

**COPY**

GUAM ECONOMIC DEVELOPMENT AUTHORITY

Fiscal Year 2018 Projected Budget

Adopted by the Board of Directors on SEPTEMBER 28, 2017.

Recommended & Certified by:

  
\_\_\_\_\_  
Jay Rojas, Administrator

  
\_\_\_\_\_  
Mana Silva Taijeron, Deputy Administrator

Approved by:

  
\_\_\_\_\_  
Edward J. Calvo, Board Chairman

  
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David John, Board Vice Chairman

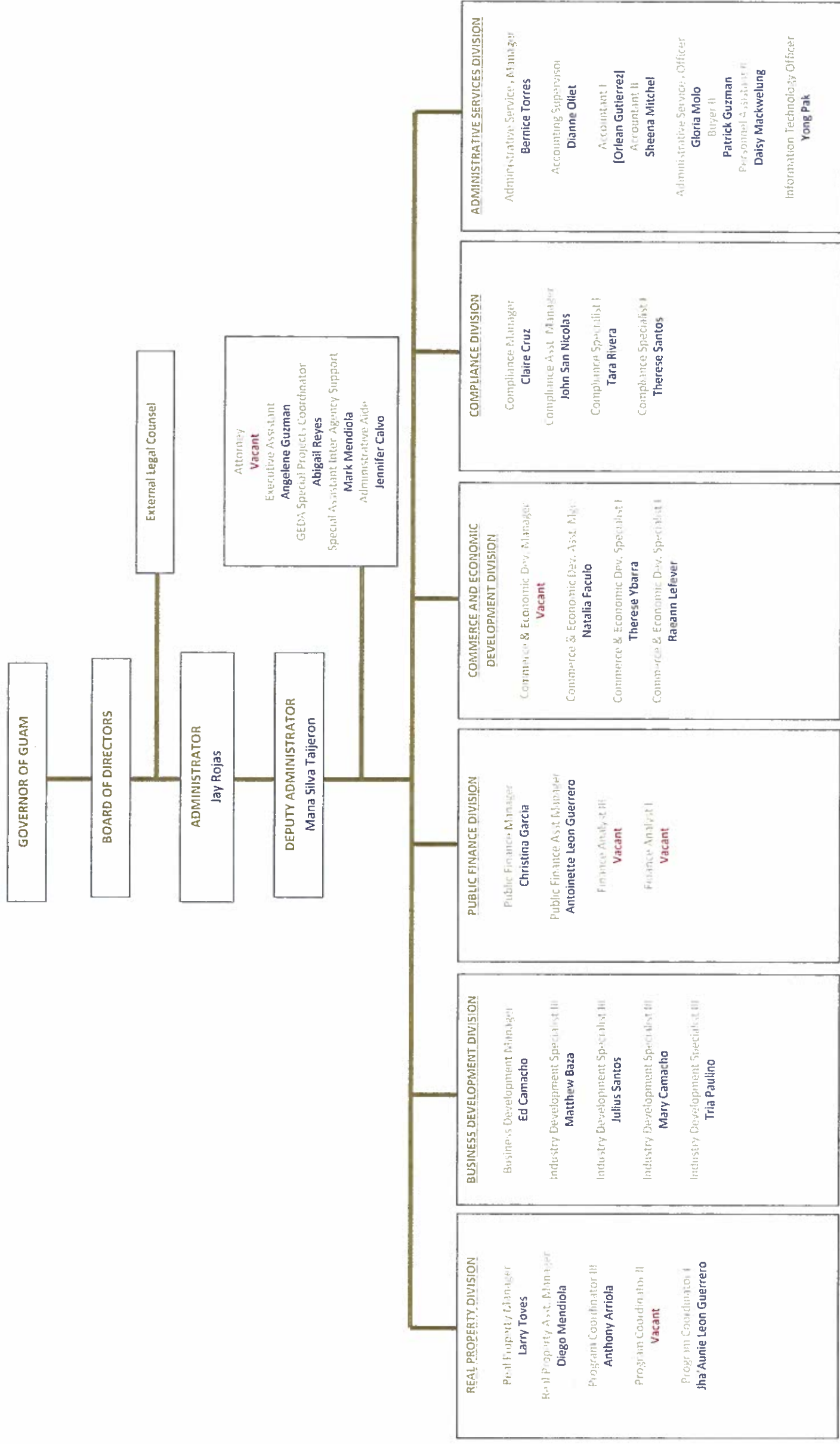
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# GEDA FY2018 BUDGET REQUEST

