Speaker's Office <speaker@guamlegislature.org>

GEDA Board of Directors Meeting Packet | August 22, 2019

Austin Grant <austin.grant@investguam.com> Wed, Sep 4, 2019 at 2:24 PM
To: Speaker's Office <speaker@guamlegislature.org>

Håfa Adai Speaker Barnes,

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 **August 22, 2019.**

Audio from the meeting can be found on the Office of Public Accountability's website.

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

Si Yu'os Ma'åse!

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Speaker Tina Rose Muña Barnes

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GUAM ECONOMIC DEVELOPMENT AUTHORITY
America in Asia
Aturidåd Inadilånton Ikunumihan Guahan

REGULAR BOARD OF DIRECTORS MEETING

Thursday, August 22, 2019
1:30 p.m.
GEDA 5th Floor GITC Building
Ste. 511, 590 South Marine Corps Drive
Tamuning, Guam 96913

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
Åkto Ge'helo' Ekseketibu Ofisiåt

ARTEMIO "RICKY" HERNANDEZ, Ph.D.
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: Thursday, August 22, 2019
TIME: 1:30 p.m.
PLACE: GEDA 5th Floor GITC Building
Ste. 511, 590 South Marine Corps Drive
Tamuning, Guam 96913

Public Notice: The Post on Thursday, August 15, 2019 & on Tuesday, August 20, 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
   - July 2019 Board Meeting | July 8, 2019
VI. Chairman's Remarks
VII. CEO/Administrator's Remarks
VIII. Communications
IX. Committee Reports
   - Investment Committee
   - Real Property Committee
   - H2B Visa Committee
   - Telecommunications Committee
   - Assisted Living Committee
X. Old Business
XI. New Business
   - Labor Day 2019 Sponsorship
   - Community Contribution- Junior Achievement Guam
   - Community Contribution- University of Guam—Startup Weekend Micronesia 2019
XII. Public Comments
XIII. Adjournment

Enclosures: Investment Committee Report, Real Property Committee Report, H2B Visa Committee Report Potentially Releasable Federal Lands, Assisted Living Committee Report, Guam Comprehensive Economic Development Strategy 2020-2025

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Board of Directors Regular Meeting
Attendance Sheet
Thursday, August 22, 2019
1:30 p.m.

David J. John, Chairman

Ernesto V. Espaldon, Jr., Vice Chairman — absent

Gia B. Ramos, Secretary

George Chiu, Director

Siska S. Hutapea, Director

Fe Valencia-Ovalles, Director — absent

Deepak R. Dewan, Director

Melanie Mendiola, CEO/Administrator

Artemio "Ricky" Hernandez, Deputy Administrator

Terry Brooks, Legal Counsel

Tom Fisher, Legal Counsel

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Minutes of Regular Meeting to the Board of Directors of the
Guam Economic Development Authority
July 08, 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 Monday, July 8, 2019 at the hour of 9:53 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, Jr.	Vice Chairman
Fe Valencia-Ovalles	Director
Gia Ramos	Director
Melanie Menidola	CEO/Administrator
Artemio Hernandez	Deputy Administrator
Terry Brooks	Legal Counsel
Absent and excused:	
George Chiu	Director
Siska Hutapea	Director

Also present were:	
Erin Grajek	Office of Senator Ridgell
Anumita Kaur	PDN
Austin Shelton	UOG CIS
Austin Grant	GEDA
Larry Toves	GEDA
Claire Cruz	GEDA
Tina Garcia	GEDA

Approval of Agenda

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

Approval of Minutes

§4. The next item on the agenda was the Approval of Minutes from June 5, 2019. Secretary Ramos moved to approve the minutes. Vice Chairman 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 stated the GEDA staff continues to make progress on initiatives and projects. He stated that the bond ratings in San Francisco went well. The rating agencies were impressed and see the Government of Guam finances in good standing.

Additionally, Chairman John stated that the following GEDA committees have been filled with directors taking the lead:

H2B Visa Committee- Director Fe Valencia-Ovalles
Real Property Committee- Director Siska Hutapea
Investment Committee- Vice Chairman Ernesto Espaldon, Jr.
Telecommunications- Director George Chiu

Chairman John commended and congratulated Deputy Hernandez on receiving his doctorate degree.

There were no further remarks.

CEO/Administrator's Remarks

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

CEO/Administrator Melanie Mendiola stated that the Investment, Real Property and H2B Visa Committee reports are enclosed in the meeting packet for the Board's review.

Ms. Mendiola stated GEDA continues to look toward the budget and is currently tracking a loss. GEDA is projecting a loss of roughly $500,000. Ms. Mendiola stated that it is GEDA's third fiscal year in the red. However, GEDA is currently looking at the long-term sustainability as the agency moves forward on a number of initiatives as it relates to the core services GEDA provides to the government.

In regards to Real Property, Ms. Mendiola stated that the Chamorro Land Trust Commission gave GEDA authorization to proceed with looking at five different properties for commercial leasing. A determination of need is being drafted on the

property located across the Guam Visitors Bureau. Ms. Mendiola stated that if four of the five properties are rented out, projected income is estimated at $90,000. If the Piti property and the Guam Ancestral Lands Commission (GALC) property leases proceed, there is an expected revenue increase of $200,000. There is additional government owned land that GEDA is looking into managing.

In regards to the Public Finance, a bond fee schedule has been drafted to identify the financing behind GEDA's resources used for bond services. The schedule will go through the Triple A Process.

Regarding the Business & Economic Development & Compliance Division, GEDA is working closely on the Qualifying Certificate (QC) program to include the introduction of a health insurance QC. If GEDA continues to strengthen the QC program and increase the agency's loan portfolio by issuing more loans, there is potentially a projected revenue of $250,000.

Furthermore, Ms. Mendiola stated that with the initiatives outlined, there is great promise that GEDA will not experience a major shortfall. In a previous meeting, the Board asked that GEDA look into other ways economic development authorities generate revenue. Ms. Mendiola stated that the economic development authority in New York own and lease property. Other jurisdictions receive funding through taxation. In addition, some authorities work heavily on urban planning and labor.

