過程中覬覦用一定精力。

理想的工作鑑定有三個步驟：總結和工作分析；面談；評估後再會面。

總結和工作分析

被評估員工同樣應有充分的準備時間。事到臨頭突然把員工招進辦公室履行工作鑑定不僅有失公道，而且會讓人產生一種印象：你在躲避什麼。

最好的會面準備是這樣做：你和職工各自填寫一份可供雙方對照用的表格。它應該包括兩部分內容：工作內容分析；工作表現和工作習慣分析。

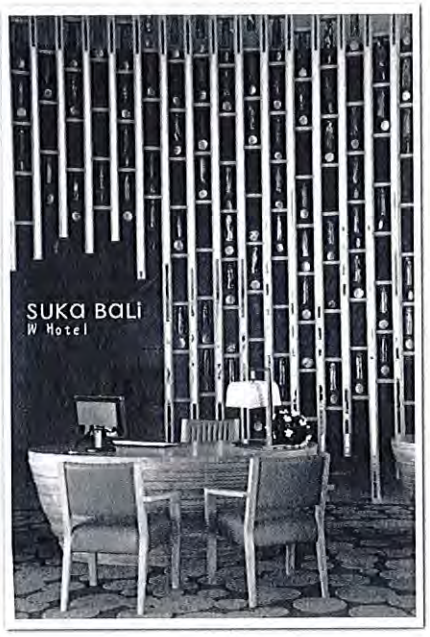


工作內容分析是分析工作所包含的內容。工作表現和工作習慣分析是對工作質量、交流技能、時間管理、專業知識及人際關係技巧等特點進行數量化評估。

根據需要，你可以自己製做幾份表格，在評估面談前三到五個工作日把表格交給員工，請他到會時準備討論下面的問題：自上次評定以來的工作表現，職業目標，跟工作有關的問題和顧慮，今後提高表現的目標。

交給員工的工作內容分析表並不多是張白紙，留著地方填寫工作職責、目標。

工作表現和工作習慣分析表應該列出該員工的素質及工作質量。你和員工分別對他的每個特點按五分制進行評分。表格可能適用於所有員工，也可能需要根據不同對象進行適當的調整。



面談

許多主管在鑑定會面時先肯定員工的工作。有什麼不對嗎？完全沒。但是，我們應該超越表現上的恭維，具體討論值得表揚以及今後有待提高的長處。

職工歷來把工作鑑定當用在得知能否提高工資、能提多少，以及什麼時候能夠晉升之前必經的一種痛苦的磨難。邀請員工參加到這項工作中來，就能改變員工對工作鑑定的看法。

一開始就要解釋清楚，這次談話不准備談錢的問題。向員工保證，錢的問題會在此後不久另談。這也許需要一點時間讓員工慢慢理解，但只要他理解了，你就能抽出身來把話題完全集中在工作表現和製定目標上。

為了使你在評估會面上不分散注意力，也為使員工盡可能感到舒服此，應花點時間為談話準備好場地。做好安排，讓所有來電來訪都有人接待。清除桌面上無關的文件或檔案。把你容易玩上手的東西，曲別針、橡皮擦，都拿到一邊。為員工準備一張舒服的椅子。

因為已經讓員工做了準備，討論的問題會很多。由於雙方都填了表格，你們也已經準備好了書面評估，所以可以相互對照、討論。員工必須思考他在崗位上做了哪些工作、這些工作是否有助於實現他的職業志向。

評估後再會面

最終，你還是要同員工討論工資的問題。雖然這種談話應在評估面談到少兩二天后舉行，其結果應該能反映出評估面談時雙方的共識。例如，要是在鑑定會談時已經決定某員工的晉升，最好是此後很快便給予升職。

注意，不要做無法兌現的承諾。要是你覺得，打算給某位員工的工次可能會使他失望的話，就要做好解釋公司有關政策的準備。

抓住這個機會重溫你為來年制定的工作目標，再次總結對該員工的總體評價，指出在評估面談時討論過的東西和新的工作安排之間有什麼聯繫。

工作鑑定最重要的部分是員工的發展和職業目標。在下一次工作鑑定時，評價該員工在實現這些目標方面取得的進展以及他既定的職業方向。你們還可以一起討論這位員工的發展計劃是否應該修改，如何修改。

一旦確定了某位員工未來的職業目標，或者叫職業夢想之後，就應該著手製定實施計劃，包括增加經理、接受培訓，以及其它方面必要的行動。

員工有權看到最後鑑定結果，請他閱讀評估報告表，給他機會提任何問題。向他講清楚他的看法和顧慮已經考慮過去了，但是你不會再對評估表做進一步修改。

接下來，交給他一張列有工作目標和職業目標的表格，最好也給他一張一年或半年前的類似表格，使他知道是否有變化以主有哪些變化。現在是重溫工作目標的時候了。再次說明你打算如何幫助他們實現這些目標，並表示希望他繼續為實現這些目標而努力。還要鼓勵他說出對新目標的任何疑慮。

