

# REGULAR BOARD OF DIRECTORS MEETING

Thursday, March 23, 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



MELANIE MENDIOLA

Chief Executive Officer/Administrator Atkādi Eksekutibu Ofisiat/Atmenestradora

#### CARLOS P. BORDALLO

Deputy Administrator Sigundon Atmenestradot

# 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, March 23, 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, March 16, 2023 and on Tuesday, March 21, 2023.

#### **AGENDA**

- I. Call to Order
- II. Inifresi
- III. Roll Call
- IV. Approval of Agenda
- V. Approval of Minutes
  - a. February 2023 Board Meeting | February 23, 2023
- VI. Chairman's Remarks
- VII. CEO/Administrator's Remarks
- VIII. New Business
  - Resolution No. 23-011 | Recommendation to Approve a Limited Qualifying Certificate to Pan Pacific Retail Management (Guam) Co., Ltd
- IX. Committee & Standing Reports
  - a. Real Property Committee
  - b. Healthcare Committee
  - c. Agriculture Committee / Aquaculture Committee
  - d. Qualifying Certificate Report
  - e. Communications Report
  - f. Grants Report
- X. Old Business
  - a. American Rescue Plan (ARP) Funded Grant Updates
  - b. (Item Tabled) Amendment to Resolution No. 23-007 | Relative to Approving the Allocation of Qualifying Certificate Public Investment Funds to Healthcare Programs at the University of Guam and the Guam Community



College and to Dedicate the Same in Honor of the Late Dr. Margaret Hattori-Uchima

- XI. New Business (continued)
  - a. (Item Tabled) Resolution No. 23-010 | Relative to Adopting the Standard Operating Procedures for Payment Acceleration for Invoices Due (PAID) Financing Program
  - b. Amendment to GEDA's Organizational Chart
- XII. Public Comment
- XIII. Adjournment

**Enclosures** 





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Deputy Administrator Sigundon Atmenestradot

## **Board of Directors Regular Meeting**

Attendance Sheet Thursday, March 23, 2023 1:30 p.m.

David J. John, Chairman

Ernesto Espaldon Jr., Vice Chairman

Siska Hutapea, Secretary

Andrew Park, Director

Dr. Doreen Crisostomo-Muna, Director

Melanie Mendiola, CEO/Administrator

Carlos P. Bordallo, Deputy Administrator

Terry Brooks, Legal Counsel

Absent (Excused)

Absent (Excused)





# Minutes of Regular Meeting to the Board of Directors of the Guam Economic Development Authority February 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, February 23, 2023 at the hour of 1:36 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:	Office or Position:
David J. John	Chairman
Siska Hutapea	Secretary/Director
Andrew Park	Director (via zoom)
Ernesto Espaldon Jr.	Director (via zoom)
Dr. Doreen Crisostomo-Muna	Director
Melanie Mendiola	CEO/Administrator
Carlos P. Bordallo	Deputy Administrator
Terrence M. Brooks	Legal Counsel

### Also, in attendance were:

GEDA
GEDA
37 <sup>th</sup> Guam Legislature

Haidee Gilbert

Pacific Daily News

## Approval of Agenda

§ 4. The motion to approve the agenda was made by Director Siska Hutapea. The motion was seconded by Director Ernesto Espaldon Jr. 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 January 19, 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. Administrator Mel and I had a good sit down with the governor in January to discuss some of our agency priorities. She continues to favor moving forward on the economic diversification initiatives, especially in aquaculture, additive manufacturing, and technology. She also has involved GEDA in many of the capital improvement projects going on around the island, managing them as opposed to just obtaining financing as we have traditionally been doing. We also have been working with the Lieutenant Governor's Office on the next step towards improving the licensing and permitting process. We are helping to craft the amendments to rules and regulations governing the number of agencies signing off on permits and the respective timelines in order to hopefully streamline construction. Last month, I had mentioned being a speaker at the Chamber's Economic Outlook for 2023. The common acknowledgement of the forum was the economy showed great signs of growth through the collections and reducing of unemployment, but tourism is still in distress. GEDA and the Office of the Governor have had multiple meetings with the businesses affected by the sluggish return of the Japanese market. Mel will talk more about this later. Guam has been identified as a potential hub for WUSTA, the Western US Trade Association. WUSTA is a non-government entity with close ties to the USDA. The most significant program is a 50% match fund grant for small businesses engaged in marketing their products for exports abroad. WUSTA is sponsoring the first trade mission for Guam based businesses to Palau in a few short weeks. Although all Western states, small businesses are eligible to apply for support and attend, as this is a pilot, WUSTA is funding five Guam small businesses, most of whom either participated in our GUMA incubator partnership or the STEP program. The biggest hurdle for export identified by the team is the cost of freight. So, the more we learn, the better we as an agency can be in shaping policies or angling for federal support to help with this challenge. We are keeping up the momentum on all fronts, thanks to the team and of course, our active and engaged board directors.

#### CEO/Administrator's Remarks

- § 7. Administrator Melanie Mendiola reported the following:
  - a. Celia or Jennifer will be placing phone calls to the board members and messages concerning travel dates because it looks like there's quite a bit of movement happening in the month of May. We want to see if we can get a solid perspective on target dates for the May board meeting. That's the month that we are doing Select USA. We here at GEDA do have some sense of urgency when it comes to getting things done. But as I am about 10 weeks away from my impending maternity leave, this is a literal countdown to get some things in good shape for while I'm gone. As Chairman John mentioned, we've been tapped to assist in many of the Governor's CIP projects, most notably Simon Sanchez and the Medical Campus. These are both very challenging projects and so they do require tremendous agency resources. Right now, the bulk of the heavy lifting on Simon Sanchez is being done by our Public Finance team led by Tina Garcia, and the Medical Campus by the Real Property team led by Diego Mendiola. We, along with the Governor, have met with many stakeholders serving the Japan market, as well as stakeholders in the restaurant industry affected on many fronts, but most significantly, the restaurants by the cost of food. Governor Leon Guerrero expressed her willingness to support a bridge, we're calling it a LEAP Bridge grant, so it's not Leap 2.0, which would enable businesses still suffering to obtain supplemental support. Like LEAP, we will be working with the Office of Senator Joe San Augustin on legislation, so that the legislature may match the funding needed for this program. But the ones really running the ball in this program and the launch of this program are those that asked for the program to start. Those are the key stakeholder groups, the Guam Tourism and Travel Assn. (GTTA), the Japan businesses that the Japan Consulate has been working with, and the Restaurant collective group as well. So, they'll really be running the ball, but GEDA will be there to support them along the way, and the Governor, as well, has pledged her support. GEDA started off supporting, helping 2,500 businesses at the start of the pandemic. That number shrunk to 1,600 businesses in 2021, 920 in 2022 through LEAP. We've identified a target; we think there's about a little over 200 businesses that are still not quite back to where they were pre pandemic or still suffering as a result of the sluggish return of tourism from Japan. And while we see the BPT outperforming, we see unemployment shrinking, and we do see new businesses opening. We can't ignore the investment of many businesses that got us to the point where we were serving 1.6 million visitors pre pandemic, so the Governor supports them, but I think what we identified as the pressing need is these businesses need to tell their story to the individual legislators to get their buy in because there are obviously many competing priorities out there for funding.
  - b. Speaking of new businesses, our partnership with GUMA is proving to be very effective. They had over 120 prospective entrepreneurs at their last training, at their kickoff at GCC. If you recall, we've been a key partner in this effort since the start of the administration, though most significantly in the last 12 to 18 months or so. GEDA

will be doing a presentation for these businesses on Saturday. This weekend we'll be running a training program about all our programs for small businesses. We were also asked to do a presentation at the Women's Chamber as well as the Association of Government Accountants concerning economic recovery. We did that a couple of weeks ago. As I discussed, we're seeing the economy growing through GDP. We see inflation slowing, but the one area we still see pockets of the economy that are hurting, specifically ones that are serving Japan. One area I did highlight was building permits. The building permit three-year average, up to 2021, was about \$350,000. And in 2022, the building permit total was \$1,050,000. This is nonmilitary work. It's work outside the fence. However, one can assume that most of the work outside the fence was still in some key way supporting the military buildup with infrastructure work, for example, as well as new construction on the commercial and other fronts. We see this as a tremendous opportunity, but also a tremendous challenge for new development and the organic growth of our island in areas such as affordable singlefamily housing, which points me back to, as you know, Director Doreen, I shared the minutes from 50 years ago and what may have been significant.

- c. Fifty years ago, when Chairman Jesus Leon Guerrero, the father of the governor, was running the meeting, one item on the agenda was to reactivate the GEDA Mortgage Revenue Bond Program because affordable housing through affordable mortgage rates were hard to come by without the assistance of GinnieMae, Government National Mortgage Association, similar to Fannie Mae, Freddie Mac. Ginnie Mae, because of Nixon austerity measures, cut out the support for Guam. So, leaders from Guam had to do some lobbying to bring back the funding. But in the meantime, GEDA was asked, was tasked with the job to float a mortgage revenue bond so that we could continue the development of housing and give mortgages out to households in Guam to build single family homes. I texted Joe Borja, the Director of Land Management, because I told him he's the oldest person I know in real estate. And I said, I didn't realize we were building real houses. I hadn't realized in 1973, we had moved beyond Quonset huts. And then I quickly learned that the Kaiser Development, in fact, was one of the very first housing developments done in the '70s, followed thereafter by Baza Gardens and Latte Heights, and all those, the many others that existed. I thought that was interesting because here we are again, I've done this so many times where it's like we've come full circle. We're back to affordable housing being on the table as a major issue. It was an issue back in 1973 as well. In closing, I had to show all of you this wonderful commercial put together by our media consultant.
- d. Chairman John and Administrator Mendiola welcomed Senator Roy Quinata. We did want to share this commercial that we're very happy and proud of. Our marketing company, contractor RIMS, put it together, but it's reporting the successes of Prugraman Pinilan, our program for daycares, businesses, and non-profit organizations.

## Committee and Standing Reports

- § 8. Administrator Melanie Mendiola reported the following:
  - a. The Qualifying Certificate report, I did want to share for the record because there was a question about when Don Donki's QC would be considered. It will probably be on our board agenda for the March meeting. And that was because there were some phone calls about expressing wanting to put in testimony. We asked those interested to please submit something written. In order to accommodate time for that, as well as time for the review committee, the internal key to review committee, and then time to prep it for the board, it will likely be in the March agenda.
  - b. No further Committee Reports.

#### **Old Business**

- § 9. Administrator Mendiola reported the following:
  - a. American Rescue plan grant funding updates. About LEAP funding, we still have about 50% of applicants have not yet requested forgiveness. But the last round of LEAP grants were probably transmitted in June or August of last year, so many of these businesses still have time. Even if they run through the money, they might not be doing their paperwork. The total payout was \$62 million. Twenty-two million dollars still needs reporting for forgiveness. We're not getting any signs of distress of not being able to meet their deadline, so they seem okay. The Japan businesses as well as the GTTA, the Guam Tourism and Travel Association, and the restaurants have all come together and said they'd like to continue to advocate for some funding. We gave them some prospective numbers to consider. We'll be working with them in the coming weeks as far as draft legislation that Senator Joe Agustin has agreed to introduce. But really what they need is support from the members of the legislature. They'd like to go ahead and run the ball and take that up and try to convince the legislature that this is a worthwhile need for the business community. We support them in that effort.
  - b. Under Prugraman Pinilan, we have one program that is currently active that I wanted to discuss and for the board members on the Zoom, we'll transmit this list to you. These are the after-school providers, nonprofit and for profit, as well as summer camps that have received funding under Prugraman Pinilan. Many of you are in the community. Many of you get asked occasionally for anything GEDA offers to help. If you see someone glaringly missing, specifically, maybe an after-school program that you're involved in. I noticed the Guam Girl Scouts is missing, so I plan to reach out to them. The deadline is coming up and this is the last round so if you see anyone that's missing that you'd like to encourage to apply, this is for after school programs as well as for summer camp programs. The money must be expended by the end of this fiscal year. The max award is \$50,000 per project and \$100,000 max per organization.

Director Espaldon asked how much is left in that pot? Administrator Mendiola answered that there's still quite a bit. We have about \$7 million. We're getting tight on the time to expand the money. Because we still saw some lagging interest some of the more popular programs already maxed out at \$100,000, we could probably lift the cap one more shot after the March deadline, if there's still, for some reason, money available. We could probably lift the cap and say you can run one more program and make it up to \$125K or \$150K or something along those lines. Director Espaldon asked, if there are folks that are asking, who's the best point of contact ID for that? Administrator Mendiola advised that would be Jen Guzman, our Project Director on this. Director Espaldon asked if we were not able to spend that money in that period of time, is there the possibility of reprogramming? Administrator Mendiola answered that it's been across the board under Prugraman Pinilan, and depending on the source of funds, there were some deadline extensions that we saw at the end of the last fiscal year. So we are hopeful that there could be deadline extensions at the end of this fiscal year, but it largely just depends on the appetite of the federal agency at the time.

#### New Business

## § 10. Administrator Mendiola reported the following:

a. As you're all aware, our Vice Chairman's term ended and was then renewed by popular demand. But what that did was that left the vacancy with our Vice Chair position. What we need to do is I think, sir, you would call for nominations from the board and then an election. Director Siska Hutapea nominated Ernesto Espaldon Jr. for Vice Chairman. Director Andrew Park seconded. The Directors then voted, and the motion was unanimously passed. Director Jun Espaldon accepted. Administrator Mendiola thanked Mr. Vice Chairman Espaldon, and asked if he will continue to maintain his position as the head of the Investment Committee with this carrying on of his duties? Director Espaldon acknowledged.

#### § 11. Resolution 23-008:

a. Chairman John reported that some time back, pre COVID, JMSH applied for a Qualifying Certificate (QC) for their hotel in Tumon, located behind the church. I think they intended to move forward, but this was before we were able to get workers in for non on base construction project. They were having a hard time getting contractors lined up, and then COVID hit, and everything went south. But it sounds like the time for this is up and we need to clean the books of the QC. They can always reapply in the future if the project becomes active again. During their period, they never received benefits. It was a project that was forthcoming and it got derailed for a couple of things out of their control. In order to clean the books and make sure that we don't have anything outstanding, we and JMSH wish to cancel the QC.

b. Secretary/Director Siska Hutapea made the motion and was seconded by Dr. Doreen Crisostomo-Muna. The Directors then voted, and the motion was unanimously passed.