Director Ovalles mentioned cost saving initiatives that could benefit the Chamorro Village. Furthermore, Director Ovalles stated that it is time that the village be managed properly as it has great potential. Ms. Mendiola stated that GEDA is interested in promoting a business incubator and recognizes that the revitalization of village as an incubator will strengthen the economy.

That concluded the remarks from the CEO/Administrator.

Communications

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

Mr. Austin Grant stated that GEDA is working to improve public perception of the agency. GEDA in the Media will serve as an internal program to inform the Board of Directors of the latest news relative to ongoing projects in addition to engaging the public on GEDA's roles, outreach and initiates.

Furthermore, GEDA was featured in four articles for the month of June 2019 relative to the Bond ratings and Cruise Ship Industry.

There were no Communications.

Committee Reports

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

Ms. Mendiola discussed the committee reports enclosed in the meeting packet.

INVESTMENT COMMITTEE

Key Meetings:

April 16, 2019 GEDA

Director George Chiu, Alexandria Leon Guerrero *(BG Investment)*, Maree Pelkey *(BG Investment)*, Bernice Torres *(GEDA)*, Sheena Mitchell *(GEDA)*

Discussion Points:

- Review of asset breakdown
- Reduce exposure to international markets
- Recommendations for growth, higher yield investments
- Transfer of SSBCI from BOG Trust of $3,036,653.62
- Update of signers for investment accounts

Highlights:

- Following the last meeting, we rebalanced the portfolios to reduce exposure in international markets, primarily in emerging markets and fixed income.
    - This move has favored the portfolios well.
- 2nd quarter 2019 saw a lot of market volatility from global trade tensions, however, despite the volatility the overall GEDA portfolio returned 3.01% for the 2nd quarter of 2019, and 14.10% calendar year to date.
- The average annualized return since inception (May 2017) is 7.22% as of 6/30/19.
- The SSBCI account transferred from BOG Trust on May 9, 2019. The account has returned 2.24% since the transfer.

Total Portfolio value as of 6/30/19 is $19,917,150

GEDA General Fund	$ 4,020,828
Guam Development Fund Act (GDFA)	$ 11,624,073
Agricultural Development Fund	$ 1,124,595
State Small Business Credit Initiative	$ 3,147,653

REAL PROPERTY COMMITTEE

Key Meetings Conducted:

- Guam Ancestral Lands Commission – May 8, 2019
- Chief Stone (GFD) – May 10, 2019
- DISID and CLTC – May 20, 2019
- Meeting w/ Board member Siska Hutapea – June 25, 2019
- Others (recent meetings with other agencies including purchase of Hessler Bldg, Mtg w/ Gov RE Fed Lands, Chamorro Village)

Items of Interests:

- **GALC AT&T.** After several meetings with local AT&T facility operators and GALC members, RPD calculated and invoiced back rent of GALC's AT&T lease property, drafted a lease for moving forward and sent all items under GALC signature on May 29, 2019 to AT&T representative in Pasadena, CA.

- **GALC Polaris.** RFP 19-003 has been issued for GALC's Polaris Property with proposals due on July 15, 2019.
- **GFD Tamuning Station Relocation.** Meetings with GFD Chief Stone indicates GFD's continuing desire to relocate Fire Station 1 to GPA's leased property behind ITC Building. Although GPA has no current plans to relocate their operations, RPD sent follow up letter in June to request if GPA has any inclination to do so in the future.
- **DISID.** Legal Counsel has opined that the current law authorizing the leasing of the former Voc Rehab property (PL 33-227) does not need to be amended in order for GEDA to issue an RFP for this property. However, the Governor's plans to potentially move DISID to a facility in Hagatna the language of the RFP. RPD is following this issue as it develops
- **CLTC.** On June 24, 2019 CLTC officially sent notice authorizing GEDA to provide lease services for 5 properties:
    - Lot 5075-REM-A-NEW-R1 (1.9 acres – behind East West Business Center, Upper Tumon)
    - Lot 7054-RS (11.9 acres – near Yigo Gym)
    - Tract 10123 (7128-REM) (30.2 acres across Yigo Gym)
    - Lot 5173-1-R2NEW-R7 (35.4 acres Oka Point, Tamuning)
    - Tract 111, Lot 12 (0.6 acre Across Proa, Tumon)

  RPD is preparing Determination of Need (DON) on these properties for CLTC approval at its next Commission meeting scheduled for July 19, 2019.
- **Piti Mayor**. MOU with Piti Mayor still going through review and approval process. Piti Mayor looking to GEDA to assist in leasing Santos Memorial Park property. RPD has found various property use-restrictions resulting from existence of cable landing site, proximity to a river, and other items. RPD still conducting further research on the property.
- **Chamorro Village**. Governor has announced her desire for management of Chamorro Village to be transferred from the Department of Chamorro Affairs (DCA) to GEDA. RPD researching feasibility and ramifications of executing a Memorandum of Agreement, or introducing Legislation in order to accomplish this.
- **Others** – Recent discussions with other agencies regarding the potential purchase of the Hessler Building in Hagatna, the return of potentially excess federal lands to the government of Guam are still in the initial research and planning stages.

Recommendations:

- RPD continues to follow up with AT&T regarding payment of back rent due and lease moving forward.
- We should consider engaging with GEDA Legislative Oversight Chairman to discuss PL 34-99 (the 5 Year Law) and its effect on lease revenue as there have been no new leases since its passage.
- We should evaluate the efficacy of GEDA itself managing the Chamorro Village and explore the practicality of having a private entity do so.

H2B VISA COMMITTEE

Central Issue:

DHS issues ban on H-2B and H-2A workers from the Philippines effective January 19, 2019.

Department of Homeland Security with the State Department issued a ban on workers from the Philippines starting January 19, 2019. The ban would affect H-2B and H-2A workers seeking employment in the US. The ban is for one (1) year and should expire January 18, 2020.