雖然再會面顯了敲定在工作鑑定談話時，雙共同形成的計劃和意向，但是，別認為事情就這麼完了，這要看一年或六個月以後的情況再說。許多與工作表現有關的問題之所以依然如故。就是因為經理忽視了改進員工工作所需的日常的行動和反饋。

要定期核實員工的工作進展。如果對結果不滿意，你就應與員工談，看他還能做些什麼。使評估工作不間斷進行下去。



六、 實地考察及費用（Free Stay）

實地考察及費用（Free Stay）在買賣過程中，買方必定會花一定的時間與精力來調查準備購買之旅館的實際經營狀況。對大多數人來說，最普遍也是最有效的方式就是在該旅館住幾天，實地考察該旅館的每日住房率，房價，客源及客人的素質等等，這樣就會牽扯到一個考察費用問題，一般來說，買方可要求賣方在考察期間提供一些免費的房間，以供考察與檢查時之用，通常這個要求在檢查期間及過戶日前，總共約十五個方間日左右比較合理。

七、 日用品庫存量（Inventory）

日用品庫存量（Inventory）旅館的運作離不開一些日常用品。如毛巾、免洗水杯、衛生紙、肥皂、紙巾、電燈泡等，買方務須注意讓賣方在過戶時必須至少有維持兩個星期正常運作的日用品庫存量，以免過戶後立刻發生因日用品短缺而讓客人抱怨。

八、 管理與培訓（Training & Franchise Compliance）

管理與培訓（Training & Franchise Compliance），對很多第一次買旅館的人來說，他們或許從親戚朋友處了解到一些有關旅館管理的知識，但真的經營起來立刻會感覺不夠用，因此，除了連鎖體系的培訓外，買方可要求賣方提供貴個星期的免費培訓以熟悉旅館管理的基本程序與技能，若賣方原來就委托管理公司經營，買方也可要求過戶後繼續由該管理公司管理兩星期，且由賣方支付該筆管理費。

九、市政檢查(City Inspection)

市政檢查(City Inspection)，美國各地皆有自己的地方法律，如防火、防盜、安全、衛生等均有一定的規章法律要求，旅館必須符合所有的要求後才能開始營業，因此在過戶前也要注意讓賣方提供全部有效的檢查合格文件，以免接手後因旅館的某些方面不符當地政府的要求而被迫停業。

九、 動產（Personal Properties）

動產（Personal Properties）買賣旅館是一種房地產生意，但旅館也包括一部分不屬于房地產的生財器俱（又稱動產），如電視機、電話機、計算機、家俱、空調、廚房設備、桌椅等等，在過戶時一定要注意列明詳細清單，否則可能會在過戶後發現只買了一幢空房子或少了很多經營必須的產。

十、 餐飲執照（Licenses & Permits）

餐飲執照（Licenses & Permits），美國各地要均要求經營飲食業者必須持有執照，如一個旅館也同時經營酒吧，餐廳，而買方又希望過戶後繼續經營的話，在買賣時要盡可能要求賣方在過戶後繼續租用該酒吧與餐廳，直至買方再申請並拿到營業執照，以免因過戶後無執照，無法經營酒吧餐廳，而使生意中斷流失。

十一、預定房（Pre Lease or Advance Bookings）

預定房（Pre Lease or Advance Bookings），一般來說，若買的是連鎖旅館，一定有一些房間已被客人預訂，尤其是大型旅館，預定房甚至會訂到兩年以且預訂房的比例很高，此時，要注意研究預訂單，看訂出去的價格是否合理？預訂客的質量是否高標準（退單可能性是否有罰款及付方式如何）？若不注意這些，可能在今後兩年內受到不小的損失。

俗話說，好的開始是成功的一半，房地產的投資與經營成功與否，經營管理固然十分重要，但若買賣時不注意，草率簽約，以致一開始就背上了沉重的包袱，給後期的經營帶來很大的壓力，因而特提供上列各項供大家參考。

