



REGULAR BOARD OF DIRECTORS MEETING

Thursday, April 13, 2023 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

Aturidád Inadilánton Ikunumihan Guahan



MELANIE MENDIOLA

Chief Executive Officer/Administrator
Atkådi Eksekutibu Ofisial/Atmenestradora

CARLOS P. BORDALLO

Deputy Administrator
Sigundon Atmenestrador

Board of Directors Regular Meeting

Attendance Sheet
Thursday, April 13, 2023
1:30 p.m.

David J. John, Chairman

Ernesto Espaldon Jr., Vice Chairman

Siska Hutapea, Secretary

— Absent (Excused)

Andrew Park, Director

on Line (via video teleconference)

Dr. Doreen Crisostomo-Muna, Director

Melanie Mendiola, CEO/Administrator

Carlos P. Bordallo, Deputy Administrator

Terry Brooks, Legal Counsel

Georgette Concepcion, Legal Counsel

Absent

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

DATE: Thursday, April 13, 2023

TIME: 1:30 p.m.

PLACE: GEDA 5th Floor GITC Building Ste. 511,
590 South Marine Corps Drive | Tamuning, Guam 96913

Public Notice: Distributed to the media on Thursday, April 6, 2023 and on Tuesday, April 11, 2023.

AGENDA

- I. Call to Order
- II. Inifresi
- III. Roll Call
- IV. Approval of Agenda
- V. Approval of Minutes
 - a. March 2023 Board Meeting | March 23, 2023
- VI. Chairman's Remarks
- VII. CEO/Administrator's Remarks
- VIII. Committee & Standing Reports
 - a. Investment Committee
 - b. Real Property Committee
 - c. Healthcare Committee
 - d. Agriculture Committee / Aquaculture Committee
 - e. Qualifying Certificate Report
 - f. Communications Report
 - g. Grants Report
- IX. Old Business
 - a. American Rescue Plan (ARP) Funded Grant Updates
- X. New Business
 - a. Resolution No. 23-012 | Relative to Approving the Small Business Stabilization Grant Program Standard Operating Procedures
- XI. Public Comment
- XII. Adjournment

Enclosures



**Minutes of Regular Meeting to the Board of Directors of the
Guam Economic Development Authority
March 23, 2023**

Call to Order

- § 1. The regular meeting of the Board of Directors of the Guam Economic Development Authority (“GEDA” or the “Authority”) was held on Thursday, March 23, 2023 at the hour of 1:40 p.m., at the GEDA conference room, Suite 511, GITC Building, Tamuning, Guam. The meeting was called to order by Chairman David J. John to consider items on the Agenda.

Inifresi

- § 2. GEDA Board of Directors and all others in attendance recited the *Inifresi*.

Quorum and Attendance

- § 3. **Roll call.** As determined by the roll call made by Chairman David J. John the following individuals were present:

Directors:

David J. John
Ernesto Espaldon Jr.
Siska Hutapea
Andrew Park
Dr. Doreen Crisostomo-Muna
Melanie Mendiola
Carlos P. Bordallo
Terrence M. Brooks

Office or Position:

Chairman
Vice Chairman
Secretary/Director
Director
Director (via teleconference)
CEO/Administrator
(Excused absence)
Legal Counsel

Also, in attendance were:

| | |
|--------------------|---------------------------------------|
| Natioshi Hiyama | PPRM Guam |
| Pejman Gouniai | |
| Yu Kim | Happy Car Rental |
| Auce Cuoi | Happy Car Rental |
| Savana Baza | Office of Congressman James C. Moylan |
| David Sholing | Guam Daily Post |
| Johnnie Rosario | Kandit News |
| Michael Pangelinan | Calvo, Fisher & Jacob |
| John LG | Eco Inventions |
| Suzanne Perez | GPO |
| Danielle Baza | Kandit News |

| | |
|-----------------------|---|
| Jennifer Calvo-Guzman | GEDA |
| Tina Garcia | GEDA |
| Diego Mendiola | GEDA |
| Christina Merfalen | GEDA |
| John San Nicolas | GEDA |
| Matt Baza | GEDA |
| Yong Pak | GEDA |
| Ariana Villaverde | GEDA |
| Edward Camacho | GEDA |
| William Kier | GEDA |
| Steve Limtiaco | Pacific Daily News (via teleconference) |

Approval of Agenda

- § 4. Vice Chairman Ernesto Espaldon Jr. requested to modify the agenda to table Resolution Number 23-007 in relation to the Public Investment Funds to Healthcare programs to a later meeting. This program and this decision affects year 2024, so we can handle that later on. Vice Chairman Ernesto Espaldon Jr. also requested to move up to below the Chairman's remarks, Resolution Number 23-011, Relative to the Qualifying Certificate of Pan Pacific Retail Management Company. The motion to modify the agenda was made by Vice Chairman Ernesto Espaldon Jr. The motion was seconded by Director Siska Hutapea. The Directors then voted, and the motion was unanimously passed.

Approval of Minutes

- § 5. Secretary/Director Siska Hutapea made the motion and was seconded by Director Andrew Park to approve the February 23, 2023, board meeting minutes. The Directors then voted, and the motion was unanimously passed.

Chairman's Remarks

- § 6. Chairman David J. John reported the following:
- a. We're nearly halfway through the fiscal year, and I'm happy to see that we have many projects ongoing and good work with all of them. Last month, we discussed Governor Leon Guerrero's support for the additional assistance to tourism related to businesses and shared that the program would likely resemble LEAP in some sort of format with a limited budget. The Guam Tourism and Travel Association, along with the Restaurant Collective, made their case to the legislature, resulting in three pieces of legislation being introduced. We're supportive of all three bills, but we believe that Bill 75-37 introduced by Senator San Augustin, which also contains language concerning the Governor's pledge of support through the American Rescue plan, is the one that will result in greatest level of aid and most flexibility for the program design, so we may serve as many businesses as possible. Governor Leon Guerrero also delivered her State of the Island Address just over a week ago. In her remarks, she stated, "we flatlined debt and increased our ratings." GEDA was key in delivering

on this, and I want to thank the team for all your hard work. She also discussed the 1,200 or so families that will be able to afford childcare, diversification efforts in multiple industries, including Aquaculture and Additive Manufacturing, and startups through the GUMA Incubator Support and the CIS Master Space funded by our QC Community Contribution Grant Program.

- b. One of the hot topics on today's agenda is the Pan Pacific Retail application for qualified certificate. Before we deliberate on this QC, I want to remind the board of some of the heavy lifting done nearly 10 years ago to overhaul the QC program. At that time, even though the QC program was instrumental in the development of the tourism industry, the program was being called into question by both the community as well as investors. From investors, it became clear that some of the tools offered under the program were not necessarily the best tools to entice investment to a point where at least one QC holder returned their QC for lack of benefits. An example of program shortcomings was in the hotel construction where income tax reimbursement was not attractive for capital intensive investments with large depreciation amortization schedules. What's attractive to these types of industries is GRT and use tax, which was not an option under the original QC law. Additionally, the community thought GEDA was giving away the bank with QCs, which certainly was not the case, but image is everything. With this, the GEDA team and the board committed to overhauling the program. We went to the legislature with the following message. In order to help develop industries on Guam, GEDA has been tasked with managing QC programs. Over the years, the project has had mixed successes. However, in order to improve the program and make it more relevant to new investors, GEDA tasked itself with revising the program. We explained to the legislature that the program was run using one master QC program for all industries. However, GEDA recognized that each industry had unique needs and community benefits. With this, we explained our intent to redraft the QC program with industry specific QCs comprised of incentives and community benefits appropriated with specific industries. The scope of the project was twofold. GEDA would develop industry specific QCs for industries that are deemed to be important and relevant at any point in time. If there was not a foreseeable project in the horizon, GEDA would shelve the industry program for a future date. GEDA would create the structure for future industry specific QCs as the need arrived. For QCs to be considered, GEDA believed that it first must meet the following four qualities. It will help create an industry. It will help save and strengthen an existing industry that is having difficulty making money but is deemed important to the island. It provided a needed community benefit, or it helped further develop an industry that provides economic multipliers to the island. When we went to the legislature, we had three industries in mind, hotels, affordable housing, and agriculture. We were ready to go with special QCs for the hotel and asked the legislature in good faith for additional benefits of use tax abatement and GRT abatement to non pledged GRT assets. The legislature did not need to approve the additional benefits, but they did so because we showed to them, we had a plan to make the QC programs more effective for all stakeholders.

- c. As we discuss QCs today in today's meeting, I must stress that I believe that the redefined QC requirements and goals were well thought out and in line with the best interests of the stakeholders in Guam and as such should be followed as is until such time that the board and GEDA team makes the concerted effort to change the requirements. I wish to convey my deepest thanks to the Pan Pacific Retail for going through the process. I welcome the board to discuss today on the application.

CEO/Administrator's Remarks

§ 7. Administrator Melanie Mendiola reported the following:

- a. Biba Mes Chamoru. As Chairman John mentioned, there are currently three pieces of legislation in public hearing mode this week. GEDA will be present to provide testimony in support and to field any questions that the legislature may have concerning launching a new program or adding a supplement to an existing program such as LEAP. I was not able to be present at the State of the Island. However, I did manage to watch it online and peruse the text. It's about 18 pages long and GEDA takes up about 10. I believe we should be very proud of all our efforts.
- b. The Department of Treasury announced a long awaited SSBCI Award of just under \$60 million. We have a calendar wherein we will be rolling out that program to prospective applicants. In addition, the Western US Agricultural Trade Association (WUSATA), a USDA funded regional agriculture export organization is currently funding the first delegation of private businesses from the Western region to Palau for a trade mission. WUSATA identified Guam as the potential hub and to pilot this program, they invited Guam businesses to basically dominate this trade mission funded by WUSATA as well as the State Trade Export Program (STEP) through the SBA program.
- c. Public Finance has great news to report as well. During the pandemic, the Guam Airport Authority's outlook was downgraded by Moody's from stable to negative. We returned from a ratings presentation earlier in the month, wherein we discussed the liquidity and solvency of the Government of Guam, the improving tourism situation, and of course, our robust economic indicators. This led to a recent public announcement of the upgrade from negative to stable, and we expect that there will also be positive news concerning the general credit of the Government of Guam. Great work from our public finance team, led by Ms. Tina Garcia, in supporting the airport and the Office of the Governor.

New Business

§ 8. Administrator Mendiola reported the following:

- a. Joining us from the Business Development Department, we have Ed Camacho, Manager, and Matt Baza, Supervisor. So I'll go ahead and kick us off and then Matt and Ed will help me as necessary. The Pan Pacific Retail Management Guam qualifying certificate application was received on November 22nd, 2022. However, the organization had approached GEDA as early as 2019 concerning their project. They also approached GEDA in 2021 concerning their tremendous challenges getting H2B visa labor for the project. In the application, you will see that the project is expected to be \$114 million in investment, would create 300 plus full-time equivalent jobs and also meets the qualifying certificate criteria for general service under tourism and the improvement of real property. In accordance with the law, GEDA held a public hearing on December 28, 2022, which was advertised in the paper prior on December 20, 2022.
- b. The Qualifying Certificate has multiple criteria to consider in deciding whether or not to grant the incentives set forth in the law. The CEO discussed the various criteria. The initial investment was planned to be \$20 million less. But because of pandemic delays, H2B visa challenges, and now a recovering consumer base, this investment was slower out the gate than Pan Pacific Retail Group had originally planned. Yet despite all of this, they stayed the course and persevered to where they are today, which is on the cusp of opening. There has been favor and opposition to the project. At the public hearing, there are testimonies in support by Tatuha Mayor, Louise Rivera, and Pacific Unlimited. Subsequent to the public hearing, there were also letters of opposition sent to GEDA by one letter signed by seven grocery store owners, Senator Tom Fisher, and various tenants of the Guam premiere outlets.
- c. Before articulating the next steps, the CEO discussed what she perceived as widespread misconceptions about the QC program. Today there are nine QCs, active and approved over the last 20 years or so. Sometimes in the media, insinuates that this tool is handed out like candy, and this is inaccurate. It is offensive to the board who weighs in on this important incentive for foreign investment and the hundreds of hours that the team spends managing this program. Opposition has also cited that Pan Pacific may receive BPT abatement and that it is unfair in the competitive marketplace. This is also inaccurate as BPT has never been on the table for any general services QC. A BPT QC applies only to the Special Hotel QC and clearly this isn't a hotel. The following rebates that are currently allowed under the law are; 1) up to a 75 % rebate in corporate income tax for up to 20 years; 2) up to a 75 % rebate in dividend income taxes for up to five years and 3) a 100 % real property tax abatement for 10 years. With the exception of real property, recommendations don't have to be all or nothing. The proposed QC is limited to real property tax abatement.
- d. A qualifying certificate holder is subject to the percentage of the arts for public buildings, which equates to about an \$800,000 investment. Pan Pacific would not be subject to the percentage of the arts if they are not awarded a QC. A QC holder would also be subject to an annual compliance and monitoring and associated fees, including the community contribution, which currently funds our community contribution programs, which has funded over 70 nonprofits island wide over the years.

