Speaker's Office <speaker@guamlegislature.org>

MC Fwd: GEDA Board of Directors Meeting Packet | April 16, 2019

1 message

Speaker's Office <speaker@guamlegislature.org> Tue, Apr 30, 2019 at 11:54 AM
To: Clerks Office <clerks@guamlegislature.org>
Cc: Rennae Meno <rennae@guamlegislature.org>
Bcc: Tina Muna Barnes <tinamunabarnes@gmail.com>

04-30-19	10:36 AM	04-16-19	GEDA Board of Directors Meeting Packet held on April 16, 2019.*	Guam Economic Development Authority	35GL-19-0435

35 GL-19-0435
Speaker Tina Rose Muña Barnes

APR 3 0 2019
Time 10:36 (X)AM ( )PM
Received By: Mathew

Sinsenru yan Minagâhet,

Office of the Speaker • Tina Rose Muña Barnes
Committee on Public Accountability, Human Resources & the Guam Buildup

35th Guam Legislature
I Mina'trentai Singko na Liheslaturan Guåhan

Guam Congress Building | 163 Chalan Santo Papa | Hagatna, GU 96910
T: (671) 477-2520/1
speaker@guamlegislature.org

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Gumai pribilehu yan konfedensia este siha na mensåhi. Solo espesiåtmente para hågu ma entensioña pat ma aturisa para unrisibi. Sen prubidu kumu ti un ma aturisa para manribisa, na'setbe, pat mandespatcha. Yanggen lachi rinisibu-mu nu este na mensahi , put fabot agu' guatu gi I numa'huyong gi as speaker@guamlegislature.org yan despues destrosa todu siha I kopian mensåhi. Si Yu'os ma'åse'.

---------- Forwarded message ----------
From: **Austin Grant** <austin.grant@investguam.com>
Date: Tue, Apr 30, 2019 at 10:36 AM
Subject: GEDA Board of Directors Meeting Packet | April 16, 2019
To: <speaker@guamlegislature.org>, <sen.cridgell@teleguam.net>
Cc: Erin M. Grajek <egrajek@guamlegislature.org>

Håfa Adai!

Pursuant to 5 GCA § 8113.1 Reporting Requirement for Boards and Commissions, we have attached the meeting agenda, approved minutes and attachments from **GEDA's Board of Directors Meeting** held on **April 16, 2019.**

Please let me know if you have any questions or concerns. I will be glad to assist you.

AUSTIN GRANT
Executive Assistant

590 S. Marine Corps. Drive, Suite 511
Tamuning, GUAM 96913
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GUAM
ECONOMIC
DEVELOPMENT
AUTHORITY
America in Asia

Aturidåd Inadilånton Ikunumihan Guahan

REGULAR BOARD OF DIRECTORS MEETING

Tuesday, April 16, 2019
9:30 a.m.
GEDA 5th Floor GITC Building
Ste. 511, 590 South Marine Corps Drive
Tamuning, Guam 96913

Doc. No. 35GL-19-0435.*

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'Lahen Guahan

GUAM ECONOMIC DEVELOPMENT AUTHORITY
America in Asia
Aturidåd Inadilånton Ikunumihan Guahan

MELANIE MENDIOLA
Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

Board of Directors Regular Meeting
Attendance Sheet
Tuesday, April 16, 2019
9:30 a.m.

David J. John, Chairman

Ernesto V. Espaldon, Jr., Vice Chairman

George Chiu, Director

Monte Mesa, Director

Gia B. Ramos, Director

Melanie Mendiola, CEO/Administrator — on phone from Washington, DC

Artemio "Ricky" Hernandez, Deputy Administrator

Terry Brooks, Legal Counsel — Gloryette Concepcion

Tom Fisher, Legal Counsel — absent

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Doc. No. 35GL-19-0435.*

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
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ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

NOTICE OF A REGULAR BOARD OF DIRECTORS MEETING
PLEASE TAKE NOTE TO ANYONE WHO WISHED TO ATTEND AND PARTICIPATE THAT REGULAR BOARD OF DIRECTORS MEETING WILL BE HELD:

DATE: Tuesday, April 16, 2019
TIME: 9:30 a.m.
PLACE: GEDA 5th Floor GITC Building
Ste. 511, 590 South Marine Corps Drive
Tamuning, Guam 96913

Public Notice: The Post on Tuesday, April 9, 2019 & on Friday, April 12, 2019 and sent to the media on those dates.

AGENDA

I. Call to Order
II. Inifresi
III. Roll Call
IV. Approval of Agenda
V. Approval of Minutes
- March 2019 Board Meeting | March 21, 2019

VI. Chairman's Remarks
VII. CEO/Administrator's Remarks
VIII. Communications
- Board Appointment – Siska S. Hutapea

IX. Committee Reports
- Investment Committee (GC)
- Qualifying Certificate Committee (DJ)

X. Old Business
- Election of Board Secretary
- Election of Committee Chairs – Strategic Planning, Community Matters, Real Property
- Board Stipends
- CEDS Adoption

XI. New Business
- Revocation of Qualifying Certificate
  1. QC No. 240- Aviation Concepts, LLC
  2. QC No. 251- Grow Guam LLC
- Recommendation to Charge Off Loan Balances | SSBCI1006 & SSBCI1007
- Community Contribution
  1. Pacific Circle Consortium
  2. Nihi Kids
  3. GUMA
- GDFA Recommendation- Carlos S. & Imelda C. Gabertan

II. Public Comments
III. Adjournment

Enclosures: CEDS – Final Draft| HOT Bond Dashboard | Financial Statements, Additional Information and Independent Auditor's Report Years Ended September 30, 2018 and 2017

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
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GUAM ECONOMIC DEVELOPMENT AUTHORITY
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Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

Minutes of Regular Meeting to the Board of Directors of the **Guam Economic Development Authority** March 21, 2019

Call to Order

§1. The regular meeting of the Board of Director of the **Guam Economic Development Authority** (referred to as "GEDA" or the "Authority") was held on Thursday, March 21, 2019 at the hour of 9:32 a.m. at the Guam Economic Development Authority conference room, Fifth Floor Suite 511, ITC Building Tamuning, Guam. The meeting was called to order by Chairman David John to consider several items on the agenda.

Quorum and Attendance

§2. **Roll call.** As determined by the roll call, the following directors were present:

Directors:	***Offices or Positions:***
David John	Chairman
Ernesto Espaldon	Vice Chairman
George Chiu	Director
Monte Mesa	Director
Melanie Menidola	CEO/Administrator
Artemio Hernandez	Deputy Administrator
Gegorette Concepcion	Legal Counsel
Absent and excused:	
Gia Ramos	Director
Also present were:	
Anumita Kaur	PDN
Erin Grajek	Sen. Clynt Ridgell's Office
Tina Garcia	GEDA
Ed Camacho	GEDA
John San Nicolas	GEDA
Matthew Baza	GEDA

Doc. No. 35GL-19-0435.*

Bernice Torres	GEDA
Dianne Ollet	GEDA
Mark Mendiola	GEDA
Austin Grant	GEDA
Diego Mendiola	GEDA

Approval of Agenda

§3. The first item considered was approval of the agenda. Vice Chairman Ernesto Espaldon made the motion to approve the meeting agenda. Director George Chiu seconded the motion. The motion was unanimously approved.

Approval of Minutes

§4. The first item on Approval of Minutes was the minutes from December 19, 2018. Director Monte Mesa stated that a correction was needed under §8. New Business. Minutes should read, "Vice Chairman David John made a motion to waive stipends for Fiscal Year 2019. The motion was seconded by Director Monte Mesa. On that motion, the Board unanimously approved."

Director Mesa made motion to approve December 19, 2018 minutes with corrections stated and January 10, 2019 minutes as is. Director Espaldon seconded the motion. The motion was unanimously approved.

Chairman's Remarks

§5. The next item on the agenda was Chairman's Remarks.

Chairman John commended the GEDA team for the great work being done. Mr. John asked the Board if they have been kept up to date and well informed by GEDA management. Director Mesa expressed appreciation for the "proactive step" that the CEO and Deputy Administrator have taken.

CEO/Administrator's Remarks

§6. The next item on the agenda was CEO/Administrator's Remarks.

CEO/Administrator Melanie Mendiola started her remarks by addressing the recommendations in the transition report. Ms. Mendiola informed the Board that GEDA is currently working to:

- Renew GEDA Mission as a driver for government economic policy.
- Assess all staff positions to determine the need for reorganization of GEDA
- Develop a strategic plan by which to guide the agency

- Update CEDS from 2011
- Develop marketing strategy to promote GEDA
- Ensure transparency on business transactions
- Work with federal government to improve renewal ratings of H2B Visa applications
- Identify new revenue stream to support agriculture and aquaculture as a viable economic industry.
- Develop a Loan Program that guarantees Start-Ups
- Develop a plan to market "Opportunity Zones"
- Establish Guam as a medical tourist destination
- Implement Medical Marijuana Rules and Regs
- Fill vacant in-house Attorney Position

Ms. Mendiola stated that the Public Finance Division is working to improve government liquidity and promote efficient Capital Improvement Project (CIP) financing.

Guam Solid Waste Authority (GSWA) is looking to finance the construction of Cell No. 3, totaling to $26 million in financing. Options of financing include a bank loan or going out for a General Obligation (GO) bond.

Guam International Airport Authority (GIAA) is looking to refinance to get a better rate at $33.2 million. Deputy Administrator Artemio Hernandez is working with GIAA management and the Legislature to educate the parties about the importance of taking advantage of low rates. Mr. Hernandez stated that the bill to be introduced for the refunding is in the "pre-bill legislative process."

Guam Department of Education (GDOE) is looking to finance the building of Simon Sanchez High School and potentially refinance $50 million for John F. Kennedy High School (JFK). JFK is currently at a rate of 7.5%. Ms. Mendiola stated that GDOE was looking at the option of a USDA loan for the 40-year amortization but because JFK is being occupied and depreciated, that may not be an option.

Department of Public Works (DPW) is working on Garvee Bonds at $75 million. Ms. Mendiola stated she will keep the Board updated on the bonds has details develop.

Ms. Mendiola moved on to discuss current legislation being introduced. Bill 1-35, introduced by Senator Regine Biscoe Lee to increase the Dave Santos exemption from $50,000 to $250,000. GEDA supports the "spirit" of the bill but the legislation violates the bond covenant to prevent an increase in exemptions. GEDA provided alternative language, stating to pledge the 3% that will be in line with the bond covenant and the additional 2% can be exempted which will still result in savings to businesses generating less than $250,000.

Chairman John asked what would be the impact of the legislation. Ms. Mendiola stated that according to Department of Revenue and Taxation, exemptions would amount to roughly $2 million. Mr. John stated that before GEDA takes a stance on any legislation, the agency must analyze the economic impact it will have on the island.

After further discussion, Ms. Mendiola moved on to discuss the Preliminary Bond Issuance Analysis.

Preliminary Bond Issuance Analysis

Issuer	Amount Outstanding	Breakpoint Assessment	Straight Assessment
GO, Section 30, HOT	$ 307,925.00		$ 72.37
BPT	$ 728,980,000.00		$ 171,327.84
DOE/GEFF	$ 208,318,000.00		$ 48,959.74
Tobacco	$ 141,780,000.00	$ 85,068.00	$ 33,321.71
GIAA	$ 192,695,000.00	$ 74,227.10	$ 45,287.96
GPA	$ 561,560,000.00	$ 216,315.80	$ 131,980.11
GWA	$ 499,815,000.00	$ 192,531.31	$ 117,468.55
PAG	$ 71,445,000.00	$ 42,867.00	$ 16,791.29
	$ 2,404,900,925.00	$ 611,009.21	$ 344,849.63
Department Budget			
Research & Public Finance			
Employee 1	$ 141,246.00		
Employee 2	$ 110,056.00		
Employee 3	$ 38,933.00		
Total Department Compensation	$ 290,235.00		
Executive and Administrative Overhead			
Management & Compliance	$ 102,511.53		
Administrative Services Department	$ 72,463.05		
Research Department	$ 100,000.00		
Total Overhead	$ 274,974.58		
TOTAL	$ 565,209.58		
% of Bonds Outstanding	0.02%		
% of Autonomous Agencies	0.04%		
Low Point	0.02%		
Average	0.04%		
High Point	0.06%		

*Recommend either straight pricing or breakpoint pricing.
*Reduce issuance bps.

The analysis addresses how GEDA charges agencies when going out for bonds. After further discussion, Chairman John and Director George Chiu stated that GEDA needs to raise bond fees relative to the workload GEDA takes on.

Ms. Mendiola moved on to discuss the projects under the Real Property division that refine the commercial leasing process for government owned lands so that there is clarity among agencies and efficiency for lease holders.

Ms. Mendiola stated that Senator Taitague has introduced legislation to extend leases from 5 years to 10 years. GEDA is in support of the legislation although the extension is not enough. Chairman John asked if there is a way to quantify how many years are sufficient for a lease. Mr. Hernandez stated that GEDA will approach the senator to discuss quantifying the threshold.

Ms. Mendiola stated that GEDA is revisiting Memorandum of Understandings (MOUs) with existing leases, primarily to review the indemnification areas. GEDA currently pays the legal fees associated with leases. Ms. Mendiola stated that legal fees should be taken care of by the landlord as opposed to the property manager. GEDA will look into ensuring this is reflected in existing and new MOUs.

GEDA has new property leases through the Chamorro Land Trust Commission (CLTC) in the pipeline, currently awaiting approval. The most commercially desirable land is in Tumon across the Guam Visitors Bureau. Ms. Mendiola stated that Director Hattig of CLTC is excited and looks forward to GEDA's assistance.

Ms. Mendiola stated that the Mayor of Piti owns the beachfront land next to the USO. The mayor is interested in commercial leasing arrangements. Additionally, there is a GDOE warehouse GEDA is looking into from potential leasing opportunities.

In regards to HOT Bond projects, an update was given to the Governor and Lieutenant Governor on March 18, 2019. Ms. Mendiola directed board members to review the update as provided in the HOT Bond dashboard enclosed.

Ms. Mendiola moved on to discuss the projects under the Business Development Division.

Ms. Mendiola stated that Governor Carl Gutierrez and GEDA Business Development Manager, Ed Camacho returned from a trade mission meeting with developers and government officials in the Philippines and China. The full trip report is enclosed for review.

GEDA is working to promote and expand loan programs. Ms. Mendiola stated that an Industry Development Specialist is devoted to growing GEDA's loan portfolio. Some initiatives include working closely with farmers and collaborating with GUMA, a business incubator program.

Ms. Mendiola informed the Board that GEDA is working to organize and promote Opportunity Zones. The project is in need of development, update, regulations, and resources. GEDA is presenting to the Guam Association of Realtors to discuss Opportunity Zones regarding where they are located and how to kick start project.

In regards to the Qualifying Certificate (QC) revamp, GEDA is looking into the Recycling QC, which has had no new applicants or issuances for some time. The agency would like to launch a micro Recycling QC that is geared toward businesses that remove waste from the waste stream.

Chairman John stated that the QC committee has discussed the focus of industry specific QCs that will get clear benefits to community and the recipient. The committee is looking into data from health insurance companies and splitting the Captive QC into two QCs (one for local companies and off-island captives).

Ms. Mendiola moved on to discuss Comprehensive Economic Development Strategy updates.

Draft is available on the GEDA website for review. The draft includes the following updates:

- Expanded topics center upon:
  - Niche Tourism- Small Cruise Ships, Educational Tourism
  - Agriculture
  - Island Sustainability
- Additional macroeconomic commentary on:
  - GDP
  - H2B Visa Denials

GEDA is waiting on projects relative to the medical industry and initiatives from the Department of Agriculture and the Mayor's Council.