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**GEDA FY2018  
ORGANIZATIONAL CHART**



**GUAM ECONOMIC DEVELOPMENT AUTHORITY  
FY2017 YEAR END SUMMARY / FY2018 PROJECTED BUDGET**

	FISCAL YEAR 2017			FISCAL YEAR 2018	
	APPROVED	ACTUAL AS OF 9/25		INCREASE (DECREASE)	AMOUNT PROJECTED
<b>SUMMARY</b>					
Revenues	3,214,895	2,141,324		3,407	3,218,302
Operating Expenses	3,254,174	2,756,364		(22,521)	3,231,653
<b>Net Operating Income</b>	<b>(39,279)</b>	<b>(615,040)</b>			<b>(13,351)</b>
Non-Operating Income	81,680	679,893		4,112	85,792
Depreciation Expense	40,000	40,099		5,000	45,000
<b>Net Income/(Loss)</b>	<b>2,401</b>	<b>24,754</b>			<b>27,441</b>

> GEDA generates its own revenues to sustain annual operations from (3) primary sources:

- (1) Industrial Parks Leases
- (2) Qualifying Certificates (QC) Fees
- (3) Management Fee for GALC Properties

\*\*Bond Fees and other federal/local grants are additional sources of revenues, but may not represent a recurring annual income

**GUAM ECONOMIC DEVELOPMENT AUTHORITY  
FY2017 YEAR END / FY2018 PROJECTED REVENUES**

REVENUES	FISCAL YEAR 2017			FISCAL YEAR 2018	
	APPROVED	ACTUAL AS OF 9/25		INCREASE (DECREASE)	AMOUNT PROJECTED
<b>REVENUES</b>					
<b>Leases</b>					
Industrial Parks			Sch A		
Cabras Industrial Park	24,739	24,739		0	24,739
ET Calvo Memorial	1,014,501	1,020,733		53,411	1,067,912
Harmon Industrial Park	124,844	125,857		9,125	133,969
<b>Total Leases</b>	<b>1,164,084</b>	<b>1,171,329</b>		<b>62,536</b>	<b>1,226,620</b>
<b>GALC</b>	112,643	105,278	Sch A	9,459	122,102
<b>QC/Surveillance</b>	111,165	113,184	Sch B	(47,310)	63,855
<b>QC/Economic Development</b>	853,333	418,625	Sch B	(134,708)	718,625
<b>QC/Marketing</b>	75,000	75,000	Sch B	0	75,000
<b>Anticipated Bond Fee</b>	896,570	256,058	Sch C	113,430	1,010,000
<b>Guam Product Seal</b>	2,100	1,850		0	2,100
<b>Non-Operating Revenue:</b>				0	
<b>Total Other Revenue</b>	81,680	679,893		4,112	85,792
<b>Total Revenues</b>	<b>3,296,575</b>	<b>2,821,217</b>		<b>7,519</b>	<b>3,304,094</b>