H-2B visas: Construction and Healthcare

H-2B visas: Agriculture

Key Meetings:
April 25, 2019: The Governor's office through the efforts of former Governor Carl Gutierrez, now Chief Advisor for Economic Development, National & International Affairs met with Executive Secretary Salvador Medialdea and Secretary Francisco Acosta, Chairperson – Commission on Filipinos Overseas, both of the Office of the President of the Philippines to discuss the impact on Guam related to the U.S. ban on the Philippines to import labor into Guam. The Executive Secretary committed to looking into our situation and would assign his office to review.
June 28, 2019: Chief Advisor Carl Gutierrez and representatives of GEDA met with Marciano De Borja, Philippines Consul General to discuss concerns related to the H2B Visa program. The meeting was arranged by Consul General De Borja, at the request of the Office of the President of the Philippines, to follow up on the meeting that took place in the Philippines with Executive Secretary Medialdea. The Office of the President of the Philippines is gathering data to determine how they may support Guam's efforts to resolve the H2B issue.

Other news and updates:
Guam Contractors Association vs USCIS (Court Case #16-00075) - June 25, 2019:
Judge Joaquin Manibusan recommends the District Court find Defendants in contempt to comply with the Court's Preliminary Injunction Order of January 24, 2018. Federal Judge Joaquin Manibusan issued a *report and recommendation* 6-25-19. USCIS denied H-2B worker petitions using the same prior rationale prior, in denying Ace Builders Petitions. GCA asked the court to hold USCIS in contempt and to impose sanctions for continued visa denial. Failure to provide an adequate or rational explanation for the denials of Ace Builders' petitions 9 times.

On January 24, 2018, the federal court entered an order granting a preliminary injunction against USCIS from denying H-2B worker petitions submitted after the date of this order.
On March 31, 2018, the Court granted the Plaintiff's Motion for Class Certification. Certifying Petitioners as a class, who have or will file an I-129 application under the Peak Load need a category or the One-Time Occurrence category, and those who have received an application denial finding the Petitioner is unable to demonstrate "temporary need".
On May 11, 2018, Plaintiff's filed a motion of contempt against USCIS for H-2B visa worker petitions denied, against ruling on 1-24-18.

On-base Military Housing:
Within the next 3-5 years the military will begin renovation of their housing units on base. This will require a temporary relocation to off-base housing for many of their residents. GEDA will continue to follow up to obtain actual timelines and details of this build out.

Recommendations:
Regroup with stakeholders (Chamber, GCA, etc) and schedule an update with Congressman.

There were no further Committee Reports.

Old Business

§9. The next item on the agenda was Old Business. The first item under Old Business was Loan Programs.

Ms. Mendiola stated that GEDA has provided a loan program presentation enclosed in the meeting packet. Ms. Mendiola went on to explain the loan programs.

Vice Chairman Espaldon stated that GEDA should promote the loan programs more. The recommendation was made to include this outreach in GEDA in the Media.

After further discussion, there was no other business.

New Business

§4. The next item on the agenda was New Business. The first item under New Business was the Rules and Regulations on the Use of Video Teleconferencing in Board Meetings.

The Rules and Regulations on the Use of Video Teleconferencing in Board Meetings was presented to the Board.

Deputy Hernandez stated that the law allows for video teleconference to meet quorum requirements. Furthermore, the member calling in must be seen and heard and the same with the members physically present. Ms. Mendiola stated that GEDA staff is looking into potential platforms to launch a reliable video call.

After further discussion, Vice Chairman Espaldon moved to approve the Guam Economic Development Authority Rules and Regulations on the Use of Video Teleconferencing in Board Meetings. Director Ovalles seconded the motion. The motion was unanimously approved.

The next item under New Business was the Approval of the Sale of Government of Guam GO Bond 2019.

Attorney Brooks presented Resolution 19-01 for the approval of the $30 million bond issuance for the third cell of the Guam Solid Waste Authority landfill.

RESOLUTION NO. 19-01

RESOLUTION APPROVING THE SALE OF GOVERNMENT OF GUAM GENERAL OBLIGATION BONDS AND APPROVING AND AUTHORIZING THE EXECUTION OF RELATED DOCUMENTS, AGREEMENTS AND CERTIFICATES AND THE TAKING OF RELATED ACTIONS

Chairman John commended the GEDA staff for working to secure the bond with a very low interest rate.

After further discussion, Secretary Ramos moved to approve the sale of the GWSA bond as stated. Vice Chairman Espaldon seconded the motion. The motion was unanimously approved.

The next item under New Business was the Amendment to the GEDA Bond Continuing Disclosure Policy.

Ms. Christina Garcia mentioned that The Securities and Exchange Commission (SEC) has identified to two additional events to report on.

Prior to the Amendments, the Rule specified 14 events for which Event Notices are required to be filed. The Amendments add two additional events to the Rule, described referred to as "Event 15" and "Event 16". For

Undertakings entered into on or after February 27, 2019, Issuers must also agree to post an Event Notice to EMMA within 10 business days of the occurrence of either Event 15 or Event 16.

Event 15 requires an Event Notice as described below:
(15) Incurrence of a "financial obligation" of the obligated person, if material, or agreement to covenants, events of default, remedies, priority rights, or other similar terms of a "financial obligation" of the obligated person, any of which affect security holders, if material.

Event 16 requires an Event Notice as described below:
16) Default, event of acceleration, termination event, modification of terms, or other similar events under the terms of a "financial obligation" of the obligated person, any of which reflect financial difficulties.

After further discussion, Vice Chairman moved to amend Bond Disclosure Policy as required by SEC. Director Ovalles seconded the motion. The motion was unanimously approved.

The next item under New Business was Memorandum of Agreement between the Department of Chamorro Affairs (DCA) and the Guam Economic Development Authority (GEDA).

Attorney Brooks stated that the Memorandum of Agreement designates management of the Chamorro Village to GEDA. Ms. Mendiola stated that the MOA would be sent to DCA, the Office of the Attorney General and the Office of the Governor for review and approval.

The Board recommended that the MOA be approved with the CEO/Administrator's discretion on any amendments made thereafter. Additionally, the Board asked to communicate any issues or concerns that may develop in the process.