Director Chiu asked what is GEDA's role in the H2B Visa program. Ms. Mendiola stated that GEDA is working with Department of Labor and the Front Office to get feedback from the private sector, Guam Chamber of Commerce and Guam Contractors Association to drive the sense of urgency of the H2B Visa issue. Furthermore, the Front Office gave the directive to GEDA to apply for a Department of Interior technical assistance grant to study the impact of H2B Visa denials. GEDA has applied and is waiting for an update to proceed.

Vice Chairman Espaldon asked if GEDA has asked for an extension for the USEDA grant. Ms. Mendiola stated that GEDA has applied for an extension and reached out via phone for guidance. Furthermore, GEDA can extend the project by submitting the final draft and inserting appendixes as more projects are received by GEDA.

In regards to H2B Visas, Chairman John asked for a follow up on the hiring of a lobbyist. Ms. Mendiola stated that GEDA has not reached out for a lobbyist. Chairman John asked GEDA to look into rates for a lobbyist.

After further discussion, Director Monte Mesa directed board members to review the H2B Visa report enclosed.

Directors discussed the impact of Airbnb's on Guam and asked that GEDA advise Department of Revenue and Taxation to take a look at the issue.

In closing to her report, Ms. Mendiola stated that GEDA has attended the following trainings and meetings:

- Budget presentation to Senators
- Individual meeting with
  - Speaker Tina Muna Barnes
  - Oversight Chair Sentor Clynt Ridgell

Doc. No. 35GL-19-0435.*

- Senator Regine Biscoe Lee
- Senator Kelly Marsh Taitano
- Senator Telo Taitague
- Senator Jim Moylan
- Senator Sabina Perez
- Senator Joe San Agustin

- Presentations for:
  - GUMA Program
  - Assembly of Planners
  - Soroptimists International
  - Guam Association of Realtors
  - Joint Leadership Symposium
  - Guam Contractor's Association
  - Guam Chamber of Commerce
  - Guam Product Seal Participants
  - Rotary International

Ms. Mendiola stated that the Office of Public Accountability has commented that the community contributions grant program is too much of a "grey area". Therefore, GEDA will present a grant program to the Board for adoption.

Ms. Mendiola informed the Board that GEDA hosted a Guam Product Seal (GPS) Survey that 30% of GPS members responded. Results from the survey will help to improve the GPS program. Results are enclosed for review.

Ms. Mendiola stated that GEDA has launched the Agriculture Accelerator Program to get more farmed goods in school with the help of the Farmer's Co-op, Farm-to-Table and Sustainable Guåhan.

Communications

§7. The next item on the agenda was Communications.

Ms. Mendiola informed the Board that Governor Leon Guerrero has appointed Fe Valencia-Ovalles to serve as Member, Board of Directors for the Guam Economic Development Authority. Confirmation hearing date is forthcoming. Appointment letter enclosed for review.

Committee Reports

§8. The next item on the agenda was Committee Reports.

The H2B Committee Report is enclosed for review.

Old Business

§9. The next item on the agenda was Old Business. The first item under Old Business was Formation of Board Committees.

After further discussion, Director Mesa made a motion to nominate Director Chiu as the Investment Committee Chairperson. Vice Chairman Espaldon seconded the motion. The motion was unanimously approved. Director Chiu will oversee the Investment Committee.

Directors discussed Board stipends. There was miscommunication as to stipends being donated to the GEDA Employee Morale Association (GEMA). Director Mesa withdrew his motion. Chairman John asked management to review the issue again and address the motion at the next board meeting.

New Business

§4. The next item on the agenda was New Business. The first item under New Business was Community Contribution- CISX.

Ms. Mendiola informed the Board that UOG's Center of Island Sustainability will be hosting the 10th Regional Conference on Island Sustainability to be held from April 8 – 12, 2019 at the Hyatt Regency Guam.

This year's theme "Sustainability Then, Sustainability Again?" recalls Guam's part as a sustainable society. A blend of historical perspective and modern innovations will provide conference participants with ideas to encourage action towards a sustainable future.

The recommendation is that this request qualifies under the category of higher education/cultural preservation contained in QC 254 TNN Guam, Inc. dba Tsubaki Hotel "community contribution" section. Therefore, it is recommended to approve the allocation of $7500.00 from QC No. 254 to sponsor the University of Guam's 10th Regional Conference on Island Sustainability.

After further discussion, Director Mesa made the motion to approve the community contribution of $7,500.00 to sponsor the University of Guam's 10th Regional Conference on Island Sustainability. Vice Chairperson Espaldon seconded the motion. The motion was unanimously approved.

The next item under New Business was Community Contribution-Guam Woman's Chamber of Commerce.

Doc. No. 35GL-19-0435.*

Ms. Mendiola informed the Board that the Guam Women's Chamber of Commerce will be hosting a series of events throughout 2019 aimed at growing Guam's economy through professional development and support for small business start-ups.

The recommendation is that this request qualifies under the category of Economic Development (Promotion of Industry & Small Business) contained in QC 254 TNN Guam, Inc. dba Tsubaki Hotel "community contribution" section. Therefore, it is recommended to approve the allocation of $7500.00 from QC NO. 254 to sponsor the Guam Women's Chamber of Commerce.

After further discussion, Director Chiu made the motion to allocate $7500.00 from QC NO. 254 to sponsor the Guam Women's Chamber of Commerce. Director Espaldon seconded the motion. The motion was unanimously approved.

The next item under New Business was Adoption of Grant Program.

Ms. Mendiola requested for the Boards approval of the Qualifying Certificate Community Contribution Grant Program for FY 2020. Ms. Mendiola stated that during the budget process, the Board could authorize how much funding is set aside for community contribution. The grant program will then be advertised and promoted, community members will apply, a committee will rank and score and community contributions will be awarded based on score.

Director Chiu stated that some community members might find it difficult to apply for the grant due to lack of skill set in writing. Chairman John recommended that the grant be flexible.

After further discussion, the Board agreed to adopt the grant program upon the approval of the FY 2020 budget.

The next item under New Business was Litigation– WSTCO vs. GALC.

Georgette Concepcion of Brooks & Concepcion spoke on the matter. Former GEDA CEO/Administrator, Mr. Jon Jay Rojas is being sued in his official capacity. Mr. Rojas is requesting the Board to authorize payment of legal fees for his representation in court. Director Chiu stated that the Board needs legal counsel's advice to approve. Furthermore, the Director Chiu stated that it is morally correct to defend the GEDA CEO/Administrator.

After further discussion, Director Espaldon made the motion to have Brooks & Concepcion represent Mr. Rojas subject to the concurrence by Legal Counsel, Tom Fisher. Director Chiu seconded the motion. The motion was unanimously approved.

Public Comments

§10. The next item on the agenda was Public Comments.

Director Espaldon asked that management provide an update on travel expenses and budget. Director Mesa asked for clarification regarding the approval process of travel requests. Ms. Mendiola stated that in the previous administration, travel of GEDA staff is subject the approval of the Administrator and travel of the Administrator is subject to the approval of the Chair in line with the approved budget. Chairman John stated that transparency is key.

The Board agreed to request for quorum for the next board meeting on April 17th or April 18th.

There was no further business discussed.

Adjournment

§11. After further discussion there was a recommendation to adjourn the meeting. On motion duly made by Director Mesa and seconded by Director Chiu at 10:59 a.m., the meeting was adjourned.

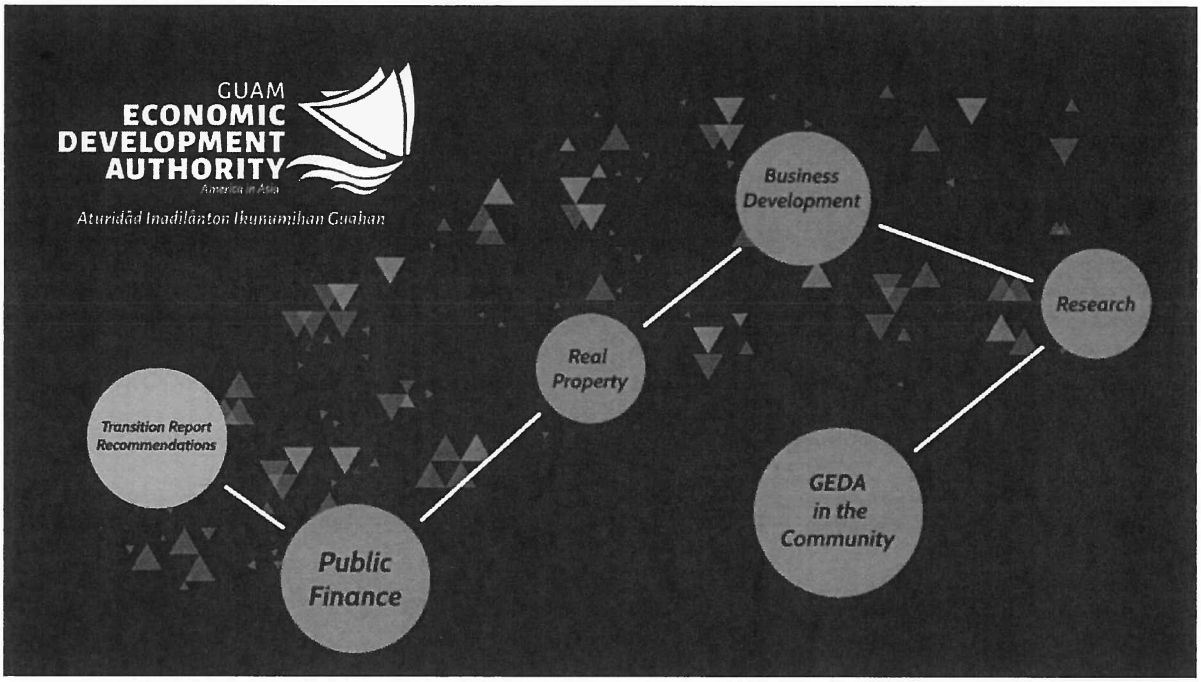
4/16/19

DAVID JOHN, Chairman
Board of Directors

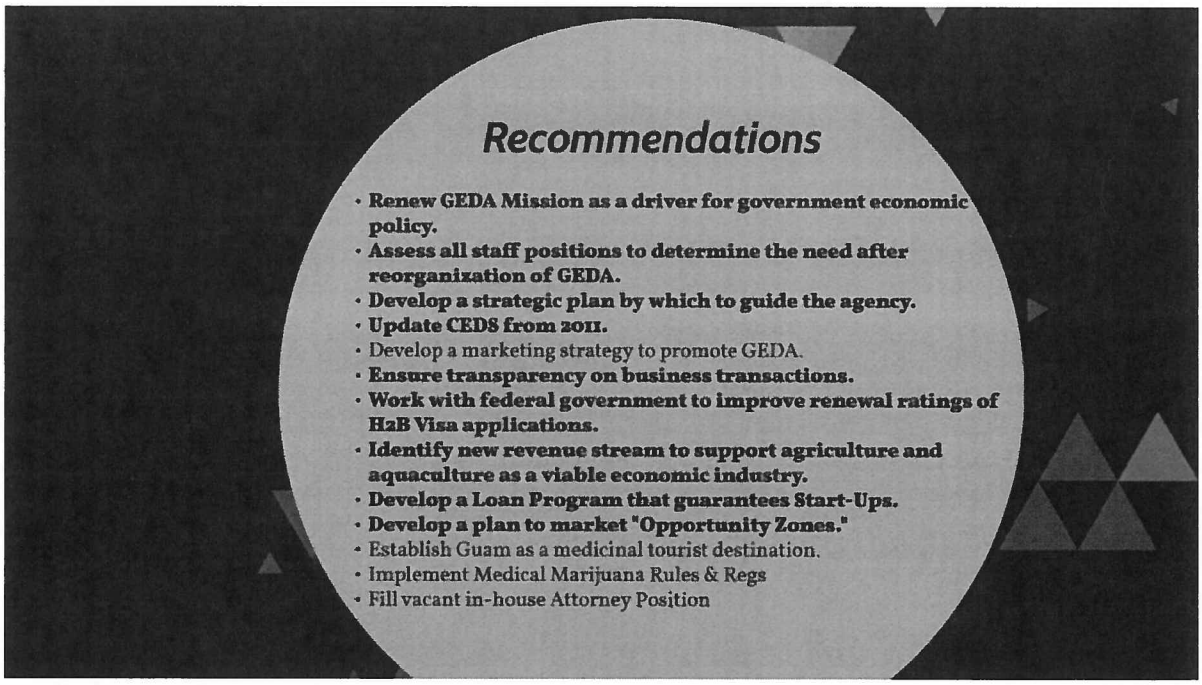
ATTEST:

ERNESTO ESPALDON, Vice Chairman
Board of Directors

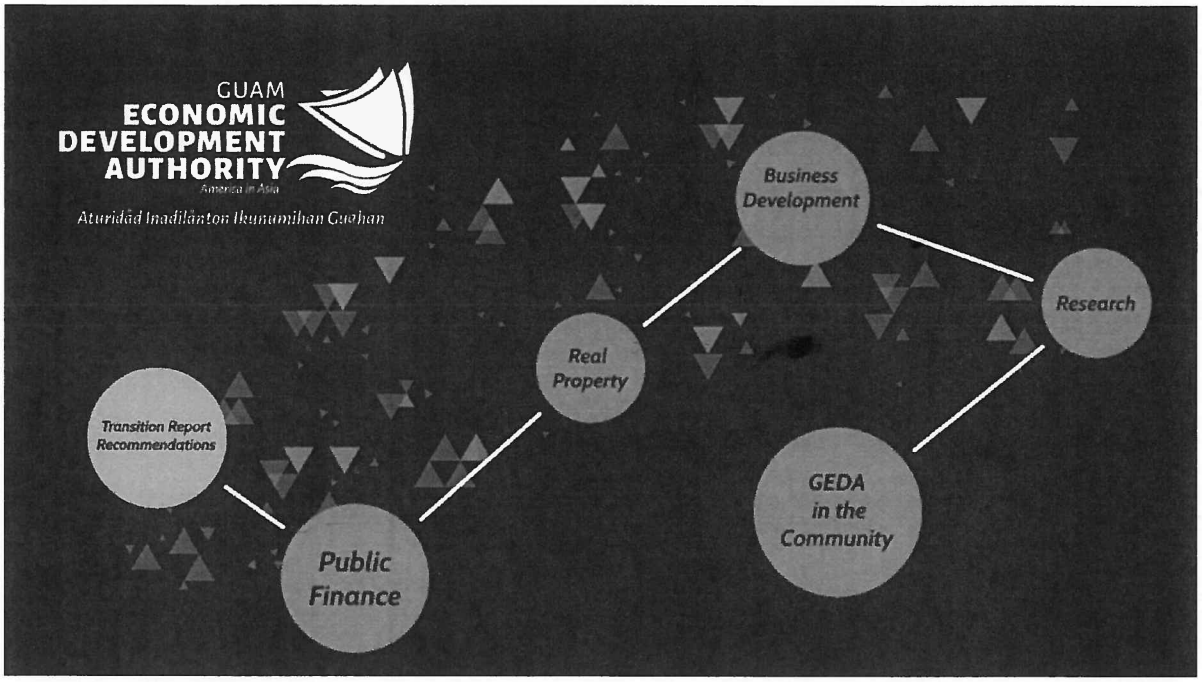
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GUAM
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Business Development
Research
Real Property
Transition Report Recommendations
GEDA in the Community
Public Finance