## § 12. Resolution 23-009:

Relative to authorizing the Guam Economic Development Authority to open a savings and checking account in the name of Destinu Guahan Venture Corporation. Under the SSBCI, which we are pending the announcement from the treasury tomorrow, the opening of a checking and savings account is primarily for the distribution of the venture capital fund portion of the SSBCI program. The way that this would work is if Guam had an abundance of venture capital companies running around, they would come in and they would operate as fund of funds where we would assign a certain amount of funding to VCA, VCB, and then the VCs would then give out money to the startups or to the businesses looking to build their business. Since Guam and other states lack venture capital companies, some states have started their own venture capital companies. This has evolved over some time with the help of our legal counsel as well as the volunteer time of our board chair and our vice chair in putting this together. So Destinu is the name of the venture capital corporation and the resolution is to appoint the signatories on the corporation's bank accounts. Basically everything is staffed and will be run by GEDA. It's a wholly owned venture corp of the Guam Economic Development Authority. Just to refresh everyone's memory, Guam was approved for approximately \$59 million through the SSBCI program. The SSBCI program is something we already have on the books, which we use as a loan guarantee program like SBA. We get the money in tranches, the first tranche of approximately \$19 million came in and is sitting in our bank account. But we cannot do anything with this money until the Department of Treasury made the big announcement and says that Guam is kicking this program off. Puerto Rico was the first territory to be announced, although we are convinced that we were the first that was approved, but they were the first announced. Maybe it's based on size. In any case, the money that was designated for this program is going to be used for three purposes, loan guarantee, collateral support, and the third is venture capital. The venture capital is the newest piece that we are getting off the ground. We will be doing quite a bit of more promotion, more road show marketing for that. It's mostly going to be internal. The recipient must be a company in the territory. They don't have to be doing business completely in the territory, but there are some concentration requirements about the footprint in Guam. It'll come in the big announcement. The other thing I did want to mention is that the key point of SSBCI VC is that one must come with a 50/50 match. So if you come in for \$250,000 under the VC program, you have to come in with \$125,000 of your own resources or investors, something like that. It's not a grant program. It's definitely more along the lines of VC. So the way that we're looking to run it here at GEDA is we're looking to run it in rounds of funding where there will be deadlines for businesses to turn in, like their business plan and all of that. Then there will be an evaluation committee made up of members of the board as well as members of the GEDA team, possibly

committee volunteers from the community to approve, negotiate, and some amount of leverage that you'll give to the designee at GEDA, starting off with me as the de facto, to negotiate to this extent or offer this much. But ultimately, the whole point of the SSBCI venture capital is to provide capital to communities across the United States and the territories to get new businesses off the ground and grow the US economy.

b. Director Espaldon made the motion and was seconded by Secretary/Director Siska Hutapea. The Directors then voted, and the motion was unanimously passed.

# § 13. Loan Charge Offs:

a. Administrator Mendiola reported that there are two charge offs that are for your review and consideration. The first is a Guam Development Fund loan for Carlos and Imelda Gabertan. And the second one for SofinTek, an indoor skydiving startup business. In accordance with GDF's standard operating procedure, Chapter 14, the GDFA SOP Chapter 14 says that a charge off is an acknowledgement of a loss on GEDA's records on the loan account. It does not affect GEDA's legal rights against a debtor. Both businesses, we've taken all the steps in accordance with our SOPs to recover the loan proceeds. Also, we've looked at the collateral, whether or not it was usable, could we liquidate it, and so on and so forth. After many of these steps, as well as legal counsel, and I did close work with our legal counsel, we are basically at the point where we'd like to ask the board to, in accordance with our SOP, to write this off. The first is Working Capital Line. The Outstanding Balance is \$32,470, and that's for Gabertan, which was running a farm that was no longer in operation. The owner of the farm became sick and he lost his lease. The second one was a startup business, indoor skydiving, Skydrenaline Zone. The loan amount is for outstanding balance of \$482,690 and that was after bankruptcy was filed and bankruptcy chapter 13 was filed in 2017. As you can see, the collection history spans from 2014 to 2022. There was a final payment received by a bankruptcy trustee in June of 2022 and in October bankruptcy was discharged. Attorney Terry Brooks reported that as you can see from the first one, the debtors are not able to work anymore. The second one, we followed through the bankruptcy, we were able to get possession of the actual wind towel and were able to sell that to David Su for 700,000 dollars. Then Mr. Ono paid off a portion of the debt om bankruptcy. The debt is not fully paid, but it's been discharged in bankruptcy and there's nothing further that can be done. There was a substantial collection. Secretary/Director Siska Hutapea asked that the original loan was 600,000 and the outstanding balance of \$482,000. That includes the receipt from the sale of the wind tunnel? Attorney Terry Brooks answered that it also includes interest that's been running on this for years and years. Director Crisostomo questioned whether we still have the right to collect after a write off. Attorney Terry Brooks answered: Just because you write off a loan, a creditor can still collect on the debt, unless it is discharged in bankruptcy. On the books, it's written off as a loss, however, it's still legally collectible. In the case of Mr. Gabertan, because of his physical situation, he is completely unable to make payment. So even though we have the right to sue, it's unlikely that anything would be collected. We have other cases, for instance, where they've written off the debts, but we're still trying to collect the written off portion. There are two different things. Administrator Mendiola added that we have one situation in my time here, wherein the bankruptcy discharged the debt similar to this situation. However, the person was allowed to remain in their home. There was a GEDA judgment lien on the home and at some point she wanted to give it to her daughter. For her to be able to pass the title on to her daughter, she had to come in and satisfy or make an arrangement with GEDA to satisfy the outstanding lien amount. And so even though it was not collectible in our eyes from an accounting point of view, she was prevented from transferring her home until the lien was paid. Terry Brooks stated that GEDA is a lender of last resort. And almost by definition, GEDA has more defaults. It doesn't happen very often, considering our total portfolio. Even less from SSBCI because SSBCI is first underwritten by the banks and we come in as a participating lender or guarantor, so there's even fewer defaults.

- b. Speaking of audit, we are wrapping up our information for the government audit. Nonetheless, we were identified as needing a single audit. Once a sub recipient of federal funds hit a certain level, you are subject to your own standalone audit, as opposed to part of a component unit of the government in Guam. We have been identified as needing a single audit. This was inevitable. We went from getting no federal funds to getting a lot through all our programs. It was either going to happen this year, or it was going to happen next year, but it is going to happen. This shouldn't affect the completion of our audit as it stands, but the single audit will take more time, cost more money, but nothing I think we still have a cushion in the existing audit amount. Just wanted to bring that to your attention.
- c. Secretary/Director Siska Hutapea made the motion to approve the charge off for GDFA-01-2019 regarding the Gabertan loan and was seconded by Director Espaldon. The Directors then voted, and the motion was unanimously passed.
- d. Secretary/Director Siska Hutapea made the motion to approve the charge off for GDFA-I14-003 SofinTek Inc., and was seconded by Director Park. The Directors then voted, and the motion was unanimously passed.

#### Public Comments

§ 14. There were no public comments.

#### Adjournment

§ 15. A motion for the meeting to be adjourned was moved by Secretary/Director Siska Hutapea and was seconded by Director Espaldon. Adjournment of the meeting was unanimously approved.

February 23, 2023, 1:30 p.m. GEDA Board of Directors Meeting Page 10 of 10

DAVID JOHN, Chairman Board of Directors

-Kervo-

Attest:

SISKA HUTAPEA
Secretary, Board of Directors



Aturidåd Inadilånton Ikunumihan Guahan

# **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

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

12/19/22: Green Markets - Contract negotiation w 1st ranked

12/14: GALC Reg Mtg

12/06: CDLO, DLM Re: MedCampus

11/30: CDLO, GMH, DLM Re: MedCampus

11/18: GACL Reg Mtg

# \*Ancestral Land Owners (ALO) \*Community Defense Liaison Offic

- \*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)

# COMMITTEE

# REAL PROPERTY MARCH 2023

# OTHER NEWS AND UPDATES

- GEDA facilitating Matrix Task Order 9 to include:

Veterans Affairs State Plan

Veterans Affairs State Home Plan

\*Required grant closing reports completed and submitted for TO6, TO7, and TO8.

#### - GALC

Investment Policy Statement adopted on January 11, 2023 Smithbridge submitted draft Polaris Mitigation Plan Scope, under review

- US EDA Grants:

RPD supporting Executive Division w/ Grant w/ RE to public markets for Agat, Sinajana, and Mangilao A&E Contract awarded to Amorient

- Permitting Task Force
   GEDA collaborating with DPW to explore Standard Operating
   Procedures for efficient permitting
- DOC

Requesting GEDA assistance for its CIP Program.

- RPD assisting BD with Transshipment RFP
- 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

### **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



Aturidåd Inadilånton Ikunumihan Guahan

# **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

# COMMITTEE

# HEALTHCARE MARCH 2023

# OTHER NEWS AND UPDATES

- Matrix Design Group TO8 close out reporting completed for grant. TO9 ongoing
- PL 36-56 pledges funding for the Guam Twenty-First Century Healthcare Center development expenses.
- NAVFAC Lease discussions ongoing
- Website www.guammedicalcampus.com
- ARP funding support request submitted to the Governor
- BILLS Introduced:

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

# 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

# **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

\* Guam State Clearinghouse (GSC)

\*Joint Region Marianas (JRM)

<sup>\*</sup>Ancestral Land Owners (ALO)

<sup>\*</sup>Community Defense Liaison Office (CDLO)

<sup>\*</sup>Department of Land Management (DLM)

<sup>\*</sup>Guam Ancestral Land Commission (GALC)
\*Guam Memorial Hospital Authority (GMH)

<sup>\*</sup>Matrix Design Group (MDG)

\*Office of the Governor of Guam (OOG)

<sup>\*</sup>Office of the Governor of Guam (OOG)

\*Ruder Integrated Marketing Strategies (RIMS)

<sup>\*</sup>Ruder Integrated Marketing Strategies (RIMS)

\*United States Army Corps of Engineers (USACE)



Aturidåd Inadilanton Ikunumihan Guahan

# **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

# COMMITTEE

# AGRICULTURE/AQUACULTURE

# OTHER NEWS AND UPDATES

NA

# **KEY MEETINGS**

- 3/8/23 - Agriculture/Aquaculture Taskforce meeting held.

# **ACTION ITEMS**

 Western United States Agricultural Trade Association (WUSATA) Executive Director Brooke Markley held a site visit to Guam on March 9-10 at the invite of GEDA.

# TRIP REPORT

#### **ACTION ITEMS CONTINUED:**

WUSATA Executive Director's meetings include: Governor/Lt. Governor, GEDA, Department of Agriculture, Guam Hotel & Restaurant Association, Guam Unique Merchandise & Art, Guahan Sustainable, Farm to Table, Farmer's Co-op, and local businesses with value-added products.



Aturidåd Inadilånton Ikunumihan Guahan

# QUALIFYING CERTIFICATE (QC)

COMMITTEE

### 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

- GEDA has received a marked increase in interest in the QC program. In 2022, GEDA received seven (7) QC applications.
- GEDA continues to receive interest in QC program, and anticipates applications to be received in the coming months.

# **KEY MEETINGS**

· None during this period.

# **ACTION ITEMS**

- · QC Contracts:
  - Island Home Insurance (at AG's Office)
  - TakeCare Insurance (at AG's Office)
  - Tokio Marine Insurance (at AG's Office)
  - · Core Tire Recycling (transmitted to applicant)
  - · Core Tech Affordable Housing (at AGs office)
  - BG Place LLC (QC to be routed to applicant)
- · 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 March 15, 2023

APPROVED QCs								
Applicant Industry Activity Status								
None as of date of this report								
	APPLICATIONS IN PROGRESS							
Applicant	Industry	Activity	Status					
Island Home Insurance Company	Domestic Insurance	Health insurance	BOD approved 11/10/22 BOD mtg. 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 - QC to be routed					
Core Tire Recycling, LLC	Circular Economy/Recycling	Tire Recycling	BOD approved 11/10/22 BOD mtg. QC transmitted to Applicant 2/15/23					
TakeCare Insurance	Domestic Insurance	Health insurance	BOD approved 11/10/22 BOD mtg.  QC at AG's Office					
Tokio Marine Pacific Insurance	Domestic Insurance	Health insurance	BOD approved 12/16/22 BOD mtg. QC at AG's Office					
Pan Pacific Retail Management (Guam) Co., Ltd.	Tourism/Real Property Dev.	Retail Shopping Center	Application received 11/22/22 Application on 3,23,23 BOD Mtg. Agenda					
	POTENTIAL APPLICATIONS							
Applicant	Industry	Activity	Status					
NetCare Life and Health Insurance	Domestic Insurance	Health insurance	Letter of Intent (3/28/22)					
Oil Recycling Guam	Circular Economy/Recycling	Used Oil Recycling	Letter of Intent (5/25/22)					
Guahan Waste Recycling LLC	Circular Economy/Recycling	Recycling	Letter of Intent (9/14/22)					



Aturidåd Inadilånton Ikunumihan Guahan

# COMMUNICATIONS REPORT MARCH 2023

# MEDIA COVERAGE REPORT: February 17, 2023 - March 16, 2023

Date	Publication	Headline	Reaction
Feb 18, 2023	KUAM News	Inspire 101 growing young singers, songwriters and dancers with new after-school program	Neutral
Feb 18, 2023	Guam Daily Post	AG: Settlement to fund drug dogs, testing devices	Neutral
Feb 18, 2023	Guam Daily Post	DPHSS: New position oversees child care facilities' compliance	Neutral
Feb 19, 2023	Guam Daily Post	'Lucky you don't sedate me': GMH patient alleges botched procedure	Negative
Feb 19, 2023	Pacific Daily News	Salvation Army women's treatment center expected to be completed this summer	Neutral
Feb 19, 2023	Guam Daily Post	DPHSS promotes condoms' importance	Neutral
Feb 20, 2023	Pacific Daily News	\$240.5M left in ARP funds, most reserved for new public hospital project	Neutral
Feb 20, 2023	KUAM News	Governor says Eagles Field lease signing coming, wants to break ground for new hospital this year	Neutral
Feb 20, 2023	Kandit News	BOOST team had, ignored written guidelines model since August 8	Positive
Feb 21, 2023	Pacific Daily News	Governor asks feds to pay for hospital, citing Guam's defense role	Neutral
Feb 21, 2023	Pacific Daily News	Letter: Pay increase comes at good time for workforce	Positive
Feb 22, 2023	Guam Daily Post	GovGuam uses SMS to connect patients with behavioral health services	Neutral
Feb 22, 2023	Guam Daily Post	Free health clinic for students held at JFK	Positive
Feb 22, 2023	Pacific Daily News	Lawmakers to tackle opioid overdoses, medical campus transparency at first regular session	Neutral
Feb 23, 2023	Guam Daily Post	Medical campus lease nears	Neutral
Feb 23, 2023	Pacific Daily News	GEDA: More cash aid for pandemic-hit businesses, QC for \$133M hotel revoked	Neutral
Feb 23, 2023	U.S. Department of the Treasury	Treasury Announces Approval of Up to \$339 Million to Support Small Business Success Across Three States and Two U.S. Territories	Neutral