After further discussion, Secretary Ramos moved to approve the Memorandum of Agreement between the DCA and GEDA subject to any amendments made by the CEO/Administrator. Vice Chairman Espaldon seconded the motion. The motion was unanimously approved.

The next item under New Business was Center for Island Sustainability (CIS) presentation delivered by Dr. Austin Shelton.

Dr. Austin Shelton joined the table and thanked GEDA and the Board for the opportunity to speak. Dr. Shelton briefly explained the history of the University of the Guam (UOG) CIS and pitched the idea of developing a Circular Economy for Guam. In addition, Dr. Shelton provided examples of other islands and regions that promote a Circular Economy by developing products that turn waste into resources.

Furthermore, there is an opportunity for UOG to accelerate a Circular Economy through a grant from the National Science Foundation. In the coming weeks, UOG will apply for a $20 million, 5-year grant to benefit the initiative.

Dr. Shelton explained the Guam Green Growth (G3) initiative is to create a new green economy that would stimulate new circular economy industries, reduce waste and reduce reliance on imports. In addition to numerous projects within the G3 initiative, Dr. Shelton mentioned the maker space and incubator facility to be cultivated.

Two Circular Economy experts will be visiting Guam on August 12th and 13th. The experts started one of the first Circular Economy incubators that has generated about $5 million in revenue with just a few years in operation.
Dr. Shelton stated that UOG CIS is seeking local matching funds from GEDA in the amount of $50,000 yearly from 2020 to 2025 to secure the grant. The total matching requirement is $5 million. There is currently $2.5 million secured from the UOG financial aid budget. Feedback from GEDA is needed by Monday, July 15, 2019 in time to submit the grant application.

Vice Chairman Espaldon asked if the grant application requires a commitment of funds in the coming weeks. Dr. Shelton stated that a letter is needed from GEDA committing to the funds toward the local matching.

Dr. Shelton stated that due to receiving a previous grant of $6 million over 5 years from the National Science Foundation, it has demonstrated that UOG CIS is capable managing the amount and conducting cutting-edge research.

Dr. Shelton stated that commitment does not have to amount to $50,000 per year for 5 years so long as it amounts to the local matching required.

Vice Chairman Espaldon expressed concern with the deadline to submit feedback in time for the grant submission. Mr. Espalson noted that although circular economy is a great initiative, it would be best to see the projections of funding as it relates to contributions to other worthy causes in the coming years.

Ms. Mendiola asked if the letter from GEDA could pledge the proposed amount subject to the availability of funds. Dr. Shelton noted the inquiry and mentioned he would reach out to the federal program officer for confirmation.

The Board tabled voting and moved on to discuss further business.

The next item under New Business was Community Contribution- Guahan Sustainable Culture (GSC).

Ms. Mendiola stated that in-line with Governor Leon Guerrero's initiative to enhance and revitalize the agriculture industry on Guam; an Agriculture Accelerator Program has been launched. One of the focuses is to get local produce into schools. Three hubs have been identified to make it possible, to included Farmer's Co-op, Guahan Sustainable Culture and Farm to Table Guam. Meetings have been held with the hubs, the Department of Education and other regulatory agencies. The program is currently on track towards getting produce into Okkodo High School once a week.

Relative to the program, Guahan Sustainable Culture is in charge of the micro greens (sprouts). Farm to Table- Guam Corpoartion is in charge of the leafy greens (lettuce, kale). Farmer's Co-op is in charge of the line share of the produce (cucumbers, tomatoes, fruits, etc.)

The three hubs have also been advised to apply for a line of credit with GEDA.

Guahan Sustainable Culture's mission is to cultivate ideas and strategies of environmental sustainability within our local community through education, social engagement and collaborative partnerships. They provide training skills and information for our community members to help solve pressing issues including access to fresh local food. Additionally

they offer workshops for beginning farmers in cultivating and sustaining small-scale gardens and family farms that include hydroponic and aquaponic methods.

Guahan Sustainable Culture is seeking funding for an upcoming partnership with Village Micro-Farm, the leading microgreen producer on island, to equip and supply a hydroponic production system for leafy greens to increase production of fresh produce to our youth in public schools.

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. The Board therefore recommends approval to allocate $15,500.00 (fifteen thousand five hundred dollars) from QC No. 254 to support GSC and Village Micro-Farm.

The next item under New Business was Community Contribution- Farm to Table Guam.

Farm to Table- Guam Corporation creates and expands jobs in the agriculture industry by continuously working with new and existing farmers to train, grow, market and sell locally grown produce and products through three sales channels: through farm stand/market stands, a Community Supported Agriculture Subscription Service, and to the commercial market. Most of the farmers do not have any employees and need to stay on the farm. This leaves them with minimal amount of time to market and sell their crops. The company truck and van are critical as they serve as the primary mode of transportation for pick-up, delivery, outreach, and visiting farmers for training.

Farm to Table- Guam Corporation is seeking funding to lease a Nissan NV 1500 Van, Nissan Frontier Pickup Truck and related expenses such as insurance and gas.

Staff Recommendation
This request qualifies under the category of the Economic Development with priority on the promotion of Medical Industry and Small Business contained in QC 252 Guam Healthcare Development, Inc. dba Guam Regional Medical City "community contribution" section. We therefore recommend approval to allocate $18,000.00 (eighteen thousand dollars) from QC No. 252 to support Farm to Table- Guam Corporation.

Ms. Mendiola discussed the Community Contribution Grant Program and the process of issuing funds moving forward for FY 2020.

Chairman John recommended that community contribution requests be provided in advance of a deadline to provide ample time for review and discussion. Director Ovalles recommend GEDA prepare projections for community contribution to identify funding that is available.

The Board asked if a three-year or four-year pledge to the grant for CIS would suffice instead of the five-year pledge. Ms. Mendiola stated that in previous discussions with Dr. Shelton any amount toward securing the local matching would benefit.