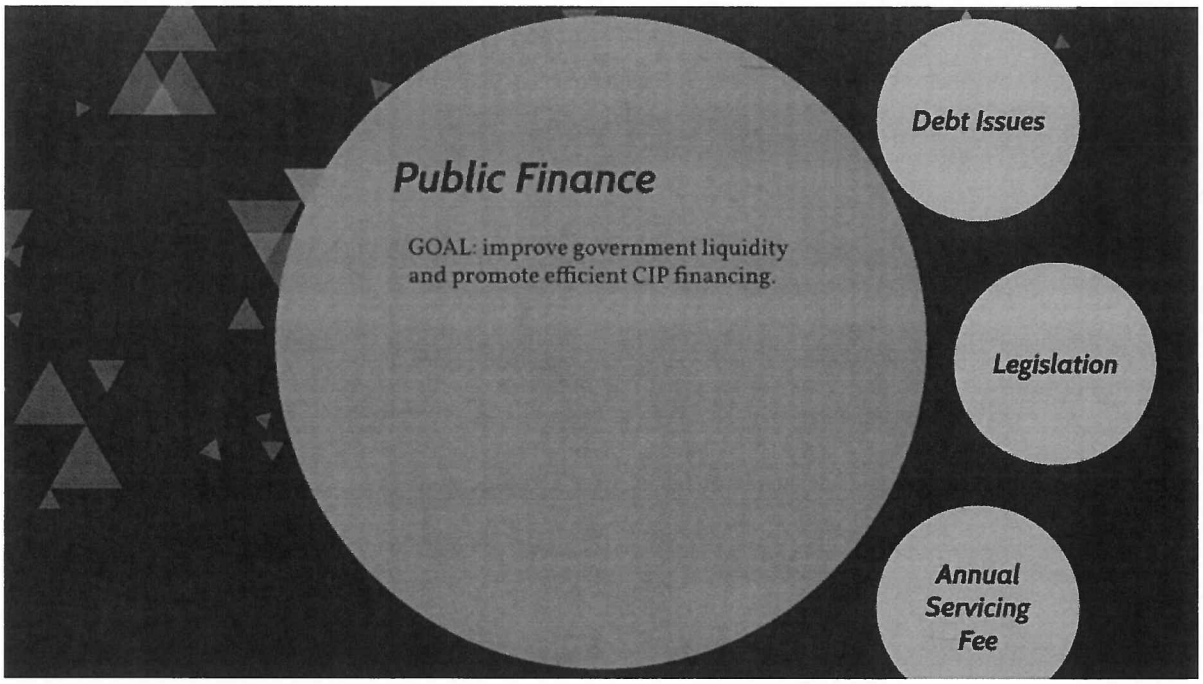
1.


Recommendations
• Renew GEDA Mission as a driver for government economic policy.
• Assess all staff positions to determine the need after reorganization of GEDA.
• Develop a strategic plan by which to guide the agency.
• Update CEDS from 2011.
• Develop a marketing strategy to promote GEDA.
• Ensure transparency on business transactions.
• Work with federal government to improve renewal ratings of H2B Visa applications.
• Identify new revenue stream to support agriculture and aquaculture as a viable economic industry.
• Develop a Loan Program that guarantees Start-Ups.
• Develop a plan to market "Opportunity Zones."
• Establish Guam as a medicinal tourist destination.
• Implement Medical Marijuana Rules & Regs
• Fill vacant in-house Attorney Position

2.


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Business Development
Research
Real Property
Transition Report Recommendations
GEDA in the Community
Public Finance

3.


Public Finance
GOAL: improve government liquidity and promote efficient CIP financing.
Debt Issues
Legislation
Annual Servicing Fee

4.

Debt Issues

GSWA Cell #3 Financing - $30 million
GIAA Refunding - $33.2 million
GDOE Projects - $125 million
DPW Garvee Bonds - $75 million
Labor & Delivery Ward - $9.2 million
DISID & GRTA Facility

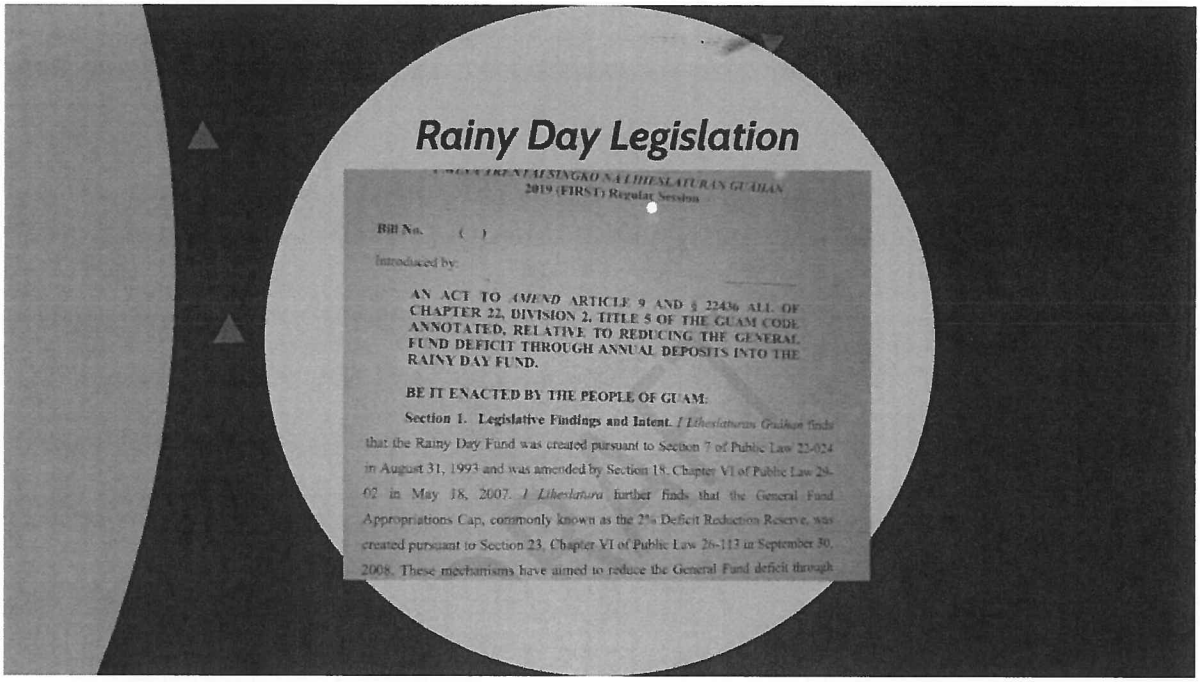
5.

Guam Solid Waste Authority

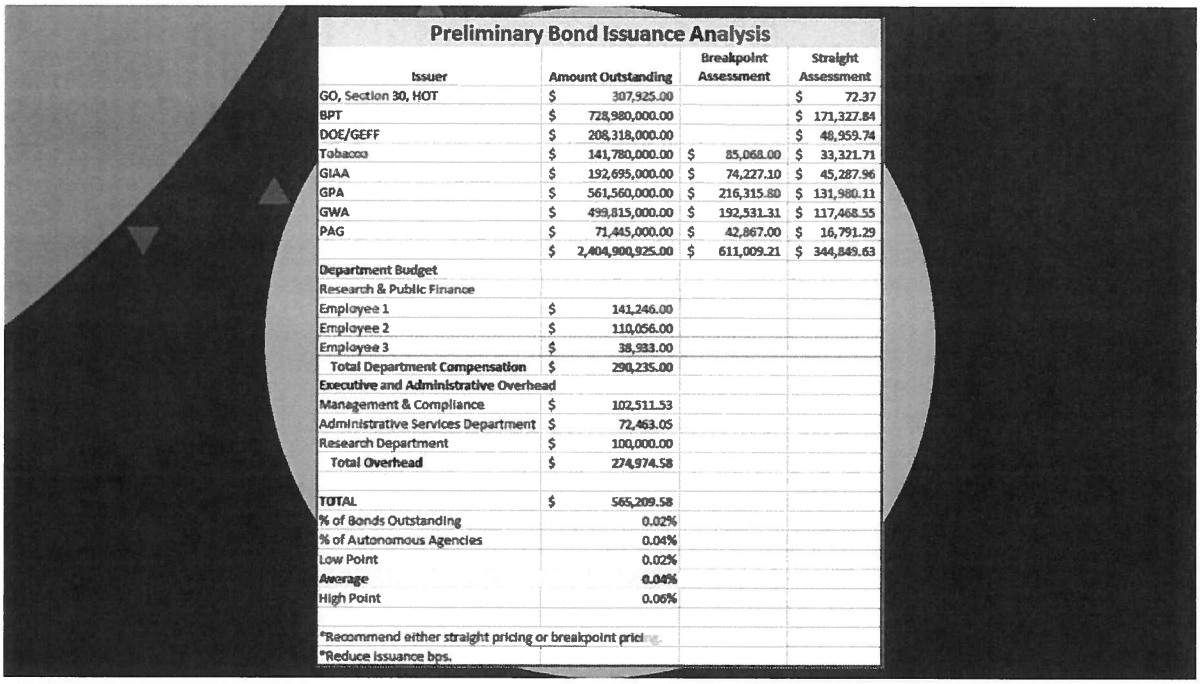
Financing Plan Collaborative Team convened on 3/26/2019.
- Office of the Governor of Guam
- Guam Solid Waste Authority
- Guam Economic Development Authority
- Gershman, Brinker, & Bratton Federal Receiver
- Office of Senator Sabina Perez

Financing Plan submitted to District Court on 4/5/2019.
Trustee Plan added to GEDA's to do list after status hearing held on 4/10/2019.
Financing Plan legislation meeting held on 4/11/2019 at Office of Senator S. Perez.
Trustee Plan Collaborative Team convened on 4/12/2019.
- Added US EPA to Collaborative Team
- Awaiting clarification from Adelup and GSWA regarding trusteeship.

6.



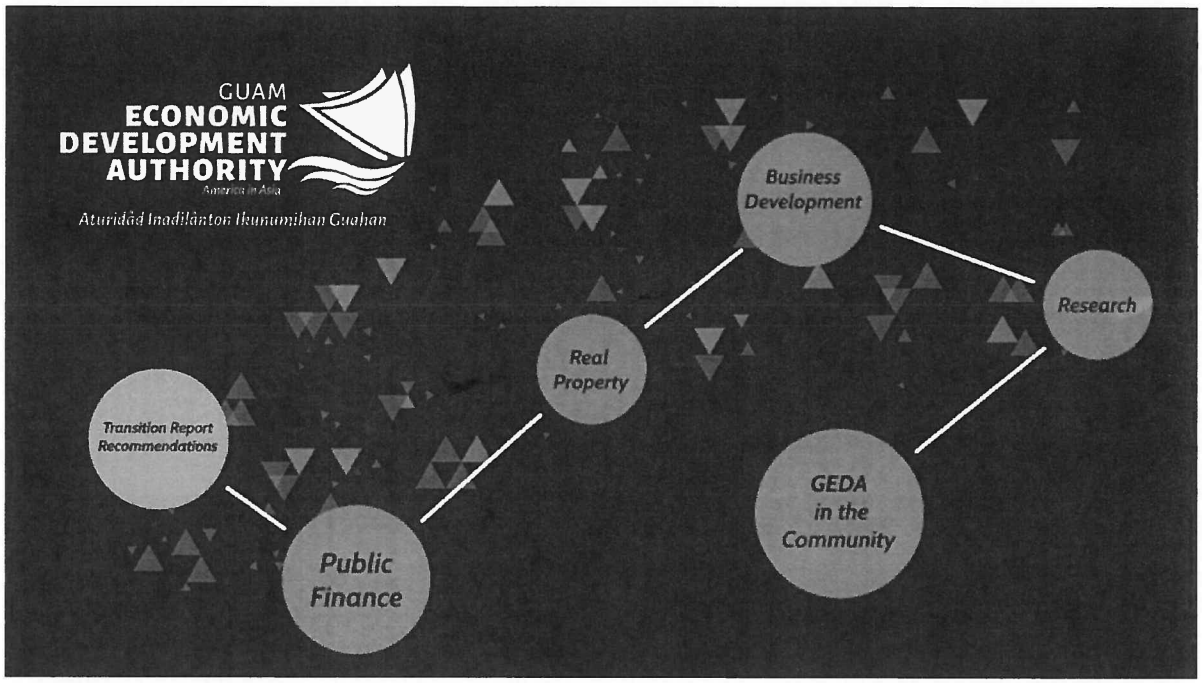
7.



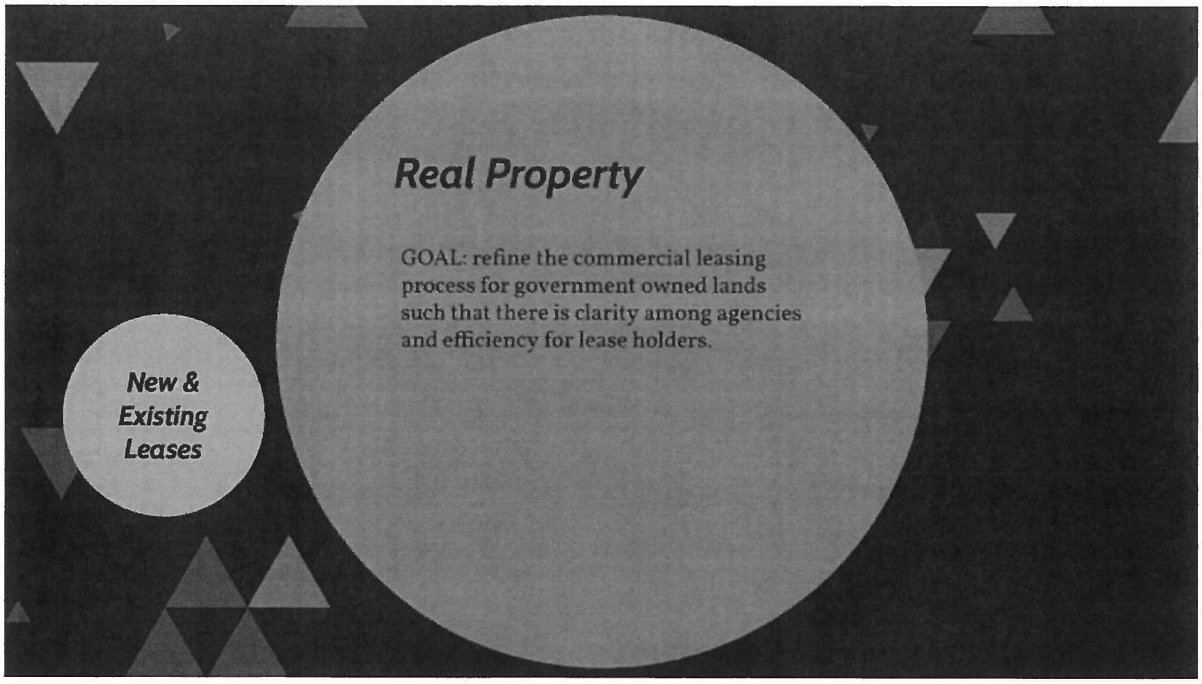
Preliminary Bond Issuance Analysis

Issuer	Amount Outstanding	Breakpoint Assessment	Straight Assessment
GO, Section 30, HOT	$ 307,925.00		$ 72.37
BPT	$ 728,980,000.00		$ 171,327.84
DOE/GEFF	$ 208,318,000.00		$ 48,959.74
Tobacco	$ 141,780,000.00	$ 85,068.00	$ 33,321.71
GIAA	$ 192,695,000.00	$ 74,227.10	$ 45,287.96
GPA	$ 561,560,000.00	$ 216,315.80	$ 131,980.11
GWA	$ 499,815,000.00	$ 192,531.31	$ 117,468.55
PAG	$ 71,445,000.00	$ 42,867.00	$ 16,791.29
	$ 2,404,900,925.00	$ 611,009.21	$ 344,849.63
Department Budget			
Research & Public Finance			
Employee 1	$ 141,246.00		
Employee 2	$ 110,056.00		
Employee 3	$ 38,933.00		
Total Department Compensation	$ 290,235.00		
Executive and Administrative Overhead			
Management & Compliance	$ 102,511.53		
Administrative Services Department	$ 72,463.05		
Research Department	$ 100,000.00		
Total Overhead	$ 274,974.58		
TOTAL	$ 565,209.58		
% of Bonds Outstanding	0.02%		
% of Autonomous Agencies	0.04%		
Low Point	0.02%		
Average	**0.04%**		
High Point	0.06%		
*Recommend either straight pricing or breakpoint pricing			
*Reduce issuance bps.			