Feb 24, 2023	Guam Daily Post	Three bills up for session Friday	Negative
Feb 27, 2023	Newstalk K57	MELANIE MENDIOLA IN TONYTALKS 2/27/23	Neutral
Feb 28, 2023	Pacific Daily News	Our View: With Taiwan tensions rising, attention turns to Guam	Negative
Feb 28, 2023	Office of the Governor (?)	Leon Guerrero-Tenorio Administration Creating Jobs in Childcare Industry	Positive
Feb 28, 2023	Pacific Daily News	Guam Restaurateur Collective seeks support from government officials	Neutral
Feb 28, 2023	Pacific Island Times	Guam restaurants say they are still hurting from Covid impact	Positive
Feb 28, 2023	Pacific Daily News	Applications open for next child care provider cohort	Neutral
Feb 28, 2023	Guam Daily Post	GCC child care boot camp graduates 18	Neutral
Mar 3, 2023	KUAM News	Terlaje says bill calling for federal government leasing transparency is imperative for landowners	Neutral
Mar 3, 2023	Pacific Daily News	Lawmakers: Make land deal for medical campus public	Negative
Mar 5, 2023	Guam Daily Post	'We are looking really good,' says territorial epidemiologist	Positive
Mar 7, 2023	Pacific Island Times	Transparency sought on lease of federal land marked for Guam hospital project	Neutral
Mar 8, 2023	Guam Daily Post	Lawmakers pass 3 bills	Neutral
Mar 8, 2023	Pacific News Center	Gov. Leon Guerrero – New bills could cause delay in new hospital	Negative
Mar 8, 2023	Pacific Daily News	Businesses to GEDA: Deny Don Don Donki's tax breaks request	Neutral
Mar 8, 2023	Guam Daily Post	Bill to establish new emergency access bystander program for opioid antagonists	Positive
Mar 9, 2023	KUAM News	Governor asserts Bill 12 is misguided because Eagles Field is not excess property	Negative
Mar 9, 2023	Guam Daily Post	San Agustin proffers another bill to fund relief to Guam businesses	Positive
Mar 11, 2023	KUAM News	Inside the numbers of the proposed pay plan for GMH nurses	Neutral

Mar 12, 2023	Guam Daily Post	Man pleads for help during PATH session	Neutral
Mar 14, 2023	Guam Daily Post	'Making deals behind the public's back': Terlaje criticizes governor on land return	Negative
Mar 14, 2023	Pacific Daily News	Threat posed by mainland hacker forced GMH to shut down network	Negative
Mar 15, 2023	Pacific Island Times	Row over Eagle's Field lease escalates	Negative
Mar 15, 2023	Pacific Island Times	Terlaje: Lease deal completed by stealth	Negative
Mar 15, 2023	Pacific Daily News	Governor commits to signing lease for new medical complex in Mangilao	Neutral
Mar 15, 2023	Pacific Daily News	Speaker: Pending Eagles Field lease 'a mockery'	Negative
Mar 15, 2023	KUAM News	Gov. Lou Leon Guerrero's 2023 State of The Island Address	Positive
Mar 15, 2023	KUAM News	Speaker blasts administration over Eagles Field lease	Negative
Mar 15, 2023	Pacific News Center	Tensions flare both in and outside of the legislature	Negative
Mar 16, 2023	Guam Daily Post	Guam in 'new era of prosperity'	Neutral
Mar 16, 2023	Guam Daily Post	Arguments continue over Eagles Field lease	Negative
Mar 16, 2023	Pacific Island Times	Gov. Lou Leon Guerrero's State of The Island address. Read full transcript	Positive
Mar 16, 2023	KUAM News	Admiral explains his side of the story in fight over property eyed for medical complex	Neutral
Mar 17, 2023	Guam Daily Post	28 days to sign Eagles Field lease	Neutral
Mar 17, 2023	Pacific Daily News	Senators react to State of the Island Address	Neutral

#### GEDA MENTION/NEWS

# Inspire 101 growing young singers, songwriters and dancers with new after-school program (February 18, 2023) KUAM News

"We're trying to show that this can be a lifestyle, this can be a thing, this can be your job—your passion can be an actual career," said Jazztin Alis, a professional dancer. He's one-half of the duo instructing team for the program run by Project Inspire and funded by the Guam Economic Development Authority. With him is fellow pro dancer Bella Lañnada.

# **BOOST** team had, ignored written guidelines model since August 8

(February 20, 2023) Kandit News

Despite Wil Castro's sworn testimony before the CNMI House of Representatives to the contrary, officials from the Guam Economic Development Authority confirm and have provided evidence that the Torres administration asked for and received Guam's written guidelines and procedures for administering federally-funded small business grants similar to the CNMI BOOST program.

# GEDA: More cash aid for pandemic-hit businesses, QC for \$133M hotel revoked

(February 23, 2023) Pacific Daily News

Hundreds of pandemic-hit businesses that are still struggling mainly from the slow return of Japanese tourism could receive more financial assistance similar to the Local Employers Assistance Program, or LEAP, Guam Economic Development Authority Administrator Melanie Mendiola said at a Thursday GEDA board meeting.

# Treasury Announces Approval of Up to \$339 Million to Support Small Business Success Across Three States and Two U.S. Territories

(February 23, 2023) U.S. Department of the Treasury

Today, the U.S. Department of the Treasury announced the approval of five additional state and territory plans for up to \$339 million in funding under the State Small Business Credit Initiative (SSBCI) in President Biden's American Rescue Plan: Arkansas, Guam, Rhode Island, the U.S. Virgin Islands, and Wisconsin. Treasury has now announced the approval of state and territory plans corresponding to over \$6.6 billion in SSBCI funding to support small business and entrepreneurship and expand access to capital.

### Three bills up for session Friday

(February 24, 2023) Guam Daily Post

Lawmakers will soon decide whether to pass a bill requiring legislative approval for leases with the federal government - a debate that could coincide with the potential signing of a 50-year lease for the Eagles Field property eyed to become the home of a planned medical campus.

### **MELANIE MENDIOLA IN TONYTALKS 2/27/23**

(February 27, 2023) Newstalk K57

Melanie Mendiola - Radio Interview: Discusses clarification of LEAP Program and how GEDA is handling this effort.

# Leon Guerrero-Tenorio Administration Creating Jobs in Childcare Industry

(February 28, 2023) Office of the Governor

The Leon Guerrero-Tenorio Administration, in coordination with the Guam Economic Development Authority (GEDA), Department of Public Health and Social Services (DPHSS) and Guam Community College (GCC), today announced a new cohort of the Child Care Provider Certification Program. The program has successfully graduated three cohorts and continues to make child care more affordable for working families by providing support to child care providers and encouraging job creation. The application period is now open with training for the fourth cohort beginning on April 11, 2023.

### GEDA MENTION/NEWS (cont'd)

## Guam Restaurateur Collective seeks support from government officials

(February 28, 2023) Pacific Daily News

With more than 1,500 employees and unprecedented business challenges, restaurant owners on Guam are asking government officials to provide additional assistance so jobs can be saved.

Brian Artero, chairman of the Guam Restaurateur Collective, said full-service restaurants continue to cope with revenue losses that started during the pandemic.

# Guam restaurants say they are still hurting from Covid impact

(February 28, 2023) Pacific Island Times

As tourist arrivals remain well below pre-pandemic levels and the local economy reels with the impacts of high inflation, the Guam Restaurateur Collective has called on the government to consider additional assistance to the industry to prevent further closures of eating and drinking establishments that would lead to a loss of jobs.

#### Applications open for next child care provider cohort

(February 28, 2023) Pacific Daily News

Applications for the next cohort of the Child Care Provider Certification Program are now open, according to a news release from the Office of the Governor.

The program has successfully graduated three cohorts, and the fourth cohort was announced Tuesday.

#### GCC child care boot camp graduates 18

(February 28, 2023) Guam Daily Post

The workforce that nurtures, cares for and educates the youngest residents of the island gained 18 child care providers after the completion of the Child Care Leadership Boot Camp at Guam Community College. GCC presented graduates with certifications for the program Tuesday morning, which wrapped up the fourth session of this industry's boot camp.

# Businesses to GEDA: Deny Don Donki's tax breaks request

(March 8, 2023) Pacific Daily News

Don Donki is applying for up to 20-year tax breaks for its massive Tamuning store but more than 20 businesses are asking the Guam Economic Development Authority to deny the request, saying it is unfair to others who also made investments in Guam and are still struggling from the pandemic, yet continue to pay taxes.

# San Agustin proffers another bill to fund relief to Guam businesses

(March 9, 2023) Guam Daily Post

Following last week's introduction of two measures looking to infuse more cash into the Local Employers' Assistance Program, Sen. Joe San Agustin and five of his colleagues are now proposing to forward \$15 million, in an effort to assist private businesses, through a program to be established by the Guam Economic Development Authority.

#### MEDICAL CAMPUS MENTION/NEWS

#### \$240.5M left in ARP funds, most reserved for new public hospital project

(February 20, 2023) Pacific Daily News

Guam still had \$240.5 million in remaining federal American Rescue Plan funds as of the end of last month, but most of that — \$160 million — has been reserved for Gov. Lou Leon Guerrero's new public hospital project, according to Adelup's latest report to senators.

The governor has until 2024 to allocate, and until 2026 to spend, all ARP funding meant to help the economy recover from the COVID-19 pandemic.

# Governor says Eagles Field lease signing coming, wants to break ground for new hospital this year (February 20, 2023) KUAM News - YouTube (Broadcast News)

In what will be a huge step forward in the high-profile medical campus project, Gov. Lou Leon Guerrero says the signing of the lease for the Eagles Field site in Mangilao is imminent.

The governor is back from Washington, D.C. where she says she also made a strong case for \$700 million in federal assistance to fund the massive project.

# Governor asks feds to pay for hospital, citing Guam's defense role

(February 21, 2023) Pacific Daily News

Federal funding to build a new hospital likely would come from the military, with possible contributions from other federal agencies, according to Gov. Lou Leon Guerrero, who recently visited the nation's capital, where she asked federal officials for as much as \$700 million in support.

The goal, the governor said, is to get as much federal money as possible to reduce the cost of the project for local taxpayers.

# Lawmakers to tackle opioid overdoses, medical campus transparency at first regular session (February 22, 2023) Pacific Daily News

Bills to widely distribute opioid overdose-stopping medication and to promote transparency in the planning of a new multi-agency healthcare campus for Guam will be tackled by the 37th Guam Legislature at their first regular session.

The 37th Legislature's Committee on Rules met for the first time on Wednesday and finalized the agenda for the upcoming session, which is expected to convene sometime in March.

#### Medical campus lease nears

(February 23, 2023) Guam Daily Post

A long-term lease for the Eagles Field property eyed to become the home of a planned medical campus on Guam may be signed by the end of the month, according to Gov. Lou Leon Guerrero.

The lease would be for 50 years with an option to renew, the governor said.

#### Three bills up for session Friday

(February 24, 2023) Guam Daily Post

Lawmakers will soon decide whether to pass a bill requiring legislative approval for leases with the federal government - a debate that could coincide with the potential signing of a 50-year lease for the Eagles Field property eyed to become the home of a planned medical campus.

# Terlaje says bill calling for federal government leasing transparency is imperative for landowners (March 3, 2023) <u>KUAM News</u>

Legislative session today included passionate testimony from Speaker Therese Terlaje. It was during discussion on her Bill 12, which calls for more transparency when it comes to the leasing of land from the federal government. The measure focuses on the administration's effort to build a medical campus at the eagle's field site in Mangilao. A project that original landowners say they do not want to occur.

#### MEDICAL CAMPUS MENTION/NEWS (cont'd)

#### Lawmakers: Make land deal for medical campus public

(March 3, 2023) Pacific Daily News

A deal with the Navy for 102 acres of land in Mangilao the administration wants for a new medical campus should be scrutinized by the public, several lawmakers said during a session Friday.

The property has been a contentious issue, with many ancestral landowners desiring to see it returned to them. GovGuam's lease for the land, possibly for as long as 99 years, could be finalized by this year. The subject led to fiery back and forth on the session floor as former landowners and their supporters stood on the balcony to listen in.

# Transparency sought on lease of federal land marked for Guam hospital project

(March 7, 2023) Pacific Island Times

What are the terms under the forthcoming lease agreement between Gov. Lou Leon Guerrero and the Navy for a piece of federal property in Mangilao?

Details of the lease contract must be made public, according to Guam senators.

The property in question refers to the site of the old sports complex known as Eagle's Field, where the administration hopes to build a new integrated medical campus to be known as the "21st Century Healthcare Center," which is estimated to cost \$800 million.

#### Lawmakers pass 3 bills

(March 8, 2023) Guam Daily Post

The 37th Guam Legislature unanimously passed the first three measures considered in a regular session of this term Tuesday afternoon.

The last measure debated before voting was Bill 13-37, legislation to apply Open Government Law requirements to meetings of the Guam Twenty-First Century Healthcare Center Committee. The measure also would require audio recordings to be provided to the Office of Public Accountability, as well as other mandates related to documenting those meetings.

# Gov. Leon Guerrero – New bills could cause delay in new hospital

(March 8, 2023) Pacific News Center

Recently Lawmakers unanimously passed bills introduced by Speaker Therease Terlaje that seek to promote transparency between Government and land procurement.

One of the bills proposes requiring the Legislature to approve purchasing or leasing property owned by the either federal or foreign government in terms of around 5 years.

# Governor asserts Bill 12 is misguided because Eagles Field is not excess property (March 9, 2023) KUAM News

The governor took over a groundbreaking ceremony at the Port Authority of Guam earlier today instead saying this: "And I just want to take this opportunity here to say this. I am just as passionate in trying to find ways to compensate our land owners in land that have been removed from them. I am just as passionate with that."

# 'Making deals behind the public's back': Terlaje criticizes governor on land return

(March 14, 2023) Guam Daily Post

Speaker Therese Terlaje delivered some choice words in response to Gov. Lou Leon Guerrero, who spoke about the planned medical campus during Thursday's groundbreaking ceremony for a Port Authority of Guam waterline replacement project.

#### Row over Eagle's Field lease escalates

(March 15, 2023) Pacific Island Times

Standing pat on her soon-to-be signed lease agreement with the Navy for a hospital project in Mangilao, Gov. Lou Leon Guerrero lashed back at Speaker Therese Terlaje, describing the legislative head as a "paranoid politician" espousing "anti-military sentiments."

### MEDICAL CAMPUS MENTION/NEWS (cont'd)

#### Terlaje: Lease deal completed by stealth

(March 15, 2023) Pacific Island Times

Speaker Therese Terlaje lambasted the administration for negotiating a property lease with the military without seeking public input.

"My understanding is that the lease will obligate the government of Guam for in-kind hospital services to military personnel and their families in exchange for GovGuam use of 120+ acres of the Lålo/Eagles Field land." Terlaie said.