- e. Moving on, the GEDA credit review committee met on March 15, 2023. The Deputy Administrator and five division heads of GEDA reviewed the application, supporting materials, testimonies in support and opposition, and took part in lengthy discussion about the QC. They also analyzed a number of different options. Matt Baza, Supervisor of BD, as well as Ed Camacho, BD Manager, were available to answer any questions concerning how that process went. The final recommendation was no to an income tax abatement, no to a dividend tax rebate, and a yes recommendation for 100% real property tax abatement for up to 10 years as authorized under the law. The CEO concurred with the recommendation and gave her reasons to the Board.
- f. GEDA board members and representatives from Pan Pacific engaged in a lengthy discussion about the benefits and issues regarding the QC.
- g. The CEO noted the board only makes recommendations for QCs and if it sees that an industry is fully developed it can choose to not recommend QCs for that industry. She noted the benefits that flow to the community and to GEDA should this QC be approved. The employment requirement of 200 FTEs, the community contributions the 1% to the arts will all have positive impacts.
- h. The CEO also acknowledged that there will be indirect economic activity that PPRM. It will be a landlord and will have vendors in there creating indirect employment and paying taxes.
- i. Mr. Natoshi Hiyama addressed the Board. He noted that the complex will have 15 tenants. He noted that PPRM approached a lot of investors all over the world. It will bring DAISO from Japan. Matsuoko Kiyoshi, the largest drugstore chain, Marugame Udon, the largest udon chain in Japan, Kokoichi Curry, the largest curry chain in Japan. PPRM has already attracted a lot of new investors in addition to their won investment. Each tenant should invest at least one million dollars and hire its own staff. Parking space will be huge with 1,100 parking spaces with a total of 900,000 square feet. At the corner, we have a future plan to further invest if the project is successful and maybe can bring new investors. This is PPRM's future plan. If our project is successful, we may invest more. Mr. Hiyama thanked the board and expressed his happiness to be here on Guam.
- j. The CEO noted that if the Board decides to act on this today the Board should consider that it is a little over \$5 million in benefits over 10 years. However, the contribution from their GRT combined, if this is approved the way it is, it probably amounts over a 10-year period between 40 and 50 million dollars. When you take a look at GRT, adding the GRT that they would contribute to our island, as well as whatever corporate income tax rebate was not to be offered. So when you add the two, this is the contribution that they would make to the island. So from the standpoint of the value exchange for the government, it's definitely, I think, protecting the people's interest as well. I think there are other expenses, too, like utilities over a 10 year period, \$34 million. \$16 million, insurance \$2.4 million, security \$6 million. Over a 10 year period, it comes up to \$206 million.. Payroll being \$ 81 million.

- k. A motion to approve Resolution 23-011, and to recommend approving the Qualifying Certificate for Pan Pacific Retail Management for 100% property tax abatement for a period of 10 years was made by Director Park. The motion was seconded by Director Siska. The Directors then voted, and the motion was unanimously passed.

Committee and Standing Reports

- § 9. No Committee Reports.

Old Business

- § 10. Administrator Mendiola reported the following:

- a. Childcare Assistance Program Report. We're starting to wind down our program in Prugrâman Pinilan. The March 31st deadline is looming for our Community Care and After School Program. We've also sent out a number of checks toward the Workforce Retention Grant Program. We graduated another cohort of graduates. One great thing that I've learned throughout this program is there were... Prior to GEDA's involvement in the program, 292 families benefited and received vouchers to pay for childcare, and now 1,500 families receive the child care assistance. So we think this is a resonating success.
- b. Businesses applying for forgiveness. We received 148 applications for \$32 million. Ninety-four for approval for \$21 million. There are about 100 businesses who have not asked for forgiveness at this point in time for the LEAP program.

New Business (Continued)

- § 11. Administrator Mendiola reported the following:

- a. Resolution 23-010 Relative to the Adopting the Standard Operating Procedures for the Payment Acceleration for Invoices Due, also known as the PAID Financing Program. So at the Governor's State of the Island, she did say that vendors are being paid quicker than ever before, and we are in agreement with her. However, there still remains some agencies that are challenged to make timely payments to vendors, and these include specifically the Guam Memorial Hospital and the GDOE. In an effort to increase when businesses have faster liquidity, we believe that they can offer more competitive pricing, more competitive services. In the spirit of that, the team came together and brainstormed an idea for a receivable based lending program. We decided to pilot a program with a million dollars from our existing loan accounts, to go out and potentially look at working with vendors to the Government of Guam. But these are some of the nuances. GEDA is a lender of last resort, so we're not trying to compete with the banks. Having said that, sometimes for example, one business I met with already works with the bank because they're trying to expand their facility. But at the same time, they are having cash flow constraints with regard to their receivables, and they'd like some help with that.

- b. First question would be how GEDA validates what I'm bringing in as a receivable, being actual what both parties agreed to. And second follow up question is how much GEDA lends. GEDA would obtain verification from the government agency to answer the first question. As to how much to lend, GEDA would lend a portion of the invoice amount and it would earn interest on that amount that can be obtained from the full invoice amount. The amount that will be paid to the vendor is 90 % of the value. When the agency does pay the invoice, they should pay GEDA and then GEDA deducts any fee based, again, on a 4 % interest rate annualized And then any remaining will be paid back to the vendor. There will be a service/application fee in the beginning.
- c. GEDA is getting more involved with the hospital project. I think we need, from a key to standpoint, to just keep reminding all players concerned that building a new hospital without fixing what's going on behind the scenes, especially in things like vendor roles. We just can't build a building. We need to make sure that the institution running it is in a position to be paying vendors, the management portion of it is just as important as brick and mortar. GEDA recently received a loan we had written off years ago from.. It was a DOA check, but it was not a GMH agency, but we got paid 15 years after the board wrote it off. And so there's different agencies that find themselves in the hot seat. And so perhaps something we add to the SOP's is a review of the quality of the receivable. We decide which agencies we're going to do this with. And if an agency is going to be doing this with us, then somewhere along the way, we do joint training, SOP, and maybe if they're finding themselves in a deficit area from skill sets or whatever else that we can help tighten them.
- d. Amendment to GEDA's Organizational Chart. The org chart, as you know, changes from time to time. What I did want to share is that we are not adding additional headcount here. In fact, as I mentioned before, our Prugrâman Pinilan, our childcare program is starting to wind down. As such, this area, the furthest to the right is the childcare grant program of limited term employees. That portion is winding down, but the rest of it is our core division. Currently, business and economic development, as you can see, they spend a great deal of time working with our larger investors, including our under qualified certificate applicants. What that does is it, once in a while, we have opportunities with small businesses such as our STEP program and these exploratory projects that we have that don't have the attention that potentially we could pay to it. And so what we'd like to do is propose the creation of a small business division. So similar to a bank, a bank has a commercial lending division, they have a Small Business Division. We'd like to do something like that. The three main programs right now that the governor mentioned that her state of the island is the GUMA program. We've been working with them since 2019, since the start of the administration. The Business Development team has been key working with them, the Guam Product Seal and the STEP program. These are all programs that the Business and Economic Development Division has done a lot of work with as well as, and then our special projects area started to write grants for economic diversification. So

putting these two together, what we have is a lot of work that's specializing into one area. So we're looking at carving out a Small Business Division. What we would look at is the Special Projects Coordinator would be unfunded, and that would move to the Division Manager. And then the supervisor potentially would be from the Business and Economic Development Division. And just basically adding and deleting from the different departments, but primarily BED. I also wanted to say that we were also giving a promotion to our Business and Economic Development Supervisor, Mr. Matthew Baza, will be promoted to Business and Economic Development Assistant Manager. For the most part, all others are lateral. There will be some promotion, but for the most part, it's lateral movement. No new money, no additional monies. We're still tracking under with regard to payroll. Less money, we like less money. Thank you.

- e. A motion to approve the updated Organizational Chart was made by Director Siska Hutapea and was seconded by Director Park. The motion passed unanimously.

Public Comments

- § 12. There were no public comments.

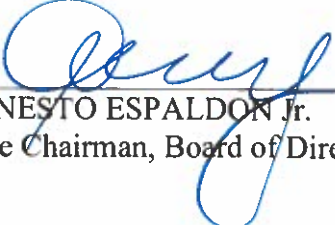
Adjournment

- § 13. A motion for the meeting to be adjourned was moved by Director Siska Hutapea and was seconded by Director Park. Adjournment of the meeting was unanimously approved.



DAVID JOHN
Chairman, Board of Directors

Attest:



ERNESTO ESPALDON Jr.
Vice Chairman, Board of Directors

COMMITTEE

INVESTMENT COMMITTEE BG Investment Services, Inc.

CENTRAL ISSUE

- * 1st Quarter 2023 Ending Market Value for the entire portfolio was \$17,449,923.00
- * QTD return was 4.59%, YTD return was (4.59%), 6.22% since inception (2017)
- * Asset Allocation
 - Stock 72.75%
 - US Stock 39.79%
 - Non US Stock 32.96%
 - Bonds 23.69%
 - Cash 3.41%
 - Other 0.14%

OTHER NEWS AND UPDATES

- * US equities, Infrastructure, and Fixed Income also performed well.
- * Long-term performance has improved to 6.22% annualized since inception.

KEY MEETINGS

- April 12, 2023 - via Zoom
- January 13, 2023 - via Zoom
- October 19, 2022 - via Zoom
- April 07, 2022 - via Zoom
- February 11, 2022 - via Zoom
- October 15, 2021 - via Zoom
- July 13, 2021 - via Zoom
- May 07, 2021 - via Zoom
- April 15, 2021 - via Zoom
- January 19, 2021 - via Zoom

ACTION ITEMS

COMMITTEE

INVESTMENT COMMITTEE RAYMOND JAMES

CENTRAL ISSUE

- * 1Q22 Ending Market Value for the entire portfolio was \$10,161,458.65
- * The portfolio was incepted on 1/19/2022, with a quarter to date return of 5.55% as of 03/31/2023
- * The total portfolio return since inception was - (6.90%) as 3/31/2023
- * The total portfolio is comprised of 76.69% Equities (61.43% U.S. Equity/ 13.99% Non-US Equity/ 1.26% Real Estate/0.01 Other Equities) / 20.07% Fixed Income/ 3.24% Cash

OTHER NEWS AND UPDATES

- * Benchmark Returns
S&P 500 Total Return Indx – (7.06%)
Bloomberg U.S. Agg Bd – (6.90%)
- * Falling inflation, will support higher equity prices into year end

KEY MEETINGS

- April 12, 2023 - via Zoom
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- October 19, 2022 - via Zoom
- April 12, 2022 - via Zoom
- February 11, 2022 - via Zoom

ACTION ITEMS

REAL PROPERTY APRIL 2023

CENTRAL ISSUE

GALC

- Desire to expand GEDA services to include investment guidance and strategies to grow the Land Bank Trust Fund and manage risk

Military and Federal Excess Lands

- GEDA RPD Assisting Gov Office

Support

- Several GovGuam Agencies seeking GEDA assistance on a number of initiatives

5 Year Law

- Creates challenges to attracting developers and investors

KEY MEETINGS

04/12/23: GALC Reg Mtg
04/06/23: Transshipment Feasibility Study
03/29/23: MDG/CDLO/GVAO re: Task Order 9
03/27/23: GALC re: Northern Market
03/09/23: CDLO re: Lab
03/08/23: Green Markets: Mangilao Mayors Office
03/08/23: Green Markets: Sinajana Mayors Office
03/08/23: GALC Reg Mtg
03/07/23: Green Markets: Agat Mayors Office
02/08/23: GALC Reg Mtg
02/02/23: MDG/GVAO/CDLO re: Task Order 9
01/31/23: MDG Re: Updates
01/30/23: GEPA Re: GALC Polaris property
01/25/23: GALC Special Mtg
01/23/23: MDG re: Task Order 9
01/18/23: GALC Reg Mtg
01/11/23: Transshipment Task Force RFP Evaluations
01/04/23: USDA Re: Green Markets

OTHER NEWS AND UPDATES

- GEDA facilitating Matrix Task Order 9 to include: Veterans Affairs State Plan and the Veterans Affairs State Home Plan
- GALC
Smithbridge submitted draft Polaris Mitigation Plan Scope, pending USEPA decision through the Brownfields Grant Program
DPHSS MOU expiring 04/30/23
- US EDA Grants: RPD supporting Executive Division w/ Grant w/ re: Green Markets for Agat, Sinajana, and Mangilao. A&E Contract awarded to Amorient
Conceptual designs anticipated by the end of month.
- Transshipment: RPD assisting BD with RFP for Feasibility Study
- FHP/Takecare Property Leasehold: Notice of Proposed Use, Sale, or Lease of Property for FHP/TakeCare Property Leasehold. Lot 1 NEW, Block 2, Tract 259 received
- Aquaculture Site Visits: With the Aquaculture Feasibility Study completed, RPD conducted aquaculture facility site visits with the Palau Ministry of Fisheries, Ministry of Infrastructure, Palau Community College, and local Clam farmers in March.
- Permitting Task Force: GEDA collaborating with DPW to explore Standard Operating Procedures for efficient permitting
- DOC: Requesting GEDA assistance for its CIP Program.

ACTION ITEMS

- Continuing to support Governor's Initiatives on potentially Releasable Federal Lands.
- Continuing support of other GovGuam agencies' initiatives
- GALC/DPHSS MOU to be renewed in April 2023

HEALTHCARE APRIL 2023

CENTRAL ISSUE

Need for Regional Health Lab

Need to upgrade or replace public healthcare facilities

Need for options for the reuse of current medical services facilities

Continuing upkeep of GMH facility and services

DPHSS facilities

Due to COVID 19 cases over the past years, GMH, GRMC and other health providers are still experiencing shortages of locally based trained staffers to support front liners

KEY MEETINGS

03/09/23: CDLO Re: Lab
01/23/23: MDG Re: VA Plan
01/20/23: RIMS Re: Website
12/21/22: CDLO, DLM, JRM Re: Lease
12/14/22: CDLO, DLM, JRM Re: Lease
12/07/22: CDLO, DLM, JRM Re: Lease
12/06/22: CDLO, DLM Re: Lease
11/30/22: CDLO, GMH, DLM Re: Utilities
10/17/22: OOG, CDLO, GALC, DLM Re: MedCampus
10/14/22: OOG, CDLO, GALC, DLM Re: MedCampus
10/03/22: MDG, CDLO Re: Enhanced Use Lease

*Ancestral Land Owners (ALO)
*Community Defense Liaison Office (CDLO)
*Department of Land Management (DLM)
*Guam Ancestral Land Commission (GALC)
*Guam Memorial Hospital Authority (GMH)
*Guam State Clearinghouse (GSC)

*Joint Region Marianas (JRM)
*Matrix Design Group (MDG)
*Office of the Governor of Guam (OOG)
*Ruder Integrated Marketing Strategies (RIMS)
*United States Army Corps of Engineers (USACE)

OTHER NEWS AND UPDATES

- Matrix Design Group
TO9 ongoing: GVAO Medical and Public Health Services Access
Action Plan Final Work Plan completed
- PL 36-56 pledges funding for the Guam Twenty-First Century Healthcare Center development expenses.
- LEASE: AG Moylan denied lease draft and offered recommendations. Governors Office working with OAG before the end of month
- Website: www.guammedicalcampus.com
- ARP funding support request submitted to the Governor
- BILLS:
12-37: Legislative approval on entering a lease, license, or sub-lease of federal or foreign government property
13-37: Transparency for the Medical Healthcare Campus
Gov vetoed both Bills on 03/21/23
Override on bills failed on 03/30/23

ACTION ITEMS

Continue facilitation and support of the Healthcare Task Force and its various subcommittees to coordinate efforts to improve medical and health services delivery to the community.