**GEDA**  
**FY2018 INDUSTRIAL PARK PROJECTED REVENUE**

INDUSTRIAL PARK LEASES	FY2016	FY2017	FY2018 Projected
<b>CABRAS INDUSTRIAL PARK</b>			
Guam United Warehouse	\$24,738.54	\$24,738.54	\$24,738.54
Total Cabras Industrial Park	<b>\$24,738.54</b>	<b>\$24,738.54</b>	<b>\$24,738.54</b>
<b>E. T. CALVO MEMORIAL PARK</b>			
B & B Inc. (Copy Express - Lot 6, Blk. 6)	\$21,827.52	\$21,827.52	\$21,827.52
Calvo Enterprises (formerly Leland Campbell - Lots 9 & 10, Blk 4)	\$3,520.37	\$3,520.37	\$3,520.37
Coral Reef Marine Center (Lot 4, Blk 6)	\$24,543.88	\$24,543.88	\$24,543.88
Take Care - Medical Center (Lot 1New, Blk 2)	\$5,263.44	\$5,263.44	\$5,789.78
Take Care - Parking Lot (Lot 1new, Blk 2)	\$342,300.00	\$342,300.00	\$342,300.00
Take Care - Dental Annex (Lot 3, Blk 2)	\$74,799.96	\$74,799.96	\$75,650.04
T.A. Enterprise, Inc. (Lots 1,2,3 & 4 Blk 4)	\$7,167.44	\$7,167.44	\$7,167.44
Fujita Property (Guam) Inc. (Lot 1, Blk 1)	\$24,053.84	\$24,053.84	\$24,053.84
Fujita Property (Guam) Inc. (Lot 1 & 2, Blk 6) Parking Lot	\$38,731.92	\$38,731.92	\$38,731.92
Guam Power Authority (Lot 1-1 & Lot 1-R1, Blk 3)	\$66,261.92	\$66,261.92	\$111,061.00
S.H. Enterprises (formerly KALS Corp - Lot 4, Blk 2)	\$143,777.04	\$143,777.04	\$143,777.04
BMR (Former Massey Tire Co. Lots 11 & 12, Blk 4)	\$32,670.00	\$32,670.00	\$32,670.00
Pacific Charlie (Lot 11 & 12, Blk 4)	\$0.00	\$26,400.00	\$26,400.00
Thrity Nine LLC (Lot 2, Blk 2)	\$40,273.92	\$80,547.84	\$80,547.84
United States Postal Service (Lots 3 & 5, Blk 6)	\$48,966.36	\$48,966.36	\$48,966.36
The Americana Group (Lots 13 & 14, Blk 4)	\$39,037.50	\$39,037.50	\$42,942.00
Tai Fa Import & Export, Formerly Fred Chao Inc. - (Lots 5, 6 & 8, Blk 4)	\$24,406.80	\$28,880.00	\$31,680.00
B & B Tenants (3% of Rents Paid to GEDA)	\$2,880.00	\$3,312.00	\$3,511.00
S.H. Enterprises (3% of sub-rents paid to GEDA)	\$0.00	\$2,520.00	\$2,772.00
Total E. T. Calvo Memorial Park	<b>\$940,481.91</b>	<b>\$1,014,581.03</b>	<b>\$1,067,912.03</b>
<b>HARMON/SEAPORT INDUSTRIAL PARK</b>			
Genghis Khan Guam, Inc. (Charles Corn Ent.) (Lot 5109-NEW-A)	\$36,432.00	\$36,432.00	\$36,432.00
Anna Wang Kao (Lot 5165-2PART)	\$52,707.60	\$52,707.60	\$57,978.36
Hon Tai Corporation (Lot 5165-2S-3)	\$1,777.41	\$1,777.41	\$1,777.42
Guam Dry Cleaners (Lot 5165-2S-R4)	\$7,763.65	\$7,763.65	\$7,763.65
Guam Dry Cleaners (Lot 5165-2S-New)	\$7,109.67	\$7,109.67	\$7,109.67
Harmon Field Joint Venture (Lot 5165-2North)	\$8,206.28	\$8,206.28	\$8,206.29
RJM Pacific Properties (Lot 5165-2S-4)	\$2,597.30	\$2,597.30	\$2,597.30
Guam Dry Cleaners (11% of Sub-rents to GEDA)	\$1,219.39	\$8,250.00	\$12,104.40
Total Harmon Industrial Park	<b>\$117,813.30</b>	<b>\$124,843.91</b>	<b>\$133,969.09</b>
<b>GALC LAND BANK TRUST PROPERTIES (GEDA'S SHARE)</b>			
KwikSpace Ground Rent	\$5,900.36	\$5,784.96	\$5,842.80
KwikSpace Participation Rent	\$1,500.00	\$850.00	\$1,500.00
Matson Ground Rent	\$42,564.00	\$42,564.00	\$42,564.00
Matson Participation Rent	\$300.00	\$300.00	\$600.00
KNIK Construction Ground Rent	\$10,080.00	\$0.00	\$0.00
KNIK Construction Participation Rent	\$60.00	\$0.00	\$0.00
Northern Market, LLC	\$0.00	\$35,002.08	\$43,453.08
Guam EPA License Agreement - Tiyan Facility	\$13,728.00	\$13,728.00	\$13,728.00
DPHSS License Agreement (WIC Program Office) - Tiyan Facility	\$14,414.40	\$14,414.40	\$14,414.40
Total GALC Land Bank Trust Properties (GEDA's Share)	<b>\$88,546.76</b>	<b>\$112,643.44</b>	<b>\$122,102.28</b>
	<b>\$1,171,580.51</b>	<b>\$1,276,806.92</b>	<b>\$1,348,721.94</b>