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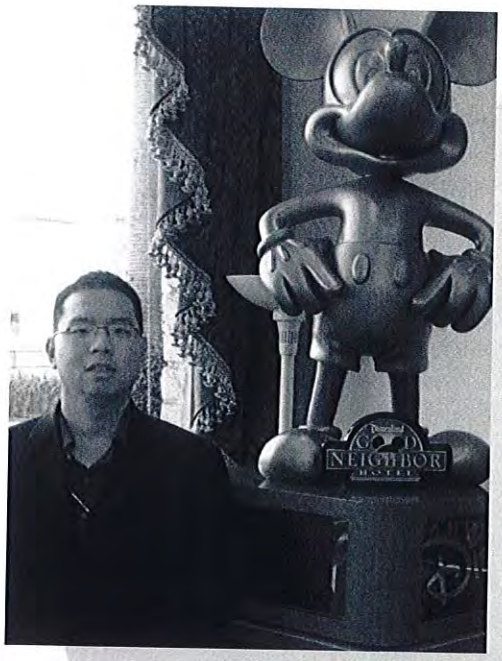
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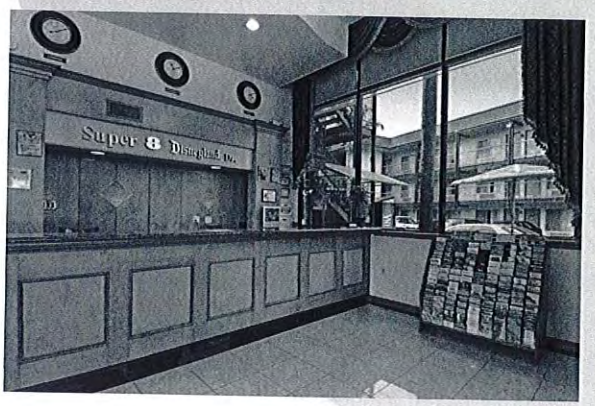
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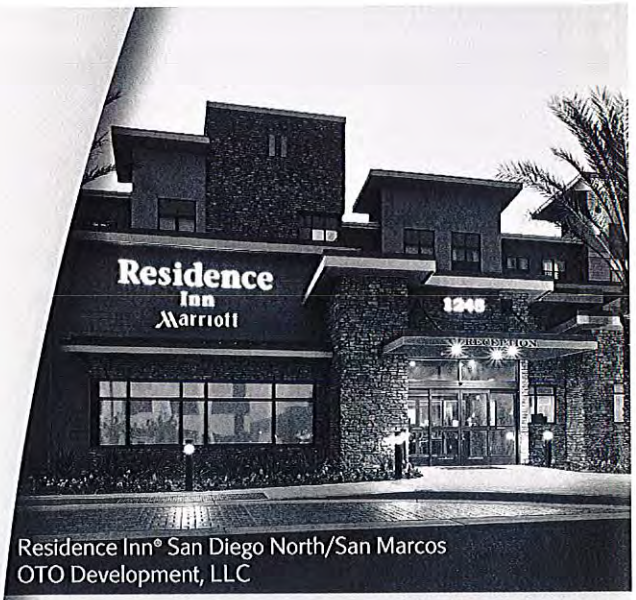
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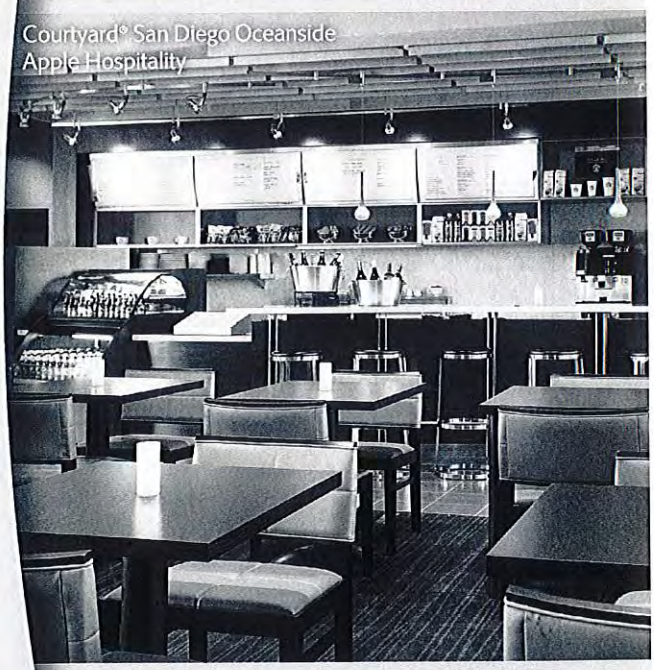
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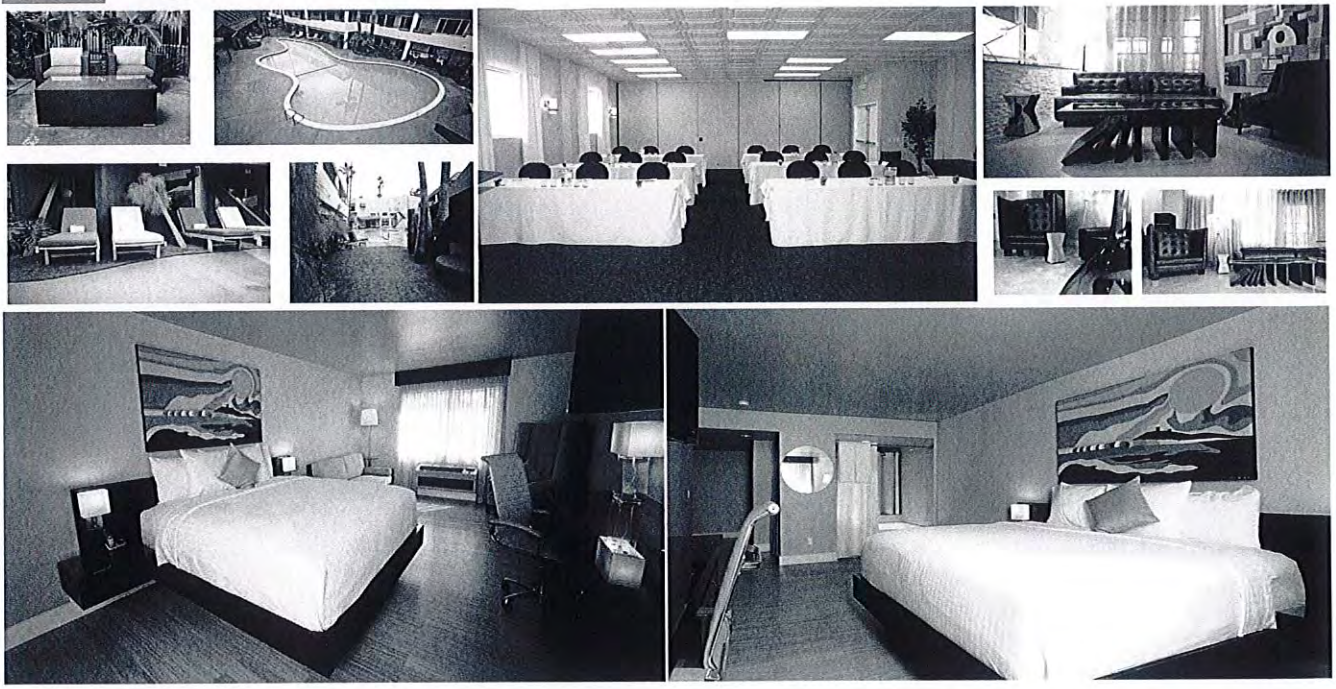