Director Ovalles asked if there are any monitoring factors or ROIs for organizations receiving community contributions. Ms. Mendiola stated that there is currently no matrix available. However, the new Community Contribution grant

program includes a portion relative to reporting the use of funds. After further discussion, the Board recommended that GEDA report the successes of the organizations receiving community contributions moving forward.

Relative to the grant for CIS, Vice Chairman Espaldon asked if UOG has sought local matching funds via other agencies as well. Ms. Mendiola mentioned some of the outreach conducted by Dr. Shelton.

After further discussion, Secretary Ramos moved to approve $50,000 a year for four years subject to $20 million grant award, community contribution availability of funds and final review of the letter by the Chairman. Vice Chairman Espaldon seconded the motion. The motion was unanimously approved.

Vice Chairman Espaldon moved to approve the allocation of $15,500.00 from QC No. 254 to support Guahan Sustainable Culture and Village Micro-Farm. Director Ovalles seconded the motion. The motion was unanimously approved.

Secretary Ramos moved to approve the allocation of $18,000.00 from QC No. 252 to support Farm to Table- Guam Corp. Director Ovalles seconded the motion. The motion was unanimously approved.

There was no further business discussed.

Public Comments

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

There was no further business discussed.

Adjournment

§11. After further discussion there was a recommendation to adjourn the meeting. On motion duly made by Vice Chairman Espladon and seconded by Director Ovalles at 11:38 a.m., the meeting was adjourned.

DAVID JOHN, Chairman
Board of Directors

ATTEST:

ERNESTO ESPALDON JR., Vice Chairman
Board of Directors

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

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ARTEMIO "RICKY" HERNANDEZ, Ph.D.
Deputy Administrator
Sigundo Ge'helo'

Real Property Committee Report
8/22/2019

Key Meetings:

- Guam Ancestral Lands Commission – July 24 and August 20, 2019
- Chief Stone (GFD) – May 10, 2019
- DISID – July 10, 2019
- Chamorro Village – July 12, 2019
- Governor's Special Assistant on Military Affairs – July 23, 2019
- Piti Mayor – July 24, 2019
- Guam Buildup Office – July 31, 2019
- Office of the Governor – August 20, 2019
- Meeting w Board member Siska Hutapea – August 20, 2019

Items of Interests:

- **GALC AT&T.** GALC sent back rent invoice totaling $5.7M for 2002-2018 and draft lease agreement. Received AT&T counter-offer of almost $1.7M for back rent. GALC/GEDA does not intend to accept counter-offer but are currently reviewing. Expect to request clarification and possibly retrospective appraisal.
- **GALC Polaris.** RFP 19-003 for GALC's Polaris Property ended with no response from prospective offerors. RPD currently trying to determine reason for non-response and alternatives for proceeding forward.
- **Hesler Building.** Plans on hold until Bureau of Budget and Management works out funding and leasing issues.
- **DISID.** DISID has requested that GEDA hold off on issuing a new RFP. Discussions on moving forward expect to be conducted early next month.
- **CLTC.** GEDA provided CLTC with Determinations of Need as required by law to lease 3 properties which will be discussed at CLTC September board meeting. The properties include:
    - Lot 5075-REM-A-NEW-R1 (East West Business Center, Upper Tumon)
    - Lot 7054-RS (Yigo Gym)
    - Tract 111, Lot 12 (Across Proa, Tumon)

  Determinations of Need for Tract 10123 (7128-REM) (Across Yigo Gym) and Lot 5173-1-R2NEW-R7 (Oka Point, Tamuning) are being developed.
- **Piti Mayor**. MOU with Piti Mayor still going through review process with comments recently provided by the Office of the Attorney General. Piti Mayor looking to GEDA to assist in leasing Santos Park property. RPD has found various property use-restrictions resulting from existence of cable landing site, proximity to a river, and other items. In addition, RPD has found that the Mayor only has maintenance responsibility over park. Mayor has indicated that he will meeting

with both the Governor and Legislature, in addition to meeting with his Municipal Planning Council to iron out issues.

- **Chamorro Village**. GEDA management of Chamorro Village is on hold pending meetings with Chamorro Village and Dept. of Chamorro Affairs which is scheduled for Friday, August 23, 2019.
- **Federal Lands.** Copy of Potentially Releasable Federal Lands report is attached separately.
- **MOA with Governor's Office.** MOA pending AG approval. OEA grants of $950K for Grants Management Training and $997K for Financial Impact Assessment (Marine Relocation) have been awarded so once MOA is approved, work can proceed. GEDA fee could be as much as $272K.
- **5 Year Law.** Subcommittee strategy is to build case for repealing statute by addressing need and purposes for generating revenue via governmental leases, identifies RFPs that have been issued for leasing properties, results of RFPs (no takers) and developer reasons for non-response. RPD currently preparing data required.
- **Gov Guam Office Leasing. –** RPD Subcommittee Chairperson has suggested that GEDA be proactive in Gov Guam office leasing cost benefit solution; by listing current Gov Guam leasing costs with all cost breakdown and looked into Bank of Hawaii building acquisition, if it make sense.

Recommendations:

- RPD continues to work with AT&T regarding payment of back rent due and lease moving forward.
- RPD will address Polaris Point with GALC at next meeting
- RPD will issue public notice advertising CLTC DONs after CLTC approval
- RPD will develop Land Use Plan for Potentially Releasable Federal Lands
- RPD will continue to meet with appropriate agencies regarding the Hesler Building, DISID, Piti Mayor, Governor's Office MOA and Chamorro Village.
- RPD will continue developing a listing of all current government of Guam agency office leases and conducting more research into the possibility of purchasing the Bank of Hawaii building in Hagatna.

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Deputy Administrator
Sigundo Ge'helo'

H2B Visa Ad Hoc Committee Report
8/22/2019

Central Issue:

January 19, 2019: Department of Homeland Security (DHS) issues their 2019 register of approved countries for H2 labor and Philippines was removed for high incidences of overstays. Shortly thereafter, a new NDAA was issued allowing H2 labor for Guam from the Philippines as long as they were for Military Related projects. The approved country register is updated every year.