**GEDA**  
**FY2018 QUALIFYING CERTIFICATE PROJECTED REVENUE**

QUALIFYING CERTIFICATE	FY2016	FY2017	FY2018 Projected	Purpose
<b>I. HOTEL INDUSTRY</b>				
Asia Pacific Hotel Inc. FIESTA RESORT HOTEL	\$14,310.00	\$14,310.00	\$0.00	Surveillance
Asia Pacific Hotel Inc. FIESTA RESORT HOTEL	\$40,000.00	\$40,000.00	\$0.00	Economic Dev.
City Hill Co. (Guam) dba GUAM PLAZA HOTEL	\$22,860.00	\$22,860.00	\$22,860.00	Surveillance
City Hill Co. (Guam) dba GUAM PLAZA HOTEL	\$20,000.00	\$20,000.00	\$20,000.00	Marketing
Interpacific Resorts Corporation dba PACIFIC ISLANDS CLUB	\$36,000.00	\$36,000.00	\$0.00	Surveillance
Premier Hotel dba SHERATON LAGUNA HOTEL	\$13,995.00	\$13,995.00	\$13,995.00	Surveillance
Premier Hotel dba SHERATON LAGUNA HOTEL	\$20,000.00	\$20,000.00	\$20,000.00	Marketing
TNN Guam, Inc. dbA TSUBAKI HOTEL	\$0.00	\$0.00	\$68,625.00	Economic Dev.
TNN Guam, Inc. dba TSUBAKI HOTEL	\$0.00	\$0.00	\$3,000.00	Surveillance
<b>Total</b>	<b>\$167,165.00</b>	<b>\$167,165.00</b>	<b>\$148,480.00</b>	
<b>II. ATTRACTION INDUSTRY</b>				
Hard Rock Café	\$3,000.00	\$3,000.00	\$3,000.00	Surveillance
<b>Total</b>	<b>\$3,000.00</b>	<b>\$3,000.00</b>	<b>\$3,000.00</b>	
<b>III. DOMESTIC INSURER</b>				
Century Insurance Company (Guam) LTD	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Century Insurance Company (Guam) LTD	\$100,000.00	\$100,000.00	\$100,000.00	Economic Dev.
Core Tech Captive Insurance Company	\$0.00	\$0.00	\$50,000.00	Economic Dev.
Core Tech Captive Insurance Company	\$0.00	\$0.00	\$1,000.00	Surveillance
First Net	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Island Home Insurance Company	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Marianas Captive Group, Inc	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Net Care Life	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Pacific Indemnity	\$1,000.00	\$1,000.00	\$0.00	Surveillance
Take Care Insurance	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Take Care Insurance	\$10,000.00	\$10,000.00	\$10,000.00	Marketing
TakeCare Risk Management	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Terrace Guam Inc.	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
Tokio Marine	\$1,000.00	\$1,000.00	\$1,000.00	Surveillance