8.


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9.

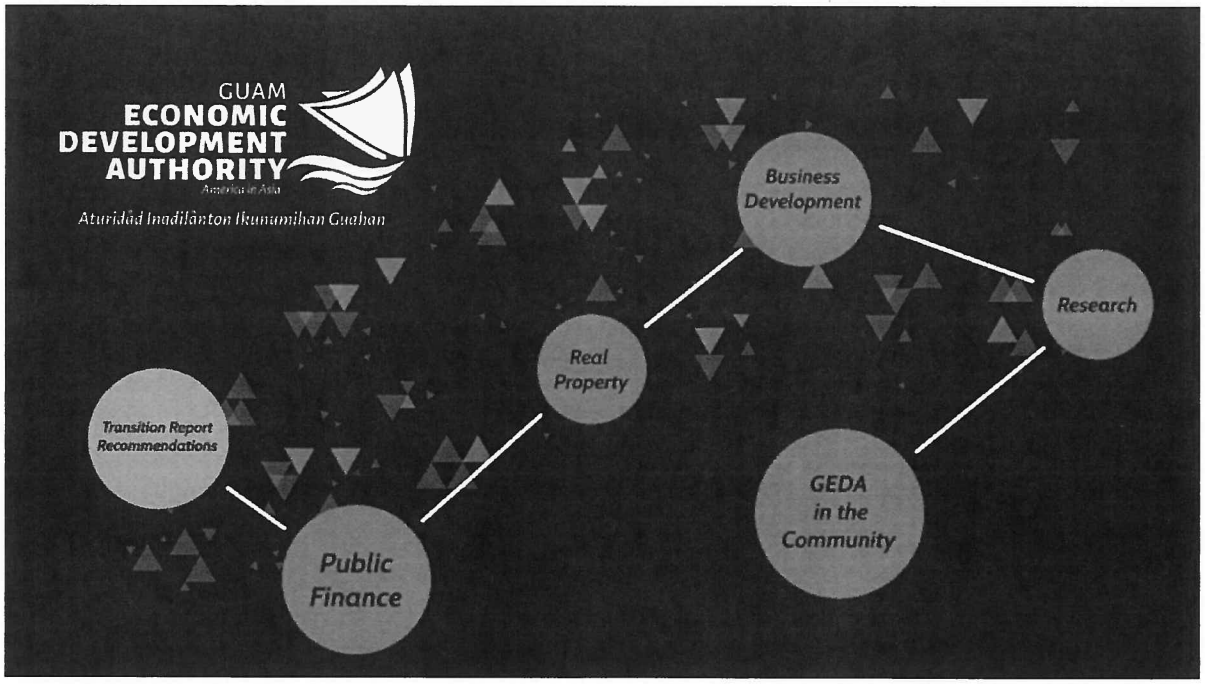

Real Property
GOAL: refine the commercial leasing process for government owned lands such that there is clarity among agencies and efficiency for lease holders.
New & Existing Leases

10.

New & Existing Leases

- Provided testimony in support of Bill 8-35 (4/11/2019).
- Met with CLTC Board Chair and Director on 4/26/2019 regarding listing four additional CLTC Properties.
- DISID & GRTA Meeting (4/5/2019)

11.



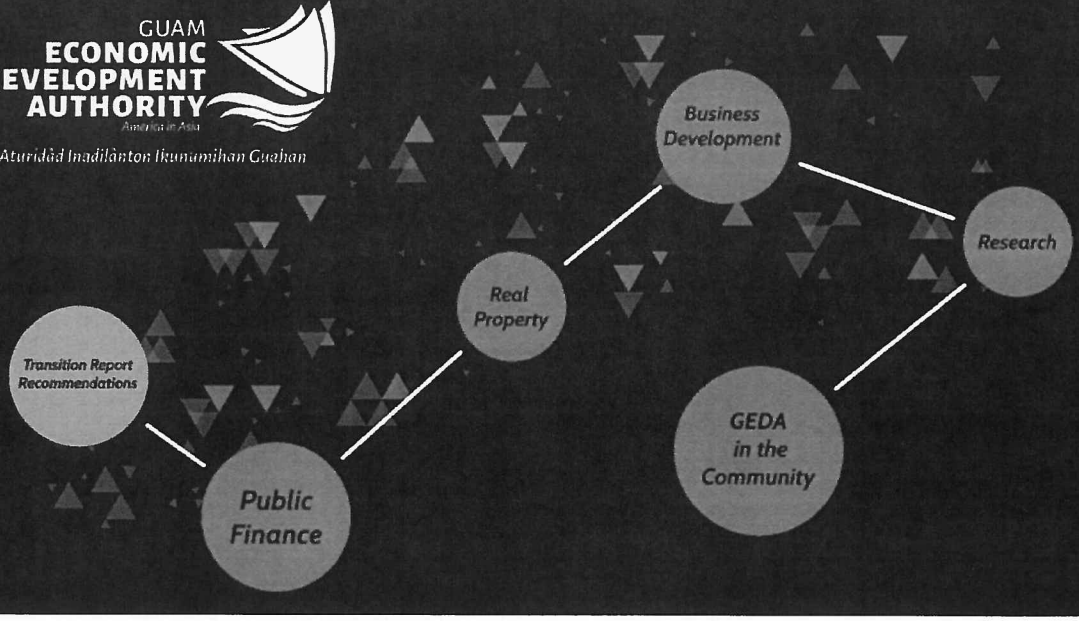
12.

Business Development

- STEP Grant Briefing with SBA (3/29/2019)
- GLUC Meeting regarding OZ (3/31/2019)
- QC Committee Briefing to MH (4/11/2019)
- KEPCO-LG CNS Mangilao Solar LLC sent Letter of Intent to apply for a QC (3/22/2019)
- China & Philippines Trade Mission (3/19)

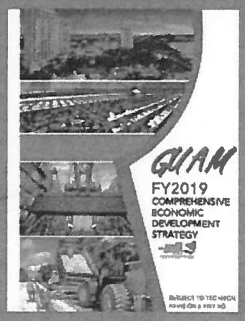
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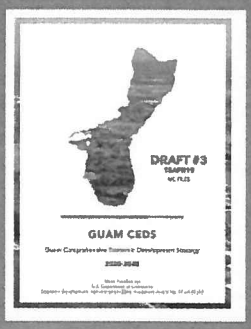
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14.

Research





See most recent CEDS draft on: http://www.investguam.com/downloads/

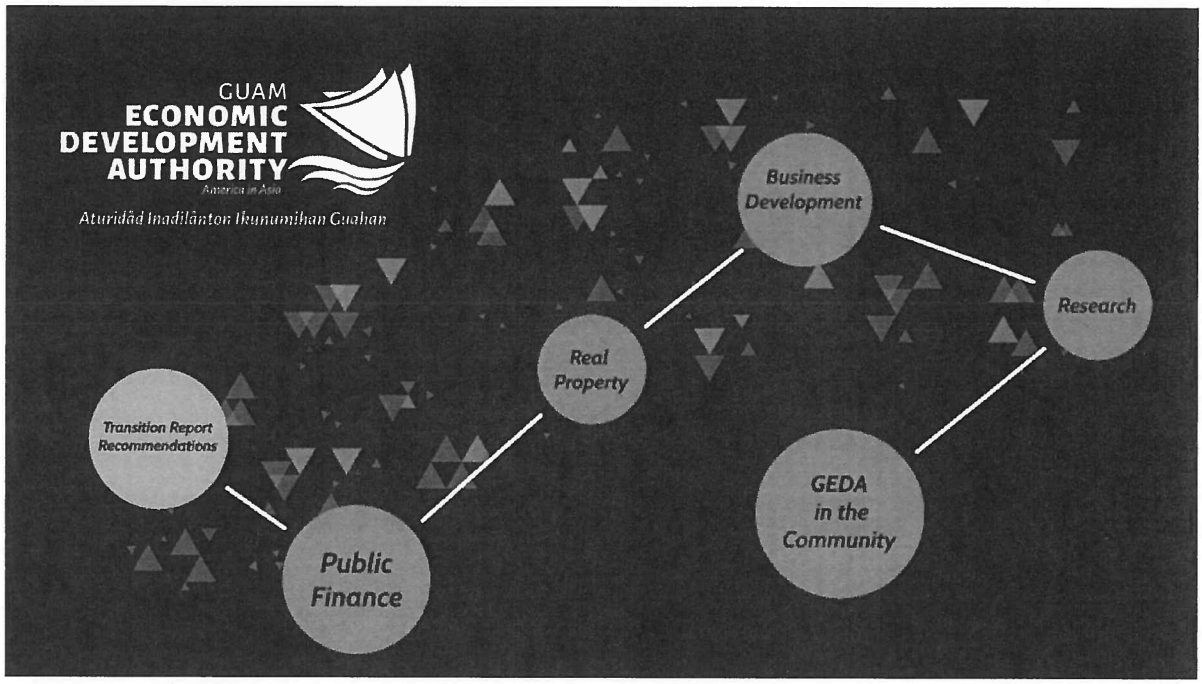
Other Research Projects

15.

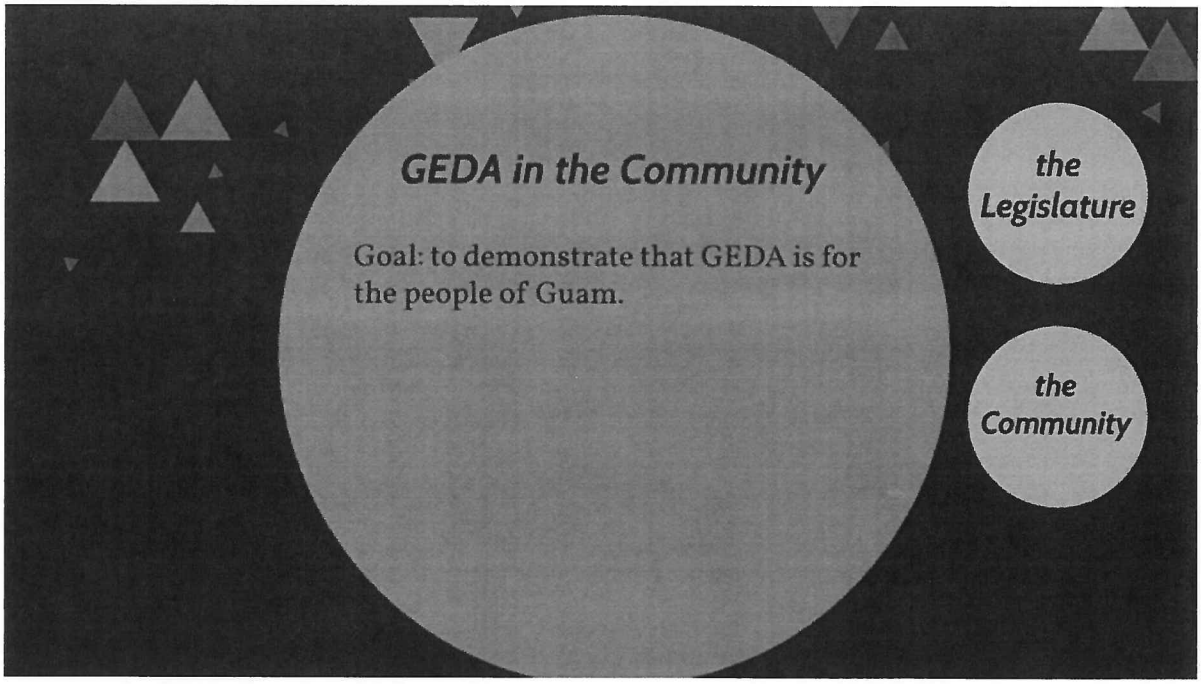
Additional Projects

EDA Projects - Summer 2019
H2B Visa Impact Report - Awaiting TAP Grant
Multi Purpose Facility - 33-229
Bond Analytics Needed

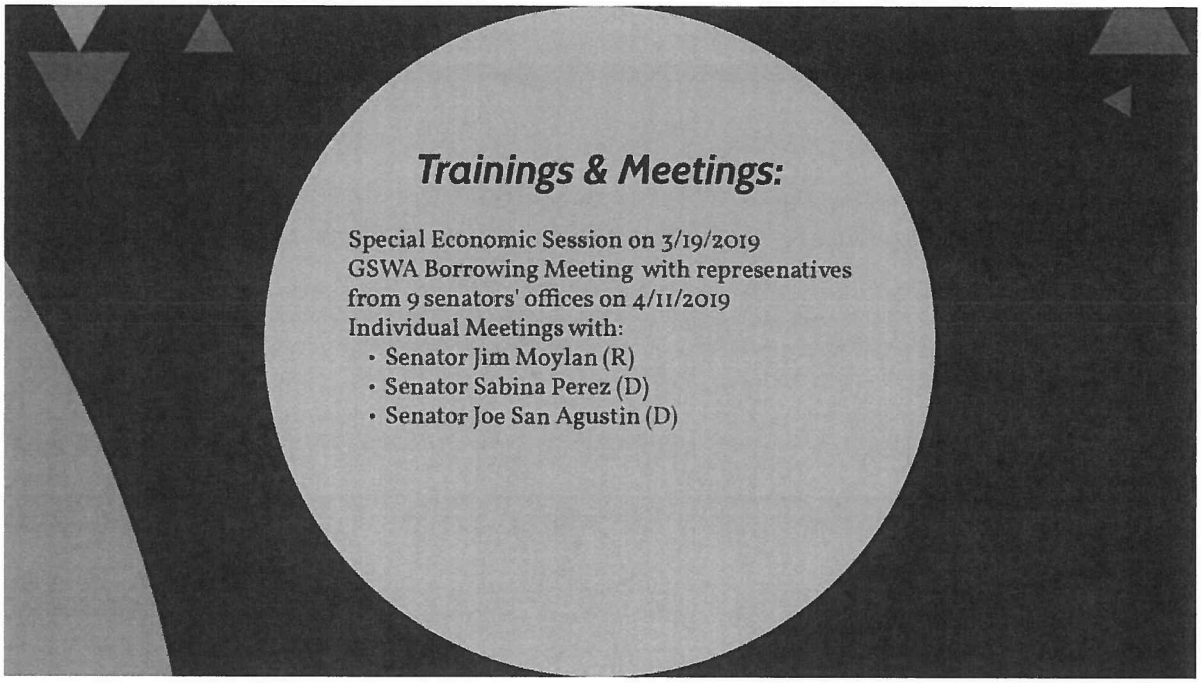
16.