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Brighton Management



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In addition, I would like to thank the Taiwanese Hotel and Motel Association of Southern California for fostering growth and collaboration among the Taiwanese hotel community for over 40 years. I am thrilled to see everyone here. I hope you all great health, happiness, and prosperity. Best wishes for a bright future!

- Joseph Fan, President of Brighton Management



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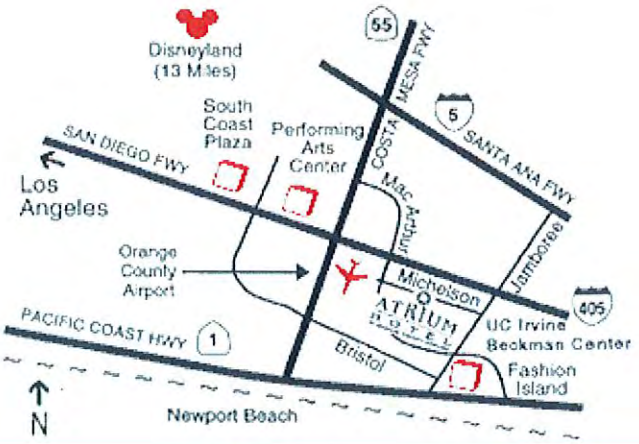
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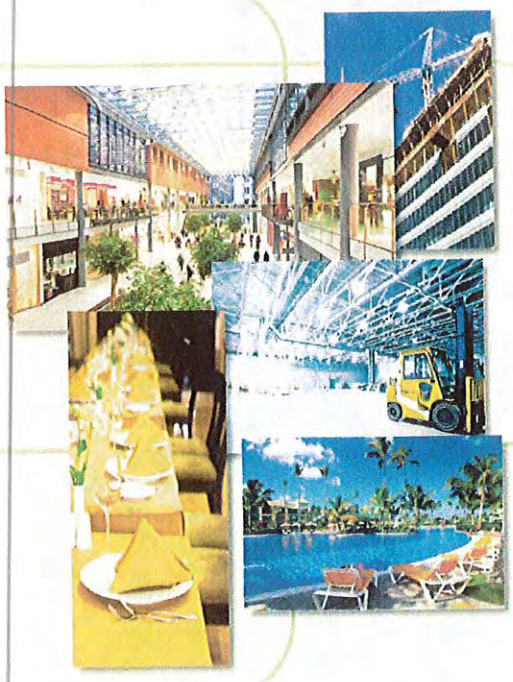


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