<b>Total</b>	<b>\$120,000.00</b>	<b>\$120,000.00</b>	<b>\$170,000.00</b>	
<b>IV. MEDICAL INDUSTRY</b>				
Guam Regional Medical City	\$0.00	\$250,000.00	\$250,000.00	Economic Dev.
Guam Regional Medical City	\$0.00	\$2,000.00	\$2,000.00	Surveillance
<b>Total</b>	<b>\$0.00</b>	<b>\$252,000.00</b>	<b>\$252,000.00</b>	
<b>V. SERVICES INDUSTRY</b>				
ACI Pacific	\$2,000.00	\$2,000.00	\$2,000.00	Surveillance
<b>Total</b>	<b>\$2,000.00</b>	<b>\$2,000.00</b>	<b>\$2,000.00</b>	
<b>VI. MANUFACTURING INDUSTRY</b>				
Core Tech Intl. / Sun Woo	\$2,000.00	\$2,000.00	\$2,000.00	Surveillance
Core Tech Intl. / Sun Woo	\$20,000.00	\$20,000.00	\$20,000.00	Marketing
<b>Total</b>	<b>\$22,000.00</b>	<b>\$22,000.00</b>	<b>\$22,000.00</b>	
<b>VII. AGRICULTURE</b>				
Grow Guam	\$500.00	\$500.00	\$500.00	Surveillance
Grow Guam	\$5,000.00	\$5,000.00	\$5,000.00	Marketing
<b>Total</b>	<b>\$5,500.00</b>	<b>\$5,500.00</b>	<b>\$5,500.00</b>	
<b>VIII. TAX CREDIT</b>				
Guam Basketball Confederation	\$0.00	\$1,500.00	\$1,500.00	Surveillance
Guam Football Association	\$1,500.00	\$1,500.00	\$1,500.00	Surveillance
Guam Racing Association	\$1,500.00	\$1,500.00	\$1,500.00	Surveillance
<b>Total</b>	<b>\$3,000.00</b>	<b>\$4,500.00</b>	<b>\$4,500.00</b>	
<b>IX. PENDING QCs</b>				
- Special Hotel QC		\$463,333.33	\$250,000.00	Economic Dev.
<b>Total</b>	<b>\$0.00</b>	<b>\$463,333.33</b>	<b>\$250,000.00</b>	
<b>TOTAL QC REVENUES</b>	<b>\$322,665.00</b>	<b>\$1,039,498.33</b>	<b>\$857,480.00</b>	
GEDA Revenues	\$199,665.00	\$111,165.00	\$63,855.00	
Economic Development	\$140,000.00	\$853,333.33	\$718,625.00	
Marketing Revenues	\$75,000.00	\$75,000.00	\$75,000.00	

GEDA  
FY2018 BOND FEES ANTICIPATED REVENUE

	<u>Bond Close date</u>	<u>PAR AMOUNT</u>	<u>GEDA FEES</u>
Simon Sanchez High School Financing (PL 31-229)	1st Qtr 2018	\$59,000,000	\$148,000
Port Authority of Guam New Money (Pending Legislation)	1st Qtr 2018	\$80,000,000	\$190,000
GARVEE Bond Financing (PL31-233)		\$70,000,000	\$170,000
GPA Refunding (Pending Legislation)		\$96,000,000	\$222,000
BPT (GMHA) New Money Financing (Pending Legislation)		\$125,000,000	\$280,000
<b>Total FY2018 Anticipated Revenues</b>			<b>\$1,010,000</b>

Calculated at 1/2 of 1% for the first \$10MM, and 1/5th of 1% of the principal above \$10MM