GEDA staff supporting Governor's office with RE to a potential new medical services campus in terms of researching finance options and collaborating with other GovGuam agencies on related matters.

RPD drafting MOAs for infrastructure agencies

Ongoing collaboration between RPD & PFD for draft of PMO RFP

RPD to guide RIMS with the website

AGRICULTURE/AQUACULTURE

CENTRAL ISSUE

Guam's high dependency on the importation of agriculture products creates a need to grow and develop the local agriculture into a sustainable industry and reduce imports.

GEDA initiatives:

1. Expand and build agriculture assets
2. Workforce development
3. Private investment initiatives

KEY MEETINGS

- 3/29/23 - Agriculture/Aquaculture Taskforce meeting held.
- 4/5/23 - Agriculture/Aquaculture Taskforce meeting held to prep for meeting with Gov.
- 4/7/23 - Agriculture/Aquaculture Taskforce meeting with the Gov.

OTHER NEWS AND UPDATES

NA

ACTION ITEMS

- GEDA in conversations with Western United States Agricultural Trade Association on potential Palau follow-up activities

TRIP REPORT

KEY MEETINGS CONTINUED:

GEDA hosted first-ever Palau Trade Mission (March 22-24) in partnership with the Western Agricultural Trade Association to highlight Guam companies with value-added products. Participants included: Denanche Brand, Imari, Everything Guam, The Coconut Tree Company, and Natural Being. Agenda included meeting with the Ministry of Agriculture, Fisheries and Environment.

GEDA organized a business trip to Palau to meet with aquaculture-related entities and visit aquaculture facilities as Guam looks to develop a Guam Aquaculture Innovation Center. Meetings and site visits included: Palau Mariculture Demonstration Center; Ministry of Public Infrastructure and Industries; Aquaculture Cooperation Project - Taiwan International Cooperation and Development Fund; Multi-Species Hatchery - Palau Community College; and Midcorp Clam Farm.

QUALIFYING CERTIFICATE (QC)

CENTRAL ISSUE

Business & Economic Development Division (BEDD) continues to administer and develop the QC program.

Efforts continue to improve program to maintain it as a viable investment tool, with a focus on:

- Special Hotel QC
- Manufacturing
- Captive Insurance
- Technology
- Circular Economy & Recycling

OTHER NEWS AND UPDATES

- Although GEDA has not received a QC application in 2023, interest remains high for several industries, such as:
 - Circular Economy & Recycling
 - Captive Insurance
 - Special Hotel
 - Green Technology
- GEDA anticipates new QC applications to be received in the coming months.

KEY MEETINGS

- A GEDA delegation attended the Captive Insurance Companies Association (CICA) 2023 International Conference. (March 5-7, 2023). The conference provided a unique opportunity for GEDA to meet and confer with potential investors, government regulators and other industry experts in the captive industry. The delegation left the conference with the following:
 - Although there is some interest in Guam's captive program, GEDA needs to work to increase awareness of our captive industry;
 - Guam needs to reexamine our longstanding statutes to refine the program to make it more efficient in today's market.

ACTION ITEMS

- GEDA to reach out to Office of the Attorney General regarding status of legal review.
- GEDA to follow up with applicants that are currently reviewing QC drafts.
- Continue researching the following tax incentives:
 - manufacturing, including but not limited to pharmaceuticals & additive manufacturing;
 - the development of high tech industries;
 - the development of a transshipment, manufacturing, assembly and/or distribution industries in Guam.

QUALIFYING CERTIFICATE APPLICATION LIST *as of April 6, 2023*

| APPROVED QCs | | | |
|--|----------------------------|-------------------------------|---|
| <i>Applicant</i> | <i>Industry</i> | <i>Activity</i> | <i>Status</i> |
| None as of date of this report | | | |
| APPLICATIONS IN PROGRESS | | | |
| <i>Applicant</i> | <i>Industry</i> | <i>Activity</i> | <i>Status</i> |
| Island Home Insurance Company | Domestic Insurance | Health insurance | BOD approved 11/10/22 - QC at AG's Office |
| Core Tech International Corp. | Affordable Housing | Affordable Housing | BOD approved 8/18/22 - QC at AG's office |
| BG Place LLC | Tourism | Entertainment/Tourism Complex | BOD approved 6/23/22 - Latest QC draft routed to applicant 4/3/23 |
| Core Tire Recycling, LLC | Circular Economy/Recycling | Tire Recycling | BOD approved 11/10/22 QC transmitted to Applicant 2/15/23 |
| TakeCare Insurance | Domestic Insurance | Health insurance | BOD approved 11/10/22 QC at AG's Office |
| Tokio Marine Pacific Insurance | Domestic Insurance | Health insurance | BOD approved 12/16/22 QC at AG's Office |
| Pan Pacific Retail Management (Guam) Co., Ltd. | Tourism/Real Property Dev. | Retail Shopping Center | BOD approved 3.23.23 First QC draft routed to applicant 4/6/23 |
| POTENTIAL APPLICATIONS | | | |
| <i>Applicant</i> | <i>Industry</i> | <i>Activity</i> | <i>Status</i> |
| None in 2023 as of this report | | | |



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COMMUNICATIONS REPORT

APRIL 2023

**Please note that reactions in this report are based on the GEDA Comms team's interpretations of the news coverages' overall tone as it relates to GEDA's positioning on the matter.*

MEDIA COVERAGE REPORT: March 17 - April 10, 2023

| Date | Publication | Headline | Reaction |
|----------------|---------------------------|--|----------|
| March 23, 2023 | Pacific Daily News | GEDA recommends limited property tax breaks for Don Don Donki | Neutral |
| March 25, 2023 | Guam Daily Post | GHRA, Hyatt host HyMarket, a showcase of products, produce | Positive |
| March 25, 2023 | Guam Daily Post | Testimony supports new round of local business pandemic aid | Neutral |
| March 28, 2023 | Guam Daily Post | Officials open child art contest | Positive |
| March 28, 2023 | Pacific Daily News | GEDA hosts trade mission to Palau | Positive |
| March 30, 2023 | Pacific Daily News | 'Trying to survive': Business leaders give suggestions for improving outlook | Neutral |
| April 5, 2023 | Guam Daily Post | Village of Donki store seeks applicants after QC approval | Neutral |
| March 17, 2023 | Pacific Daily News | Rear Adm. Benjamin Nicholson: 'There's no more excess land' | Neutral |
| March 17, 2023 | Pacific News Center | "Release the Lease" – lawmakers requesting to see full Eagles Field lease | Neutral |
| March 17, 2023 | Marianas Business Journal | Admiral speaks on hospital lease and ramifications | Neutral |
| March 18, 2023 | Pacific Daily News | Lotz: Transparency needed in medical campus lease | Neutral |
| March 18, 2023 | Pacific Island Times | Navy offers no-cost lease for hospital | Neutral |
| March 20, 2023 | Pacific Daily News | Governor: Eagles Field lease under review | Neutral |
| March 21, 2023 | Guam Daily Post | Eagles Field lease review raises legal issues | Neutral |
| March 21, 2023 | Pacific News Center | Governor signs one bill into law; vetoes two others | Neutral |
| March 22, 2023 | Guam Daily Post | Governor vetoes 2 bills | Neutral |
| March 25, 2023 | KUAM News | Governor expected to sign lease for Eagles Field property | Neutral |
| March 26, 2023 | Pacific Daily News | Lotz: Eagles Field deal reflects our colonial status | Neutral |
| March 27, 2023 | Pacific Daily News | Vetoed hospital oversight bill goes to override vote at Legislature | Neutral |
| March 27, 2023 | KUAM News | Governor vetoes transparency bill backed by 'obstructionist politicians' | Neutral |

| | | | |
|----------------|-----------------------|---|---------|
| March 28, 2023 | Guam Daily Post | Senators commit to override vote | Neutral |
| March 28, 2023 | KUAM News | Speaker pushing for override of federal lease bill Wednesday | Neutral |
| March 29, 2023 | KUAM News (Broadcast) | Speaker Therese Terlaje moved to override the governor's veto | Neutral |
| March 29, 2023 | Pacific Island Times | Who will backpedal on Bill 12-37? | Neutral |
| March 29, 2023 | Pacific Daily News | Leon-Guerrero: Overriding veto is the smart thing for taxpayers | Neutral |
| March 30, 2023 | Pacific News Center | Time limit on Eagle's Field lease originally 14 days | Neutral |
| March 30, 2023 | Newstalk K57 | REAR ADM. BENJAMIN NICHOLSON TALKS MILITARY MISSION IN INDO-PACIFIC, LEASE OF EAGLES FIELD, & INTEGRATION OF DODEA & GDOE SCHOOLS, WITH PATTI | Neutral |
| March 30, 2023 | Pacific Daily News | Letter: Reflections on 50 years of land acquisitions by the armed forces | Neutral |
| March 30, 2023 | Pacific Daily News | Lawmakers fail to force review of hospital land lease | Neutral |
| March 31, 2023 | Pacific Daily News | Governor: 'No one should celebrate' potential loss of Eagles Field site | Neutral |
| March 31, 2023 | KUAM News | AG rejects Eagles Field lease, says legislature should be involved and military takeover should be removed | Neutral |
| March 31, 2023 | Pacific Island Times | Guam legislature falls short by one vote to override veto of lease review bill | Neutral |
| March 31, 2023 | Pacific Island Times | Lease for new Guam hospital hits another snag | Neutral |
| April 1, 2023 | Guam Daily Post | AG denies Eagles Field lease | Neutral |
| April 3, 2023 | KUAM News | Governor's office says Eagle's Field lease still under review after AG rejected it | Neutral |
| April 4, 2023 | KUAM News | Chinese spy balloon that flew by Guam was collecting intelligence, according to new reports | Neutral |
| April 7, 2023 | KUAM News | Navy, governor's legal teams meeting on Eagles Field lease | Neutral |
| March 23, 2023 | KUAM News | GMH network 80 percent restored, third-party investigating hacking | — |
| March 28, 2023 | Guam Daily Post | Moylan reviewing denial, weighs appeal on abortion ban injunction | — |
| March 31, 2023 | Guam Daily Post | GMH plans to complete detailed review of | — |

| | | | |
|----------------|--------------------|---|---|
| | | 'unauthorized access' | |
| March 31, 2023 | KUAM News | GMH under review for potential HIPAA breach | — |
| March 31, 2023 | DataBreaches | Guam Memorial Hospital under review for potential HIPAA breach | — |
| April 2, 2023 | Guam Daily Post | GMH introduces new rates, fees | — |
| April 7, 2023 | Guam Daily Post | Project: Increase in births at GMH means more funding is needed for hearing screening supplies | — |
| April 3, 2023 | KUAM News | Reaction to opioid-related bills mixed | — |
| March 21, 2023 | Guam Daily Post | COVID-19 more 'endemic' than pandemic | — |
| March 21, 2023 | Guam Daily Post | Low-income families to see aid increase | — |
| March 22, 2023 | Pacific Daily News | GWA needs separate bank account for cannabis businesses | — |
| March 23, 2023 | Guam Daily Post | DPHSS, Todu Guam recognized as TB elimination 'champions' | — |
| March 27, 2023 | Pacific Daily News | Senators call for foster care probe after allegations of sex assault | — |
| March 28, 2023 | Saipan Tribune | Guam Guardsman connects underserved to healthcare with cultural ambassadorship | — |
| March 29, 2023 | Guam Daily Post | JIC ends weekly updates on COVID; DPHSS scaling back | — |
| April 4, 2023 | Guam Daily Post | Anti-drug bill to shield kids may have 'unintended consequences' | — |
| April 5, 2023 | Pacific Daily News | GDOE has until next school year to comply with sanitation regulations; schools get \$20 million for repairs, expedited spending | — |

GEDA MENTION/NEWS

GEDA recommends limited property tax breaks for Don Don Donki

(March 23, 2023) [Pacific Daily News](#)

The Guam Economic Development Authority on Thursday voted to recommend limited tax breaks for the owners of the new Don Don Donki store, which is scheduled to open in Tamuning later this year.

GHRA, Hyatt host HyMarket, a showcase of products, produce

(March 25, 2023) [Guam Daily Post](#)

The overhead cost of operating a kitchen is high, especially on Guam, where a vast majority of consumer goods - including food - is imported, but Guam Hotel and Restaurant Association members who attended a luncheon Thursday were given insight into cutting costs by sourcing ingredients and products locally. ... "In 2006, what we really started off with is fruits and vegetables, and it's grown to include seafood. But now we are seeing so many programs, especially through (the Guam Economic Development Authority)...

Testimony supports new round of local business pandemic aid

(March 25, 2023) [Guam Daily Post](#)

Lawmakers heard general support for the infusion of more government assistance into local businesses that are still struggling under the economic effects of the COVID-19 pandemic and rising inflation. ... The Guam Economic Development Authority supported the intent of all three bills, but preferred the broader language in Bill 75.

Officials open child art contest

(March 28, 2023) [Guam Daily Post](#)

A magic themed flyer released by the Guam Childcare Art Contest announced they are back again and calling all young artists to share their creativity and flare with the community.