## Governor commits to signing lease for new medical complex in Mangilao

(March 15, 2023) Pacific Daily News

Gov. Lou Leon Guerrero said she will sign a long-term lease with the Navy for property at Eagles Field in Mangilao, during her annual State of the Island Address on Wednesday night.

Leon Guerrero has long eyed the property as the site of a new hospital and medical complex. She said Wednesday that she plans to help make health care more affordable and accessible before her second term in office is done.

#### Speaker: Pending Eagles Field lease 'a mockery'

(March 15, 2023) Pacific Daily News

old Eagles Field.

The governor's office and lawmakers traded barbs with Speaker Therese Terlaje on Wednesday after the speaker issued a written statement early Wednesday morning, expressing concerns about a pending long-term lease with the military for the Eagles Field site in Mangilao.

#### Gov. Lou Leon Guerrero's 2023 State of The Island Address

(March 15, 2023) KUAM News - YouTube (Broadcast News)

... Whether you are a son or daughter of Guam, or a resident here from a compact state, we cannot build a new prosperity on our island without building a new hospital. I have always been clear on this. To that end, I will sign a long-term lease with the federal government siting the Guam Medical Campus at the

#### Speaker blasts administration over Eagles Field lease

(March 15, 2023) KUAM News - YouTube (Broadcast News)

Speaker Therese Terlaje blasted the governor over the prospect of signing the lease for Eagles Field, even comparing the administration to the old naval governorship when the military controlled the island. Terlaje called the 100-year lease a "mockery" while a bill to require legislative approval for any federal lease of more than five years sits on the governor's desk.

#### Tensions flare both in and outside of the legislature

(March 15, 2023) Pacific News Center

Tensions flare both within and outside of the legislature.

With Speaker Therese Terlaje issuing criticism on Adelup moving forward with the lease to obtain Eagle's Field. The criticism follows a meeting between Governor Lou Leon Guerrero, JRM Commander Rear Admiral Benjamin Nicholson, as well Democratic Senators Will Parkinson, Joe San Agustin, Roy Quinata, and Dwayne San Nicolas.

#### Guam in 'new era of prosperity'

(March 16, 2023) Guam Daily Post

... One of the last things discussed in the governor's address was the effort to build a medical complex at the Eagles Field area of Mangilao, to include a new hospital.

The governor and Speaker Therese Terlaje, who oversees land and health issues at the legislature, were at odds Wednesday morning over a lease for Eagles Field with the federal government - land which several families claim ancestral ownership.

### MEDICAL CAMPUS MENTION/NEWS (cont'd)

#### **Arguments continue over Eagles Field lease**

(March 16, 2023) Guam Daily Post

The already heated rhetoric behind plans to build a new medical complex at the Eagles Field area of Mangilao continues to escalate as Speaker Therese Terlaje compared Gov. Lou Leon Guerrero to naval governors of old – someone who is acting unilaterally – over information that a lease on the property would be signed Wednesday afternoon.

# Gov. Lou Leon Guerrero's State of The Island address. Read full transcript (March 16, 2023) Pacific Island Times

... Whether you are a son or daughter of Guam, or a resident here from a compact state, we cannot build a new prosperity on our island without building a new hospital. I have always been clear on this. To that end, I will sign a long-term lease with the federal government siting the Guam Medical Campus at the old Eagles Field.

# Admiral explains his side of the story in fight over property eyed for medical complex (March 16, 2023) KUAM News - YouTube (Broadcast News) - Individual Broadcast

Guam governor Lou Leon Guerrero now has less than 30 days to sign a lease with the US Navy for the use of Eagles Field in Mangilao, to use the Central Guam site to house a 21st Century medical campus. That firm deadline comes after months of negotiations amid outcry from original landowners and the Guam Legislature. KUAM News sat down with the commander of Joint Region Marianas to get some answers.

# 28 days to sign Eagles Field lease

(March 17, 2023) Guam Daily Post

The government of Guam was given 30 days from March 15 to sign the lease for the Eagles Field area of Mangilao, or the Department of Defense will instead use that land for other military purposes, according to Rear Adm. Benjamin Nicholson, commander of Joint Region Marianas.

#### Senators react to State of the Island Address

(March 17, 2023) Pacific Daily News

Lawmakers had good and bad to say about the governor's plans to lease land from the military for a new hospital complex, keep taxes on businesses high to fund education and safety, and push for a GovGuam pay raise.

#### **GUAM MEMORIAL HOSPITAL MENTION/NEWS**

## 'Lucky you don't sedate me': GMH patient alleges botched procedure

(February 19, 2023) Guam Daily Post

Francisco San Nicolas, 75, has a heart problem.

It's a problem that, in the past, required him to go under the knife for three stents to be inserted to help keep his arteries open and keep him alive. But when he went to the Guam Memorial Hospital on Feb. 9 for another stent placement, he was horrified by the experience.

# Poll: How would you grade your confidence in the Guam Memorial Hospital to provide safe medical care?

(February 20, 2023) Guam Daily Post

Options: A. 8.9% B. 11.6% C.18.6% D. 21.2% F. 39.6% (As of February 26, 2023)

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

(February 28, 2023) Pacific Daily News

With national media reporting that the United States is expanding its troop presence in Taiwan, and intelligence officials saying China's military is preparing to invade that island, Guam's strategic location is at the forefront of discussions once again.

Gov. Lou Leon Guerrero also has been highlighting the island's strategic importance in her quest to get funding for a new medical campus.

# Inside the numbers of the proposed pay plan for GMH nurses

(March 11, 2023) KUAM News

Differential pay for nurses at the Guam Memorial Hospital is what was supposed to be discussed during this month's GMH board meeting. But that meeting postponed for the second time now until further notice. KUAM News got a preview on the proposed pay plan.

## Threat posed by mainland hacker forced GMH to shut down network

(March 14, 2023) Pacific Daily News

A hacker somewhere in the U.S. mainland got past the protective firewalls of Guam Memorial Hospital's network and started exploring, which put all of the hospital's interconnected computer systems at risk of cyberattack, according to the hospital's legal counsel, who said the hospital provided information to federal investigators and is scheduled to meet with the FBI Wednesday.

#### **GUAM BEHAVIORAL HEALTH MENTION/NEWS**

#### Safety First

(February 14, 2023) Guam Business Magazine

Addressing crime is essential as Guam look forward to welcoming more tourists and building its economy, according to local government and business leaders.

Gov. Lourdes A. Leon Guerrero says Guam is making strides in economic recovery but she's also aware of the challenges Guam faces including "making the island safe."

## AG: Settlement to fund drug dogs, testing devices

(February 18, 2023) Guam Daily Post

Several initiatives were approved by the Opioid Recovery Advisory Council to address the drug epidemic on island.

The first initiative to be passed was for drug treatment to be available to all those confined at the correctional facility. Currently the Residential Substance Abuse Treatment program is open only to inmates with six months left on their sentences.

However, the initiative proposed by the Guam Behavioral Health and Wellness Center would give opportunities to all confined to take part in a "general education program" and serve as a supplement to the RSAT program, according to New Beginnings program supervisor Athena Duenas, who spoke before the council.

# Salvation Army women's treatment center expected to be completed this summer (February 19, 2023) Pacific Daily News

The Salvation Army treatment center for women recovering from drug and alcohol use, Guma' Famalåo'an, is scheduled to finish construction in July or August.

"If we opened up tomorrow, we would be full," said Reyes. She said there is a current waitlist of 27 women seeking treatment from New Beginnings at Guam Behavioral Health and Wellness Center.

# GovGuam uses SMS to connect patients with behavioral health services (February 22, 2023) Guam Daily Post

To better connect those seeking mental health services, the Guam Behavioral Health and Wellness Center, in partnership with Community Connect Labs, launched a pilot program called Smart Short Messaging System, the agency announced in a press release.

The SMS service is intended to enhance GBHWC's capacity to meet the health needs of its clients in several ways.

# Bill to establish new emergency access bystander program for opioid antagonists (March 8, 2023) Guam Daily Post

While lawmakers will soon be voting on one measure to expand access of opioid antagonists for certain groups, another measure has just been introduced that would establish an emergency access bystander program and allow insurance companies to cover the cost of the lifesaving medications.

# Man pleads for help during PATH session

(March 12, 2023) Guam Daily Post

An interaction that played out Friday during the Guam Behavioral Health and Wellness Center's public comment portion of the U.S. Department of Health and Human Services Substance Abuse and Mental Health Services Administration's Projects for Assistance in Transition from Homelessness Application 2023 gave a rare look at the valuable services provided by the PATH funding.

#### DEPARTMENT OF PUBLIC HEALTH MENTION/NEWS

#### DPHSS: New position oversees child care facilities' compliance

(February 18, 2023) Guam Daily Post

The Guam Department of Public Health and Social Services will be holding child care facilities accountable with the creation of a new position: child care compliance officer.

The position is listed as classified under the Division of Children's Wellness Bureau of Child Care Services, which was established in October 2021 through Executive Order 2021-26.

#### **DPHSS** promotes condoms' importance

(February 19, 2023) Guam Daily Post

Following other health organizations in the world, the Department of Public Health and Social Services highlighted a lesser-known Feb. 14 holiday, National Condom Day, and used the day as an opportunity to promote healthy sexual relationships.

The rate of sexually transmitted infections and teen pregnancies on the island has shown to be high, prompting the STI/HIV/Viral Hepatitis and Family Planning Programs to remind the community of the importance of condoms.

## \$240.5M left in ARP funds, most reserved for new public hospital project

(February 20, 2023) Pacific Daily News

The governor made available in January \$136,309 in ARP funding for senior citizen services contracts under the Department of Public Health and Social Services. It's a new ARP spending category.

The governor's ARP fund allocations aren't set in stone, so from time to time, money is moved from one program or activity to another.

#### Letter: Pay increase comes at good time for workforce

(February 21, 2023) Pacific Daily News

The governor's support of the General Pay Plan increase comes at an opportune time for Guam's government workforce.

Although unemployment rates remain historically low, workforce participation is virtually stagnant and more employees are voluntarily leaving government for seemingly greener pastures.

With a stronger economy on the rise, job creation is expanding and intensifying the competition for workers.

#### Free health clinic for students held at JFK

(February 22, 2023) Guam Daily Post

"In addition to that, because Todu Guam is able to give vaccines because we're a part of the Vaccines For Children program with (the Department of Public Health and Social Services), we're also able to provide regular childhood and adolescent vaccines that are needed. So, it's not just what's required by law, but we're really trying to help these families get these children up to date with all of their health needs," she said.

# 'We are looking really good,' says territorial epidemiologist

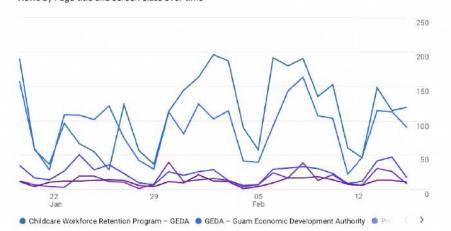
(March 5, 2023) Guam Daily Post

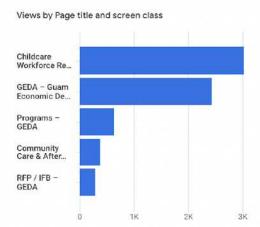
The COVID-19 positivity rate for Guam has gone down, and the island is doing "nice," according to Ann Pobutsky, territorial epidemiologist with the Department of Public Health and Social Services, who has tracked the local transmission rate since the start of the pandemic.

# **DIGITAL/SOCIAL MEDIA REPORT**

### **WEBSITE ANALYTICS**







Page title and screen class • +	<b>↓</b> Views	Users	Views per user	Average engagement time	Event count All events
	10,894 100% of total	3,048 100% of total	3.57 Avg 0%	1m 47s Avg 0%	35,164 100% of total
1 Childcare Workforce Retention Program - GEDA	3,028	835	3.63	1 m 27s	9,486
2 GEDA - Guam Economic Development Authority	2,437	1,261	1.93	Om 45s	8,606
3 Programs - GEDA	631	368	1.71	1m 56s	1,894
Community Care & After School Care Program – GEDA	380	220	1.73	Om 59s	1,176
5 RFP / IFB - GEDA	288	152	1.89	0m 26s	771
6 CAPS2022 - GEDA	272	155	1.64	1 m 26s	782
7 Administration & Staff - GEDA	257	180	1.43	0m 15s	854
8 STEP Grant - GEDA	246	101	2.44	1m 26s	681
9 Small Business - GEDA	217	160	1.36	Om 38s	780
10 Business in Guam - GEDA	190	145	1.31	0m 42s	671
11 Downloads - GEDA	188	106	1.77	Om 53s	589
12 Local Employers' Assistance Program – GEDA	170	97	1.75	Om 44s	564
13 Investment Opportunities – GEDA	148	105	1.41	1m 01s	455
14 Guam Bond Information – GEDA	140	81	1.73	1m 24s	425
15 Relative Care – GEDA	139	109	1,28	Om 59a	472
16 Page not found - GEDA	135	55	2.05	0m 17s	412
17 Village Community Care Programs - GEDA	130	99	1.31	Om 51s	357
18 Employment Opportunities – GEDA	125	83	1.51	Om 26s	395
19 GEDA Board Minutes - GEDA	108	19	5.68	1m 17s	374
20 QC Grants – GEDA	102	77	1.32	0m 53s	344
21 Contact Us - GEDA	92	66	1.39	0m 33s	325
22 Employee Directory – GEDA	89	63	1.41	1m 01s	263
23 Investor Incentives - GEDA	80	61	1.31	1m 15s	269
24 GEDA Board of Directors – GEDA	78	62	1.26	0m 39s	249
25 Guam Products - GEDA	78	62	1.26	0m 43s	311

### **SOCIAL MEDIA ANALYTICS**

❖ Facebook Page Reach: 51,509 (+9.4K%)

❖ Instagram Reach: 8,046 (-78.1K%)

• Paid Reach: 49,952 (+39.7%)

# Instagram:

Accounts Reached: 8,046 (-78.2%)
 Accounts Engaged: 303 (+2.7%)
 Total Followers: 1,306 (+3.3%)