March 2019: Guam Department of Labor (GDOL) was notified by a Guam contractor that the Philippines Counsel General (ConGen) Office on Guam was no longer authenticating employment contracts so it can be forwarded to the Philippines Overseas Employee Administration (POEA) for review and approval.

Shortly after, GDOL met with ConGen office and were told enforcement of the existing POEA regulation that all H type visas must include "Free Lodging and Food" and employers cannot deduct a portion of the cost that has been in practice by Guam for over 35 years. ConGen Office informed GDOL that they are unable to sign off until advised by Philippines. GDOL was told the best resolution was to go to Philippines and request an exemption. Problem begins to escalate as more Employment Contracts are affected.

Aug 14, 2019: Governor Lou Leon Guerrero approves a delegation to go to the Philippines to make our argument to fix this problem.

H-2B visas: Construction and Healthcare

H-2A visas: Agriculture

Key Meetings:

August 19, 2019: Guam delegation made of Former Governor Carl Gutierrez, now serving as Chief Advisor for Economic Development National & International Affairs, GEDA Chairman David John, Department of Labor Director David Dell'Isola, Black Construction Senior Vice President Leonard Kaae Black's Country Manager Noel Villegas, and Guam Police Sgt. Cecil Sulla meet with Philippine Government Secretary of Labor and Employment Silvestre Bello III and POEA Director Atty. Ria Lano to present the problem and arguments on why Guam should be exempt from the POEA Regulation for free lodging and food based on the off-setting benefit of Guam's high salaries offered to all H visas. Secretary Bello III supported Guam's arguments and arranged a meeting between the Guam Delegation and POEA the following day.

August 20, 2019: Guam delegation meet with POEA Administrator Atty. Bernardo Olalia, Chief Legal Counsel Atty. Harvey Dumbab and POEA Director Atty. Ria Lano, to discuss the recent decision of POEA regarding Guam H2 petitions. POEA Administrator Olalia was unaware of the enforcement change and agreed to the argument that Guam salaries were high enough to be an offsetting benefit. He immediately called Guam's Vice ConGen and informed him to move the contracts forward and a letter would be forthcoming. Secretary Olalia also agreed to

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work with GDOL to get a permanent exemption for Guam to prevent this situation from reoccurring. As a result of the efforts of Former Governor Gutierrez and the delegation, Guam companies can continue to deduct a portion of the cost for food and lodging.

Other news and updates:

2019 NDAA Section 1045 H-2B Exemption- 1,389 positions approved in FY2019 to date.

Current Worker Population: 999 on Guam

Guam Contractors Association vs USCIS (Court Case #16-00075) - June 25, 2019:

July 23, 2019: USCIS file objection with the federal court to reject Judge Manibusan's report and recommendation issued June 25, 2019 that USCIS failed to comply with the preliminary injunction order.

June 25, 2019: Judge Joaquin Manibusan recommends the District Court find Defendants in contempt to comply with the Court's Preliminary Injunction Order of January 24, 2018. Federal Judge Joaquin Manibusan issued a *report and recommendation* on 6-25-19. USCIS denied H-2B worker petitions using the same prior rationale prior, in denying Ace Builders Petitions. GCA asked the court to hold USCIS in contempt and to impose sanctions for continued visa denial. Failure to provide an adequate or rational explanation for the denials of Ace Builders' petitions 9 times.

On January 24, 2018: The federal court entered an order granting a preliminary injunction against USCIS from denying H-2B worker petitions submitted after the date of this order.

On March 31, 2018: The Court granted the Plaintiff's Motion for Class Certification. Certifying Petitioners as a class, who have or will file an I-129 application under the Peak Load need a category or the One-Time Occurrence category, and those who have received an application denial finding the Petitioner is unable to demonstrate "temporary need".

On May 11, 2018: Plaintiff's filed a motion of contempt against USCIS for H-2B visa worker petitions denied, against ruling on 1-24-18.

On-base Military Housing:

Within the next 3-5 years the military will begin renovation of their housing units on base. This will require a temporary relocation to off-base housing for many of their residents. GEDA will continue to follow up to obtain actual timelines and details of this build out.

Action Items:

- Committee will work towards removing the DHS ban on H2 labor from the Philippines that was effective January 19, 2019. We will continue to emphasize Guam's overstay rate of only 3%;
- Committee will reach out to the Office of the Governor to determine whether a new strategy is required with dealing with USCIS and DHS;
- Committee will continue to work with Guam Department of Labor and on receiving updates on their efforts to resolve the H2 issue, and monitor and report updates on the class action suit filed against USCIS by the Guam Contractors Association and 11 other Guam companies.

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ARTEMIO "RICKY" HERNANDEZ, Ph.D.
Deputy Administrator
Sigundo Ge'helo'

Assisted Living Committee Report
8/22/2019

Key Meetings:

- Meeting w RPD and Director Ramos – Aug 8, 2019

Items of Interests:

- Looking to create **RCFEs** (**R**esidential **C**are **F**acility for the **E**lderly)
  - These are private individual home/facility which would house up to 6-10 elderly patient/clients
  - These would cost a family roughly $2K-$3K per individual per month, as opposed to St. Dominic's which charges $4,500/month
  - These individual homes/facility would of course need to be certified by DPHSS
  - If properly certified, these individual homes/facility may be covered or partially covered by MIP
- Benefits of pursuing this initiative are:
  - Lower the cost for MIP per individual
  - Expand the supply for this type of care/service for Guam's elderly and aging population
  - Create new business industry and potentially create new jobs or, provide an avenue for many existing care givers to secure paid employment
  - Provide Guam residents with other options besides just St. Dominic's
- The above is in line w GEDA's mission to develop new industries, create jobs, etc.
- This is an existing industry and service in Hawaii and California and perhaps GEDA may want to fund/send representatives to research this business model

Recommendations:

- GEDA to set up a meeting w Director of DPHSS with Director of MIP program to see if MIP could or be willing to fund costs/partial costs for families
- GEDA to set up meeting w Legislative Chair on Health to introduce Legislation to authorize MIP to fund

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ARTEMIO "RICKY" HERNANDEZ, Ph.D.
Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

August 22, 2019

To: GEDA Board of Directors

From: Melanie Mendiola, Chief Executive Officer/Administrator

Subject: Junior Achievement Guam
(Guam Healthcare Development, Inc. dba Guam Regional Medical City (GRMC) Community Contribution)

Request:

Junior Achievement of Guam (JA Guam) request for GEDA's continued financial support and assistance with mentoring Guam's young people. This JA Program Year is special as they celebrate 45 years of serving Guam's students. To commemorate this occasion, JA Asia Pacific has awarded JA Guam the honor of hosting the annual JA Asia Pacific Company of the Year competition in March 2020. They expect to welcome more than 200 participants from at least 10 countries in the Asia Pacific region.