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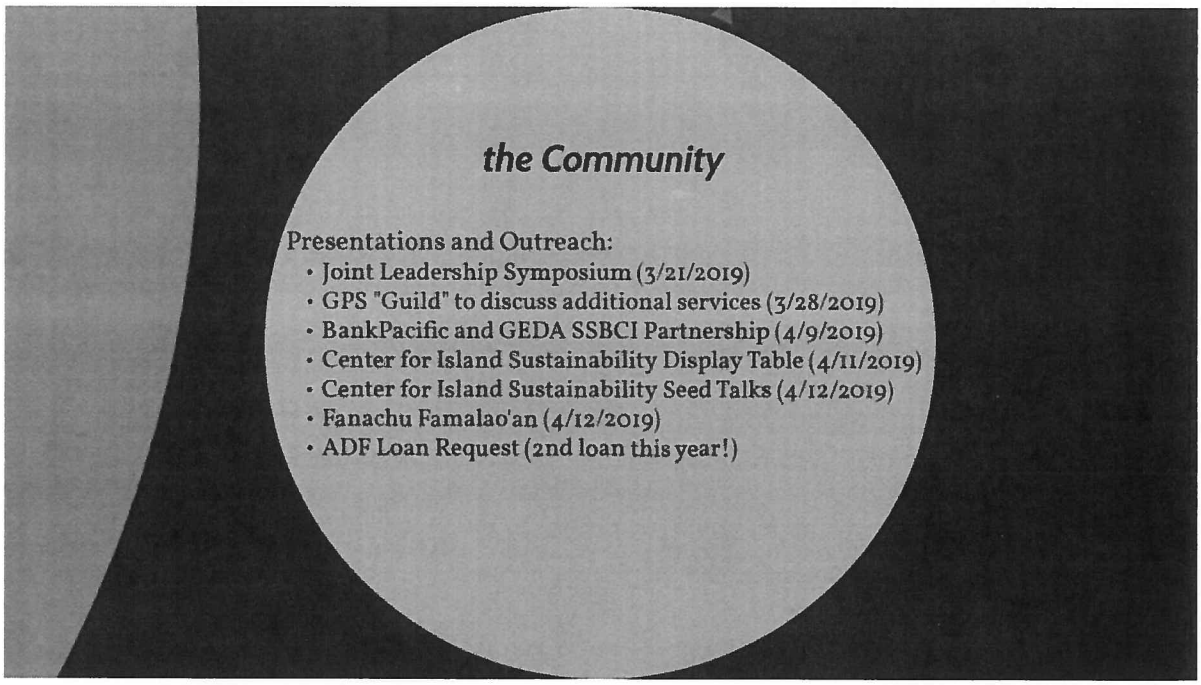
17.


GEDA in the Community
Goal: to demonstrate that GEDA is for the people of Guam.
the Legislature
the Community

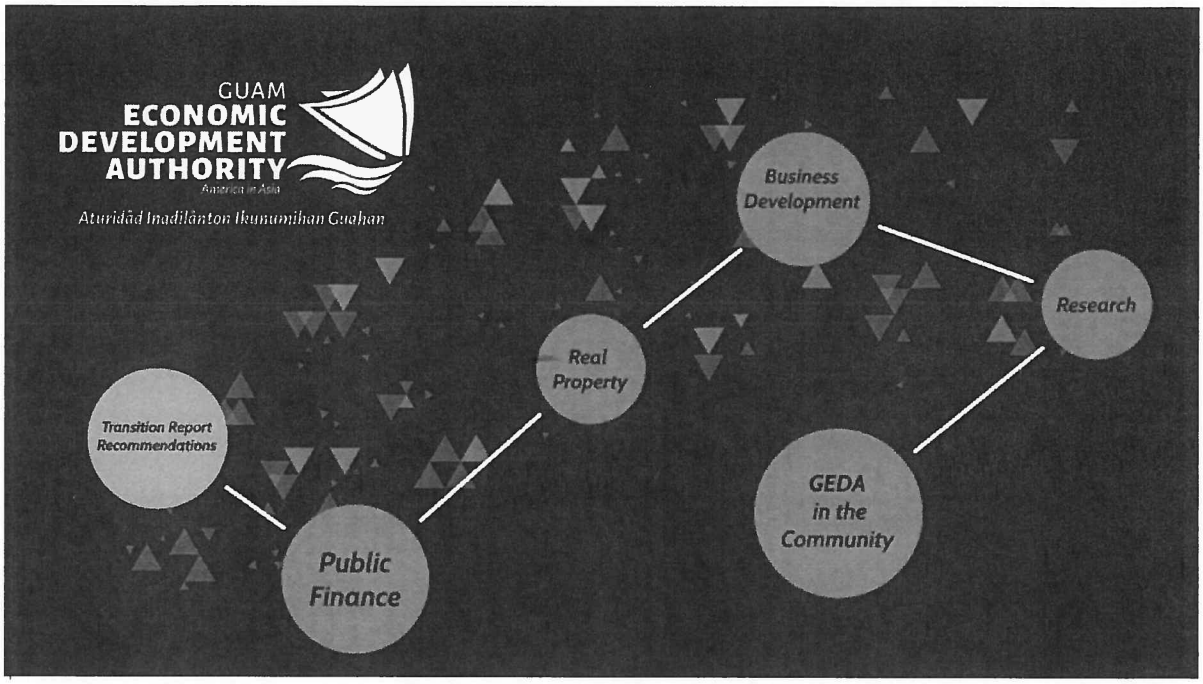
18.


Trainings & Meetings:
Special Economic Session on 3/19/2019
GSWA Borrowing Meeting with represenatives from 9 senators' offices on 4/11/2019
Individual Meetings with:
• Senator Jim Moylan (R)
• Senator Sabina Perez (D)
• Senator Joe San Agustin (D)

19.


the Community
Presentations and Outreach:
• Joint Leadership Symposium (3/21/2019)
• GPS "Guild" to discuss additional services (3/28/2019)
• BankPacific and GEDA SSBCI Partnership (4/9/2019)
• Center for Island Sustainability Display Table (4/11/2019)
• Center for Island Sustainability Seed Talks (4/12/2019)
• Fanachu Famalao'an (4/12/2019)
• ADF Loan Request (2nd loan this year!)

20.


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21.

Note that the Legislature has taken steps to ensure that any protected personal identifying information has been redacted or excluded in whole or in part in order to protect the privacy of any individual(s) whose information has been included as part of this transmittal.

UFISINA I MAGA'HÅGA

LOURDES A. LEON GUERRERO
MAGA'HAGA • GOVERNOR

JOSHUA F. TENORIO
SIGUNDO MAGA'LAHI • LIEUTENANT GOVERNOR

March 29, 2019

Honorable Tina Muna Barnes
Speaker
I Mina'trentai Singko Na Liheslaturan Guåhan
Guam Congress Building
163 Chalan Santo Papa
Hagatna, Guam 96932

35GL-19-0337
Speaker Tina Rose Muña Barnes
APR 0 8 2019
Time 1230 ( )AM /PM
Received By:

RE: Board Appointment

Dear Madame Speaker:

By virtue of the authority vested in me pursuant to the Organic Act of Guam and the local laws applicable to the following position, I am pleased to transmit the following appointment and supporting documents for:

APPOINTEE:	Siska S. Hutapea
POSITION:	Member, Board of Directors Guam Economic Development Authority
TERM LENGTH:	**To Fill the unexpired term of Monte Mesa** **June 30, 2017 – June 29, 2021**

The appointment is subject to the consent of *I Liheslaturan Guåhan*. Please schedule a hearing at your earliest convenience.

Senseramente,

LOURDES A. LEON GUERRERO
I Maga'hågan Guahån
Governor of Guam

cc: Lt. Governor of Guam

0337

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'Lahen Guahan

GUAM ECONOMIC DEVELOPMENT AUTHORITY
America in Asia
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MELANIE MENDIOLA
Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

March 28, 2019

TO: GEDA Board of Directors

FR: Melanie Mendiola, CEO/Administrator

RE: **Revocation of Qualifying Certificate No. 240 for Aviation Concepts, LLC**

History:

08/15/02 - Qualifying Certificate No. 240 ("QC No. 240") was issued to Aviation Concepts, Inc. formerly known as ACI Pacific, LLC ("company") and its members: Terry W. Habeck and William E. Cavanaugh (collectively, the "Members") (Company and Members are known herein collectively as "Beneficiaries"). QC Benefits granted: **75% rebate of their corporate income tax for 17 years**

01/05/17 - Guam Economic Development Authority ("GEDA") sent a letter to the Company wherein it notified Company that it was materially non-compliant with QC No. 240 and that pursuant to 12 G.C.A. § 58111(b) Company had twelve (12) months to cure the conditions giving rise to its **non-compliance for CY14 & CY15**. Violations listed as follows:

- §3.03 &3.04 Project Description Income and activities subject to this Certificate [§58104, §58106, §58128.3 QC Law] Business License for Aircraft Maintenance for CY14 & CY15.
- §3.04 Description of Property/Facility: Business License for Administrative Services for CY14 & CY15.
- §3.16.03 Monthly Reports [§58123, QC Law] for CY15 Oct. Nov & Dec.
- §3.16.03 Employment obligations [§58116, §58117, §58118 QC Law] §3.06.03 Wages for CY15 SWICA March, June, September and December.
- §3.09 Submission of financial statements [§58135, §58126 QC Law] Audited Financial Statement for CY14 & CY15.
- §3.09 Submission of financial statements [§58135, §58126 QC Law] Corporate Income Tax Return for CY15.
- §3.10 In-house training program [§58110(g), §58116 QC Law] Management Training for CY14 & CY15.
- §3.10 In-house training program [§58110(g), §58116 QC Law] Non-Management Training for CY14 & CY15.
- §3.11 Participation in Management Training Programs [§58146, QC Law] for CY15.
- §3.12 Affirmative Action Plan for the hiring of the disabled [§58108, QC Law] for CY15.
- §3.14 Local purchases and products [§58110(h), QC Law] for CY14 & CY15.
- §3.15 Investment in Guam [§58142, QC Law] for CY10, CY11, CY12, CY13, CY14 & CY15.
- §3.16.01 Other obligations of a public nature [§58110, QC Law] Health, Dental & Life Insurance Program for CY15.

- §3.16.02 Other obligations of a public nature [§58110, QC Law] Test of the Guam Labor Market for CY14 & CY15.
- Local Shareholders [§58110(e), QC Law] for CY15.
- Beneficiaries thereafter failed to bring Company into compliance with QC No. 240.

04/24/18 - GEDA sent a Notice and Accusation to company wherein it notified Beneficiaries that QC No. 240 was subject to revocation.

- The Notice included an enclosed Notice of Defense and informed Beneficiaries that they had fifteen (15) days to file the Notice of Defense with GEDA or else waive their right to a hearing pursuant to the Guam Administrative Adjudication Law. The Accusation stated that QC No. 240 was subject to revocation pursuant to 12 G.C.A. § 58111;
- None of the Beneficiaries filed a Notice of Defense or any other request or moving papers with GEDA;
- Pursuant to 5 G.C.A. § 9207, Beneficiaries waived their right to a hearing regarding the revocation of QC No. 240;
- Since 2003, Aviation Concepts Inc. had reported a total of $1,392,686 or rebates/abatements from the Government of Guam.

Staff Recommendation:
The Guam Economic Development Authority hereby recommends that the Governor of Guam **REVOKE** Qualifying Certificate No. 240 issued to Aviation Concepts Inc. and granted in favor of Aviation Concepts Inc., Terry W. Habeck and William E. Cavanaugh. This recommendation is for the revocation of any and all benefits arising out of or appurtenant to Qualifying Certificate No. 240 in favor of Aviation Concepts Inc., Terry W. Habeck and William E. Cavanaugh. This recommendation for revocation is not in lieu of or in prejudice to any other rights, claims or actions that the Government of Guam or any subdivision thereof may have against any or all of Aviation Concepts Inc., Terry W. Habeck and William E. Cavanaugh.

GEDA Board Action: + /approve / /disapprove

DAVID JOHN, Chairman

4/16/19
Date

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'Lahen Guahan

GUAM ECONOMIC DEVELOPMENT AUTHORITY
America in Asia
Aturidåd Inadilånton Ikunumihan Guahan

MELANIE MENDIOLA
Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

March 28, 2019

TO: GEDA Board of Directors

FR: Melanie Mendiola, CEO/Administrator

RE: **Revocation of Qualifying Certificate No. 251 for Grow Guam LLC**

History:

04/17/12 - Qualifying Certificate No. 251 ("QC No. 251") was issued to Grow Guam LLC ("company") and its members: John Stewart and Paula Stewart (collectively, the "Members") (Company and Members are known herein collectively as "Beneficiaries"). Qc benefits granted: **75% rebate of their corporate income tax for 20 years**

10/12/16 - The Guam Economic Development Authority ("GEDA") sent a letter to the Company wherein it notified Company that it was materially non-compliant with QC No. 251 and that pursuant to 12 G.C.A. § 58111(b) Company had twelve (12) months to cure the conditions giving rise to its **non-compliance for CY14 & CY15;**

- §3.08 Submission of Financial Statements: Audited Financials & Income Tax Returns for CY15
  - 2015 Financial Statement and Tax Return were submitted via e-mail on 1/6/17.
- §3.09 In-house Training Program and Management Training Program for CY2014 & CY15
- §3.10 Affirmative Action Plan (Program to hire the disabled for CY14 & CY15

04/24/18 - GEDA sent a Notice and Accusation to Grow Guam LLC wherein it notified Beneficiaries that QC No. 251 was subject to revocation.

- The Notice included an enclosed Notice of Defense and informed Beneficiaries that they had fifteen (15) days to file the Notice of Defense with GEDA or else waive their right to a hearing pursuant to the Guam Administrative Adjudication Law. The Accusation stated that QC No. 251 was subject to revocation pursuant to 12 G.C.A. § 58111;
- None of the Beneficiaries filed a Notice of Defense or any other request or moving papers with GEDA;
- Pursuant to 5 G.C.A. §9207, Beneficiaries waived their right to a hearing regarding the revocation of QC No. 251.
- **GEDA has not issued a Certificate of Compliance since the effective date of April 17, 2012 therefore Grow Guam has never availed itself of any tax benefits.**

590 S. Marine Corps, Dr. Suite 511 ITC Building
Tamuning, GUAM 96913

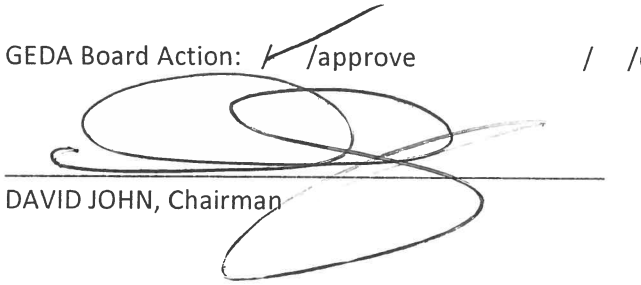
T 671.647.4332 F 671.649.4146
www.investguam.com

Doc. No. 35GL-19-0435.*

Staff Recommendation:

The Guam Economic Development Authority hereby recommends that the Governor of Guam **REVOKE** Qualifying Certificate No. 251 issued to Grow Guam LLC and granted in favor of Grow Guam LLC. John Stewart and Paula Stewart. This recommendation is for the revocation of any and all benefits arising out of or appurtenant to Qualifying Certificate No. 251 in favor of Grow Guam LLC., John Stewart and Paula Stewart. This recommendation for revocation is not in lieu of or in prejudice to any other rights, claims or actions that the Government of Guam or any subdivision thereof may have against any or all of Grow Guam LLC., John Stewart and Paula Stewart.