Posts Shared: 1Stories Shared: 9Videos Shared: 1



# **GUAM MEDICAL CAMPUS MEDIA REPORT**

updated as of March 2023

# MEDIA COVERAGE REPORT: February 17, 2023 - March 23, 2023

Date	Publication	Headline	Reaction
Feb 20, 2023	Pacific Daily News	\$240.5M left in ARP funds, most reserved for new public hospital project	Neutral
Feb 20, 2023	KUAM News	Governor says Eagles Field lease signing coming, wants to break ground for new hospital this year	Neutral
Feb 21, 2023	Pacific Daily News	Governor asks feds to pay for hospital, citing Guam's defense role	Neutral
Feb 22, 2023	Pacific Daily News	Lawmakers to tackle opioid overdoses, medical campus transparency at first regular session	Neutral
Feb 23, 2023	Guam Daily Post	Medical campus lease nears	Neutral
Feb 24, 2023	Guam Daily Post	Three bills up for session Friday	Negative
Mar 3, 2023	KUAM News	Terlaje says bill calling for federal government leasing transparency is imperative for landowners	Neutral
Mar 3, 2023	Pacific Daily News	Lawmakers: Make land deal for medical campus public	Negative
Mar 7, 2023	Pacific Island Times	Transparency sought on lease of federal land marked for Guam hospital project	Neutral
Mar 8, 2023	Guam Daily Post	Lawmakers pass 3 bills	Neutral
Mar 8, 2023	Pacific News Center	Gov. Leon Guerrero – New bills could cause delay in new hospital	Negative
Mar 9, 2023	KUAM News	Governor asserts Bill 12 is misguided because Eagles Field is not excess property	Negative
Mar 14, 2023	Guam Daily Post	'Making deals behind the public's back': Terlaje criticizes governor on land return	Negative
Mar 15, 2023	Pacific Island Times	Row over Eagle's Field lease escalates	Negative
Mar 15, 2023	Pacific Island Times	Terlaje: Lease deal completed by stealth	Negative
Mar 15, 2023	Pacific Daily News	Governor commits to signing lease for new medical complex in Mangilao	Neutral
Mar 15, 2023	Pacific Daily News	Speaker: Pending Eagles Field lease 'a mockery'	Negative
Mar 15, 2023	KUAM News	Gov. Lou Leon Guerrero's 2023 State of The Island Address	Positive

Mar 21, 2023	Pacific Daily News	Webber: Where was the transparency in hospital complex lease deal?	Negative
Mar 21, 2023	Guam Daily Post	Eagles Field lease review raises legal issues	Neutral
Mar 20, 2023	Pacific Daily News	Governor: Eagles Field lease under review	Neutral
Mar 18, 2023	Pacific Island Times	Navy offers no-cost lease for hospital	Neutral
Mar 18, 2023	Pacific Daily News	Lotz: Transparency needed in medical campus lease	Negative
Mar 17, 2023	Pacific Daily News	Rear Adm. Benjamin Nicholson: 'There's no more excess land'	Neutral
Mar 17, 2023	Marianas Business Journal	Admiral speaks on hospital lease and ramifications	Neutral
Mar 17, 2023	Pacific News Center	"Release the Lease" – lawmakers requesting to see full Eagles Field lease	Neutral
Mar 17, 2023	Pacific Daily News	Senators react to State of the Island Address	Neutral
Mar 17, 2023	Guam Daily Post	28 days to sign Eagles Field lease	Neutral
Mar 16, 2023	KUAM News	Governor caps annual address with word she'll sign Eagles Field lease	Positive
Mar 16, 2023	KUAM News	Admiral explains his side of the story in fight over property eyed for medical complex	Neutral
Mar 16, 2023	Pacific Island Times	Gov. Lou Leon Guerrero's State of The Island address. Read full transcript	Positive
Mar 16, 2023	Guam Daily Post	Arguments continue over Eagles Field lease	Negative
Mar 16, 2023	Guam Daily Post	Guam in 'new era of prosperity'	Neutral
Mar 15, 2023	Pacific News Center	Tensions flare both in and outside of the legislature	Negative
Mar 15, 2023	KUAM News	Speaker blasts administration over Eagles Field lease	Negative

#### MEDICAL CAMPUS MENTION/NEWS

#### \$240.5M left in ARP funds, most reserved for new public hospital project

(February 20, 2023) Pacific Daily News

Guam still had \$240.5 million in remaining federal American Rescue Plan funds as of the end of last month, but most of that — \$160 million — has been reserved for Gov. Lou Leon Guerrero's new public hospital project, according to Adelup's latest report to senators.

The governor has until 2024 to allocate, and until 2026 to spend, all ARP funding meant to help the economy recover from the COVID-19 pandemic.

# Governor says Eagles Field lease signing coming, wants to break ground for new hospital this year (February 20, 2023) KUAM News - YouTube (Broadcast News)

In what will be a huge step forward in the high-profile medical campus project, Gov. Lou Leon Guerrero says the signing of the lease for the Eagles Field site in Mangilao is imminent.

The governor is back from Washington, D.C. where she says she also made a strong case for \$700 million in federal assistance to fund the massive project.

## Governor asks feds to pay for hospital, citing Guam's defense role

(February 21, 2023) Pacific Daily News

Federal funding to build a new hospital likely would come from the military, with possible contributions from other federal agencies, according to Gov. Lou Leon Guerrero, who recently visited the nation's capital, where she asked federal officials for as much as \$700 million in support.

The goal, the governor said, is to get as much federal money as possible to reduce the cost of the project for local taxpayers.

# Lawmakers to tackle opioid overdoses, medical campus transparency at first regular session (February 22, 2023) Pacific Daily News

Bills to widely distribute opioid overdose-stopping medication and to promote transparency in the planning of a new multi-agency healthcare campus for Guam will be tackled by the 37th Guam Legislature at their first regular session.

The 37th Legislature's Committee on Rules met for the first time on Wednesday and finalized the agenda for the upcoming session, which is expected to convene sometime in March.

#### Medical campus lease nears

(February 23, 2023) Guam Daily Post

A long-term lease for the Eagles Field property eyed to become the home of a planned medical campus on Guam may be signed by the end of the month, according to Gov. Lou Leon Guerrero.

The lease would be for 50 years with an option to renew, the governor said.

#### Three bills up for session Friday

(February 24, 2023) Guam Daily Post

Lawmakers will soon decide whether to pass a bill requiring legislative approval for leases with the federal government - a debate that could coincide with the potential signing of a 50-year lease for the Eagles Field property eyed to become the home of a planned medical campus.

# Terlaje says bill calling for federal government leasing transparency is imperative for landowners (March 3, 2023) <u>KUAM News</u>

Legislative session today included passionate testimony from Speaker Therese Terlaje. It was during discussion on her Bill 12, which calls for more transparency when it comes to the leasing of land from the federal government. The measure focuses on the administration's effort to build a medical campus at the eagle's field site in Mangilao. A project that original landowners say they do not want to occur.

#### Lawmakers: Make land deal for medical campus public

(March 3, 2023) Pacific Daily News

A deal with the Navy for 102 acres of land in Mangilao the administration wants for a new medical campus should be scrutinized by the public, several lawmakers said during a session Friday.

The property has been a contentious issue, with many ancestral landowners desiring to see it returned to them. GovGuam's lease for the land, possibly for as long as 99 years, could be finalized by this year. The subject led to fiery back and forth on the session floor as former landowners and their supporters stood on the balcony to listen in.

#### Transparency sought on lease of federal land marked for Guam hospital project

(March 7, 2023) Pacific Island Times

What are the terms under the forthcoming lease agreement between Gov. Lou Leon Guerrero and the Navy for a piece of federal property in Mangilao?

Details of the lease contract must be made public, according to Guam senators.

The property in question refers to the site of the old sports complex known as Eagle's Field, where the administration hopes to build a new integrated medical campus to be known as the "21st Century Healthcare Center," which is estimated to cost \$800 million.

#### Lawmakers pass 3 bills

(March 8, 2023) Guam Daily Post

The 37th Guam Legislature unanimously passed the first three measures considered in a regular session of this term Tuesday afternoon.

The last measure debated before voting was Bill 13-37, legislation to apply Open Government Law requirements to meetings of the Guam Twenty-First Century Healthcare Center Committee. The measure also would require audio recordings to be provided to the Office of Public Accountability, as well as other mandates related to documenting those meetings.

#### Gov. Leon Guerrero – New bills could cause delay in new hospital

(March 8, 2023) Pacific News Center

Recently Lawmakers unanimously passed bills introduced by Speaker Therease Terlaje that seek to promote transparency between Government and land procurement.

One of the bills proposes requiring the Legislature to approve purchasing or leasing property owned by the either federal or foreign government in terms of around 5 years.

# Governor asserts Bill 12 is misguided because Eagles Field is not excess property (March 9, 2023) KUAM News

The governor took over a groundbreaking ceremony at the Port Authority of Guam earlier today instead saying this: "And I just want to take this opportunity here to say this. I am just as passionate in trying to find ways to compensate our land owners in land that have been removed from them. I am just as passionate with that."

# 'Making deals behind the public's back': Terlaje criticizes governor on land return

(March 14, 2023) Guam Daily Post

Speaker Therese Terlaje delivered some choice words in response to Gov. Lou Leon Guerrero, who spoke about the planned medical campus during Thursday's groundbreaking ceremony for a Port Authority of Guam waterline replacement project.

#### Row over Eagle's Field lease escalates

(March 15, 2023) Pacific Island Times

Standing pat on her soon-to-be signed lease agreement with the Navy for a hospital project in Mangilao, Gov. Lou Leon Guerrero lashed back at Speaker Therese Terlaje, describing the legislative head as a "paranoid politician" espousing "anti-military sentiments."

#### Terlaje: Lease deal completed by stealth

(March 15, 2023) Pacific Island Times

Speaker Therese Terlaje lambasted the administration for negotiating a property lease with the military without seeking public input.

"My understanding is that the lease will obligate the government of Guam for in-kind hospital services to military personnel and their families in exchange for GovGuam use of 120+ acres of the Lålo/Eagles Field land." Terlaie said.

#### Governor commits to signing lease for new medical complex in Mangilao

(March 15, 2023) Pacific Daily News

Gov. Lou Leon Guerrero said she will sign a long-term lease with the Navy for property at Eagles Field in Mangilao, during her annual State of the Island Address on Wednesday night.

Leon Guerrero has long eyed the property as the site of a new hospital and medical complex. She said Wednesday that she plans to help make health care more affordable and accessible before her second term in office is done.

#### Speaker: Pending Eagles Field lease 'a mockery'

(March 15, 2023) Pacific Daily News

The governor's office and lawmakers traded barbs with Speaker Therese Terlaje on Wednesday after the speaker issued a written statement early Wednesday morning, expressing concerns about a pending long-term lease with the military for the Eagles Field site in Mangilao.

#### Gov. Lou Leon Guerrero's 2023 State of The Island Address

(March 15, 2023) KUAM News - YouTube (Broadcast News)

... Whether you are a son or daughter of Guam, or a resident here from a compact state, we cannot build a new prosperity on our island without building a new hospital. I have always been clear on this. To that end, I will sign a long-term lease with the federal government siting the Guam Medical Campus at the old Eagles Field.

#### Speaker blasts administration over Eagles Field lease

(March 15, 2023) KUAM News - YouTube (Broadcast News)

Speaker Therese Terlaje blasted the governor over the prospect of signing the lease for Eagles Field, even comparing the administration to the old naval governorship when the military controlled the island. Terlaje called the 100-year lease a "mockery" while a bill to require legislative approval for any federal lease of more than five years sits on the governor's desk.

#### Tensions flare both in and outside of the legislature

(March 15, 2023) Pacific News Center

Tensions flare both within and outside of the legislature.

With Speaker Therese Terlaje issuing criticism on Adelup moving forward with the lease to obtain Eagle's Field. The criticism follows a meeting between Governor Lou Leon Guerrero, JRM Commander Rear Admiral Benjamin Nicholson, as well Democratic Senators Will Parkinson, Joe San Agustin, Roy Quinata, and Dwayne San Nicolas.

#### Guam in 'new era of prosperity'

(March 16, 2023) Guam Daily Post

... One of the last things discussed in the governor's address was the effort to build a medical complex at the Eagles Field area of Mangilao, to include a new hospital.

#### **Arguments continue over Eagles Field lease**

(March 16, 2023) Guam Daily Post

The already heated rhetoric behind plans to build a new medical complex at the Eagles Field area of Mangilao continues to escalate as Speaker Therese Terlaje compared Gov. Lou Leon Guerrero to naval governors of old – someone who is acting unilaterally – over information that a lease on the property would be signed Wednesday afternoon.

# Gov. Lou Leon Guerrero's State of The Island address. Read full transcript

(March 16, 2023) Pacific Island Times

... Whether you are a son or daughter of Guam, or a resident here from a compact state, we cannot build a new prosperity on our island without building a new hospital. I have always been clear on this. To that end, I will sign a long-term lease with the federal government siting the Guam Medical Campus at the old Eagles Field.

## Admiral explains his side of the story in fight over property eyed for medical complex

(March 16, 2023) KUAM News - YouTube (Broadcast News) - Individual Broadcast

Guam governor Lou Leon Guerrero now has less than 30 days to sign a lease with the US Navy for the use of Eagles Field in Mangilao, to use the Central Guam site to house a 21st Century medical campus. That firm deadline comes after months of negotiations amid outcry from original landowners and the Guam Legislature. KUAM News sat down with the commander of Joint Region Marianas to get some answers.

## Governor caps annual address with word she'll sign Eagles Field lease

(March 16, 2023) YouTube (Broadcast News)

The economy, tourism, crime and government pay hikes --those were all key topics in Gov. Lou Leon Guerrero's fifth state of the island address Wednesday night. The speech itself took just over 40 minutes, and she ended it with an update on the controversial medical campus project at Eagles field.

## 28 days to sign Eagles Field lease

(March 17, 2023) Guam Daily Post

The government of Guam was given 30 days from March 15 to sign the lease for the Eagles Field area of Mangilao, or the Department of Defense will instead use that land for other military purposes, according to Rear Adm. Benjamin Nicholson, commander of Joint Region Marianas.

#### Senators react to State of the Island Address

(March 17, 2023) Pacific Daily News

Lawmakers had good and bad to say about the governor's plans to lease land from the military for a new hospital complex, keep taxes on businesses high to fund education and safety, and push for a GovGuam pay raise.

# "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.

#### 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.

#### 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.

#### Webber: Where was the transparency in hospital complex lease deal?

(March 21, 2023) Pacific Daily News

Governmental transparency is a critical, non-negotiable item in our free society if we want a government of, by and for the people.

Given the current situation with the proposed lease of federal lands for a somewhat clandestinely designed new hospital/medical complex, any transparency at a community level of knowledge and understanding has been essentially nonexistent.

(Updated 3/9/23)								
PROJECT TITLE	PROJECT DESCRIPTION	PROJECT START	GRANT	FUNDING SOURCE	REQUESTED AMOUNT	GEDA 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	
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							
Hourism 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		Collaborated with BSP and GVB, with BSP serving as grant applicant.
Medical and Public Health Services	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		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		Collaborated with BSP and DOAG, with BSP serving as grant applicant	
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#### GUAM ECONOMIC DEVELOPMENT AUTHORITY BOARD OF DIRECTORS

#### Resolution 23-011

# RELATIVE TO RECOMMENDING APPROVAL OF A LIMITED QUALIFYING CERTIFICATE TO PAN PACIFIC RETAIL MANAGEMENT (GUAM) CO., LTD.

# BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE GUAM ECONOMIC DEVELOPMENT AUTHORITY:

**RESOLVED**, that the Board of Directors of the Guam Economic Development Authority (GEDA) recommends the approval of a Qualifying Certificate (QC) to Pan Pacific Retail Management (Guam) Co., Ltd. (PPRM) based upon the findings set forth in Case Analysis No. 22-11-07 presented to the Board during its March 23, 2023 Board of Directors meeting. The tax benefit recommended for approval is as follows:

1) An abatement of one hundred percent (100%) of all Real Property Tax paid by PPRM to the government of Guam for real property utilized by PPRM for activities identified in their QC for a period of ten (10) years from the effective date of the QC.

**RESOLVED FURTHER,** that additional conditions as contained in Case Analysis No. 22-11-07 presented to the Board at the March 23, 2023 Board of Directors meeting are hereby approved, as follows:

- 1) PPRM shall make an annual Public Investment to GEDA, subject to the following terms and conditions:
  - a) Make contributions for Public Investments in the areas of local economic development, island beautification, cultural preservation, workforce development and education. PPRM shall make an annual cash contribution equal to ten percent (10%) of the total real property taxes abatement received by PPRM for each year of the QC.
  - b) The manner in which PPRM will pay the Public Investments will be negotiated between PPRM and GEDA and will be detailed in the final QC.
  - c) GEDA will utilize the contributions in the following manner: (i) twenty five percent (25%) to GEDA for programs, marketing services, collateral and materials to aid in stimulating local economic development and to promote Guam as an investment destination, and (ii) seventy five percent (75%) to be allocated annually to GEDA managed grant programs for one or more of the following initiatives: local economic development, island beautification, cultural preservation, workforce development and education.
- 2) PPRM shall commit to the minimum employment amount of no less than two hundred (200) full time equivalent (FTE) employees; and

## GUAM ECONOMIC DEVELOPMENT AUTHORITY BOARD OF DIRECTORS

#### Resolution 23-011

# RELATIVE TO RECOMMENDING APPROVAL OF A LIMITED QUALIFYING CERTIFICATE TO PAN PACIFIC RETAIL MANAGEMENT (GUAM) CO., LTD.

3) PPRM shall comply with all provisions of the QC Law, rules, regulations and pertinent laws of Guam.

Dated this day 23 of March, 2023.

David John Chairman

Siska S. Hutape Secretary

2

# Guam Economic Development Authority Qualifying Certificate Application PAN PACIFIC RETAIL MANAGEMENT (GUAM) CO., LTD. CASE ANALYSIS

Case No. 22-11-07

#### I. Application & Public Hearing Date:

Application submission date:

November 22, 2022

Public hearing date:

December 28, 2022

II. Oualifying Certificate (OC) Benefits Requested:

Nature of Tax	Percentages Requested	Periods Requested
Corporate Income Tax Rebate	Seventy Five Percent (75%)	Twenty (20) Years
Income Tax Rebate on Dividends	Seventy Five Percent (75%)	Five (5) Years
Real Property Tax Abatement	One Hundred Percent (100%)	Ten (10) Years

## III. Applicant Description:

- 1) Pan Pacific Retail Management (Guam) Co., Ltd. (PPRM) is a domestic Guam corporation whose current business license was issued on July 7, 2022. As indicated in their application, the applicant plans to operate a large-scale retail development and tourist attraction with a wide range of products, as well as for and beverage outlets and visitor services.
- 2) As per their QC application, PPRM indicates that they are entitled to receive QC tax benefits based on the following eligibility categories:
  - a. 12 GCA §58104 (i) "tourism"; and
  - b. 12 GCA §58104 (j) "improvement of real property for purpose which are specifically determined by the Authority to be beneficial, desirable, and necessary for the economic development of Guam".
- 3) PPRM is a subsidiary of Pan Pacific International Holdings Corporation (PPIH), a multi national company that owns and operates six hundred ninety seven (697) stores worldwide in Japan, Hawaii, California, Singapore, Hong Kong, Thailand, Malaysia, and Taiwan under several different brand names.

#### 4) Shareholder Information:

Name:	Address:	% of Share Ownership
Pan Pacific Retail	801 Kaheka St.	100%
Management (USA) Co.	Honolulu, HI 96814	

#### IV. Company Overview:

#### 1) Project Description (as described in business plan)

a. As per the their application, PPRM is constructing a "large-scale retail development and tourist attraction" that will contain retail shopping and food and beverage outlets. The facility will also offer shuttle services to and from other shopping centers and hotels, and will contain an in store United Airlines check in counter and airline lounge.

- b. The development will contain a main building, totaling 256,614 sq. ft. This building will contain the facilities described above. In addition, they are constructing staff housing and parking as well as future plans to construct a 7,000 sq. ft. corner building.
- c. PPRM indicates that the facility is scheduled to open in July 2023.
- d. The facility will be known as the "Village of Donki", and a Don Don Donki store will serve as the facility's anchor retail establishment. Furthermore, PPRM indicates that the Village of Donki will serve as PPIH's international flagship store, and will have unique services and products not contained in their other facilities.
- e. PPRM indicates that the Village of Donki will provide a unique experience with its focus on grocery and retail products with a Japanese focus, along with over a dozen unique vendors. They also indicate that they plan to use PPIH's network of stores and business relationships throughout Asia, in particular Japan, to promote the Village of Donki as their flagship store, which will promote Guam as a travel destination.
- f. PPRM has also committed to supporting local vendors, such as our Guam Product Seal permit holders, and has indicated that they desire to highlight local products in their facility.
- g. The Village of Donki will have other retail and food and beverage outlets, such as:
  - i. DAISO, Japan's largest dollar store;
  - ii. Marugame Udon, Japan's largest udon franchise;
  - iii. Akimitsu Tendon, a Japanese tendon and tempura restaurant;
  - iv. Curry House CoCo Ichi, Japan's largest Curry franchise;
  - v. Santouka, a Hokkaido ramen restaurant;
  - vi. Auntie Anne's, an American Pretzel franchise;
  - vii. Formosa Tofu Café, a Taiwanese restaurant; and
  - viii. Myungrang Hot Dog, a Korean hot dog franchise.

#### h. PPRM's activities will occur on the following parcels of real property:

Lot Number	Area	Use	Ownership
2099-5	45,369 +/- sq. ft	Staff housing	Fee simple
5148-3-R1	160,005 +/- sq. ft.	Corner lot	Leasehold
5148-4	435,604 +/- sq. ft.	Main building	Leasehold
5148-R7	303,273 +/- sq. ft.	Car Park	Leasehold

#### 2) Employees and Benefits

- a. PPRM indicates in their application that they will create between two hundred seventy five (275) and three hundred (300) direct full time and part time employees. They indicate that after the first year of operations, ninety percent (90%) of their employees will be US Citizens or permanent residents, with the remaining ten percent (10%) being alien workers.
- b. PPRM indicates that annual gross payroll and employee benefits upon commencement of full operations will be \$7,385,937, with steady increases in gross payroll costs year on year as indicated in their financial projections, totaling over \$81 million in payroll costs over a ten (10) year period.

- c. PPRM indicates that full time employees will receive the following employee benefits:
  - i. 401k:
  - ii. Group medical and dental insurance;
  - iii. Paid holidays;
  - iv. Personal and sick leave; and
  - v. Employee discounts.

#### 3) Project Investment

a. According to their application, one hundred percent (100%) of project investment costs will be covered by PPRM's shareholders. A breakdown of project investments costs is below.

Category	Amount
Construction	\$80,339,561.97
Land Acquisition	\$6,174,268.85
Equipment, furniture fixtures	\$10,051,942.49
Pre-operating expenses	\$700,000
Working capital	\$0
Other (gov. agency fees and permit, specialist services, IT costs, interest)	\$17,291,024.10
Total	\$114,556,797.41
Amount from Shareholders	\$114,556,797.41
Amount financed	\$0.00

## 4) Financials & Potential Tax Impact

#### SEE ATTACHMENT I

#### V. Findings:

- 1) Does the project meet the eligibility requirements Yes
  - a) 12 GCA §58104 (i) "tourism". PPRM, through their application and their testimony during the public hearing, has provided ample justification to classify the Village of Donki as a tourism-related development. Such justification includes:
    - the development of the Village of Donki to be PPIH's "international flagship facility";
    - ii) the addition of an airline check in counter and an airline lounge to create valued added services for Guam visitors;
    - iii) providing a shuttle service for visitors and locals to and from hotels and other shopping centers;
    - iv) providing a location for local producers and manufacturers to sell and market their products to visitors; and
    - v) utilizing PPIH's network of other stores and other business relationships to market their flagship store, which will show that Guam's tourism industry is undergoing a robust recovery and will bring additional brand awareness of Guam as a visitor destination of choice.

- b) 12 GCA §58104 (j) "improvement of real property for purpose which are specifically determined by the Authority to be beneficial, desirable, and necessary for the economic development of Guam". PPRM has provided ample justification to enumerate how the Village of Donki improves real property that is beneficial, desirable and necessary to Guam's economic development. Such justification includes:
  - i) the value of the investment at over \$114 million, coupled with the fact that it is one the largest non-military, non-infrastructure and non-hotel commercial development in the last several years;
  - ii) the development of PPIH's international flagship facility on underutilized parcels of real property in an area ripe for development;
  - iii) the creation of hundreds of direct and indirect jobs; and
  - iv) the potential economic multiplier effect PPRM's activities will have on economy in terms of the payroll and costs paid to local businesses for products and services.

#### 2) QC Application Submitted - Yes.

- a) Submitted on November 22, 2022
- b) Certified as "Complete" on November 22, 2022
- c) Notice of Application November 28, 2022 (Guam Daily Post)

#### 3) Public Hearing - Yes.

- a) Hearing Notice: December 20, 2022 (Guam Daily Post)
- b) Hearing Date: December 28, 2022, 9:00 AM GEDA Conference Room
- c) HEARING SYNOPSIS: Representatives from PPRM were in attendance at the public hearing, and presented an overview of PPRM's investment and their rationale as to why PPRM should receive a QC. In addition, there was one member of the public that spoke in support of PPRM's QC application, while there was no public comment made during the hearing in opposition of the application. GEDA subsequently received written testimony from various sources both in favor of and in opposition to PPRM's application. A comprehensive hearing report, along with all written testimonies received both in favor of and in opposition to PPRM's QC application is attached as ATTACHMENT II.

#### 4) Creation of Employment (§58105.1) – Yes.

a) PPRM indicates in their application that, at full operation, they will hire between two hundred seventy five (275) and three hundred (300) direct full time and part time employees. This does not include indirect employment created by other ancillary businesses in the facility.

#### 5) Replacement of imports (§58105.2) - No.

a) Although there is no indication that PPRM's activities will result in a reduction of imports, they do indicate that they plan to focus on selling locally made products.

#### 6) Price Reduction (§58105.3) - No.

a) Although PPRM's entry into the economy will create more competition, which in turn may result in reduced consumer prices, there is no indication that PPRM's activities result in any explicit reduction in prices.

#### 7) Creation of a vitally needed facility or affordable housing ( $\S58105.4$ ) – No.

a) Other than hotel development, investments of this scale for non-military or infrastructure projects do not occur regularly in Guam. PPRM's investment will take underutilized parcels of real property in a highly developed commercial area and invest over \$114 million to create a new, world-class facility. The construction of the Village of Donki will provide local customers with a new source of unique grocery items and other products while simultaneously providing tourists a new, world class shopping and dining experience along with other visitor-centric services. However, while the scale and scope of PPRM's investment will contribute greatly to Guam's economy through expanded employment opportunities and economic activity of both PPRM and its tenants, the fact remains that it is still primarily a retail facility and shopping center. This type of facility is not deemed to be "vitally needed, as Guam already has a robust inventory of retail stores as well as several shopping centers.

#### 8) Creation of economic activity (§58105.5) - Yes.

a) PPRM is investing at least \$114 million to construct, open and operate the Village of Donki. This is a major investment into Guam's economy that will create hundreds of jobs while offering expanded retail and food and beverage options for local residents. Furthermore, the Village of Donki's location, its emphasis on adding value added services for visitors to Guam, their product offering and the scale of their operation will aid in creating a new retail establishment that will further bolster Guam's prestige as an international shopping destination. More importantly, the Village of Donki will generate tens of millions of dollars a year in revenue while creating hundreds of new jobs, which will result in increased spending in the local economy and additional tax revenue for the government of Guam.

#### 9) Establishment of Guam as a financial/insurance center (§58105.6) – No.

a) This is not applicable to PPRM's activities.

#### 10) Specific findings on the application (§58109, QC Law):

- a) Impact on existing businesses and markets on Guam:
  - i) PPRM's entrance into the local economy will have an impact on other businesses, primarily other department stores; food and beverage outlets; and other retail/grocers such as "mom and pop" stores. This impact may be most evident in businesses in the general area surrounding the Village of Donki, which based on a cursory review of the surrounding area, comes out to approximately ninety three (93) businesses. However, the Village of Donki, based on their application, is looking at bringing in products and services that are unique and different from much of what Guam's current market offers. Furthermore, PPRM has indicated that they plan for the Village of Donki to coexist with other major shopping centers, as they will be providing a shuttle service between the Village of Donki, other shopping centers and various hotels, which will provide additional modes of transportation to and from existing retail businesses.

- b) Project Risks and challenges:
  - i) PPRM indicated in their application that they first committed to this investment in the years prior to the COVID-19 pandemic. They indicate that although the pandemic has caused business disruptions to their related companies throughout the world, they have decided to "stay the course" and continue their investment. They state that due to the challenges imposed because of COVID-19, along with other factors such as record inflation, their investment costs have increased by over \$20 million from their initial projections. They also indicate that while the possibility of obtaining a QC was one of the drivers for them to make the decision to invest in 2019, the possibility of obtaining QC tax benefits is an integral part of the financial plan that will help PPRM recover from COVID-19 related business impacts.
  - ii) As PPRM has indicated that its main customer market will be visitors, the continued slow recovery of the tourism industry presents short to mid term challenges. As indicated above, their investment commitment was predicated on economic data obtained prior to the COVID-19 pandemic. In CY 2019, Guam received 1,666,665 visitors, a record high. In CY 2022, Guam received approximately 19.7% of that amount, or 328,446 visitors. According to the Guam Visitors Bureau, they are projecting 670,000 visitors in 2023, which is still well short of pre-pandemic levels. This will naturally have an impact on meeting revenue projections, as the local market will not be able to fully cover this shortfall. It is reasonable to assume that until visitor arrivals approach pre pandemic levels, the segment of PPRM's revenues derived from the visitor market will be proportionally reduced by the drop in visitor arrivals as recorded by the Guam Visitors Bureau.