JA Guam is seeking sponsorship from GEDA to provide them with the resources needed to prepare for the JA Asia Pacific Company of the year competition.

In exchange for GEDA's commitment, JA Guam will promote GEDA as a JA Guam's Official Major Partner for 2019-2020. GEDA's name and logo will be included in all events of the 2019-2020 Junior Achievement Guam Programs.

Staff Recommendation:

This request qualifies under the category of Higher Education contained in QC 252 Guam Healthcare Development, Inc. dba Guam Regional Medical City "community contribution" section. We therefore recommend approval to allocate $30,000.00 (thirty thousand dollars) from QC No. 252 to support Junior Achievement of Guam.

GEDA Board Action: [X] Approved [ ] Disapproved

David John, Chairman

8/22/19
Date

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Doc. No. 35GL-19-0982.*

Junior Achievement Guam

July 10, 2019

Ms. Melanie Mendiola
Administrator
Guam Economic Development Authority
590 S Marine Corps Dr
ITC Bldg, Suite 511
Tamuning, GU 96913

Hafa Adai Mel!

Junior Achievement of Guam is grateful to have partnered with GEDA for the past two years. With your support, we were able to launch our first entrepreneur symposium; update the Company Program to move from paper-based to a digital format; and successfully represent Guam at the Company of the Year competition in China and the Philippines.

We invite **GEDA** to partner with JA Guam again this school year. There is still so much work to do to promote work readiness, financial literacy and entrepreneurship skills to Guam's youth. **We are seeking your financial support and assistance with mentoring Guam's young people. A grant or donation from GEDA in the amount of Thirty Thousand Dollars ($30,000) would provide JA Guam with the resources we need to reach at least 3,000 students in Guam's public schools.**

This JA Program Year is special for us. JA Guam will celebrate 45 years of serving Guam's students! To commemorate this occasion, JA Asia Pacific has awarded JA Guam the honor of hosting the annual JA Asia Pacific Company of the Year competition in March 2020! We expect to welcome more than 200 participants from at least 10 countries in the Asia Pacific region.

In exchange for GEDA's commitment, JA Guam will:

Promote GEDA as JA Guam's Official Major Partner for 2019-20. GEDA's Name and logo will be included in all events of the 2019-2020 Junior Achievement Guam Programs including:

- JA Asia Pacific Company of the Regional Competition
- JA Guam Unleash the Leader in you Symposium
- JA Guam Company Program
- JA Guam Crazy Bowl
- JA Guam Trade Fairs
- JA Guam Company Program Business Presentation & Competition
- JA Guam Company of the Year Awards Banquet
- JA Guam In-School Programs

Work Readiness | Entrepreneurship | Financial Literacy

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Deputy Administrator
Sigundo Ge'helo'

MEMORANDUM

August 22, 2019

To: GEDA Board of Directors

From: Melanie Mendiola, Chief Executive Officer/Administrator

Subject: University of Guam – Startup Weekend Micronesia 2019
(Guam Healthcare Development, Inc. dba Guam Regional Medical City (GRMC) Community Contribution)

Request:

University of Guam's School of Business and Public Administration (SBPA) and Pacific Islands Small Business Development Center Network (PISBDCN) are pleased to launch the region's 1st Startup Weekend: Micronesia (SW Micronesia) to be held on Thursday, November 7th through Saturday, November 9, 2019 on the islands of Micronesia, Chuuk, CNMI, Guam, Kosrae, Pohnpei, Yap and the Republic of Palau.

Startup Weekend Micronesia is an incubator for entrepreneurs to bring their business ideas to life. It will provide the opportunity to practice entrepreneurship and develop the skills, connections and confidence necessary to launch a business.

SBPA and PISBDCN are seeking sponsorship for the Startup Weekend Micronesia 2019

Staff Recommendation:

This request qualifies under the category of Economic Development with priority on the promotion of Medical Industry and Small Business contained in QC 252 Guam Healthcare Development, Inc. dba Guam Regional Medical City "community contribution" section. We therefore recommend approval to allocate $5,000.00 (five thousand dollars) from QC No. 252 to support Startup Weekend Micronesia 2019.

GEDA Board Action: [✓] Approved [ ] Disapproved

David John, Chairman

8/22/19
Date

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Doc. No. 35GL-19-0982.*

Melanie Mendiola
Chief Executive Officer / Administrator
Guam Economic Development Authority

RE: Google Startup Weekend Micronesia 2019

Buenas Yan Håfa Adai Ms. Melanie!

University of Guam's School of Business and Public Administration (SBPA) and Pacific Islands Small Business Development Center Network (PISBDCN) are pleased to launch the region's **1st Startup Weekend: Micronesia (SW Micronesia)** to be held on **Thursday, November 7th through Saturday, November 9, 2019** on the islands of Micronesia, **Chuuk, CNMI, Guam, Kosrae, Pohnpei, Yap and the Republic of Palau.**

Startup Weekend is a globally recognized event that has been hosted in 150 countries worldwide. Startup Weekend Guam (SWG) initially started in 2014, with success from the past Cohort XV has accepted the challenge to expand Startup Weekend to Micronesia. Backed by the success of SWG, this will be the largest and first entrepreneurial event in the Pacific. It will take place on all 7 islands, simultaneously.