GEDA Board Action: ✓ /approve / /disapprove



DAVID JOHN, Chairman

4/16/19

Date

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'lahen Guahan

GUAM ECONOMIC DEVELOPMENT AUTHORITY
Moving Forward
Aturidåd Inadilånton Ikunumihan Guahan

MELANIE MENDIOLA
Chief Executive Officer/Administrator

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator

ADMINISTRATIVE ACTION

February 07, 2019

TO: Melanie Mendiola, CEO/Administrator

FR: Claire Cruz, Compliance Division Manager

RE: **Recommendation to Charge Off Loan Balances**

Loan #:	a) SSBCI1006 b) SSBCI1007
Program:	SSBCI Loan Guaranty
Borrower:	Jessie Rosario dba Inspire Ad Agency
Guarantors:	Jessie Rosario
Purpose:	a) Establish a line of credit b) Purchase equipment
Amount:	a) $40,000 b) $15,000
Term:	a) Balloon payment: Principal and interest due 11/10/2013 Termed out on 2/10/2014: 7.5%, $804.19 monthly P&I b) 59 payments $301.94 monthly P&I
Interest Rate:	a) Variable b) 7.5%
Monthly Payment:	a) $804.19 b) $301.94
Loan Date:	a) Nov. 8, 2012 b) Nov. 8, 2012
Maturity Date:	a) February 15, 2019 b) November 10, 2017

Collateral:	(1) Commercial Security Agreement & UCC1 filed 11/9/2012 covering all company assets including purchased equipment (2) SSBCI Guaranty @ 75%
Accrued Principal on claim date:	a) $39,524.25 b) $11,778.98
Accrued Interest on claim date:	a) $2,239.70 b) $ 667.47
Fees:	a) $321.68 b) $120.56
Last Payment:	a) February 18, 2014 b) February 14, 2014
Total BOG Claim:	a) $42,085.63 b) $12,567.01
GEDA Buy Back:	a) $31,564.22 b) $ 9,425.25
Status:	Chapter 7 bankruptcy filed on 6/26/18 Chapter 7 bankruptcy discharged on 9/28/18

Collection History:

Date	Action
02/13/15	GEDA paid Bank of Guam on guaranty
05/08/15	GEDA Referred account to Atty. Brooks for collection
06/17/15	Default Judgement filed
08/07/15	Assignment of Judgment filed
08/12/15	Entry of Appearance and Request for Notice
08/13/15	Motion to Amend Caption filed
08/18/15	Declaration and Order for Examination of Judgement Debtor and Related Supplement Proceedings filed
08/28/15	Order to Appear filed
05/01/18	Payments received from May 2018 thru July 2018 (total of $800)
06/26/18	Bankruptcy Chapter 7 filed
09/28/18	Discharged in Bankruptcy Court

Staff Recommendation: GEDA's policy is to charge off a loan whose collectivity is sufficiently questionable that it can no longer justify showing the loan as an asset on the balance sheet (GDFA SOP

Chapter 14, §116). A charge off is an acknowledgement of a loss on GEDA's records of the account. It does not affect GEDA's legal rights against a debtor; however, in the case of a bankruptcy filing and eventual discharge in bankruptcy court, the debt is no longer collectible. Thus, in this case, the recommendation is a write off as a loss.

MELANIE MENDIOLA
CEO/Administrator

DATE: 2/13/19

GEDA ATTORNEY'S FINDING AS TO THE RECOMMENDATION: CONCURS / / DO NOT CONCUR / /

TERRENCE BROOKS, esq.

DATE: 2/14/2019

BOARD ACTION: APPROVED / / DISAPPROVED / /

DAVID JOHN
Chairman

DATE: 4/16/19

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'Lahen Guahan

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MELANIE MENDIOLA
Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

April 16, 2019

To: GEDA Board of Directors

From: Melanie Mendiola, Chief Executive Officer/Administrator

Subject: Pacific Historic Parks: 43rd Pacific Circle Consortium (PCC) Conference (TNN Guam, Inc. dba Tsubaki Hotel Community Contribution)

Request:

Pacific Historic Parks is requesting for sponsorship for the 43rd Pacific Circle Consortium (PCC) Conference on July 8 – 12, 2019.

Staff Recommendation:

This request qualifies under the category of higher education/cultural preservation contained in QC 254 TNN Guam, Inc. dba Tsubaki Hotel "community contribution" section. We therefore recommend approval to allocate $2,000 from QC No. 254 to sponsor the Pacific Historic Parks: 43rd Pacific Circle Consortium (PCC) Conference.

GEDA Board Action: [✓] Approved [ ] Disapproved

David John, Chairman

4/16/19
Date

590 S. Marine Corps, Dr. Suite 511 ITC Building
Tamuning, GUAM 96913

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www.investguam.com

Doc. No. 35GL-19-0435.*


CONNECTING PAST & PRESENT:
EDUCATING ACROSS GENERATIONS
43RD ANNUAL
PACIFIC CIRCLE CONSORTIUM
JULY 8-12 2019
GUAM, USA
WWW.PCCGUAM2019.ORG
Hosted by:
PACIFIC
HISTORIC PARKS
Remember Honor Understand

2019 Pacific Circle Consortium Conference

SECTION I. BACKGROUND

A. Pacific Circle Consortium

The Pacific Circle Consortium (PCC) was established in 1977 as an initiative in international cooperation between educational research and development institutions in the Pacific Region. The PCC draws members from Australia, New Zealand, several Pacific Islands, China, Hong Kong SAR, Japan, South Korea, Malaysia, Taiwan, Thailand, Sri Lanka, several states of the United States, Vietnam, Canada, Latvia, and Mexico. Conference attendees have also come from Europe, the UK, Russia, Nepal, and Ecuador.

The purpose of the PCC is to promote international and intercultural understanding and cooperation among the peoples and countries in and around the Pacific Ocean. The Consortium fulfils this purpose through school-related international, cooperative, programs and activities in educational research, curriculum development, and professional development. See http://www.pacificcircleconsortium.org for more information.

B. Pacific Historic Parks

Pacific Historic Parks is a non-profit organization that works in partnership with the National Park Service (NPS) in Guam to engage youth in reflecting on the lessons learned from World War II in the Pacific. The mission of Pacific Historic Parks is to support NPS World War II sites and other entities managing Pacific historic locations through education and interpretive programs, research, preservation, restoration and fund development. Through hosting the Pacific Circle Consortium Conference in Guam, educators from the Pacific will be invited to share their relevant research and experiences in a symposium-like setting. Together, educators can discuss, develop, and inspire innovative, effective programs or curriculum focusing on the Asia-Pacific region.

Pacific Historic Parks has been involved in PCC since 2016 and found it inspiring that the yearly conferences brought educators closer to provide a forum on educational global trends and opportunities to generate new ideas in their respective communities. Hosting the PCC conference in Guam offers educators in the Pacific a chance to participate in presentations, discussions, and networking that will contribute to the advancement of educational research and development in the Pacific. See www.pacifichistoricparks.org for more information.

SECTION II. CONFERENCE THEME & SUBTHEMES

The year 2019 is very significant for Guam because it is the 75th anniversary of the Battle for Guam, which dramatically changed the lives of the indigenous people of Guam, the CHamoru. Pacific Historic Parks will host the Pacific Circle Consortium Conference during July when nearly 55,000 US Marines and Army soldiers landed on the shores of Guam to retake the island from the Japanese 75 years ago. By air, sea, and land, World War II's devastation tore across the Pacific Ocean on a scale never before experienced in human history. The warring nations – the United States, Japan, China, British Empire, Netherlands, and many others – were based thousands of miles away. Caught in the crossfire were the people of the Pacific islands in whose homelands and waters combat raged for four years. Like countless indigenous people occupied by invaders, the CHamoru endured the destruction of their homes and livelihoods, forced labor, imprisonment, and executions.



This lends a powerful story for conference participants who will undoubtedly visit Guam's historical sites and see the former battlefields, gun emplacements, trenches, and historic structures, which all serve as reminders of the events that took place around the Pacific. Pacific Historic Parks will host a conference that reflects pivotal moments in Guam's history, focusing on a theme revolving around remembering our past, understanding its ramifications, and moving toward the future.

Pacific Historic Parks will host the 43rd Pacific Circle Consortium (PCC) Conference in July 2019. This marks the first time Guam will host the PCC Annual Conference. We are excited to share the people of Guam's unique history and culture with PCC members and participants and to learn about education issues and developments in and around the Pacific region.

The proposed theme of the Conference is: *Connecting Past and Present in the Pacific: Educating Across Generations*

Through hosting the Pacific Circle Consortium Conference in Guam, teachers from the Pacific will be invited to share their relevant research and experiences in a symposium-like setting. Together, educators can discuss, develop, and inspire innovative, effective programs or curriculum focusing on the Asia-Pacific region.

Subthemes will include:

1. Effective school improvement initiatives
2. Innovative approaches in the teaching of history in primary and secondary schools
3. Education curricula for the 21st century / Reflections of World War II
4. Impact of globalization within the Pacific
5. Transference of Traditional Knowledge

Hosting the Pacific Circle Consortium on Guam emphasizes the importance of education and the value of sharing ideas, resources, information, materials and personnel among Pacific countries and institutions.

SECTION III. CONFERENCE LOGISTICS

The conference will take place at Hyatt Regency Guam in Tumon, Guam. Located on the northwest coast of the island, Tumon Bay is a busy area of both business and leisure activity on the island. Internationally recognized for the variety and quality of tourist-related activities available to visitors, the area is welcoming to guests from all parts of the globe.

DATE	TIME	ACTIVITIES
July 8, Monday	03:00-06:00 05:30-07:30	Registration & Participant Check-in Opening Reception
July 9, Tuesday	07:00-08:30 08:30-09:00 09:00-10:15 10:15-10:30 10:30-11:30 11:30-12:40 12:40-01:40 01:40-02:00 02:00-03:00 03:30-06:30	Breakfast, Registration, & Participant Check-in Welcome Ceremony Neil Baumgart Lecture Address Beverage Break Breakout Sessions 1, 2, 3, 4, & 5 Lunch Breakout Sessions 6, 7, 8, 9, & 10 Beverage Break Breakout Sessions 11, 12, 13, 14 & 15 Tour War in the Pacific National Historical Park
July 10, Wednesday	07:00-08:30 08:30-10:00 10:00-10:15 10:15-11:15 11:15-11:25 11:25-12:25 12:25-01:25 01:25-01:45 01:45-02:45 03:00-04:30 05:00-08:30	Breakfast, Registration, & Participant Check-in Panel: Youth Perspective Beverage Break Breakout Sessions 16, 17, 18, 19, & 20 PCC Group Photo Lunch Breakout Sessions 21, 22, 23, 24, & 25 Beverage Break Breakout Sessions 26, 27, 28, 29, & 30 PCC Annual General Meeting Optional Excursion: Wednesday Night Market at Chamorro Village
July 11, Thursday	07:00-08:30 08:30-10:00 10:00-10:15 10:15-11:15 11:15-12:25 12:25-01:25 01:30-01:45 02:00-05:00 06:00-09:00	Breakfast Panel: Education in the 21st century Beverage Break Breakout Sessions 31, 32, 33, 34, & 35 Lunch Breakout Sessions 36, 37, 38, 39 & 40 Conference Concludes Optional Excursion: Guam Museum & Historic Hagatna Peter Brice Awards Banquet Dinner
July 12, Friday	08:00-12:00	Optional Educational Fieldtrip Excursion TBA

SECTION IV. CONFERENCE TIMELINE

7 November 2018	Conference Registration begins
7 November 2018	Submission of abstract proposals begins
1 March 2019	Submission of abstract proposals ends
22 March 2019	Abstract proposal status notification for those needing visas
1 April 2019	Abstract proposal status notification for all others
12 April 2019	Presenters deadline to submit bio and photo
17 May 2019	Presenters are notified of assigned presentation dates and times
31 May 2019	End of early bird registration for conference
1-14 June 2019	Regular registration for conference
14 June 2019	Last day to register for conference
08-12 July 2019	Pacific Circle Consortium's 43rd Annual Conference in Guam

SECTION V. CONFERENCE AT A GLANCE

Conference Theme:	Connecting Past and Present in the Pacific: Educating Across Generations
Conference Sub-Themes:	Effective school improvement initiatives Innovative approaches in the teaching of history in primary and secondary schools Education curricula for the 21st century / Reflections of World War II Impact of globalization within the Pacific Transference of Traditional Knowledge
Website Address:	www.pccguam2019.org
Location:	Hyatt Regency Guam 1155 Pale San Vitores Road Tumon Bay, Guam 96913
Conference Dates:	July 8 through July 12, 2019
Conference Registration Fees:	$450 Early Bird Registration $495 Regular Registration $250 Local Teacher Registration $100 Student Registration
Optional Fees:	$20 Wednesday Night Market $20 Historic Hagatna $35 Opening Reception $50 Half Day Optional Field Trip (TBA) $75 Peter Brice Awards Banquet Dinner
Expected Conference Participants:	University and community college professors, K-12 teachers, school administrators, teachers in training from various countries, historians, history scholars, museum educators, & traditional scholars
Conference Planning Committee:	Cindy Rapadas, Guam & Saipan Director Jackie Balajadia, Education Manager Nicole Calvo, Guam Education Specialist Jovannalyn Mafnas, Saipan Education Specialist Tanya Sortor, Education Coordinator Amanda O'Brien, Education Coordinator Aina Fleming, Administrative Assistant Jireena Blas, Retail Sales Supervisor Martha Tenorio, Marketing & Promotions Coordinator
Contact Email:	pccguam2019@gmail.com

LOURDES A. LEON GUERRERO
Governor of Guam
I Maga'Haga Guahan

JOSHUA F. TENORIO
Lt. Governor of Guam
I Segundo Na Maga'Lahen Guahan

GUAM ECONOMIC DEVELOPMENT AUTHORITY
America in Asia
Aturidåd Inadilånton Ikunumihan Guahan

MELANIE MENDIOLA
Chief Executive Officer/Administrator
Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ
Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

April 16, 2019

To: GEDA Board of Directors

From: Melanie Mendiola, Chief Executive Officer/Administrator

Subject: Nihi! 2019 Sponsorship
(TNN Guam, Inc. dba Tsubaki Hotel Community Contribution)

Request:

Nihi!, Guam's only culture-based series for children, produced by a local nonprofit Duk Duk Goose, Inc. request for funds to sponsor Nihi! 2019 program.

Staff Recommendation:

This request qualifies under the category of higher education/cultural preservation contained in QC 254 TNN Guam, Inc. dba Tsubaki Hotel "community contribution" section. We therefore recommend approval to allocate $2,500 from QC No. 254 as a community sponsor for the Nihi! 2019 program.