#### c) Location of the proposed project:

- There are no foreseen issues or concerns with the project's location, as it is located in an area that has already undergone significant commercial development.
- d) Importance to the economy and the official policy of the government:
  - i) As Guam continues to recover from economic pressures experienced as a result of the COVID-19 pandemic, a focus is being placed on two main endeavors, 1) attracting economic investment that will bolster our existing industries, chief among them tourism, and 2) investment that will diversify our economy. The Guam Visitor's Bureau has indicated that while working to bring back arrival numbers to pre pandemic levels, they also desire to focus on attracting a higher-yield visitor that will spend more during their stay. PPRM's investment will establish a world-class brand that will enhance the visitor experience by providing an additional choice, which may lead to additional visitor spending.
  - ii) Based on information from the US Bureau of Economic Analysis, there was approximately \$1.683 billion in durable and nondurable goods sold in Guam in 2021. The size and scale of PPRM's activities and the projected increase in visitor arrivals for 2023 will directly affect the sale of durable and nondurable goods in Guam, and may lead to increased sales in the retail sector.

#### VI. Recommendations:

1) The recommendation is to **APPROVE** the Qualifying Certificate Application 22-11-07 for Pan Pacific Retail Management (Guam) Co., Ltd. with the following tax benefit and additional conditions:

Recommended Benefits for a Tourism Company/Improvement of Real Property QC:

Nature of Tax	Periods	Periods	Percentages	Percentages
Recommended	Requested	Recommended	Requested	Recommended
Corporate	Twenty (20)	NONE	Seventy Five	NONE
Income Tax	Years		percent (75%)	
Rebate				
Dividend Tax	Five (5) Years	NONE	Seventy Five	NONE
Rebate			percent (75%)	
Real Property	Ten (10) Years	Ten (10) Years	One Hundred	One Hundred
Tax Abatement			percent (100%)	percent (100%)

#### 2) Basis for Recommended benefits:

- a) Real Property Tax Abatement The requested percentage and period meets the authorization of the QC Law (§58130).
- 3) Recommendation Against Providing Full Benefits as Requested by Applicant: The activities identified in PPRM's application meet the requirements as contained in the QC law. In addition, the value and scale of the investment will bring economic activity to Guam and will create hundreds of direct and indirect jobs. This is a benefit for Guam, particularly during this time, as the investment is a strong indicator of the trajectory of Guam's economic recovery. However, it is acknowledged that the investment being made is primarily for the construction and operation of a department store and food and beverage outlets, of which Guam's economy is already very well served. Therefore, the tax benefits recommended above are being suggested in acknowledgment of this fact.
- 4) **Minimum Employment Obligations** (§58116): no less than two hundred (200) full time equivalent (FTE) employees for the duration of the QC.
- 5) Recommended Additional Conditions: The following are conditions in addition to the standard requirements of the QC law. The basis for the following recommendations is §58110 of the QC Law which reads: "Conditions of benefits. In its recommendation of specific tax benefits, the Authority shall consider the following as possible terms and conditions to such benefits." The specific conditions below are considered "Public Investments" as provided for in part (d) of §58110 which reads, "Public investments. Conditioning the tax benefits on the Beneficiary's investing in or creating public improvements separate from its proposed activities" As such, the following schedule of public investments is recommended:
  - a) PPRM is to make cash contributions for Public Investments in the areas of local economic development, island beautification, cultural preservation, workforce development and education. GEDA is recommending an annual contribution equal to ten percent (10%) of the total real property taxes abatement received by PPRM for each year of the OC.
  - b) The manner in which PPRM will pay the Public Investments will be negotiated between PPRM and GEDA and will be detailed in the final QC.

- c) GEDA will utilize the contributions in the following manner: (i) twenty five percent (25%) to GEDA for programs, marketing services, collateral and materials to aid in stimulating local economic development and to promote Guam as an investment destination, and (ii) seventy five percent (75%) to be allocated annually to GEDA managed grant programs for one or more of the following initiatives: local economic development, island beautification, cultural preservation, workforce development and education.
- 6) The final QC will also detail all conditions of compliance as contained in the QC Law, and GEDA's Compliance Division will ensure that all necessary conditions contained in the QC Law, the QC Rules and Regulations and applicable Guam laws are adhered to.

\*\*\* Signatures below\*\*\*

Prepared By:	Reviewed and Approved to Present to CRC:
MBg Date: 3/15/23	Date: 3/15/2023
Matthew Baza, BEDD Supervisor	Ed Camacho, BEDD Manager
Watthew Baza, BBBB Supervisor	Ed Califacilo, BBBB Manager
CREDIT REVIEW COMMITTEE (CRC) RECOM	MENDED ACTION:
The CRC reviewed the QC application and has dec	
Administrator for further action.	
1.00	
APPROVED	APPROVED
Carlos Bordallo [ ] DISAPPROVED	Ed Camacho [ ] DISAPPROVED
Deputy Administrator	BEDD Manager
Masses Commons	Chance LARDONNED
[] APPROVED	[]APPROVED
Claire Cruz [X] DISAPPROVED	Christina Garcia DISAPPROVED
Compliance Manager	Runfic Finance Manager
[APPROVED	THAT ALLOW I APPROVED
Diego Mendiola [ ] DISAPPROVED	Arrana Villaverde [ ] DISAPPROVED
Real Property Manager	Alministrative Services Manager
Teal Property Manager	Thinmstative Services Manager
CEO/ADMINISTR	ATOR'S ACTION
Approved	Date: 3 17/23
Melanie Mendiol	a
Administrator	

#### LOURDES A. LEON GUERRERO

Governor of Guam I Maga'Haga Guahan

**10SHUA F. TENORIO** 

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



MELANIE MENDIOLA

Chief Executive Officer/Administrator Atkådi Eksekutibu Ofisiat/Atmenestradora

CARLOS P. BORDALLO

Deputy Administrator Sigundon Atmenestradot

#### ATTACHMENT II

Report of a Public Hearing on the application for a Qualifying Certificate by PAN PACIFIC RETAIL MANAGEMENT (GUAM) CO., LTD. held before the GUAM ECONOMIC DEVELOPMENT AUTHORITY on Wednesday, December 28, 2022 at 9:00 a.m.

#### 1. Call to Order

Guam Economic Development Authority Business and Economic Development (BEDD) Manager Ed Camacho announced that pursuant to the QC Law and the Administrative Adjudication Law, a public hearing notice was published in the Pacific Daily News on Tuesday, December 20, 2022. He subsequently called the hearing to order at 9:02 AM at the GEDA Conference Room, 5<sup>th</sup> floor, ITC Building, Tamuning, Guam.

#### 2. Synopsis

Mr. Camacho acknowledged the presence of Mr. Naritoshi Hiyama from Pan Pacific Retail Management (PPRM) and the other attendees. Mr. Camacho then went over the general rules of conduct for the hearing.

Mr. Camacho then began the public testimony portion of the hearing. Mr. Camacho gave a brief overview of the Applicant's business, namely that as per their QC application, PPRM is constructing and will operate a tourism attraction and large-scale shopping center with a Don Don Donki department store, food and beverage outlets and tourism related services. The total investment is anticipated to be approximately \$114.6 million.

Pursuant to the QC Law the Applicant is requesting the following tax benefits:

- A rebate of 75% of corporate income taxes payable to the government of Guam for income received from activities identified in their application for a period of 20 years;
- A rebate of 75% of income taxes payable to the government of Guam by shareholders of Pan Pacific on the dividends earned from activities identified in their application for a period of 5 years; and
- An abatement of 100% of real property taxes payable to the government of Guam on real property used by Pan Pacific for activities identified in their application for a period of 10 years.

Mr. Camacho then opened the hearing for public comment. He asked if Mr. Naritoshi Hiyama to make an opening statement.

Mr. Naritoshi expressed his gratitude for welcoming PPRM to Guam. As owner of PPRM, they are happy to come and invest in Guam. He stated that their Guam store will be largest of their seven hundred (700) global stores. PPRM would like to contribute to Guam by creating more than 300 jobs. He stated that they are also committed to work closely with local distributors, wholesalers and the community at large. He ended his comments be restating PPRM's pleasure at being in Guam.

The next individual to provide testimony was Mr. Michael Limtiaco, Vice President of Pacific Unlimited. Mr. Limtiaco indicated that he would provide written testimony in support of PPRM's QC application.



PPRM is currently looking at working with Pacific Unlimited to provide cold storage services. He states that is an example of just one type of ancillary activity that PPRM brings to Guam, and that there may be many local businesses that can benefit from these ancillary activities.

The next individual to provide testimony was Mr. Michael Pangelinan from the law firm of Calvo, Fisher & Jacob LLP. Mr. Pangelinan indicated that he is the lawyer representing PPRM. He thanked GEDA for opportunity to hear public comment on the QC. He states that PPRM very interested in hearing what public has to say as PPRM wants to be a part of this island for many years. He states that PPRM's goal is to earn the trust of the people of Guam and benefit the community and not hurt other businesses. He states the PPRM will benefit the community by building a 200,000 sq. ft. facility in a formerly vacant lot. PPRM is going to bring world-class retail brands Don Quijote and Don Don Donki, with 700 locations in Asia and the US. This will bring an iconic retailer to Guam. PPRM will also bring some great tenants coming to Guam, such as Daiso, Japan's largest dollar store, which will bring products that have never been here before, such as specialty products from Japan. It is important for PPRM to bring benefits to Guam primarily 300 direct employees. In addition PPRM's tenants will create indirect employment. There will also be new food outlets, such as Japan's largest udon and curry house franchises. He states that they are also planning on opening a sushi restaurant as well as the US brand shop Auntie Anne's Pretzels. PPRM is going to offer all these amenities great expense to PPRM.

Mr. Pangelinan then poses the question of "why would a shopping center be entitled to QC?". Mr. Pangelinan states that PPRM's investment is not a typical shopping center. He states that this is the exact type of investment that the QC law incentivizes. QC law allows businesses to receive a QC for purpose of real property development that is beneficial to the economic development of Guam. He states that the aforementioned benefits PPRM's investment will have show that it is beneficial to the economic development of Guam.

Mr. Pangelinan continues by stating that providing a QC to PPRM is necessary because Guam is coming out of a pandemic and that Guam needs the new jobs estimated at between 300-600 and \$114 million dollars in investment and creating millions in dollars in revenue. He states that PPRM will generate about \$7 million in annual payroll. This means money spent in the local economy and income tax generated for the government. He states that there will also be between \$6-\$7 million in GRT paid annually. Necessary for Guam as we come out of the pandemic and our economy recovers.

Mr. Pangelinan goes on to state that the investment can be classified as a tourism facility. PPRM is taking a vacant lot in Tamuning and transforming it into a vibrant shopping center with an iconic brand retailer. It is also unlike any other Don Quijote store in the world. There are 670 worldwide stores in seven countries, with 65 in the US, and they have decided that the Guam store is going to be their largest and most iconic facility that will serve as their flagship store. Guam's store will be unique as it will be the only store with an airline check in kiosk and airport lounge. The store will also have free transportation to Kmart and Micronesia mall. This is an indication that they do not want to hurt other businesses, but want to make a great tourist experience in Guam. This is why this project is a tourism facility. He states that the QC law was designed for this type of investment, and there is no question that the project brings benefits to Guam and is entitled to a QC.





Mr. Pangelinan also states that project planning started pre pandemic, and that financial projections were made at that time. He indicates that when the world stopped due to COVID-19, PPRM could've cancelled, like many other projects understandably were. However, PPRM didn't abandon its plans. They continue to hang in there until things opened back up, and now they are going forward with the full scope of the 114.6 million investment at huge financial risk to their company and that PPRM is asking for Guam's support in tax benefits so that the project succeed and can be available for the people of Guam for many years.

Mr. Pangelinan thanked GEDA again for allowing him the opportunity to speak and stated he looks forward to all comments.

#### 3. Adjournment

After Mr. Pangelinan's comments, Mr. Camacho ended the public testimony period, thanked everyone for their attendance, and adjourned the hearing at 9:19 AM.

All written testimonies received are attached to this hearing report.







## GUAM ECONOMIC DEVELOPMENT AUTHORITY (GEDA)

Public Hearing on the matter of an application for a Qualifying Certificate for **PAN PACIFIC RETAIL MANAGEMENT (GUAM) CO., LTD.**Wednesday, December 28, 2022; 9:00 AM, GEDA Conference Room

Attendance Log Sheet

NAME (Family Name, Given Name)	ORGANIZATION	EMAIL ADDRESS	CONTACT NUMBER
1. M. Chael Gintiaco	941	minition 67/0g meila	671-888-6280
2. Michael Pangelinan	CF5	mpongahun @cchofisher. Kong	61-688-0925
3. Naritoshi 1-lixamer	pan Pacific Petail Mangrant Cu	an m. hixama@ppih. Co.jp	67/-929-1225
4. JOHN MAFMAS	MAXAM	ignafies Rymail. Oan	(671) 685-6977
5. Plane Tom	BY FAZ	Jamefres Rymai/. Ozn Stone etyfish cushe: uf	(671) 487-0447
6.	• /		
7.			
8.			
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10.			- Lange (Valence)
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14.			
15.			



Mayor
ALBERT M. TOVES
Vice-Mayor

# Office of the Mayor

# Municipality of Tamuning-Tumon and Harmon

#120 Tun Jesus Crisostomo St. Tamuning, Guam 96913
P.O. Box 10513 Tamuning, Guam 96931
Telephone No.: (671) 646-5211/8646 Facsimile No.: (671) 646-5210
Email: teamtatuha2013@gmail.com



December 27, 2022

Melanie Mendiola
Chief Executive Officer/Administrator
GUAM ECONOMIC DEVELOPMENT AUTHORITY
590 S. Marine Corps Drive
Suite 511 ITC Building
Tamuning, GU 96913

RE: **DON QUIJOTE QC APPLICATION** 

Hafa Adai Administrator Mendiola:

I am very excited about the new retail complex known as the Village of Donki which is currently under construction in my village. At the construction groundbreaking earlier this year, I learned that this new shopping center will be home to world famous retailer, Don Quijote, which has hundreds of stores throughout Asia and the U.S. I believe this project will provide a much needed boost to our village by providing new retail stores and food outlets for Tamuning residents and that it will be a substantial benefit to Guam's economy through the creation of hundreds of new job opportunities for our people.

I am grateful to the Don Quijote company for its willingness to make this huge investment in Guam. I believe the grant of a GEDA Qualifying Certificate to Don Quijote would be an appropriate way for Guam to support and encourage this type of investment not only by Don Quijote but by other developers and who may be considering investing in Guam. Companies that have been granted GEDA QC's in the past have shown their gratitude by sponsoring local Tamuning community projects that provide activities for children, especially those from underprivileged backgrounds. Over the years, QC holders have been the most supportive companies of local community outreach programs. I am hopeful that the Don Quijote company would share this sentiment.