GEDA hosts trade mission to Palau

(March 28, 2023) [Pacific Daily News](#)

Five Guam-based companies traveled to Palau to showcase their locally made products to distributors, wholesalers and retailers as part of the first Palau trade mission organized by the Guam Economic Development Authority in partnership with the Western United States Agricultural Trade Association.

'Trying to survive': Business leaders give suggestions for improving outlook

(March 30, 2023) [Pacific Daily News](#)

Guam's full tourism recovery will take at least two more years, but the island should now aggressively market in Japan and Korea, and fix streetlights and public restrooms, according to business leaders. ... "I don't think we did enough of it. I think Tumon, the road itself where people are walking with their families and driving, street lights are off in a lot of places. These are simple things that we should have a better grasp of, so, unfortunately, no I don't think we had," said John, who's also board chairman of the Guam Economic Development Authority.

Village of Donki store seeks applicants after QC approval

(April 5, 2023) [Guam Daily Post](#)

The Village of Donki, a new Guam outlet from popular Japanese retailer Don Don Donki, is on the cusp of opening and, after a limited qualifying certificate for property tax abatement was granted to Pan Pacific Retail Management Guam, a callout for job seekers has been announced. ... The total investment came in at \$114 million, following pandemic-related setbacks, H-2B visa labor challenges and now a still-recovering consumer base, according to information presented to the Guam Economic Development Authority.

MEDICAL CAMPUS MENTION/NEWS

Rear Adm. Benjamin Nicholson: 'There's no more excess land'

(March 17, 2023) [Pacific Daily News](#)

China's increasing military threat prompted the U.S. military to reassess its land needs on Guam, according to Navy Rear Adm. Benjamin Nicholson.

He said the military now plans to keep land that in recent years had been considered for possible return to the local government.

"Release the Lease" – lawmakers requesting to see full Eagles Field lease

(March 17, 2023) [Pacific News Center](#)

Lawmakers are calling for Governor Lou Leon Guerrero to "release the lease" on Eagle's Field.

The demand from the legislative branch to see the lease comes after a letter from JRM to the Governor was revealed.

Admiral speaks on hospital lease and ramifications

(March 17, 2023) [Marianas Business Journal](#)

Rear Adm. Benjamin R. Nicholson confirmed at a news briefing on March 16 that the lease from the Department of Defense by the Government of Guam of 112.875 acres at Eagles Field on Rte. 15 in Mangilao is ready for the signature of Gov. Lourdes A. Leon Guerrero.

Lotz: Transparency needed in medical campus lease

(March 18, 2023) [Pacific Daily News](#)

Our government needs to be transparent about proposals that tremendously affect our lives. Too many decisions are made behind closed doors. The Guam Legislature recently unanimously passed bills 12-37 and 13-37 requiring public input into the governor's proposal for a Guam Medical Campus at Eagles Field in Mangilao on Navy land.

Navy offers no-cost lease for hospital

(March 18, 2023) [Pacific Island Times](#)

If Gov. Lou Leon Guerrero signs the lease for Eagles Field that was drawn up by the Navy within 30 days of March 15, the government of Guam will pay nothing to lease the 100-plus acre lot on which it is to build a new world-class hospital and medical campus.

Governor: Eagles Field lease under review

(March 20, 2023) [Pacific Daily News](#)

A long-term lease for military property at Eagles Field currently is being reviewed by the attorney general's office, according to the governor, who said the agreement is a "lifetime opportunity" to work with the federal government to build a new medical campus there.

Eagles Field lease review raises legal issues

(March 21, 2023) [Guam Daily Post](#)

The Office of the Attorney General is currently reviewing the draft lease for the Eagles Field area of Mangilao, also known as Lâ'lo, but the review is raising a number of legal issues, according to Attorney General Douglas Moylan.

Governor signs one bill into law; vetoes two others

(March 21, 2023) [Pacific News Center](#)

Of the three bills that were introduced by Speaker Therese Terlaje that made it's way to the Governor's desk for signing, only one was signed into law.

... Meanwhile Bill 13-37 would make it so that the legislature is informed on any meetings, actions, and decisions surrounding the design, lease, and financing for the new medical complex.

MEDICAL CAMPUS MENTION/NEWS (cont'd)

Governor vetoes 2 bills

(March 22, 2023) [Guam Daily Post](#)

Gov. Lou Leon Guerrero has vetoed a pair of measures related to the leasing of federal properties and planning for a new medical complex to be built at the Eagles Field area of Mangilao, also known as La'lo, on federally owned land for which several families claim previous ownership.

Governor expected to sign lease for Eagles Field property

(March 25, 2023) [KUAM News](#)

Progress is expected this upcoming week on the lease agreement to secure 112 acres of land at Eagles Field in Mangilao. The plan is to use it for a new public hospital. The review process has been met with constant concern and questions.

Lotz: Eagles Field deal reflects our colonial status

(March 26, 2023) [Pacific Daily News](#)

The Secret Eagle Field Deal, also known as the Navy lease to the government of Guam for the Guam Medical Campus at La'lo, also known as Eagles Field in Mangilao, is an excellent demonstration of our colonial status. The 28 pages contain numerous legal requirements and restrictions to be imposed upon the people of Guam to be met solely according to Navy standards or the property will revert back to the Navy.

Vetoed hospital oversight bill goes to override vote at Legislature

(March 27, 2023) [Pacific Daily News](#)

Lawmakers will decide whether to override the governor's veto of a bill meant to increase transparency over the administration's planned hospital complex in Mangilao.

Gov. Lou Leon Guerrero last week vetoed two measures that would give the Legislature more oversight of the hospital complex's progress, stating that they threatened to "mire the project in bureaucracy"

Governor vetoes transparency bill backed by 'obstructionist politicians'

(March 27, 2023) [KUAM News](#)

The stage is set for an override vote on a bill that calls for more transparency in the billion-dollar medical campus project.

The governor vetoed the measure saying its part of an attempt by opponents to obstruct construction at the controversial Eagles Field property.

Senators commit to override vote

(March 28, 2023) [Guam Daily Post](#)

After spending all of last week debating bills addressing education facilities and government pay raises, lawmakers found themselves in the Guam Congress Building once again Monday morning, this time to attend this month's regularly scheduled session.

Speaker pushing for override of federal lease bill Wednesday

(March 28, 2023) [KUAM News](#)

Control over the controversial Eagles Field lease could be in the balance when the legislature meets tomorrow. Speaker Therese Terlaje has made it clear she'll push for an override of the governor's veto of her bill that requires legislative approval to lease federal land for five years or longer. That would include the 50-year deal for the medical campus that the governor is eager to sign with the navy.

Speaker Therese Terlaje moved to override the governor's veto

(March 29, 2023) [KUAM News \(Broadcast\)](#)

As expected, Speaker Therese Terlaje moved to override the governor's veto of her bill that's seen as a way to include senators in the decision of where the billion dollar medical campus will be built.

Senators will vote tomorrow but most had plenty to say about the measure that requires legislative approval to lease federal land for a term of five years or more (story starts at 4:06).

MEDICAL CAMPUS MENTION/NEWS (cont'd)

Who will backpedal on Bill 12-37?

(March 29, 2023) [Pacific Island Times](#)

Speaker Therese Terlaje today sought to clarify the intention of Bill 12-37 amid muddled assumptions and speculation that the measure would block the administration's plan to build a new hospital on a Mangilao property known as Eagles Field.

Leon-Guerrero: Overriding veto is the smart thing for taxpayers

(March 29, 2023) [Pacific Daily News](#)

Every election political candidates claim they want to be elected to "make government more transparent, more accountable and more responsive to the people."

Last year I was arrested for trying to sit in on a Guam Memorial Hospital planning meeting, where I learned that government officials were going to be discussing plans for a new GMH that would end up costing taxpayers between \$2 billion and \$3 billion dollars.

Time limit on Eagle's Field lease originally 14 days

(March 30, 2023) [Pacific News Center](#)

The clock is ticking for Governor Lou Leon Guerrero to sign the lease to Eagle's Field for her proposed medical complex.

Recently, in a letter from Joint Region Marianas to Governor Leon Guerrero that was dated on March 15th, it showed that she had 30 days from that date to sign the lease for Eagle's Field.

REAR ADM. BENJAMIN NICHOLSON TALKS MILITARY MISSION IN INDO-PACIFIC, LEASE OF EAGLES FIELD, & INTEGRATION OF DODEA & GDOE SCHOOLS, WITH PATTI

(March 30, 2023) [Newstalk K57](#)

Commander of Joint Regions Marianas, Rear Admiral Benjamin Nicholson speaks to Patti about the military's mission in the Indo-Pacific Region, the lease of Eagles Field, and the integration of DoDEA schools with Guam Department of Education (GDOE).

Letter: Reflections on 50 years of land acquisitions by the armed forces

(March 30, 2023) [Pacific Daily News](#)

In the current Indo-Pacific strategic competitive atmosphere, Guam is exposed and vulnerable to attack by China, North Korea or both. Under this hostile environment, building medical and hospital care delivery system for the island residents is of utmost urgency.

... It's somewhat of a dilemma for both local and national leadership that there's not enough land ... to build medical and hospital complex for island residents and veterans while the military has no problem finding space to build a missile delivery system.

Lawmakers fail to force review of hospital land lease

(March 30, 2023) [Pacific Daily News](#)

Gov. Lou Leon Guerrero will be free to sign off on 50-year land lease for a new hospital complex in Mangilao without intervention from the Guam Legislature.

Lawmakers Thursday failed to overcome the governor's veto of Bill 12, which would require the Legislature to give the final OK before the lease, for land now held by the Navy, can be approved.

Governor: 'No one should celebrate' potential loss of Eagles Field site

(March 31, 2023) [Pacific Daily News](#)

The future of a new medical complex planned to be built on land near Eagles Field is uncertain after last week's rejection of a lease agreement with the military, according to the governor.

The property, 112 acres in an area known as Lalo in Mangilao, was offered by the military for use as a medical campus.

MEDICAL CAMPUS MENTION/NEWS (cont'd)

AG rejects Eagles Field lease, says legislature should be involved and military takeover should be removed

(March 31, 2023) [KUAM News](#)

Attorney General Doug Moylan has rejected the federal lease for Eagles Field in Lalo' Mangilao and his main advice to the governor is to involve the legislature in the hospital planning process.

The announcement comes one day after an override attempt of two bills meant to increase legislative involvement in the billion-dollar medical campus failed.

Guam legislature falls short by one vote to override veto of lease review bill

(March 31, 2023) [Pacific Island Times](#)

The Guam legislature's failure to override Gov. Lou Leon Guerrero's veto of two bills requiring legislative review of land leases sets a precedent for island leaders to enter into land transactions without any public input, Speaker Therese Terlaje said.

Lease for new Guam hospital hits another snag

(March 31, 2023) [Pacific Island Times](#)

While the Guam legislature failed to override Gov. Lou Leon Guerrero's veto of a bill that would require legislative approval for the lease on the new hospital site, the project is facing another stumbling block.

AG denies Eagles Field lease

(April 1, 2023) [Guam Daily Post](#)

Attorney General Douglas Moylan has denied the proposed lease for the Eagles Field area of Mangilao, also known as Lå'lo, which comprises about 112 acres of federal property identified to be the home of a new medical complex, to include a new hospital for Guam.

Governor's office says Eagle's Field lease still under review after AG rejected it

(April 3, 2023) [KUAM News](#)

After a roller-coaster week last week, what's next for the controversial billion-dollar medical complex lease for Eagles Field in Lalo' Mangilao?

On Friday, Attorney General Douglas Moylan declined to sign citing legislative appropriation authority that was bypassed.

Chinese spy balloon that flew by Guam was collecting intelligence, according to new reports

(April 4, 2023) [KUAM News](#) - [Broadcast Segment](#)

There's new information on the Chinese spy balloon that traveled by Guam before crossing the U.S. mainland two months ago.

... Meanwhile, the governor used the opportunity to explain what she said was the pressing need for a new medical complex.

Navy, governor's legal teams meeting on Eagles Field lease

(April 7, 2023) [KUAM News](#)

One week left until the deadline to sign the lease for federal property at Eagles Field, the planned site for the billion-dollar medical complex. KUAM News spoke today with Rear Admiral Benjamin Nicholson during a visit to Saipan, who says legal teams from the military and the governor are reviewing the lease, which Guam's attorney general last Friday declined to sign.

GUAM MEMORIAL HOSPITAL MENTION/NEWS

GMH network 80 percent restored, third-party investigating hacking

(March 23, 2023) [KUAM News](#)

A third-party agent is brought in to try to help find out how the Guam Memorial Hospital got hacked earlier this month.

Now three weeks after the threat was detected, Gov. Lou Leon Guerrero confirmed efforts are ongoing to strengthen the hospital's network.

Moylan reviewing denial, weighs appeal on abortion ban injunction

(March 28, 2023) [Guam Daily Post](#)

The legal battle over the injunction on Guam's decades-old abortion ban may not be over yet, as the Office of the Attorney General reviews the dismissal of its motion to vacate the injunction.

"We believe there are several legal issues worthy of either reconsideration or appeal to the 9th (U.S.) Circuit Court of Appeals," Attorney General Douglas Moylan told The Guam Daily Post.

GMH plans to complete detailed review of 'unauthorized access'

(March 31, 2023) [Guam Daily Post](#)

Legal counsel for the Guam Memorial Hospital Authority believes the hospital was "lucky," following an incident of unauthorized access to its network earlier this month.

On Wednesday afternoon, the GMHA Board of Trustees met for the second time this year and also several weeks after a flaw in their network was exploited and prompted the hospital to shut down the network completely.

GMH under review for potential HIPAA breach

(March 31, 2023) [KUAM News](#)

The unauthorized access into Guam Memorial Hospital's network is undergoing a detailed review for a possible Health Insurance Portability and Accountability Act or HIPAA breach.

The information came to light during the public hospital's monthly board meeting Wednesday.