GEDA Board Action: [✓] Approved [ ] Disapproved

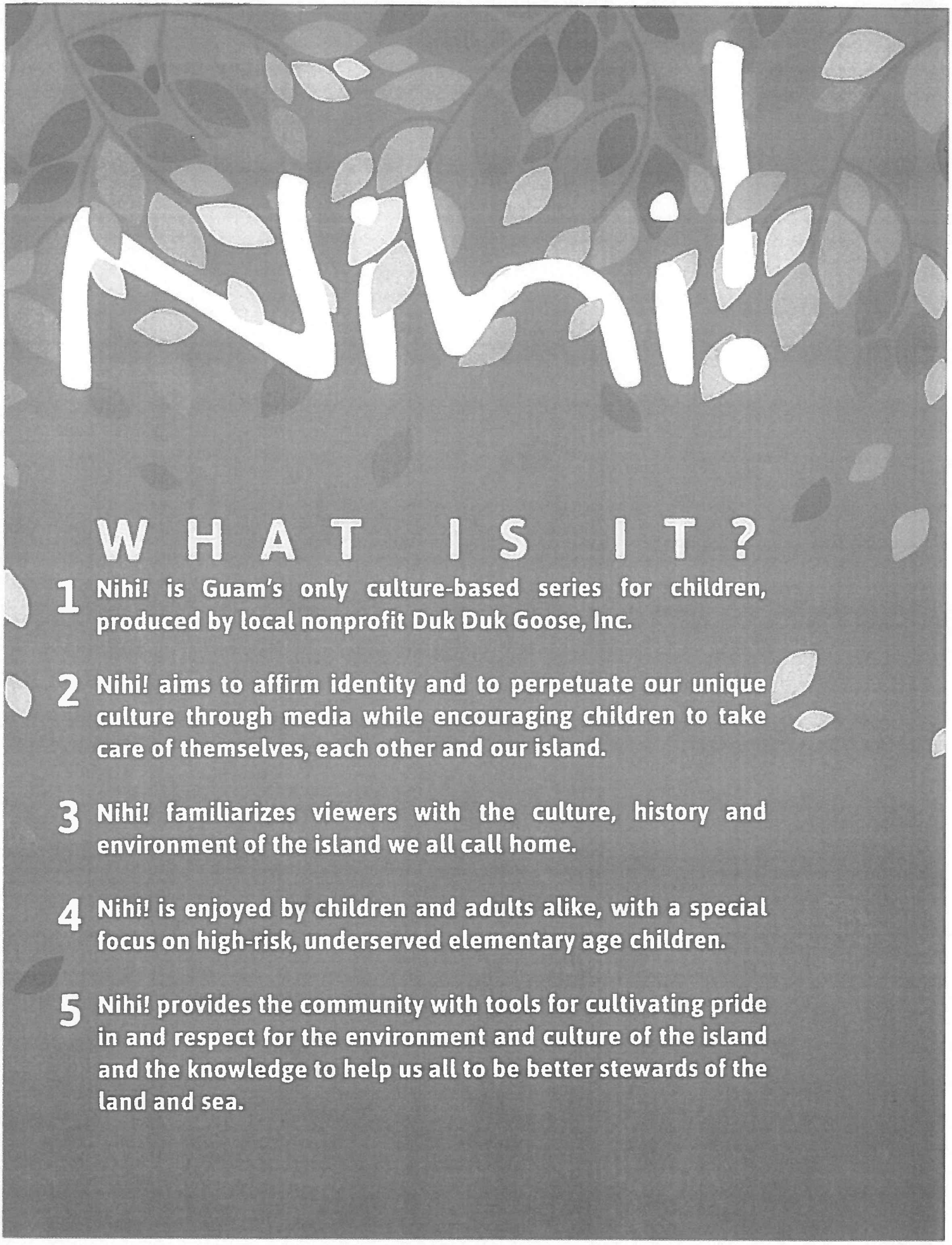
David John, Chairman

4/16/19
Date

590 S. Marine Corps, Dr. Suite 511 ITC Building
Tamuning, GUAM 96913

T 671.647.4332 F 671.649.4146
www.investguam.com

Doc. No. 35GL-19-0435.*


Nihi!
WHAT IS IT?
1 Nihi! is Guam's only culture-based series for children, produced by local nonprofit Duk Duk Goose, Inc.
2 Nihi! aims to affirm identity and to perpetuate our unique culture through media while encouraging children to take care of themselves, each other and our island.
3 Nihi! familiarizes viewers with the culture, history and environment of the island we all call home.
4 Nihi! is enjoyed by children and adults alike, with a special focus on high-risk, underserved elementary age children.
5 Nihi! provides the community with tools for cultivating pride in and respect for the environment and culture of the island and the knowledge to help us all to be better stewards of the land and sea.

SINCE 2013, NIHI! HAS

1 **produced over 300 minutes (and counting) of high-quality, culture-based programming for Guam.**

2 **created over 100 industry job and contract opportunities.**

3 **secured over $300,000 in monetary, resource, time and service donations.**

4 **partnered with GDOE to align new content to elementary learning standards and to optimize for classroom use.**

5 **made segments and episodes accessible to all children, their families, educators and people across the world!**

Duk Duk Goose, Inc. also offers adult Chamoru language classes, the Aniti culture-based subscription program, industry skills capacity-building workshops and courses, and classroom outreach and presentations.

REASONS TO SPONSOR

1. *Nihi!* supports and nurtures the culture of this place that we all call home.

2. Studies show that culture-based resources are key to the socio-emotional well-being of children, positively impacting their academic success.

3. Connection to culture is vital to the well-being of our community and also to the viability of our tourism industry.

4. *Nihi!* takes a wholistic approach, thoughtfully addressing urgent community issues such as littering, bullying, depression, drug use and migrant relationships.

5. Sponsorship increases your company's visibility across multiple local media networks and various media platforms.

2019 CONTENT

Old *Nihi!* Season Re-Run

The Season Re-Run is a collection of old episodes featuring topics such as Our Reef, Native Birds, and Respetu. Previously launching on 2 local networks and 4 channels, the re-run will screen concurrently with our new content, providing bonus logo and ad placement to our presenting and principal sponsors. These episodes are available on **youtube.com/nihikids** and continue to be used by several agencies for outreach and training and also in daycares, elementary, and middle schools as a classroom resource.

NEW Mini-Series

The TINEMTOM Mini-Series is a special release of (8) segments ranging in length from 2-6 minutes which will run both independently of and concurrently with Season 1 and Season 2 episodes. Featuring local children in candid conversation with elders and professionals, the mini-series will be both entertaining and educational, screening for broadcast and for web.

NEW Nihi! Season

Nihi!'s NEW season will introduce (8) new episodes! Returning viewers will see a familiar format with some exciting new additions based on community feedback! To meet a dire need for relevant, culture-based curriculum resources in public school elementary classrooms, our new season will be aligned to GDOE curriculum standards across various subject areas and will be totally free to GDOE elementary teachers. Season 2 will screen on several local networks and on youtube.

2019 content will launch in March 2019 and will run through the end of 2019. As a sponsor, your logo and/or ad will appear every time a segment or episode screens on with any of our local partners.

CONTENT	FREQUENCY	PERIOD	TENTATIVE
Old Season RE-RUN	4X's/week	12 weeks	MARCH-MAY
NEW Mini-Series	8X's/week	20 weeks	MARCH-JULY
NEW NIHI! Season	6X's/week	12 weeks	SEPT-NOV

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Governor of Guam
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Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

April 16, 2019

To: GEDA Board of Directors

From: Melanie Mendiola, Chief Executive Officer/Administrator

Subject: Guam Unique Merchandise & Art (GUMA) 2019 Incubator Program (TNN Guam, Inc. dba Tsubaki Hotel Community Contribution)

Request:

Guam Unique Merchandise & Art (GUMA), a federal and local tax exempt non-profit organization requests for funds to support the GUMA 2019 Incubator Program.

Staff Recommendation:

This request qualifies under the category of Economic Development (Promotion of Industry & Small Business) contained in QC 254 TNN Guam, Inc. dba Tsubaki Hotel "community contribution" section. We therefore recommend approval to allocate $25,000 from QC No. 254 to sponsor the Guam Unique Merchandise & Art (GUMA) 2019 training, mentoring and incubator program.

GEDA Board Action: [✓] Approved [ ] Disapproved

David John, Chairman

4/16/19
Date

590 S. Marine Corps, Dr. Suite 511 ITC Building
Tamuning, GUAM 96913

T 671.647.4332 F 671.649.4146
www.investguam.com

Doc. No. 35GL-19-0435.*

GUMA
GUAM UNIQUE MERCHANDISE & ART

March 25, 2019

Ms. Melanie Mendiola
Acting Administrator
Guam Economic Development Authority (GEDA)
590 South Marine Corps Drive
ITC Building Suite 511
Tamuning, Guam 96913
Email: mel.mendiola@investguam.com

Hafa Adai yan Buenas Mel!

Guam Unique Merchandise & Art (GUMA) congratulates you on taking the realm of leadership at the Guam Economic Development Authority! We know your background and experience in finance and business will add a unique perspective to GEDA, most especially in the area of entrepreneurship and small business.

GUMA recognizes the contributions by our small businesses to the local economy and through our efforts in training and mentoring and incubator support, we have assisted 10 existing businesses, created 19 new businesses with close to 70 new employees in the workforce.

GUMA is a 501(c)3 federal and local tax exempt non-profit with a 7-member volunteer board of directors. In our short 5 years, we have grown to be the premier small business champion focusing on Guam's cultural and creative industry.

With that in mind, we are kindly requesting GEDA's support through your community grant program in the amount of $25,000 that will go directly to our incubator program for this year.

I am including a brief overview of our program for your review.

Thank you for your kind consideration.

Mas Rikuetdo,

MONICA GUZMAN
Executive Director

1296 Pale San Vitores Road | Tumon, Guam 96913 | info@gumaguam.com | www.gumaguam.com

Hafa Adai!

GUMA

GUAM UNIQUE MERCHANDISE & ART

Program Overview –
March 2019

The GUMA Vision Statement

"To be a catalyst for economic development by mentoring aspiring artisans, transforming their products and concepts into self-sustainable businesses of the highest quality that are culturally unique."

GUMA

GUAM UNIQUE MERCHANDISE & ART

The GUMA Mission:

"To assist artisans in identifying their most marketable products or services, providing the training, tools and support they need to succeed as a sustainable business."

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GUMA Goals and Objectives

- *Identify local artisans with high potential to succeed in a competitive business environment*
- *Provide selected artisans with guidance, tools and training to create marketable and sustainable Guam products.*
- *Assist in identifying outlets for the display and sale of their products and collections.*

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GUMA Entrepreneurial Training Program

- Business plan development
- Mentoring in branding, retailing and merchandising
- Packaging and price point development
- Copyrighting and intellectual property rights
- Assistance with legal and business development
- Market Research and Surveys

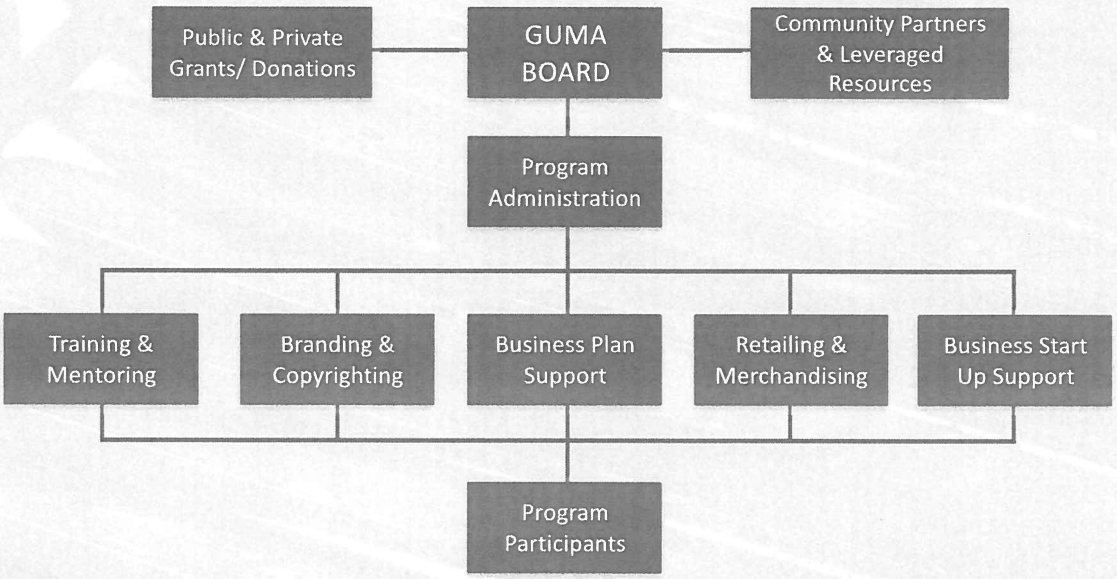
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GUMA Business Incubator Program

- Graduation from the GUMA Entrepreneurial Training Program is required to be able to apply
- Competitive process for grant assistance
- Provides grants for business and/or product start up assistance
- *'Shark Tank'* product review and selection process
- Continued mentoring for up to three years

GUMA
GUAM UNIQUE MERCHANDISE & ART

The GUMA Organization Chart



GUMA
GUAM UNIQUE MERCHANDISE & ART

GUMA Board of Directors

Francis Guerrero, Chairman
Marvin Manibusan, Vice Chairman
Joann Camacho, Secretary
Vince Camacho, Treasurer
Lisa Lamorena, Board Member
Judy Flores, Board Member
Matthew Cruz, Board Member

Monica Guzman, Executive Director
Cliff Guzman, Board Advisor
Lorraine Okada, Training Consultant

GUMA
GUAM UNIQUE MERCHANDISE & ART

Our GUMA Partners

I LIHESLATURAN GUAHAN
HAGÅTÑA, GUAM

ANA
ADMINISTRATION FOR NATIVE AMERICANS

T
GALLERIA
DFS

CAMACHO CALVO
LAW GROUP LLC

AMERICA'S
SBDC
GUAM

BANK OF GUAM
THE PEOPLE'S BANK
Member FDIC

GUAM COUNCIL ON THE ARTS AND HUMANITIES AGENCY

GALAIDE
GROUP

GUAM
VISITORS
BUREAU

GUMA
GUAM UNIQUE MERCHANDISE & ART

GUMA
GUAM UNIQUE MERCHANDISE & ART



The GUMA Process

The Product Value Chain



GUMA
GUAM UNIQUE METIC HANDICRAFT & ART

Who is Eligible for the Program?

- Local Artists, cultural producers and entrepreneurs with innovative, marketable and high-potential concepts
- Cultural producers with existing products who require support in business development, production, packaging and/or branding
- Cultural producers with existing marketable products but with little or no access to the retail market





GUMA Evaluation Criteria

- All product offerings or concepts must be culturally based representing Guam's uniqueness.
- Marketable products that can be mass produced and/or commissioned products (existing or conceptual).
- Experience and creativity is highly desired – resumes and experience profiles will be required.
- Applicant must demonstrate a commitment to the program.