**GUAM ECONOMIC DEVELOPMENT AUTHORITY**  
**FY2017 YEAR END SUMMARY / FY2018 PROJECTED BUDGET**

EXPENSES	FISCAL YEAR 2017			FISCAL YEAR 2018	
	AUTHORIZED	ACTUAL AS OF 9/25		INCREASE (DECREASE)	GEDA GENERAL
Salaries & Benefits	2,309,920	2,119,249		81,949	2,391,869
Travel	53,000	34,274	Sch II	(8,500)	44,500
<b>Marketing &amp; Promotions</b>					
-Trade Msn (Travel), GPS, Promo items	150,000	74,519	Sch I	(40,000)	110,000
Promo TV, airtime					
<b>Contractual Services</b>					
Office Space	204,939	152,732		5,655	210,594
Legal Services	50,000	21,213		(25,000)	25,000
Insurance	8,151	2,756		4,413	12,564
Audit	28,529	26,898		787	29,316
Copier Lease	10,270	9,784		619	10,889
Other Professional Service	271,000	174,601		(86,400)	184,600
Software - Licensing / Maintenance	9,781	6,686		(1,181)	8,600
Lease Vehicle	8,151	7,666		443	8,594
Maint-Vehicles	1,880	1,739		(1,042)	838
Maint-Computer / Printers	1,000	723		0	1,000
Fuel Services	815	304		185	1,000
Postal Services	500	50		500	1,000
Courier Services	250	0		250	500
Subscriptions/Periodicals	3,595	1,442		(1,227)	2,368
Advertising	7,000	6,426		(1,000)	6,000
Printing & Photocopying	2,000	212		4,000	6,000
<b>Total Contractual Services</b>	<b>607,861</b>	<b>413,231</b>		<b>(98,999)</b>	<b>508,862</b>
<b>Supplies &amp; Materials</b>	<b>7,000</b>	<b>6,502</b>		<b>1,000</b>	<b>8,000</b>
<b>Equipment</b>					
Software < \$500	500	0		0	500
Computer Peripheral/Accsy	500	0		0	500
Office Equip - Other	500	500		0	500
<b>Total Equipment</b>	<b>1,500</b>	<b>500</b>		<b>0</b>	<b>1,500</b>
<b>Communication</b>					
Telephone-Basic	4,613	1,640		1,669	6,282
Long Distance	150	11		0	150
Website - Investguam	4,206	2,154		(856)	3,350
ISP Services	3,744	1,693		1,131	4,875
<b>Total Communications</b>	<b>12,713</b>	<b>5,498</b>		<b>1,944</b>	<b>14,657</b>
<b>Miscellaneous</b>					
Retiree Supplemental/Med/Dental/Life	81,500	81,401		18,500	100,000
Board of Directors Stipends	0	0		9,600	9,600
Contingency	1,500	588		1,000	2,500
Refreshment/Entertainment	3,000	1,835		500	3,500
Training & Development	3,300			4,200	7,500
Membership Dues/Fees	2,980	2,480		(215)	2,765
Cable TV	1,400	634		0	1,400
PTR's	2,000	0		8,000	10,000
Bank Chrgs / Investment Fees	16,500	15,142		(1,500)	15,000
<b>Total Miscellaneous</b>	<b>112,180</b>	<b>102,080</b>		<b>40,085</b>	<b>152,265</b>
<b>Total Operational Expenses</b>	<b>3,254,174</b>	<b>2,755,852</b>		<b>(22,521)</b>	<b>3,231,653</b>
Depreciation	40,000	40,099		5,000	45,000
<b>Total Expenditures</b>	<b>3,294,174</b>	<b>2,795,951</b>		<b>(17,521)</b>	<b>3,276,653</b>

GEDA  
FY2018 Marketing & Promotion

CATEGORY	DESCRIPTION	AMOUNT
Trade Mission	Los Angeles, CA - GET Global	\$ 30,000
	Australia / New Zealand	\$ 15,000
	Shanghai-China	\$ 15,000
	Shanghai / Fujian Province, China	\$ 15,000
	Taipei, Taiwan	\$ 15,000
	Vietnam	\$ 15,000
	Other Promo Items	\$ 5,000
<b>TOTAL Marketing &amp; Promotions</b>		<b>\$ 110,000</b>