Our View: With Taiwan tensions rising, attention turns to Guam

(March 31, 2023) [DataBreaches](#)

Matsuki Hirayama reports:

The unauthorized access into Guam Memorial Hospital's network is undergoing a detailed review for a possible Health Insurance Portability and Accountability Act or HIPAA breach.

The information came to light during the public hospital's monthly board meeting Wednesday.

GMH introduces new rates, fees

(April 2, 2023) [Guam Daily Post](#)

The Guam Memorial Hospital Authority called a public hearing last week to introduce its new hospital rates, fees, charges and an interim fee schedule change.

The hearing broke down proposed fees and was brief, as there was no testimony received during public comment.

Project: Increase in births at GMH means more funding is needed for hearing screening supplies

(April 7, 2023) [Guam Daily Post](#)

The Guam Early Hearing Detection and Intervention Project needs more money to buy the necessary supplies to carry out the mandate to screen the island's youngest for hearing problems, a project official told an interagency panel.

GUAM BEHAVIORAL HEALTH MENTION/NEWS

Reaction to opioid-related bills mixed

(April 3, 2023) [KUAM News](#)

Opioid addiction has taken a heavy toll on communities across the U.S. mainland.

And a public hearing was held today on a pair of bills that address what might be a looming, new drug crisis for ... One bill by Speaker Therese Terlaje establishes an "emergency bystander program," managed by the Guam Behavioral Health and Wellness Center, to make available the powerful opioid antagonist drug naloxone to treat overdoses.

DEPARTMENT OF PUBLIC HEALTH MENTION/NEWS

COVID-19 more 'endemic' than pandemic

(March 21, 2023) [Guam Daily Post](#)

The Department of Public Health and Social Services has seen the infection rate for COVID-19 cases on island decline since the start of the year, so much so, that local health officials say the disease is becoming more "endemic" on Guam, like influenza.

Low-income families to see aid increase

(March 21, 2023) [Guam Daily Post](#)

Eligible low-income families with children soon will be able to benefit from a 75% increase to the federal Temporary Assistance for Needy Families program.

... Many families under the TANF program are headed by a single parent or guardian as a result of medical incapacity, unemployment or death, according to a release from the Guam Department of Public Health and Social Services.

GWA needs separate bank account for cannabis businesses

(March 22, 2023) [Pacific Daily News](#)

The Guam Waterworks Authority is working on inspection requirements for cannabis establishments, according to agency officials, as well as a new process for cannabis-related businesses to pay utility bills.

... The rules and regulations state a permit to operate requires clearances from the following agencies: Department of Public Works, the Guam Environmental Protection Agency, the Guam Fire Department, the Department of Public Health and Social Services, the Guam Waterworks Authority and the Guam Department of Agriculture.

DPHSS, Todu Guam recognized as TB elimination 'champions'

(March 23, 2023) [Guam Daily Post](#)

Guam is leading the way in eradicating a common lung disease, according to the Centers for Disease Control and Prevention. The CDC recognized the Department of Public Health and Social Services and Todu Guam Foundation as champions of tuberculosis elimination ahead of World TB Day.

Senators call for foster care probe after allegations of sex assault

(March 27, 2023) [Pacific Daily News](#)

Lawmakers are calling for a probe of Guam's foster care system, in the wake of allegations that a local man with a history of sex assault charges sexually abused a child placed in his care.

... The senators requested an investigation into procedures for the placement of children at the Department of Public Health and Social Services division of Child Protective Services.

Guam Guardsman connects underserved to healthcare with cultural ambassadorship

(March 28, 2023) [Saipan Tribune](#)

YIGO, Guam—"Are we going in here? Yup, we're going in here," our driver narrates, as the small convoy of compact SUVs from the Guam Department of Public Health and Social Services turns off-road.

JIC ends weekly updates on COVID; DPHSS scaling back

(March 29, 2023) [Guam Daily Post](#)

The Joint Information Center released its final weekly COVID-19 numbers update Monday, highlighting at the top of the release that the weekly updates would be discontinued.

... For the last three years, the JIC has been reporting on the island's pandemic situation on a weekly basis, but after indications from Department of Public Health and Social Services officials that the island is now in more of an "endemic" phase, the JIC issued a special note.

DEPARTMENT OF PUBLIC HEALTH MENTION/NEWS (cont'd)

Anti-drug bill to shield kids may have 'unintended consequences'

(April 4, 2023) [Guam Daily Post](#)

Lack of clarity was among the concerns discussed at Monday's public hearing on Bill 49-37, a measure intended to impose harsh punishments against adults who negligently or intentionally distribute narcotics to minors and certain others.

... Meanwhile, the Division of Children's Wellness under the Department of Public Health and Social Services supported Bill 49 and urged its passage.

GDOE has until next school year to comply with sanitation regulations; schools get \$20 million for repairs, expedited spending

(April 5, 2023) [Pacific Daily News](#)

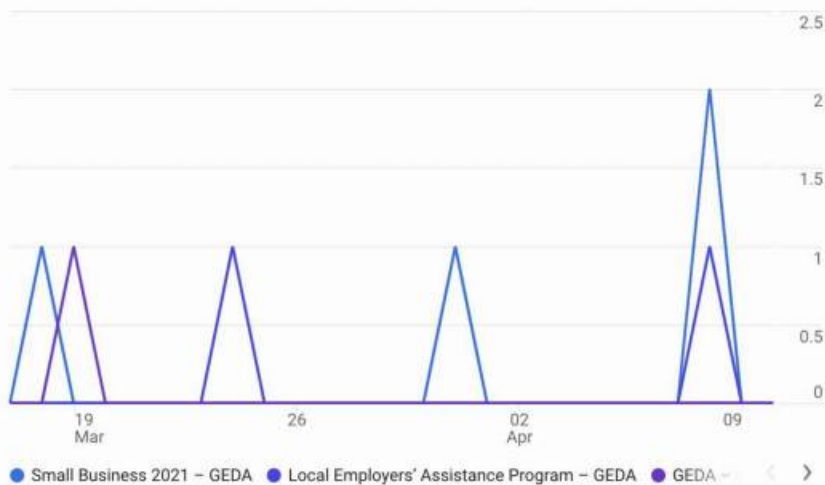
Local public schools will have until the beginning of the next school year to comply with sanitation regulations, with an emergency measure passed by the Guam Legislature now law.

... Leon Guerrero wrote in a letter to the Legislature that the administration "wholeheartedly" supported the intent of Public Law 37-4, which speeds up the deadline for schools to comply with sanitation regulations. However, the timeline was "unrealistic" and was an encroachment on the authority of the Department of Public Health and Social Services.

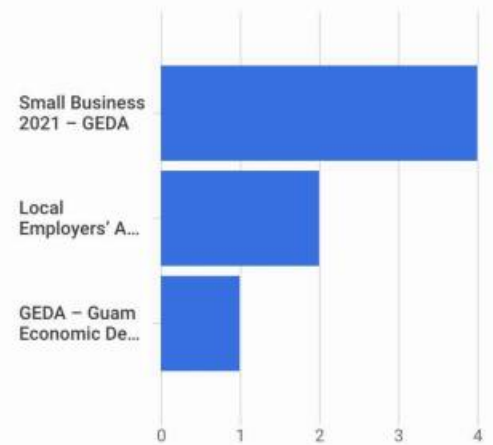
DIGITAL/SOCIAL MEDIA REPORT

WEBSITE ANALYTICS

Views by Page title and screen class over time



Views by Page title and screen class



| Page title and screen class ▾ + | | ↓ Views | Users | Views per user | Average engagement time | Event count All events ▾ | Conversions All events ▾ |
|---------------------------------|--|--------------------|--------------------|----------------|-------------------------|-----------------------------|-----------------------------|
| | | 7 100% of total | 3 100% of total | 2.33 Avg 0% | 0m 00s | 17 100% of total | 0.00 |
| 1 | Small Business 2021 - GEDA | 4 | 1 | 4.00 | 0m 00s | 9 | 0.00 |
| 2 | Local Employers' Assistance Program - GEDA | 2 | 1 | 2.00 | 0m 00s | 5 | 0.00 |
| 3 | GEDA - Guam Economic Development Authority | 1 | 1 | 1.00 | 0m 00s | 3 | 0.00 |

SOCIAL MEDIA ANALYTICS

- ❖ Facebook Page Reach: 1,599 (-96.9%)
- ❖ Instagram Reach: 828 (-89.7%)
- ❖ Paid Reach: 0 (-100%)

Instagram:

- ❖ Accounts Reached: 828 (-88.8%)
- ❖ Accounts Engaged: 63 (-65.4%)
- ❖ Total Followers: 1,320 (+1.3%)
- ❖ Posts Shared: 3
- ❖ Stories Shared: 15
- ❖ Videos Shared: 0



GUAM MEDICAL CAMPUS MEDIA REPORT

updated as of April 10, 2023

**Please note that reactions in this report are based on the GEDA Comms team's interpretations of the news coverages' overall tone as it relates to GEDA's positioning on the matter.*

MEDIA COVERAGE REPORT: March 17, 2023 - April 10, 2023

| Date | Publication | Headline | Reaction |
|----------------|---------------------------|---|----------|
| March 17, 2023 | Pacific Daily News | Rear Adm. Benjamin Nicholson: 'There's no more excess land' | Neutral |
| March 17, 2023 | Pacific News Center | "Release the Lease" – lawmakers requesting to see full Eagles Field lease | Neutral |
| March 17, 2023 | Marianas Business Journal | Admiral speaks on hospital lease and ramifications | Neutral |
| March 18, 2023 | Pacific Daily News | Lotz: Transparency needed in medical campus lease | Neutral |
| March 18, 2023 | Pacific Island Times | Navy offers no-cost lease for hospital | Neutral |
| March 20, 2023 | Pacific Daily News | Governor: Eagles Field lease under review | Neutral |
| March 21, 2023 | Guam Daily Post | Eagles Field lease review raises legal issues | Neutral |
| March 21, 2023 | Pacific News Center | Governor signs one bill into law; vetoes two others | Neutral |
| March 22, 2023 | Guam Daily Post | Governor vetoes 2 bills | Neutral |
| March 25, 2023 | KUAM News | Governor expected to sign lease for Eagles Field property | Neutral |
| March 26, 2023 | Pacific Daily News | Lotz: Eagles Field deal reflects our colonial status | Neutral |
| March 27, 2023 | Pacific Daily News | Vetoed hospital oversight bill goes to override vote at Legislature | Neutral |
| March 27, 2023 | KUAM News | Governor vetoes transparency bill backed by 'obstructionist politicians' | Neutral |
| March 28, 2023 | Guam Daily Post | Senators commit to override vote | Neutral |
| March 28, 2023 | KUAM News | Speaker pushing for override of federal lease bill Wednesday | Neutral |
| March 29, 2023 | KUAM News (Broadcast) | Speaker Therese Terlaje moved to override the governor's veto | Neutral |
| March 29, 2023 | Pacific Island Times | Who will backpedal on Bill 12-37? | Neutral |
| March 29, 2023 | Pacific Daily News | Leon-Guerrero: Overriding veto is the smart thing for taxpayers | Neutral |
| March 30, 2023 | Pacific News Center | Time limit on Eagle's Field lease originally 14 days | Neutral |
| March 30, 2023 | Newstalk K57 | REAR ADM. BENJAMIN NICHOLSON TALKS | Neutral |

| | | | |
|----------------|----------------------|--|---------|
| | | MILITARY MISSION IN INDO-PACIFIC, LEASE OF EAGLES FIELD, & INTEGRATION OF DODEA & GDOE SCHOOLS, WITH PATTI | |
| March 30, 2023 | Pacific Daily News | Letter: Reflections on 50 years of land acquisitions by the armed forces | Neutral |
| March 30, 2023 | Pacific Daily News | Lawmakers fail to force review of hospital land lease | Neutral |
| March 31, 2023 | Pacific Daily News | Governor: 'No one should celebrate' potential loss of Eagles Field site | Neutral |
| March 31, 2023 | KUAM News | AG rejects Eagles Field lease, says legislature should be involved and military takeover should be removed | Neutral |
| March 31, 2023 | Pacific Island Times | Guam legislature falls short by one vote to override veto of lease review bill | Neutral |
| March 31, 2023 | Pacific Island Times | Lease for new Guam hospital hits another snag | Neutral |
| April 1, 2023 | Guam Daily Post | AG denies Eagles Field lease | Neutral |
| April 3, 2023 | KUAM News | Governor's office says Eagle's Field lease still under review after AG rejected it | Neutral |
| April 4, 2023 | KUAM News | Chinese spy balloon that flew by Guam was collecting intelligence, according to new reports | Neutral |
| April 7, 2023 | KUAM News | Navy, governor's legal teams meeting on Eagles Field lease | Neutral |

MEDICAL CAMPUS MENTION/NEWS

Rear Adm. Benjamin Nicholson: 'There's no more excess land'

(March 17, 2023) [Pacific Daily News](#)

China's increasing military threat prompted the U.S. military to reassess its land needs on Guam, according to Navy Rear Adm. Benjamin Nicholson.

He said the military now plans to keep land that in recent years had been considered for possible return to the local government.

"Release the Lease" – lawmakers requesting to see full Eagles Field lease

(March 17, 2023) [Pacific News Center](#)

Lawmakers are calling for Governor Lou Leon Guerrero to "release the lease" on Eagle's Field.

The demand from the legislative branch to see the lease comes after a letter from JRM to the Governor was revealed.

Admiral speaks on hospital lease and ramifications

(March 17, 2023) [Marianas Business Journal](#)

Rear Adm. Benjamin R. Nicholson confirmed at a news briefing on March 16 that the lease from the Department of Defense by the Government of Guam of 112.875 acres at Eagles Field on Rte. 15 in Mangilao is ready for the signature of Gov. Lourdes A. Leon Guerrero.

Lotz: Transparency needed in medical campus lease

(March 18, 2023) [Pacific Daily News](#)

Our government needs to be transparent about proposals that tremendously affect our lives. Too many decisions are made behind closed doors. The Guam Legislature recently unanimously passed bills 12-37 and 13-37 requiring public input into the governor's proposal for a Guam Medical Campus at Eagles Field in Mangilao on Navy land.