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4 Primary Steps

Identify Products and Participants
- *Product Viability*
- *Participant Creativity & Drive to Succeed*
- *Willingness to see the process through*

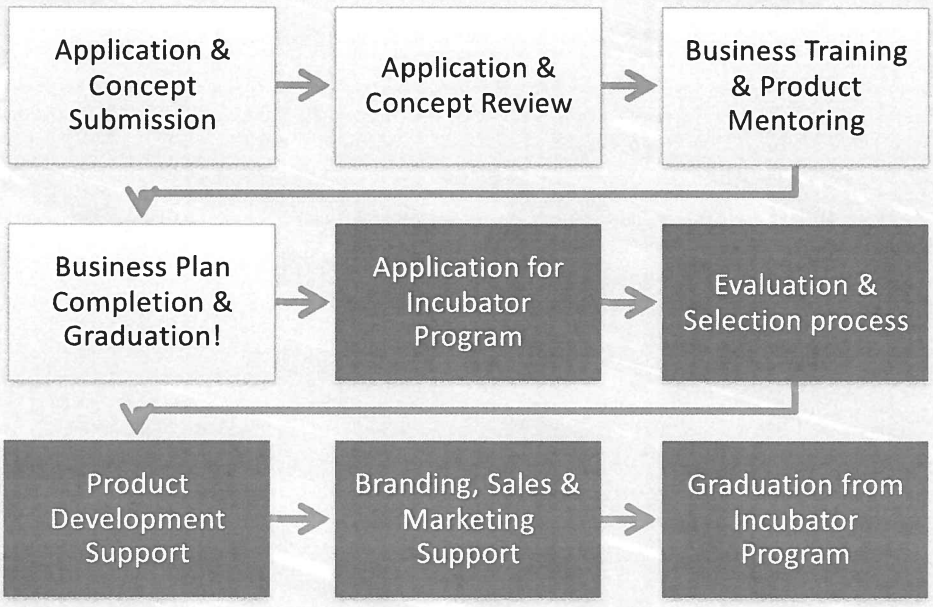
GUMA Training & Mentoring Program
- *16 Week Program*
- *Development of Viable Business Plans*
- *Certificate of Graduation*

GUMA Incubator Program
- *Product Development Chain Support*
- *Start Up Financial Support*
- *Marketing & Mentoring Support*

Self-Sustaining Businesses
- *Minimum of 2 employees*
- *Product Development Chain complete*
- *Tracking for 3 years*

GUMA
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The GUMA Process



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GUMA
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GUMA Training & Mentoring Graduates

GUMA
GUAM UNIQUE MERCHANDISE & ART



GUMA Training and Mentoring Program

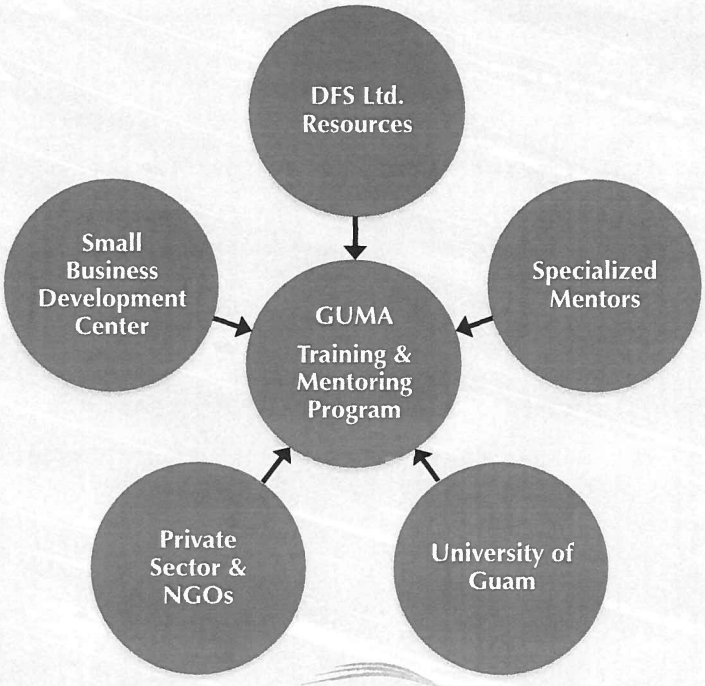


GUMA Training & Mentoring Program

- Highly flexible
- Includes basic business training courses
- Provides access to expertise in legal, taxes & finance, licensing & fees, bankers, human resources, marketing and business
- Leverages existing training programs and partners
- Graduates are prepared to:
  - Open or expand their own businesses
  - Apply for GUMA Incubator Grant
  - Apply for Micro-Credit
  - Apply for bank loan

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GUMA Training & Mentoring Partners



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GUMA Training & Mentoring Program

- Program is a 16-week (3 hours per week) classroom style learning process:
  - 4 week introduction to business awareness, resources, start up - developing a "Passion for Profit"
  - 12 week business planning training (SBDC)
  - Individual mentoring and support throughout the process
  - Graduation with a certificate of completion from GUMA and SBDC

Proxies, business partners or family members are welcome to represent you as the artist!

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The GUMA Training & Mentoring Process

Module I – Developing Your Passion for Profit: "Start-up Stage"

- Business Awareness
- Gearing Up your Resources
- The Business Start Up
- Your Passion for Profit

Module II – Business Planning: "Breakthrough Stage"

- Intro to Micro Credit
- Is Business for You?
- How to Start a Business
- Writing a Business Plan
- Micro Business Plan Completion

Module III – Maintaining and Sustaining Your Business: "Incubator Stage"

- Diversity Customers
- Human Resources Skills
- Operations Skills
- Trademarks
- Customer Service
- Retention
- Expansion

GUMA
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Market Survey and Product Testing



Absolutely Guam II

Pacific Asia Travel Association

Guam Micronesia Island Fair



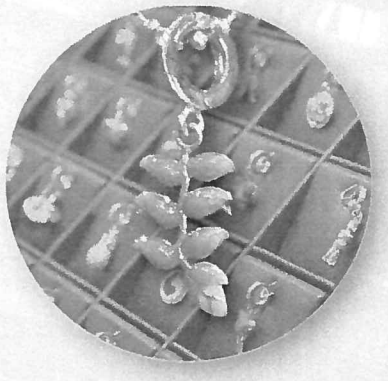


12th Festival of Pacific Art (FestPac)



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GUMA Incubator Program



GUMA Incubator Program

- Incubator Program is designed to assist you in starting your new business or taking your existing business to the next level:
  - Product development chain support
  - Branding & marketing consultation
  - Legal and operational mentoring & assistance
  - Start-up materials, equipment or supplies
  - Trademarks & Copyrights
  - Assistance in identifying retail outlets
  - Monitoring and support after start-up

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GUMA Incubator Program

- Applicant must be a graduate from the Training and Mentoring Program to be considered
- Application process must include finalized business plan and a detailed description of the product or concept
- Prototypes, mock ups or samples of the product are highly encouraged and desired
- Applicants will be scored and selected based on:
  - Product or concept viability
  - Business plan completeness
  - Presentation

GUMA
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Screening Process

- Presentation to selection panel comprised of members of the Board, & Consultants
- Products or concepts with the highest potential for success
- Each applicant and application individually reviewed and scored
- Final selections and offers made to the highest ranked products and presentations





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GUMA Incubator Program

- Selected applicants will enter into a contract with GUMA outlining:
  - Roles and responsibilities of the participant and GUMA
  - Identifies what GUMA funds will be used to support the participant's business start up costs (no salaries)
  - Mutually agreed to milestones and timelines
- Goal is to graduate participants from the incubator program within one year.
- Incubator business must hire and sustain a minimum of two local employees

GUMA
GUAM UNIQUE MERCHANDISE & ART

A Track Record of Success

- Over 220 graduates from the GUMA Training and Mentoring Program
- 19 new businesses incubated
- 10 existing businesses assisted
- Successfully managed over $1 million in local and federal grant funds and corporate donations
- Created 69 new jobs

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2014 – 2015 Incubators		
Business	**Proprietor**	**Description**
Mark Murer Mosaics	Mark & Andrea Murer	Handcrafted gift boxes, original art, prints and cards
Island Icons	Ron and Mary Castro, Vivian Leon	3 dimensional puzzles, original art, prints and 3D cards
Island Memories	Barbara Cruz and Dianne Prejean	Figural cookies, hand crafted cupcakes
Local Girl	Mary Jo Quenga and Georgiana Perez	Local Girl branded apparel, locally produced spice rubs, handmade soaps and tanning oils
Sirena Soul Guam	Cora Yanger Bejado	Retail store support for branded apparel for women, handmade jewelry, accessories, mermaid inspired home decorations & gifts.
Infinite Charm	Lasia Casil	Contemporary jewelry from silver and enamel (charms, bracelets, necklaces and earrings).
Explore, Learn and Color Guam	Taliea & Tom Strohmeyer	Coloring books featuring local historical and popular sites in Chamorro and English. Currently looking to expand into the Japanese market.

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2016 Incubators		
Business	**Proprietor**	**Description**
ChamGlam	Ursula Herrera and Peter J. San Nicolas	Organic ecologically botanical skin care products using locally grown herbs and flowers in lip balms, lip butter, solid perfumes
Kottura Innovations	Angelica and Kenneth Paulino	Interactive children's books utilizing digital information to enhance each child's reading experience
Bonita Trading	Jessica L.G. Stout	Guam lifestyle children's brand, handcrafted baby products, childrens apparel featuring Guam specific icons and cultural art
Gatbo Clothing	Raymond Anderson	Guam island icon prints, silkscreened t-shirts, dri-fit active wear, jogger shorts and patterned bandanas
Karabao Design Group	Lucy Rhoden, Ed Quitugua and June Quitugua	Guam inspired t-shirts, local themed cards, mestiza shadow boxes, paper art

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2017 Incubators		
Business	**Proprietor**	**Description**
Lizama's Forge	Francisco, Sean, Troy Lizama and James Aevermann	Production of high quality hand-made traditional Chamorro tools and implements. Also offering blacksmithing workshops to the community
Angry Natives Pickled Stuff	Melanie Mendiola and MarkDuenas	Diverse market offering of unique food gifts includingpickled papaya and seasonal mango, winged beans, etc. as natural Guam signature alternative to nationally branded pickled items.
The Coconut Tree Company	Gary Tanaka and Joe Connelly	Specializes in traditional palm rolled coconut candy including caramel and chocolate covered coconut candy.
Tao Pacific Designs	Joseph Certeza and Myracle Mugol	Mariana Islands and Micronesia inspired patterns printed onto textiles for apparel. Commercially produced and culturally focused men's and women's wear.
The Guam Bus	Jack, Michael and Jeremu Bevacqua	Chamorro themed literature covering all age ranges and genres from children's books to comic books with a focus on the history and culture of the Marianas.
Fu'una Cultures	Jenny Chargualaf Coffman	Artisan startup business producing naturally fermented plant-based, organic, probiotic food and beverages that are healing and nutritious. Line includes Natural Sodas, Organic Cold-Press Probiotic Juice, Fermented Vegetables and Coconut Yogurt.
Gourmet Guam	Rena and Joe Diego	Locally-owned, family-run business providing cakes, cupcakes, cookies, cheesecakes tarts, pies and candied popcorn. GUMA assisted Gourmet Guam's operations and expansion to include a retail storefront.

GUMA
GUAM UNIQUE MERCHANDISE & ART

Si Yu'os Ma'åse!

GUMA
GUAM UNIQUE MERCHANDISE & ART

Guam Economic Development Authority
HOT BOND PROGRAM - EXECUTIVE DASHBOARD
Updated April 2019

ID	HOT BOND PROJECTS	STATUS	BALL IN COURT	SCHEDULE		FINANCIAL STATUS	
			ENTITY	DESIGN COMPLETION DATE	TARGET CONSTRUCTION COMPLETION DATE	UNDER CONTRACT	PAYMENTS
1	GCEF Project Administration	On-going	CHA/GEDA	On-going		$ 2,237,834.97	$ 2,237,834.97
	GCEF Design	Complete	Laguana Cristobal	Jul 2013		$ 2,884,384.00	$ 2,884,384.00
	GCEF Construction (incl. Site prep, security system, archaeology, exhibit, media prod.)	Complete	IBC/Delphi/G4S/ALC		Aug 2017/Jul 2018	$ 20,484,303.94	$ 18,932,988.58
	GCEF Construction Management	Complete	Pacific Alliance		Jul 2018	$ 3,139,632.44	$ 3,095,003.84
	Guam and Chamorro Educational Facility (GCEF) - TOTAL					$28,746,155.35	$27,150,211.39
2	San Vitores Flooding - Design, CM, PMO/GEDA, Construction	Complete	Stanley/Maeda	Apr 2016	Nov 2018	$ 3,464,529.79	$2,524,488.23
3	Historic Hagåtña Projects – Plaza de España Restoration	Complete	Reliable Builders	Jan 2013	Dec 2013	$ 1,402,017.83	$ 1,402,017.64
4	Skinner Crosswalk	Complete	Canton Const/Lyon	Oct 2015	Apr 2016	$ 229,728.32	$ 229,728.32
4	Tumon Crosswalk	On-going	Canton Const/Lyon	Nov 2015	Mar 2019	$ 539,588.22	$ 539,588.22
5	Guam Preservation Trust Reimbursement	Complete	GPT	N/A	Sep 2012	$ 4,288,811.00	$ 4,288,811.00
6	Inarajan Community Center Restoration	Complete	DCK	Mar 2013	Sep 2013	$ 867,091.08	$ 867,091.08
7	Malesso Bell Tower	Complete	Maeda Pacific	Nov 2014	Jun 2016	$ 391,904.00	$ 391,904.00
8	Guam Farmers' Cooperative Association Facility/Dededo Flea Market	Complete	Mega United Corp.	Oct 2013	Dec 2015	$ 3,986,761.19	$ 3,931,111.19
9	Guam Fisherman's Cooperative Association (GFCA) Facility and Dock	Grant	Fishermen's Coop	N/A	N/A	$ 3,000,000.00	$ 900,000.00
10	Magellan Monument and Plaza	Complete	Maeda Pacific	Nov 2014	Jun 2016	$ 194,999.00	$ 194,999.00
11	Village Entrance and Scenic Informational and Highway Signs [2]	Complete	Maeda Pacific	Jan 2014	Sep 2014	$ 465,932.88	$ 465,932.88
12	Scenic Parks, By-ways, Overlooks and Historic Sites [3]	Complete	Reliable Builders	Aug 2014	May 2015	$ 1,315,660.00	$ 1,315,660.00
13	Mangilao Public Market	Complete	Mangilao Mayor	N/A	Jul 2015	$ 54,715.00	$ 54,715.00
14	Ypao Beach Park Lighting	Complete	Polyphase Construction	May 2017	Mar 2018	$ 411,691.50	$ 411,691.50
15	Pale San Vitores Road Streetlight Renovation	Complete	GPA	N/A	Dec 2012	$ 2,850.00	$ 2,850.00
16	Agana Bay Vicinity Streetlight Renovation	Complete	GPA	N/A	Dec 2012	$ 1,995.00	$ 1,995.00
17	Hagåtña Tennis Courts	Complete	Maeda Pacific	Apr 2015	Jun 2015	$ 176,681.00	$ 176,681.00
18	Hagåtña Pool	Complete	Maeda Pacific	Jun 2015	Dec 2015	$ 225,527.00	$ 225,527.00
19	Community Sports Recreational Improvement	Not to be pursued	N/A	N/A	N/A	$ -	$ -
20	Supplemental Funding for Projects under the Hagåtña Master Plan	On-going	HRRA/GEDA	N/A	TBD	$ 1,039,076.00	$ 967,603.50
	Palasyo	On-going	HRRA/GEDA	N/A	TBD	$ 5,000,000.00	$ 264,000.00
21	Fafai Beach, a.k.a. Gun Beach and Gogna Cove	Not to be pursued		N/A	N/A	$ 68,120.00	$ 68,120.00
	Total			Changed since last update		$55,873,834.16	$ 46,374,725.95
					Total Funds Available	$ 56,054,199.96	Includes interest

[2] Village Entrance Sign project combines Public Law 30-228 project priority numbers: 11 Village Entrance Signs and HOT Bond Project 27 Scenic Informational and Highway Signs

[3] Scenic Parks project combines Public Law 30-228 project priority numbers: 12 Nimitz Beach, 13 Fish Eye Pier, 18 Cetti Bay Point Overlook, 19 Sella Bay Point Overlook, 20 Umatac Bay Overlook, 22 Talofofo Bay Overlook, 23 Fadi'an Point Overlook, 24 Pedro C. Santos Memorial Park, 25 East Agana Picnic Shelters, 26 Senator Angel L.G. Santos Park Monument



Crosswalk Aug 2018



Tumon Flood: Effective after Aug 16, 2018 Deluge



GCEF Exhibit Jul 2018

To review GED'S Financial Statements, Additional Information and Independent Auditor's Report Years Ended September 30, 2018 and 2017, visit the OPA website http://www.opaguam.org/financial-audits/guam-economic-development-authoritys-geda-fy-2018-financial-statements

End of Packet