

**GUAM ECONOMIC DEVELOPMENT AUTHORITY
FY2017 PROJECTED BUDGET - SUMMARY**

	FISCAL YEAR 2016			FISCAL YEAR 2017		
	APPROVED	ACTUAL AS OF 9/23		INCREASE (DECREASE)	%	AMOUNT PROJECTED
SUMMARY						
Operating Revenues	3,006,985	3,035,441		207,910	6.91%	3,214,895
Operating Expenses	3,047,321	3,100,105		206,853	6.79%	3,254,174
Net Operating Income (Loss)	(40,336)	(64,663)		1,057	-2.62%	(39,279)
Non-Operating Income	88,792	148,580		(7,112)	-8.01%	81,680
Depreciation Expense	48,456	40,136		(8,456)	-17.45%	40,000
Net Income/(Loss)	0	124,052		2,401		2,401

**GUAM ECONOMIC DEVELOPMENT AUTHORITY
FY2017 PROJECTED REVENUES**

REVENUES	FISCAL YEAR 2016			FISCAL YEAR 2017		
	APPROVED	ACTUAL AS OF 9/23		INCREASE (DECREASE)	%	AMOUNT PROJECTED
REVENUES						
Leases						
Industrial Parks						
Cabras Industrial Park	24,739	24,739		(0)		24,739
ET Calvo Memorial	940,482	1,023,010		74,019		1,014,501
Harmon Industrial Park	117,813	126,545		7,031		124,844
Total Leases	1,083,034	1,174,294		81,049	7.48%	1,164,084
GALC	88,547	90,735		24,096	27.21%	112,643
QC/Surveillance	109,665	134,265		1,500	1.37%	111,165
QC/Economic Development	896,639	664,500		(43,306)	-4.83%	853,333
QC/Marketing	75,000	75,000		0	0.00%	75,000
Anticipated Bond Fee	752,000	894,373		144,570	19.22%	896,570
Guam Product Seal	2,100	2,275		0	0.00%	2,100
Non-Operating Revenue:						
Total Other Revenue	88,792	148,580		(7,112)	-8.01%	81,680
Total Revenues	3,095,777	3,184,021		200,798		3,296,575

**GUAM ECONOMIC DEVELOPMENT AUTHORITY
FY2017 PROJECTED BUDGET**

EXPENSES	FISCAL YEAR 2016		FISCAL YEAR 2017		
	AUTHORIZED	As of 9/23	increase (decrease)	%	AMOUNT PROJECTED
Salaries & Benefits	2,122,434	2,245,827	187,486	8.83%	2,309,920
Travel	57,791	55,307	(4,791)	-8.29%	53,000
Marketing & Promotions					
-Trade Msn (Travel)	100,000	105,478	0	0.00%	100,000
- GPS, Promo Items, Promo TV, airtime	0		50,000	100.00%	50,000
Contractual Services					
Office Space	207,238	205,166	(2,299)	-1.11%	204,939
Legal Services	75,000	57,030	(15,000)	-20.00%	60,000
Insurance	12,364	7,553	(4,213)	-34.07%	8,151
Audit	27,200	28,763	1,329	4.88%	28,529
Copier Lease	16,230	16,518	(5,960)	-36.72%	10,270
Other Professional Service	275,000	262,505	1,000	0.36%	276,000
Software - Licensing / Maintenance	6,594	6,000	3,187	48.33%	9,781
Lease Vehicle	8,457	7,047	(306)	-3.62%	8,151
Maint-Vehicles	824	0	806	97.72%	1,630
Fuel Services	1,236	88	(421)	-34.08%	815
Postal Services	1,000	106	(500)	-50.00%	500
Courier Services	500	0	0	0.00%	500
Subscriptions/Periodicals	2,200	243	1,395	63.41%	3,595
Advertising	6,000	9,450	1,000	16.67%	7,000
Printing & Photocopying	6,000	3,128	(1,000)	-16.67%	5,000
Total Contractual Services	645,844	603,596	(20,983)	-3.25%	624,861
Supplies & Materials	8,000	4,486	(3,000)	-37.50%	5,000
Equipment					
Software < \$500	2,500	0	(2,000)	-80.00%	500
Computer Peripheral/Accsy	500	250	0	0.00%	500
Office Equip - Other	1,000	250	(500)	-50.00%	500
Total Equipment	4,000	500	(2,500)	-62.50%	1,500
Communication					
Telephone-Basic	6,182	2,194	(69)	-1.11%	6,113
Long Distance	150	273	0	0.00%	150
Website - Investguam	6,182	4,475	(476)	-7.70%	5,706
ISP Services	4,797	302	(53)	-1.11%	4,744
Total Communications	17,311	7,244	(598)	-3.46%	16,713
Miscellaneous					
Retiree Supplemental/Med/Dental/Life	52,315	58,176	6,185	11.82%	58,500
Contingency	2,500	3,508	500	20.00%	3,000
Refreshment/Entertainment	3,500	3,241	2,000	57.14%	5,500
Training & Development	17,000	10,168	(1,700)	-10.00%	15,300
Membership Dues/Fees	3,725	1,235	(745)	-20.00%	2,980
Cable TV	1,400	665	0	0.00%	1,400
PTR's	10,000	0	(5,000)	-50.00%	5,000
Bank Chrgs / Investment Fees	1,500	674	0	0.00%	1,500
Total Miscellaneous	91,940	77,666	1,240	1.35%	93,180
Total Operational Expenses	3,047,321	3,100,105	206,853	6.79%	3,254,174
Depreciation	48,456	40,136	(8,456)	-17.45%	40,000
Total Expenditures	3,095,777	3,140,241			3,294,174

**GEDA FY2017
ORGANIZATIONAL CHART**