Navy offers no-cost lease for hospital

(March 18, 2023) [Pacific Island Times](#)

If Gov. Lou Leon Guerrero signs the lease for Eagles Field that was drawn up by the Navy within 30 days of March 15, the government of Guam will pay nothing to lease the 100-plus acre lot on which it is to build a new world-class hospital and medical campus.

Governor: Eagles Field lease under review

(March 20, 2023) [Pacific Daily News](#)

A long-term lease for military property at Eagles Field currently is being reviewed by the attorney general's office, according to the governor, who said the agreement is a "lifetime opportunity" to work with the federal government to build a new medical campus there.

Eagles Field lease review raises legal issues

(March 21, 2023) [Guam Daily Post](#)

The Office of the Attorney General is currently reviewing the draft lease for the Eagles Field area of Mangilao, also known as Lâ'lo, but the review is raising a number of legal issues, according to Attorney General Douglas Moylan.

Governor signs one bill into law; vetoes two others

(March 21, 2023) [Pacific News Center](#)

Of the three bills that were introduced by Speaker Therese Terlaje that made it's way to the Governor's desk for signing, only one was signed into law.

... Meanwhile Bill 13-37 would make it so that the legislature is informed on any meetings, actions, and decisions surrounding the design, lease, and financing for the new medical complex.

MEDICAL CAMPUS MENTION/NEWS (cont'd)

Governor vetoes 2 bills

(March 22, 2023) [Guam Daily Post](#)

Gov. Lou Leon Guerrero has vetoed a pair of measures related to the leasing of federal properties and planning for a new medical complex to be built at the Eagles Field area of Mangilao, also known as Lå'lo, on federally owned land for which several families claim previous ownership.

Governor expected to sign lease for Eagles Field property

(March 25, 2023) [KUAM News](#)

Progress is expected this upcoming week on the lease agreement to secure 112 acres of land at Eagles Field in Mangilao. The plan is to use it for a new public hospital. The review process has been met with constant concern and questions.

Lotz: Eagles Field deal reflects our colonial status

(March 26, 2023) [Pacific Daily News](#)

The Secret Eagle Field Deal, also known as the Navy lease to the government of Guam for the Guam Medical Campus at La'lo, also known as Eagles Field in Mangilao, is an excellent demonstration of our colonial status. The 28 pages contain numerous legal requirements and restrictions to be imposed upon the people of Guam to be met solely according to Navy standards or the property will revert back to the Navy.

Vetoed hospital oversight bill goes to override vote at Legislature

(March 27, 2023) [Pacific Daily News](#)

Lawmakers will decide whether to override the governor's veto of a bill meant to increase transparency over the administration's planned hospital complex in Mangilao.

Gov. Lou Leon Guerrero last week vetoed two measures that would give the Legislature more oversight of the hospital complex's progress, stating that they threatened to "mire the project in bureaucracy

Governor vetoes transparency bill backed by 'obstructionist politicians'

(March 27, 2023) [KUAM News](#)

The stage is set for an override vote on a bill that calls for more transparency in the billion-dollar medical campus project.

The governor vetoed the measure saying its part of an attempt by opponents to obstruct construction at the controversial Eagles Field property.

Senators commit to override vote

(March 28, 2023) [Guam Daily Post](#)

After spending all of last week debating bills addressing education facilities and government pay raises, lawmakers found themselves in the Guam Congress Building once again Monday morning, this time to attend this month's regularly scheduled session.

Speaker pushing for override of federal lease bill Wednesday

(March 28, 2023) [KUAM News](#)

Control over the controversial Eagles Field lease could be in the balance when the legislature meets tomorrow. Speaker Therese Terlaje has made it clear she'll push for an override of the governor's veto of her bill that requires legislative approval to lease federal land for five years or longer. That would include the 50-year deal for the medical campus that the governor is eager to sign with the navy.

Speaker Therese Terlaje moved to override the governor's veto

(March 29, 2023) [KUAM News \(Broadcast\)](#)

As expected, Speaker Therese Terlaje moved to override the governor's veto of her bill that's seen as a way to include senators in the decision of where the billion dollar medical campus will be built.

Senators will vote tomorrow but most had plenty to say about the measure that requires legislative approval to lease federal land for a term of five years or more (story starts at 4:06).

MEDICAL CAMPUS MENTION/NEWS (cont'd)

Who will backpedal on Bill 12-37?

(March 29, 2023) [Pacific Island Times](#)

Speaker Therese Terlaje today sought to clarify the intention of Bill 12-37 amid muddled assumptions and speculation that the measure would block the administration's plan to build a new hospital on a Mangilao property known as Eagles Field.

Leon-Guerrero: Overriding veto is the smart thing for taxpayers

(March 29, 2023) [Pacific Daily News](#)

Every election political candidates claim they want to be elected to "make government more transparent, more accountable and more responsive to the people."

Last year I was arrested for trying to sit in on a Guam Memorial Hospital planning meeting, where I learned that government officials were going to be discussing plans for a new GMH that would end up costing taxpayers between \$2 billion and \$3 billion dollars.

Time limit on Eagle's Field lease originally 14 days

(March 30, 2023) [Pacific News Center](#)

The clock is ticking for Governor Lou Leon Guerrero to sign the lease to Eagle's Field for her proposed medical complex.

Recently, in a letter from Joint Region Marianas to Governor Leon Guerrero that was dated on March 15th, it showed that she had 30 days from that date to sign the lease for Eagle's Field.

REAR ADM. BENJAMIN NICHOLSON TALKS MILITARY MISSION IN INDO-PACIFIC, LEASE OF EAGLES FIELD, & INTEGRATION OF DODEA & GDOE SCHOOLS, WITH PATTI

(March 30, 2023) [Newstalk K57](#)

Commander of Joint Regions Marianas, Rear Admiral Benjamin Nicholson speaks to Patti about the military's mission in the Indo-Pacific Region, the lease of Eagles Field, and the integration of DoDEA schools with Guam Department of Education (GDOE).

Letter: Reflections on 50 years of land acquisitions by the armed forces

(March 30, 2023) [Pacific Daily News](#)

In the current Indo-Pacific strategic competitive atmosphere, Guam is exposed and vulnerable to attack by China, North Korea or both. Under this hostile environment, building medical and hospital care delivery system for the island residents is of utmost urgency.

... It's somewhat of a dilemma for both local and national leadership that there's not enough land ... to build medical and hospital complex for island residents and veterans while the military has no problem finding space to build a missile delivery system.

Lawmakers fail to force review of hospital land lease

(March 30, 2023) [Pacific Daily News](#)

Gov. Lou Leon Guerrero will be free to sign off on 50-year land lease for a new hospital complex in Mangilao without intervention from the Guam Legislature.

Lawmakers Thursday failed to overcome the governor's veto of Bill 12, which would require the Legislature to give the final OK before the lease, for land now held by the Navy, can be approved.

Governor: 'No one should celebrate' potential loss of Eagles Field site

(March 31, 2023) [Pacific Daily News](#)

The future of a new medical complex planned to be built on land near Eagles Field is uncertain after last week's rejection of a lease agreement with the military, according to the governor.

The property, 112 acres in an area known as Lalo in Mangilao, was offered by the military for use as a medical campus.

MEDICAL CAMPUS MENTION/NEWS (cont'd)

AG rejects Eagles Field lease, says legislature should be involved and military takeover should be removed

(March 31, 2023) [KUAM News](#)

Attorney General Doug Moylan has rejected the federal lease for Eagles Field in Lalo' Mangilao and his main advice to the governor is to involve the legislature in the hospital planning process.

The announcement comes one day after an override attempt of two bills meant to increase legislative involvement in the billion-dollar medical campus failed.

Guam legislature falls short by one vote to override veto of lease review bill

(March 31, 2023) [Pacific Island Times](#)

The Guam legislature's failure to override Gov. Lou Leon Guerrero's veto of two bills requiring legislative review of land leases sets a precedent for island leaders to enter into land transactions without any public input, Speaker Therese Terlaje said.

Lease for new Guam hospital hits another snag

(March 31, 2023) [Pacific Island Times](#)

While the Guam legislature failed to override Gov. Lou Leon Guerrero's veto of a bill that would require legislative approval for the lease on the new hospital site, the project is facing another stumbling block.

AG denies Eagles Field lease

(April 1, 2023) [Guam Daily Post](#)

Attorney General Douglas Moylan has denied the proposed lease for the Eagles Field area of Mangilao, also known as Lå'lo, which comprises about 112 acres of federal property identified to be the home of a new medical complex, to include a new hospital for Guam.

Governor's office says Eagle's Field lease still under review after AG rejected it

(April 3, 2023) [KUAM News](#)

After a roller-coaster week last week, what's next for the controversial billion-dollar medical complex lease for Eagles Field in Lalo' Mangilao?

On Friday, Attorney General Douglas Moylan declined to sign citing legislative appropriation authority that was bypassed.

Chinese spy balloon that flew by Guam was collecting intelligence, according to new reports

(April 4, 2023) [KUAM News](#) - [Broadcast Segment](#)

There's new information on the Chinese spy balloon that traveled by Guam before crossing the U.S. mainland two months ago.

... Meanwhile, the governor used the opportunity to explain what she said was the pressing need for a new medical complex.

Navy, governor's legal teams meeting on Eagles Field lease

(April 7, 2023) [KUAM News](#)

One week left until the deadline to sign the lease for federal property at Eagles Field, the planned site for the billion-dollar medical complex. KUAM News spoke today with Rear Admiral Benjamin Nicholson during a visit to Saipan, who says legal teams from the military and the governor are reviewing the lease, which Guam's attorney general last Friday declined to sign.

| GEDA FEDERAL GRANT PROJECTS (Updated 4/4/23) | | | | | | | | |
|---|---|--------------|--|-----------|------------------|---|---|---|
| PROJECT TITLE | PROJECT DESCRIPTION | START DATE | GRANT | SOURCE | REQUESTED AMOUNT | ALLOCATION | STATUS | COMMENTS |
| Guam State Trade Expansion Program | Guam State Trade Expansion Program to increase the number of small businesses exporting | March 2023 | State Trade Expansion Program | SBA | TBD | TBD | In process | |
| Guam State Trade Expansion Program | Guam State Trade Expansion Program to increase the number of small businesses exporting | March 2022 | State Trade Expansion Program | SBA | \$200,000 | \$200,000 | SUBMITTED - 5/27/22 AWARDED - 9/15/22 | |
| Guam Green Market Facilities | The project is intended to repair, renovate, storm-harden and construct new green market facilities in three strategic municipalities (Agat, Mangilao and Sinajana) and to expand existing facilities at the sites in order to add new small business space for minority entrepreneurs. | January 2020 | FY 2020 EDA Public Works and Economic Adjustment Assistance Programs | DOC - EDA | \$1,200,000 | \$60,000 | SUBMITTED - 3/10/20 PRELIMINARY SELECTED - 10/9/20 AWARDED - 9/9/21 Re-Awarded - 5/23/22 | |
| Guam Aquaculture Industry Feasibility Study | Economic and marketing feasibility study (including site analysis and preliminary conceptual design) for the establishment of an aquaculture industry on Guam | June 2020 | FY 2019 EDA Disaster Supplemental | DOC - EDA | \$199,775 | \$51,150 | SUBMITTED - 7/23/20 PRELIMINARY SELECTED - 12/4/20 AWARDED - 03/08/21 Submitted Grant Close Out Report - 4/29/22 | |
| Guam Comprehensive Economic Development Strategy Pandemic Recovery Plan | Update of Guam CEDS 2020-2025 to include new and revised strategic development projects in order to reflect current economic conditions and the impact of COVID-19 | June 2020 | FY 2020 EDA Public Works and Economic Adjustment Assistance Programs including CARES Act Funding | DOC - EDA | \$128,533 | 23,533 | SUBMITTED - 9/3/20 PRELIMINARY SELECTED - 12/8/20 AWARDED - 4/29/21 8/26/22 - Submitted grant close out report | |
| Guam Agriculture Master Plan | Development of a Guam Agriculture Master Plan to strengthen and modernize the agriculture industry | April 2020 | Technical Assistance Program | DOI | \$200,000 | TBD based on RFP requirements (potentially \$30,000 - \$40,000) | SUBMITTED - 5/1/20 NOT SELECTED | Department of Agriculture used DOI application to draft Agriculture Master Plan project as part of EDA State Planning Grant application (submitted by BSP). BSP received Notice of award on 11/4/21 that includes \$375,000 for Agriculture Master Plan |

| | | | | | | | | |
|--|--|----------------|--|-----------|-----------|----------|--|--|
| Guam Small Cruise Ship Feasibility Study | Preparation of an economic feasibility, environmental impact assessment and a business model design for the establishment of a small cruise ship line home porting and/or regional hub in Guam to serve the entire Marianas Islands visitor destination points | March 2020 | FY 2020 EDA Public Works and Economic Adjustment Assistance Programs including CARES Act Funding | DOC - EDA | \$350,500 | \$63,162 | SUBMITTED - 6/10/20 NOT SELECTED - 10/26/20 | |
| Pacific Region Blue Economy | Development of Micronesia region aquaculture industry, including construction of Guam Aquaculture Innovation Center. Technical Assistance to to support application for Phase II of grant. | September 2021 | FY 2021 American Rescue Plan Act Build Back Better Regional Challenge | DOC - EDA | \$500,000 | \$37,000 | Submitted - 10.15.21 NOT SELECTED | |
| Polaris Point Cleanup Assessment | Comprehensive environmental assessment of Polaris Point | November 2019 | FY20 Guidelines for Brownfield Cleanup Grants | USEPA | \$200,000 | \$20,000 | SUBMITTED - 12/3/19 - NOT SELECTED | |

| ADDITIONAL GRANTS | | | | | | | | |
|--|--|------------|--|-----------|--|---------------|----------------------------------|---|
| Tourism Recovery Plan | Analysis of Guam's tourism market, including: Tourism Market Study, Tourism and Destination Marketing Assessment, Repositioning and Development Strategy | May 2020 | FY 2020 EDA Public Works and Economic Adjustment Assistance Programs including CARES Act Funding | DOC - EDA | 3921559.79 (Awarded \$390,000) | \$200,000 | AWARDED - 3/18/21 | Collaborated with BSP and GVB, with BSP serving as grant applicant. |
| Medical and Public Health Services Action Plan | The Action Plan will influence and shape GovGuam's medical and public health investment decisions and support investments in medical and public health care infrastructure | March 2020 | Office of Economic Adjustment | OEA | ~ \$2,000,000 | 10% of budget | Preliminary discussions with OEA | Led by Guam Buildup Office |
| Statewide Planning Grant | Non-competitive grant to fund: Guam Agriculture Master Plan, Additive Manufacturing Feasibility Study, Transshipment Industry Feasibility Study, Economic Impact Model | July 2021 | FY2021 Statewide Planning Grant | DOC - EDA | Guam Agriculture Master Plan - \$375,000 Additive Manufacturing - \$300,000 Transshipment Industry - \$250,000 Economic Impact Model - \$75,000 | TBD | Awarded - 11/4/21 | Collaborated with BSP and DOAG, with BSP serving as grant applicant |