Startup Weekend Micronesia is an incubator for entrepreneurs to bring their business ideas to life. It is a 3-day, 54-hour event:

On the 1st day, participants will have the opportunity to network with others alike and have 60 seconds to do an elevator pitch of their business idea to potential teammates. Top ideas will be chosen and teams will be formed.

The 2nd day, teams will work together to create a business plan. Workshops and mentors will be provided throughout the day to help guide their business plan for success.

Finally, on the 3rd day, the different teams will present in front of a panel of judges. The winning team will receive support for execution of their business plan.

SW Micronesia will provide the opportunity to practice entrepreneurship and develop the skills, connections and confidence necessary to launch a business. With your support, it is our hope that this will spark innovation and collaboration amongst young entrepreneurs in Micronesia.

We humbly ask for your monetary support towards Startup Weekend Micronesia. We kindly ask for commitments to be made by Friday, August 30, 2019. For more information, you may contact Program Manager: Ione Skye Llagas at 671-988-9663 or Assistant Program Manager: Cheery Yeban at 671-487-6593 or email us at sweekendmicronesia@gmail.com

Thank you for your time and consideration and we look forward to hearing from you soon.

Si Yu'os Ma'åse',
SW Micronesia Team
PMBA Cohort XV

micronesia startupweekend IN PARTNERSHIP WITH Google for Startups

techstars

In Conjunction with:

UNIVERSITY OF GUAM
SCHOOL OF BUSINESS
& PUBLIC ADMINISTRATION

AMERICA'S SBDC
PACIFIC ISLANDS NETWORK

UOG ENDOWMENT FOUNDATION

BECOME A SW MICRONESIA SPONSOR

Corporate sponsors help us in bringing people together to learn, network, and achieve a viable startup business plan by covering the costs to host this event. We offer interested sponsors the following sponsorship tiers:

REGIONAL SPONSORSHIP

⇒ **A regional sponsor supports the overall Startup Weekend Micronesia initiative. Sponsor contributions and donations as a regional sponsor will benefit all 7 Micronesia Islands: Chuuk, CNMI, Guam, Kosrae, Palau, Pohnpei, and Yap.**

TITLE SPONSOR $20,000

- ☑ Large logo on all T-shirts, digital and print marketing & promotional materials for all 7 islands: Chuuk, CNMI, Guam, Kosrae, Palau, Pohnpei, and Yap
- ☑ Mentions in all social media and broadcast announcements
- ☑ Option to display company banners during events in all 7 islands: Chuuk, CNMI, Guam, Kosrae, Palau, Pohnpei, and Yap
- ☑ 1 spot on the judge panel in the island of regional sponsor's choice
- ☑ 1 speaker speech slot during Startup Weekend workshops
- ☑ 1 mentor slot during Startup Weekend workshops

PLATINUM SPONSOR $5,000

- ☑ Medium logo on all T-shirts and digital/print promotional materials for all islands
- ☑ Mentions in social media and broadcast announcements
- ☑ Option to display company banners during event in up to 3 islands of sponsor's choice
- ☑ 1 spot on the judge panel in the island of regional sponsor's choice

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LOCAL SPONSORSHIP

⇒ A local sponsor supports a selected island OR selection of islands based on sponsor's choice. Example: Sponsor commits to 3 silver-tier sponsorships for Guam, CNMI, and Palau: donates $1,000 ea. x 3 = $3,000

GOLD $2,500

- ☑ Standard logo on the island-specific T-shirts and digital/print promotional materials.
- ☑ Mentions in social media and broadcast announcements.
- ☑ Option to display company banner during event.

SILVER $1,000

- ☑ Standard logo on the island-specific T-shirts and digital/print promotional materials.
- ☑ Mentions in social media and broadcast announcements.

BRONZE $500

- ☑ Mentions in social media and broadcast announcements.

FRIENDS & FAMILY SPONSOR

DONATION TYPE (CIRCLE ONE): cash | in-kind | both

VALUE OR DESCRIPTION: _____

SPONSOR NAME: _____

BEST CONTACT EMAIL/PHONE NUMBER: _____

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Sponsorship Agreement

Please fill out the form below and email your responses to sweekendmicronesia@gmail.com

Name Melanie Mendiola

Title CEO/Administrator

Company Guam Economic Development Authority (GEDA)

Mailing Address 590 S. Marine Corps Drive, ITC Bldg., Suite 511, Tamuning, Guam 96913

Email mel.mendiola@investguam.com, cc: austin.grant@investguam.com=

Contact No. (671) 647-4332

SPONSORSHIP TYPE/DESCRIPTION (Circle all that apply)

- Corporate Sponsorship
  - X Regional: Title | Platinum
  - o Local: Gold | Silver | Bronze | Friends & Family
  - o Other: _____

Your donation in support of this program is tax deductible through the UOG Endowment Foundation.

- **For checks, please make payment out to UOG Endowment Foundation**
- **For additional support or information, please contact Myracle Mugol at 671-735-2957**

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POTENTIALLY RELEASABLE FEDERAL LANDS

8/22/2019

Key Meetings:

- Meeting with Governor Lou Leon Guerrero – July 2, 2019
- Meeting with Guam Ancestral Lands Commission – July 24, 2019 which directed GEDA to proceed with report.
- Meeting with the Governor's Guam Buildup Office – July 31, 2019
- Discussions with the Governor's Special Assistant on Military Affairs Carlotta Leon Guerrero – various occasions

Completed Tasks:

- **Governor's Trip to Pohnpei.** It is reported that the MagaHåga went to Pohnpei and met with Secretary of the Interior and Navy reps who were provided copies of the report
- **Governor's letter to SecNav.** We drafted a letter transmitting the report to the Secretary of the Navy which we understand was signed and sent (with some revision) by the Governor.

Recommendations:

- We should follow up with agencies for their comments on the report which are due Aug. 23.
- We should follow up with the Guam Buildup Office and the Governor's Special Assistant for Military Affairs on the Navy's efforts to create a website identifying lands to be released. The website is required by federal law (2019 National Defense Authorization Act)
- **Attached** is a copy of the report prepared by GEDA under its MOA with Guam Ancestral Lands Commission which was submitted to the Governor.

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