FY2018 Travel Request Detail

<u>Dates / Venue</u>	<u>Description</u>	<u># of Participants</u>	<u>Cost</u>	<u>TOTAL</u>
Oct. 23-25, 2017 Alameda, CA	As final construction of the Guam Museum's main exhibit hall is nearing completion, there is a need to work directly with GEDA exhibit fabrication contractor, Group Delphi and our exhibit consultant to ensure that exhibit fabrication of almost 1000 artifacts, panels, paintings, photographs and other related material is inspected and completed prior to shipment out to Guam. Travel authorization is requested in order to conduct such inspections at the Delphi fabrication shop located in Alameda, CA.	2	\$4,000	\$8,000
<b>TOTAL RPD TRAVEL</b>				<b>\$8,000</b>
Nov. 9 - 10, 2017 Las Vegas	<b>BLX / Orrick Workshop</b> - A Comprehensive overview of Post Issuance Compliance - IRS Tax Law and SEC Continuing disclosure. This BLX/Orrick Workshop offers timely discussion of topics related to post-issuance compliance and tax law for the public finance and 501(c)(3) tax-exempt communities. With open forums allowing for attendee participation, BLX and Orrick professionals will lead the program and assist participants with identifying and calculating Private Business Use, best practices relating to Post-issuance Compliance, and complying with IRS Schedule K reporting requirements	2	\$4,000	\$8,000
Nov. 15 - 17, 2017 Atlanta Georgia	<b>Council of Development Finance Agencies (CDFA) National Summit Conference</b> - CDFA is a natl assoc dedicated to the advancement of development finance concerns and interests. CDFA is comprised of the nations leading and most knowledgeable members of the development finance community representing hundreds of public, private and non-profit development entities.	1	\$4,000	\$4,000
May 6 - 9, 2018 St. Louis Missouri	<b>Government Finance Officers Association (GFOA) Annual Conference</b> - represents public finance officials throughout the US and Canada. The associations more than 18,000 members are federal, state/provincial, and local finance officials deeply involved in planning, financing, and implementing thousands of Govt. operations. GFOA's mission is to promote excellence in state and local government financial management.	1	\$4,000	\$4,000
<b>TOTAL PUBLIC FINANCE TRAVEL</b>				<b>\$16,000</b>
TBA	<b>Government Revenue Collectors Association (GRCA) Conference</b> - created to support government collections at all levels. GRCA has been established to educate those responsible for collecting government receivable, to develop standards and best practices, to distribute information regarding new technological advancements, and to build a library of useful information.	2	\$4,000	\$8,000
<b>TOTAL P&amp;G TRAVEL</b>				<b>\$8,000</b>
TBA	<b>IEDC - International Economic Development Conference</b>	2	\$4,000	\$8,000
<b>TOTAL BUSINESS DEVELOPMENT TRAVEL</b>				<b>\$8,000</b>
Mar. 27-28, 2018	<b>Hotel Investment Conference Asia Pacific (HICAP)</b>	1	\$2,500	\$2,500
TBA	<b>United Nations Economic and Social Commission for Asia and the Pacific (ESCAP)</b>	2	\$3,000	\$6,000
<b>TOTAL CED TRAVEL</b>				<b>\$8,500</b>
May 6 - 9, 2018 St. Louis Missouri	<b>Government Finance Officers Association (GFOA) Annual Conference</b> - is to enhance and promote the professional management of governments for the public benefit by identifying and developing financial policies and best practices and promoting their use through education, training, facilitation of member networking, and leadership.	1	\$4,000	\$4,000
<b>TOTAL A&amp;O TRAVEL</b>				<b>\$4,000</b>
<b>TOTAL TRAVEL</b>				<b>\$52,500</b>

GEDA \$44,500  
GDFA \$8,000