**GUAM ECONOMIC DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS**

Resolution Number 23-012

***RELATIVE TO APPROVING THE STANDARD OPERATING PROCEDURES FOR THE
LOCAL EMPLOYERS ASSISTANCE PROGRAM SUPPLEMENTAL GRANT.***

WHEREAS, the Guam Economic Development Authority (GEDA) has processed several financial assistance programs to provide direct financial assistance to small businesses suffering impacts from the COVID-19 pandemic, most recently the Local Employers Assistance Program (LEAP); and

WHEREAS, although Guam's recovery, both with regards to public health and the economy, has been proceeding steadily, there are still segments of the local economy that are struggling; and

WHEREAS, the primary challenges currently impacting small businesses in Guam are the prolonged period of high inflation and the current pace of recovery of the island's tourism industry; and

WHEREAS, the Honorable Lourdes A. Leon Guerrero, *I Maga'hågan Guåhan*, has indicated that she intends to identify additional funding from Guam's allocation under the American Rescue Plan for an additional round of small business assistance payments; and

WHEREAS, *I Mina'Trentai Siette na Liheslaturan Guåhan* has introduced three (3) bills that appropriate up to fifteen million dollars (\$15,000,000) in financial assistance for small businesses through either the extension of LEAP or a new small business assistance program; and

WHEREAS, GEDA desires to establish the Local Employers Assistance Program Supplemental Grant with the purpose supporting the continued stabilization of local small businesses while Guam is on the verge of economic recovery; and

WHEREAS, in an effort to promote effective program management as well as to be proactive in the establishment of a new small business assistance grant program, the GEDA Board of Directors hereby adopts the Standard Operating Procedures for the Local Employers Assistance Program Supplemental Grant.

NOW THEREFORE BE IT:

RESOLVED, that the Standard Operating Procedures for the Local Employers Assistance Program Supplemental Grant is in the form attached hereto, and that the same is hereby **APPROVED, RATIFIED and CONFIRMED** by the Board of Directors of the Guam Economic Development Authority; and be it further

RESOLVED, that these Standard Operating Procedures shall be in force and effect upon the promulgation of an Executive Order by *I Maga'hågan Guåhan* that indicates her approval of these procedures and allocation of funds to the program and shall be in effect until the exhaustion of funds, unless the program period is extended and provided additional funding by *I Maga'hågan Guåhan* via a subsequent executive order or by *I Liheslaturan Guåhan* through an appropriations bill; and be it further

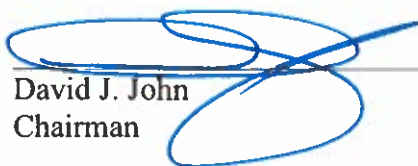
RESOLVED, that the commencement of the program is contingent on the appropriation of funds by *I Liheslaturan Guåhan*, and the official application period shall not commence until such funds have been appropriated; and be it further

RESOLVED, that the initial application period shall be open for a period no more than thirty (30) calendar days, with subsequent application periods being contingent of the availability of funds; and be it further

RESOLVED, that these Standard Operating Procedures and the overall program shall at all times be in conformance with the relevant requirements of the American Rescue Plan Act as well as all other relevant and applicable federal and government of Guam requirements; and be it further

RESOLVED, that the Chairman certify and the Secretary attest to the adoption of this resolution, and that copies of the same be provided to the Honorable Lourdes A. Leon Guerrero, *I Maga'hågan Guåhan*.

SO RESOLVED AND DULY AND REGULARLY ADOPTED this 13th day of April 2023.



David J. John
Chairman

ATTEST:



Ernesto Espaldon Jr.
Vice Chairman

ATTACHMENT

**GUAM ECONOMIC DEVELOPMENT AUTHORITY
BOARD OF DIRECTORS**

Resolution Number 23-012

***RELATIVE TO APPROVING THE STANDARD OPERATING PROCEDURES FOR THE
SMALL BUSINESS STABILIZATION GRANT PROGRAM.***

WHEREAS, the Guam Economic Development Authority (GEDA) has processed several financial assistance programs to provide direct financial assistance to small businesses suffering impacts from the COVID-19 pandemic, most recently the Local Employers Assistance Program (LEAP); and

WHEREAS, although Guam's recovery, both with regards to public health and the economy, has been proceeding steadily, there are still segments of the local economy that are struggling; and

WHEREAS, the primary challenges currently impacting small businesses in Guam are the prolonged period of high inflation and the current pace of recovery of the island's tourism industry; and

WHEREAS, the Honorable Lourdes A. Leon Guerrero, *I Maga'hågan Guåhan*, has indicated that she intends to identify additional funding from Guam's allocation under the American Rescue Plan for an additional round of small business assistance payments; and

WHEREAS, *I Mina'Trentai Siette na Liheslaturan Guåhan* has introduced three (3) bills that appropriate up to fifteen million dollars (\$15,000,000) in financial assistance for small businesses through either the extension of LEAP or a new small business assistance program; and

WHEREAS, GEDA desires to establish the Small Business Stabilization Program with the purpose supporting the continued stabilization of local small businesses while Guam is on the verge of economic recovery; and

WHEREAS, in an effort to promote effective program management as well as to be proactive in the establishment of a new small business assistance grant program, the GEDA Board of Directors hereby adopts the Standard Operating Procedures for the Small Business Stabilization Grant Program.

NOW THEREFORE BE IT:

RESOLVED, that the Standard Operating Procedures for the Small Business Stabilization Grant Program is in the form attached hereto, and that the same is hereby **APPROVED, RATIFIED and CONFIRMED** by the Board of Directors of the Guam Economic Development Authority; and be it further

RESOLVED, that these Standard Operating Procedures shall be in force and effect upon the promulgation of an Executive Order by *I Maga'hågan Guåhan* that indicates her approval of these procedures and allocation of funds to the program and shall be in effect until the exhaustion of funds, unless the program period is extended and provided additional funding by *I Maga'hågan Guåhan* via a subsequent executive order or by *I Liheslaturan Guåhan* through an appropriations bill; and be it further

RESOLVED, that the commencement of the program is contingent on the appropriation of funds by *I Liheslaturan Guåhan*, and the official application period shall not commence until such funds have been appropriated; and be it further

RESOLVED, that the initial application period shall be open for a period no more than thirty (30) calendar days, with subsequent application periods being contingent of the availability of funds; and be it further

RESOLVED, that these Standard Operating Procedures and the overall program shall at all times be in conformance with the relevant requirements of the American Rescue Plan Act as well as all other relevant and applicable federal and government of Guam requirements; and be it further

RESOLVED, that the Chairman certify and the Secretary attest to the adoption of this resolution, and that copies of the same be provided to the Honorable Lourdes A. Leon Guerrero, *I Maga'hågan Guåhan*.

SO RESOLVED AND DULY AND REGULARLY ADOPTED this 13th day of April 2023.

David J. John
Chairman

ATTEST:

Siska Hutapea
Secretary

ATTACHMENT

GUAM ECONOMIC DEVELOPMENT AUTHORITY
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1. PREFACE

In support of economic recovery efforts in response to the adverse effects of the coronavirus pandemic, the government of Guam has established a program and has allocated monies utilizing both American Rescue Plan (ARP) Act of 2021 funding and local government appropriations.

In an effort to provide economic assistance during the period of Guam's economic recovery as a result of the COVID-19 pandemic, the Honorable Lourdes A. Leon Guerrero, Governor of Guam, has established, pursuant to Executive Order (EO) 2023-XX, the Small Business Stabilization Grant Program (hereafter referred to as "program") to provide direct financial assistance to small businesses to support the continued stabilization of Guam's economy. A total of XXX dollars (\$XXX.00) in ARPA funds have been allocated by Governor Leon Guerrero to the program, and the 37th Guam Legislature, via Public Law 37-XXX, has appropriated XXX dollars (\$XXX.00) to the program. The Guam Economic Development Authority (hereafter referred to as "GEDA") has been designated the processor of the Small Business Stabilization Grant Program.

1.1. Purpose. Pursuant to EO 2023-XX (see Exhibit 1), GEDA is mandated with adopting Standard Operating Procedures ("SOP") for the program. The purpose of this SOP is to provide guidance in administering the program as well as to comply with EO 2023-XX. This SOP incorporates the required legal mandates and rules and regulations relative to this program.

1.2. Policy. The policy implementing this SOP is Resolution 23-012 (see Exhibit 2).

1.3. Definitions. For the purposes of this SOP, the following definitions shall apply:

- a) "Guam business" shall mean a sole proprietor, partnership, corporation, limited liability company, association, or similar entity that maintains a current license to conduct an income producing business on Guam and can be categorized as a small business using the U.S. SBA Small Business Size Standards matched to the North American Industry Classification System (NAICS).
- b) "Full time equivalent (FTE) employee" means the unit of measurement used to determine the number of full-time hours worked by all employees in a business. For the purposes of the program, one FTE shall equate to an employee or a combination of employees whose weekly work hours equates to no less than thirty two (32) hours per week.
- c) "Pre-pandemic period" means the twelve months preceding the declaration of the public health emergency in response to the COVID-19 pandemic, specifically the months of April 2019 through March 2020.
- d) "Pandemic period" means the period of time wherein Guam was in a state of public health emergency in response to the COVID-19 pandemic, which, for the purposes of this program with regards to an evaluation of an application for assistance, shall be the months of January 2022 through December 2022.

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- e) "Eligible gross receipts" means all those gross receipts reported by a business between lines 1. through 13. in column (A) of Form GRT-1 as submitted to the Department of Revenue and Taxation. "Eligible gross receipts" excludes any gross receipts reported on line 4. of column (A) of Form GRT-1.
- f) "Payroll expenses" means salaries & wages, employee benefit costs and applicable payroll taxes, capped at no more than one hundred thousand dollars (\$100,000) for any single employee.

1.4. Responsibilities.

- a) The CEO/Administrator shall appoint a Program Manager, who shall recommend appropriate staff to run the daily operations of the program. Such daily activities shall include, but not be limited to receiving inquiries, receiving applications, case management, application input, follow-up communication with applicants and initial application review. The Program Manager shall ensure that adequate staff is delegated to all aspects of the program other than compliance.
- b) The Administrative Services Division is responsible for final application verification, final determination of application eligibility/ineligibility, and final processing, along with submission of payment schedules and preparation of verified and processed applications for final disposition by the GEDA CEO/Administrator. The Administrative Services Division Manager shall coordinate with the Program Manager to ensure that adequate staff is delegated to this aspect of the program.
- c) The Compliance Division is responsible for monitoring for compliance with all of the requirements and conditions of approved financial assistance under the program. The Compliance Division Manager shall coordinate with the Program Manager to ensure that adequate staff is delegated to this aspect of the program.

1.5. Agency Relations under the Program.

- a) **Guam Department of Administration (DOA):** GEDA shall submit regular payment requests to DOA for check issuance. GEDA shall also, from time to time, work with DOA to reconcile the total number of awards processed.
- b) **Department of Revenue and Taxation (DRT):** GEDA shall consult with DRT when necessary regarding any questions or clarifications on forms and information contained in a grant application and/or Form GRT-1.
- c) **Office of the Governor:** GEDA shall maintain a schedule of reimbursable costs outside of regularly budgeted items associated with administering the program for submission to the Office of the Governor.

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1.6. Changes to SOP

- a) Recognizing that the COVID-19 pandemic is an on-going situation, any portion of this SOP which conflicts with a law, rule, regulation or directive, shall be superseded by such, until this SOP is revised and in conformance. In order to accurately account for such changes, a copy of the new law or amendments to current law will be posted with this SOP until revised.
- b) The GEDA CEO/Administrator shall have the authority to revise SOP as necessary with written notice to the GEDA Board of Directors.

DRAFT 4.10.23

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2. GENERAL PROCESSING PROCEDURES

In order to efficiently process the expected volume of applications, the following standardized processing procedures are hereby established.

- 2.1. Program Comprehension.** All assigned staff must be familiar with the program and its requirements. This will help in conveying program benefits, expectations, and requirements to potential applicants.
- 2.2. Application Questions.** Assigned staff are authorized to contact applicants for clarification on an application. In addition, assigned staff shall consult with the Program Manager if there are any questions or concerns that arise during the application review process.
- 2.3. Eligibility Criteria.** An applicant shall be eligible to receive program funds if it meets the following criteria:
- a) Applicant meets the minimum business interruption threshold of no less than thirty five percent (35%);
 - b) Applicant meets the minimum annual gross revenue threshold of no less than ten thousand dollars (\$10,000) in calendar year 2022 as reported on Form GRT-1;
 - c) Applicant is within the relevant U.S. Small Business Administration Small Business Size Standards;
 - d) Applicant is currently open and in operation; and
 - e) Applicant does not meet any of the ineligibility criteria written in this SOP.
- 2.4. Ineligible Entities.** The following entities shall not be eligible to receive financial assistance under this program:
- a) Government or Private Hospitals;
 - b) Guam Businesses that have eligible gross receipts for 2022 or whose employee count based on their 12/31/2022 SWICA filing is greater than the size standards listed on the U.S. SBA Small Business Size Standards matched to the North American Industry Classification System (NAICS);
 - c) Any business operating in Guam that is part of a national/international corporation that is wholly owned by said corporation and does not file corporate income taxes in Guam. This shall not apply to locally owned and operated businesses with a national/international brand, such as a franchise or licensing agreement;
 - d) Guam Businesses that have eligible annual gross receipts of less than Ten Thousand Dollars (\$10,000.00) based on the gross receipts value reported in form GRT-1 for 2022;
 - e) Child Care Assistance Program-Stabilization 2021 (CAPS2021) grant recipients;
 - f) Businesses that commenced operations on or after August 1, 2021;

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- g) Commercial Landlords;
- h) Passive Investment Holdings;
- i) Non-profit organizations;
- j) Businesses that are closed and have ceased all business operations.
- k) Local Employers' Assistance Program (LEAP) loan recipients who have not applied for loan forgiveness.

2.5. Application Period. Applications will be accepted via email beginning the day of launch as determined by GEDA, with the application period remaining open for 30 calendar days. GEDA may adjust the application period subject to the volume of applications received and the availability of funds.

2.6. Applicant Categories. There are two applicant categories:

- a) Category A.: Businesses with four (4) or fewer full-time employees or full-time equivalent employees (FTE); and
- b) Category B.: Businesses with five (5) or greater full-time employees or full-time equivalent employees (FTE).

2.7. Processing. Staff shall encourage that all applications be submitted via email. Non-electronic submissions may be submitted via drop box located at the GEDA office. Each application will be evaluated based on its own merits and therefore processing time may vary. Below are the seven (7) phases of the processing cycle.

- a) **Initial Inquiry.** GEDA expects initial inquiries to be minimal, with most information readily conveyed to the public via the GEDA website. In instances where direct client assistance is required, relevant staff shall provide potential applicants with general program information, clarify program questions, provide applicants access to a digital application package with guidelines and a checklist for additional information/supporting documents, and such other information as may be relevant and necessary.
- b) **Official Submission Date.** The official date of filing of a Small Business Stabilization Grant application occurs when GEDA receives a complete application package via email or electronic record of submission via drop box. Assigned staff will be responsible for ensuring that all applications are properly logged and sorted according to submission date and time.
- c) **Grant Application Packet (Content).** Listed below are the minimum documents required for application submission. All forms must be clear and legible. There may be additional information required of the applicant. Any additional documentation required must be promptly identified and communicated to the applicant and properly documented.

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- 1) Completed and signed grant application and certification form. ***Forms lacking signatures and any required information shall be considered as incomplete.***
 - 2) Applicant's current business license. ***Any business license that is expired prior to the application submission date shall be considered as "not current".***
 - 3) Properly filed forms GRT-1 for all months in operation in 2019, 2020, 2021, and 2022. ***"Properly filed" means either an electronic watermark indicating the form was submitted electronically, or a stamp from DRT indicating the form was filed manually.***
 - 4) Properly filed form SW-2 Employer Quarterly State Wage Report for the quarter ending December 31, 2022 for Category B. applicants. Program guidance shall instruct applicants to redact employee information on the form prior to submission. ***"Properly filed" means either an electronic watermark indicating the form was submitted electronically, or a stamp from DRT indicating the form was filed manually.***
- d) **Notice of Application Status.** Applications shall be reviewed in the order they are received. Assigned staff shall be as expeditious as possible in assigning the application number. A list of all application numbers and application status (Complete or Incomplete) shall be posted on the GEDA website. If an application is listed as "Incomplete", the list posted on the website shall indicate what items are required to be submitted to GEDA to complete the application. ***If the application status shows INCOMPLETE, the application will not progress further in the review process. It is the responsibility of the applicant to review the checklist of requirements to ensure a complete packet is submitted.***
- e) **Application Review.** The application review contains the following steps:
- 1) All applications are properly logged and issued a unique application number.
 - 2) Applications are then reviewed by assigned staff for completeness. ***INCOMPLETE APPLICATIONS SHALL NOT PROGRESS FURTHER IN THE REVIEW PROCESS.***
 - 3) All complete applications are then reviewed by assigned staff according to program parameters. The review shall consist of the following:
 - i. Determining if the applicant is eligible to apply for and receive funds;
 - ii. Verifying if businesses are open and in operation;
 - iii. Calculating gross receipts;
 - iv. Calculating business interruption percentage;
 - v. Determining approval or disapproval of grant application; and
 - vi. Determining grant amount, if approved, based on the parameters contained in this SOP.

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- 4) Fully reviewed applications shall be submitted to the GEDA CEO/Administrator for final disposition and official notice to the applicant.
- f) **Notice to Applicant.** No more than ten (10) working days after final disposition has occurred on a complete application, application status will be posted on GEDA website that indicates APPROVED or INELIGIBLE.
 - 1) Approved applicants will receive a notice that details the total grant amount, eligible uses of funding, and other compliance requirements as necessary.
 - 2) In the case of grant ineligibility, a notice will be sent to the applicant indicating the reason(s) for ineligibility as well as to provide guidelines for reconsideration as detailed in this SOP.
- g) **Fund disbursement.** Assigned staff shall prepare regular payment requests to the Department of Administration to ensure prompt payment of grants. This payment request shall first be approved by the CEO/Administrator prior to submission to DOA, and shall include the following:
 - 1) Application Number
 - 2) Applicant's Legal Business Name
 - 3) Applicant's Business Mailing Address
 - 4) Applicant's taxpayer ID number
 - 5) Grant Amount
 - 6) Unique Entity ID (SAM) (if applicable)

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3. GRANT CALCULATION

SBSG awards for eligible businesses shall be calculated pursuant to the following:

3.1. For Businesses in operation on or prior to October 31, 2019:

- a) Total all eligible gross receipts values for all months in operation from the month ending April 2019 to the month ending March 2020 as reported on form GRT-1, then divide the total by the value of months used to calculate the total to determine the average monthly gross receipts for the pre-pandemic period.
- b) Total all eligible gross receipts values for all months in operation from the month ending January 2022 to month ending December 2022 as reported on form GRT-1, then divide the total by the value of months used to calculate the total to determine the average monthly gross receipts for the pandemic period.
- c) If the calculated pandemic period average monthly gross receipts is greater than that of calculated pre-pandemic period average monthly gross receipts, then there is no business interruption and the application is determined to be ineligible to receive a grant.
- d) If the calculated average monthly gross receipts for the pandemic period is less than the calculated average monthly gross receipts for the pre-pandemic period, subtract the pandemic period average monthly gross receipts from the pre-pandemic average monthly gross receipts. The result will be the reduction in average monthly gross receipts the business incurred during the pandemic period. This is the business interruption amount.
- e) Divide the reduction in average monthly gross receipts during the pandemic period by the average monthly gross receipts during the pre-pandemic period. The result is the business interruption percentage.
- f) If the resulting percentage is thirty five percent (35%) or greater, the business is eligible based on business interruption.
- g) Grant amount is determined by doubling the business interruption amount calculated above. Grant amounts are capped at sixteen thousand dollars (\$16,000) for Category A businesses and one hundred twenty five thousand dollars (\$125,000) for Category B businesses.
- h) The program allows for multiple awards for a unique legal business entity, with each application reviewed individually. However, any unique legal business entity that is determined to be eligible for multiple SBSG awards shall be subject to an aggregate limit of \$350,000 in SBSG funds.

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3.2. For Businesses that commenced operations between the period of November 1, 2019 through July 31, 2021:

- a) Total all eligible gross receipts values for all months in operation from the month ending January 31, 2021 to the month ending December 31, 2021 as reported on form GRT-1, then divide the total by the value of months used to calculate the total to determine the average monthly gross receipts for the 2021 pandemic period.
- b) Total all eligible gross receipts values from the month ending January 2022 to month ending December 2022 as reported on form GRT-1, then divide the total by the value of months used to calculate the total to determine the average monthly gross receipts for the 2022 pandemic period.
- c) If the calculated 2022 pandemic period average monthly gross receipts is greater than that of the calculated 2021 pandemic period average monthly gross receipts, then there is no business interruption and the application is determined to be ineligible to receive a grant.
- d) If the calculated average monthly gross receipts for the 2022 pandemic period is less than the calculated average monthly gross receipts for the 2021 pandemic period, subtract the 2022 pandemic period average monthly gross receipts from the 2021 pandemic average monthly gross receipts. The result will be the reduction in average monthly gross receipts the business incurred during the 2022 pandemic period. This is the business interruption amount.
- e) Divide the reduction in average monthly gross receipts during the 2022 pandemic period by the average monthly gross receipts during the 2021 pandemic period. The result is the business interruption percentage.
- f) If the resulting percentage is twenty percent (20%) or greater, the business is eligible based on business interruption.
- g) Grant amount shall be equal to the business interruption amount calculated above. Grant amounts are capped at ten thousand dollars (\$10,000) for Category A businesses and fifty thousand dollars (\$50,000) for Category B businesses.
- h) The program allows for multiple awards for a unique legal business entity, with each application reviewed individually. However, any unique legal business entity that is determined to be eligible for multiple SBSG awards shall be subject to an aggregate limit of \$100,000 in SBSG funds.

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4. GRANT TERMS AND CONDITIONS

SBSG recipients shall be bound by the terms and conditions set forth in this SOP.

4.1. General terms. Grant awards will be subject to the following general terms:

- a) Funds must be used within six (6) months of receipt. Any unused funds may be required to be returned;
- b) Recipients must maintain accurate records of how grant funds were expended; all recipients may be subject to audit/post award review; and
- c) Category B recipients must expend no less than forty percent (40%) of their grant award for on eligible payroll expenses.

4.2. Use of Funds. Program funds are forward looking. Recipients shall use all funds proceeds to cover eligible unpaid essential business operating expenses from the grant issuance date. Eligible expense include:

- a) Employee payroll and benefits;
- b) Rent and mortgage payments;
- c) Utilities;
- d) Insurance;
- e) Maintenance expenses; and
- f) Other operating costs (subject to approval).

4.3. Ineligible Expenses. Program funds are to be used for costs related to essential business operations, which shall exclude the following ineligible expenses:

- a) Reimbursement for any previously paid business expense(s);
- b) Nonessential construction/renovation costs;
- c) Employee bonuses or raises;
- d) Travel expenses;
- e) Catering and/or event costs outside of normal business operations;
- f) Lobbying expenses;
- g) Legal expenses, including any legal settlements; and
- h) Other nonessential business expenses as identified by GEDA.

4.4. Misrepresentation. All program applications are required to certify that all information provided to GEDA regarding their application and grant, if deemed eligible, is true and correct. GEDA shall ensure that any recipient that is found to have knowingly and deliberately engaged in misrepresentation is subject to full repayment of grant award plus additional fines as determined reasonable by GEDA.

4.5. Cost to be covered by applicant. There are no costs to be borne by the applicant in the course of the application process.

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5. GRANT MONITORING

Approved applications are subject to post award review. GEDA staff shall ensure the following:

- 5.1. Post Award Compliance Monitoring.** Assigned staff shall perform post award audits of eligible applications to review compliance of grant terms and conditions. No less than twenty percent (20%) of all approved applications shall be reviewed, and the review shall focus on the following:
- a) Use of funds;
 - b) Meeting the minimum payroll expense requirement (Category B. recipients);
 - c) Current business status (In operation/closed); and
 - d) Other necessary aspects of an award as determined by GEDA.
- 5.2. Grant Application Files.** Assigned staff shall ensure that all necessary documents, both digital and physical, are properly filed and stored. Such documents shall include, but not be limited to, the following:
- a) Application form;
 - b) All application supporting documents (business license, business privilege tax filings, etc.);
 - c) Copies of all notices to applicant;
 - d) All documents related to the disbursement of funds; and
 - e) In the cases of a reconsideration of a disapproved application, all documents pertaining to such reconsideration.
- 5.3. Noncompliance Penalties.** Any recipient deemed to be in noncompliance with any of the terms and conditions of the program shall be subject to fines and penalties. GEDA shall establish such fines and penalties as deemed appropriate and reasonable as approved by the GEDA CEO/Administrator.

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6. RECONSIDERATION

Applicants who have had their applications deemed ineligible shall be afforded an opportunity to seek reconsideration of their program ineligibility.

- 6.1. Timeline.** Reconsideration requests shall be reviewed only after all other duly received complete applications have been processed.
- 6.2. Review Committee.** The GEDA CEO/Administrator, in consultation with the Program Manager, shall establish a Reconsideration Review Committee (RRC) of no less than three (3) GEDA employees to evaluate all reconsideration requests.
- 6.3. Procedure.** Ineligible applicants may request reconsideration pursuant to the following:
- a) Reconsideration requests must be submitted in writing and addressed to the GEDA CEO/Administrator. The request must detail the applicant's reasoning for reconsideration and must include all supporting documentation in support of the reasoning presented in the request.
 - b) Requests for reconsiderations must be received no later than ten (10) working days after an ineligible applicant receives an ineligibility notice.
 - c) The RRC will review the reconsideration request along with the initial application packet in consideration of its recommendation to either approve or disapprove the request. The RRC may request for additional information from the applicant if deemed necessary.
 - d) The GEDA CEO/Administrator shall review the RRC's recommendation in determining the final approval or disapproval of a reconsideration request.
 - e) Upon disposition by GEDA CEO/Administrator, a final notice of approval or disapproval shall be provided to applicant via US mail.
- 6.4. Processing of Approved Requests.** Approved reconsideration requests will be processed in the same manner as any other eligible application as delineated in this SOP. Approved reconsiderations will be processed chronologically on a "first come first served" basis and are subject to the availability of funds.

END