I support Don Quijote's QC application and I hope GEDA's Management and Board will support it as well. Should you have any questions, you may contact me at 671-480-4440.

Sincerely,

Louise C. Rivera

Mayor

259 MARTYR STREET, SUITE 100
HAGÅTÑA, GUAM 96910
P: 671.646.9355 F: 671.646.9403
WWW.CALVOFISHER.COM

writer's direct email: mpangelinan@calvofisher.com

January 20, 2023

#### VIA HAND DELIVERY AND EMAIL

Melanie Mendiola
Chief Executive Officer/Administrator
GUAM ECONOMIC DEVELOPMENT AUTHORITY
590 S. Marine Corps Drive
Suite 511 ITC Building
Tamuning, GU 96913

# RE: PAN PACIFIC RETAIL MANAGEMENT (GUAM), CO., LTD. -- APPLICATION FOR GEDA QUALIFYING CERTIFICATE

Hafa Adai Administrator Mendiola:

Our law firm represents Pan Pacific Retail Management (Guam), Co., Ltd. ("Pan Pacific Guam"). We hereby provide this written statement on behalf of Pan Pacific Guam in further support of its application to the Guam Economic Development Authority ("GEDA") for a Qualifying Certificate. We provided some of this information verbally at the public hearing on Pan Pacific Guam's application held in the GEDA conference room on December 28, 2022.

Pan Pacific Guam welcomes the opportunity to hear comments regarding its QC application from members of the public. Pan Pacific Guam takes the perspective of the public to heart because Pan Pacific Guam wants very much to become part of our island community and to earn the trust of Guam's people. The last thing Pan Pacific Guam would ever want would be to cause harm to any Guam business or to abuse any Guam investment incentive program. To the contrary, Pan Pacific Guam plans to provide huge benefits to Guam's economy and our people.

#### How will Pan Pacific provide huge benefits to Guam's economy and people?

- By building a 200,000 sq ft shopping center right in the middle of Guam.
- By bringing world renowned branded stores Don Quijote and Don Don Donki to Guam.
- By bringing Japan's largest dollar store, Daiso, to Guam.

These unique and iconic Japanese stores offer branded Japanese products that cannot be found in any other stores.

Melanie Mendiola Re: Pan Pacific Retail Management (Guam), Inc. Co., Ltd. January 20, 2023 Page 2 of 4

- By bringing several internationally known restaurants to Guam that have never been here before.

These internationally known restaurant brands will include Marugame Udon (Japan's largest udon franchise), Curry House CoCo Ichi (Japan's largest curry franchise) Santouka (Hokkaido ramen restaurant with locations across Asia, the U.S. and Canada) and Auntie Annie's (a U.S. pretzel franchise with over 1,200 shops worldwide). The Food Hall within the Village of Donki will also include a sushi restaurant with a state-of-the art ordering system in which diners place orders via a tablet online menu and the sushi comes out on a conveyor belt and stops right at the diner's table.

 By providing direct employment to hundreds of local residents and creating hundreds of additional jobs indirectly through their tenants, vendors and suppliers.

Through the jobs created by the Village of Donki retail center, Pan Pacific Guam will pay approximately \$7,000,000 in payroll to their employees annually. \$6,000,000 - \$7,000,000 in new tax revenue will be paid to GovGuam (mostly through GRT and taxes paid by employees).

#### Why should a shopping center be granted a QC?

This is an important question which has a very straight forward answer – because this particular type of shopping center is exactly the kind of investment that the QC law is designed to incentivize. This particular shopping center is an "improvement of real property for purposes which are specifically determined by the Authority to be beneficial, desirable, and necessary for the economic development of Guam." 12 G.C.A. § 58104(j).

The Village of Donki center will clearly be beneficial and desirable for all of the reasons set forth above. As for this project being necessary for the economic development of Guam, what could be more necessary coming out of a pandemic than creating 600 new local jobs, generating \$7,000,000 in tax revenue annually for Guam, and opening a world famous brand of retail store on Guam.

But there is an additional basis under Guam law that favors granting Pan Pacific Guam's QC application – 12 G.C.A. § 58104(i) – "tourism." The Don Don Donki store that will soon be located on Guam will not just be any Don Donki store – it will be the flagship store of all 670 stores within the Don Quijote family of branded stores worldwide. Out of all of the seven nations where Don Quijote branded stores are located, the Don Quijote company has

Melanie Mendiola Re: Pan Pacific Retail Management (Guam), Inc. Co., Ltd. January 20, 2023 Page 3 of 4

chosen Guam to be the location of its flagship store. Don Quijote, with its worldwide marketing network and infrastructure of 670 stores in seven countries (including 65 stores in the U.S. mainland and Hawaii) will use its network of stores as continuous advertising for Guam, promoting its flagship store on Guam, and just promoting Guam in general.

Pan Pacific Guam is also entitled to a QC under the "tourism" category of 12 G.C.A. §58104(i) for the following additional reasons:

- The new Don Donki flagship store will transform a once vacant lot that has remained idle and undeveloped on Guam for decades into a new and exciting retail complex.

This will bolster international confidence in Guam's economy and in our island's ability to rebound from the pandemic as a premier tourist destination.

- The new Don Donki flagship store will offer in-store United Airlines check-in counter service, an airport lounge, and a shuttle service (available to tourists and locals) to and from Tumon hotels, to and from Kmart, and to and from the Micronesia Mall.

No other retailer on Guam offers this service. This will provide added convenience to tourist and local shoppers alike and will benefit other retailers that market their stores and products to the visitor industry.

There is simply no question that the QC law supports granting a QC to Pan Pacific Guam for this exciting new facility. The Don Quijote company started this project before the pandemic hit and had to delay the construction while the island was in lockdown and while the world struggled to slowly recover. Many Guam investments that were planned pre-pandemic were cancelled once the pandemic hit and many businesses that operated on Guam pre-pandemic shut down and have never reopened. But the Don Quijote company stayed the course.

With all that has happened over the last few years with the pandemic and with the war in Ukraine creating supply chain challenges for retailers, the Don Quijote company could have cancelled this project, but they didn't. They continued to have faith in Guam and have proceeded with this project at its full scale and at great financial risk. The Don Quijote company is asking for Guam's support with a slight break only on income and property taxes to give its new local Guam affiliate, Pan Pacific Guam, the best possible chance of succeeding in this

Melanie Mendiola Re: Pan Pacific Retail Management (Guam), Inc. Co., Ltd. January 20, 2023 Page 4 of 4

venture and in bringing these tremendous benefits to our island, hopefully for many years to come.

Very sincerely,

**CALVO FISHER & JACOB LLP** 

Michael A. Pangelinan



#### Matthew Baza <mbaza@investguam.com>

# Pan Pacific Retail Management QC Application

2 messages

Michael A. Pangelinan <mpangelinan@calvofisher.com>

Fri, Jan 20, 2023 at 11:27 AM

To: "mbaza@investguam.com" <mbaza@investguam.com>, "ecamacho@investguam.com" <ecamacho@investguam.com> Cc: Janalynn Cruz Damian <jdamian@calvofisher.com>

Good morning Matthew and Ed:

Please see attached copy of a letter being hand delivered today to Administrator Mendiola on behalf of my client Pan Pacific Retail Management (Guam) Co, Ltd. in support of its QC application.

Regards, Mike

Michael A. Pangelinan

#### **CALVO FISHER & JACOB LLP**

259 Martyr Street, Suite 100

Hagåtña, Guam 96910

e: mpangelinan@calvofisher.com

t: 671-646-9355

f: 671-646-9403

www.calvofisher.com

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Ltr. to Melanie Mendiola re Pan Pacific QC.PDF 2361K

Matthew Baza <mbaza@investguam.com>

Fri, Jan 20, 2023 at 4:42 PM

To: "Michael A. Pangelinan" <mpangelinan@calvofisher.com>

Cc: "ecamacho@investguam.com" <ecamacho@investguam.com>, Janalynn Cruz Damian <jdamian@calvofisher.com>

Good afternoon Mr. Pangelinan,

Thank you for the attached letter. It will be included in the final hearing report.

Have a safe and enjoyable weekend.

Matthew

[Quoted text hidden]

## **Matthew Baza**

Business & Economic Development Supervisor

cid:BF9A66BE-1638-47DA-BBF5-5C6D879F0A12

590 South Marine Corps Drive, Suite 511 Tamuning, GU 96913

T 671.647.4332

F 671.649.4146

E matthew.baza@investguam.com

W investguam.com





Friday, January 20, 2023

Guam Economic Development Authority (GEDA)
Edward Camacho
Business and Economic Development Manager
590 S. Marine Corps, Dr.
Suite 511 ITC Building
Tamuning, GUAM 96913
Email: bolo@investguam.com

Email: help@investguam.com Phone: +1 671.647.4332 Fax: +1 671.649.4146

RE: Pan Pacific International Holdings (PPIH) Qualifying Certificate Application - Letter of Support

Dear Mr. Camacho:

Pacific Unlimited Inc. supports PPIH's Qualifying Certificate application. We believe that PPIH's improvement in real property with the construction of over 100,000 Square Feet of retail space in Tamuning is beneficial, desirable, and necessary for the economic development of Guam that will benefit the residents and tourist on Guam.

As a business owner we understand the large impact such an investment will have on ancillary business that will support PPIH's business activities. PPIH's investment will lead to taxable revenue from a plethora of business sectors from food and commodity wholesalers, warehousing, transportation, and rental tenants just to name a few. Additionally, the employment opportunities that such a large operation will bring will result in employment taxes and disposal income that will circulate throughout Guam's economy. Lastly, Guam has not seen a significant tourism related attraction in some time and as a fan of the Don Quixote stores in Japan we see value in the shopping experience The Village of Donki will have on the tourism sector. Thank you for the opportunity to express our support and we kindly ask for your consideration of PPIH's application.

Regards,

Michael Limtiaco Vice President

Pacific Unlimited Inc. dba Pacific Trucking & Fleet Services

Phone: (671) 473-4374, #206

Fax: (671) 564-0015 Mobile: (671) 888-6280

www.pacificunlimitedguam.com



#### Matthew Baza <mbaza@investguam.com>

## PPIH Support Letter

2 messages

Michael Limtiaco <mlimtiaco@pacificunlimitedguam.com> To: "mbaza@investguam.com" <mbaza@investguam.com> Fri, Jan 20, 2023 at 4:18 PM

Hafa Adai Matt,

Please see attached in support of PPIH's application.

Si yu'os ma'ase',

Michael Limtiaco

Vice President

Pacific Unlimited Inc. dba Pacific Trucking & Fleet Services

Phone: (671) 475-1058

Fax: (671) 473-4370

Mobile: (671) 888-6280

www.pacificunlimitedguam.com

包 134K PUI Letter or Support-PPIH QC Application.pdf

#### Matthew Baza <mbaza@investguam.com>

To: Michael Limtiaco <mlimtiaco@pacificunlimitedguam.com>

Fri, Jan 20, 2023 at 4:41 PM

Good afternoon Mr. Limitaco,

Thank you for your email and the attached letter of support. I will include it in the final hearing report.

Have a safe and enjoyable weekend.

Matthew

[Quoted text hidden]

#### Matthew Baza

Business & Economic Development Supervisor

cid:BF9A66BE-1638-47DA-BBF5-5C6D879F0A12

590 South Marine Corps Drive, Suite 511 Tamuning, GU 96913

671.647.4332

671.649.4146

Ε matthew.baza@investguam.com

investguam.com



#### February 10, 2023

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



Dear Administrator, Mendiola:

Pan Pacific Retail Management (Guam), CO., LTD (PPRM), a Guam Corporation, has submitted an application requesting the issuance of a Qualifying Certificate before the Guam Economic Development Authority.

This Applicant will conduct its business under the fictitious name of "Don Quijote" or "Don Don Donki."

PPRM states it is about to engage in the development of a tourist attraction and the "improvement of real property for the purposes ...beneficial, desirable, and necessary for the economic development of Guam (12 GCA §58104 (i)).

Pacific International Holdings Corporation ("PPIH"), the ultimate parent of Applicant PPRM, is a multinational company that operates 697 stores worldwide, including in Japan, Hawaii, California, Singapore, Hong Kong, Thailand, Malaysia, and Taiwan under the Don Quijote, Don Donki, or other brand names such as UNY, Apita, Marukai, Times, QSI, and Gelson's Markets.

The Project is scheduled to open in July 2023, coinciding with what specific projections estimate for a bounce back in tourism.

In Asia, Don Don Donki, also known as Don Quijote, is highly popular due to its vast range of affordable Japanese products. You can find most things there, including food, cosmetics, electronics, household items, etc. This company is also known as the most significant discount store in Japan.

Based on PPIH's worldwide operations with its Don Don Donki, also known as Don Quijote, it does not meet 12 GCA §58104 (i) Tourism requirement for the issuance of a Qualifying Certificate. The Applicant admits that there are over 600 such outlets in Japan alone. How could this Project be a "Tourist" attraction when its operations in Japan, South Korea, and other parts of Asia are widespread? Why would a Japanese tourist be attracted to Guam because we have a Don Don Donki store where they can walk down a street to one readily available in Japan?

The sharp decline in Guam's tourist numbers is mainly rooted in the fact that the Covid Pandemic has negatively affected worldwide travel by Asian countries and not because we don't have a

Don Don Donki store. Guam's tourist numbers will rebound once the issue of the Covid virus has been adequately addressed.

To claim entitlement of a Qualifying Certificate under 12 GCA §58104 (i) Tourism is equivalent to applying this entitlement to McDonald's, Wendy's, Macy's, and NAPA,... (to name a few) because these worldwide outlets will bring jobs construction projects, contribute to our economy, and are also tourist attractions.

However, claiming that your discount store and grocery facility is a tourist attraction does not meet the criteria under 12 GCA §58104 (i) Tourism because Guam has an abundant number of these types of outlets currently operating. The Qualifying Certificate Program under the "Tourism" criteria is to attract business activities that Guam does not provide or has inadequate facilities to meet the demand.

PPIH has stated that it will commence operations in July 2023. So in five months, PPIH will have acquired property, completed construction of their facility, and hired and trained a local workforce to service our island community without being awarded a Qualifying Certificate. As stated in their application, PPIH is an internationally successful corporation, so their decision to establish an outlet in Guam was made with a market study favorable to a successful and profitable venture. There is no need to attract a Don Don Donki store; it is already here.

The Applicant estimated their annual sales would be 200 million dollars (\$200,000,000.00). In addition, the Qualifying Certificate, if approved, will hand out a rebate of 75% in corporate tax for 20 years, a 75% rebate on individual shareholders' income tax for five years, 100% waiver on property tax, which means the over-the-life of the Qualifying Certificate, close to a billion dollars in lost revenue will be realized by the people of Guam.

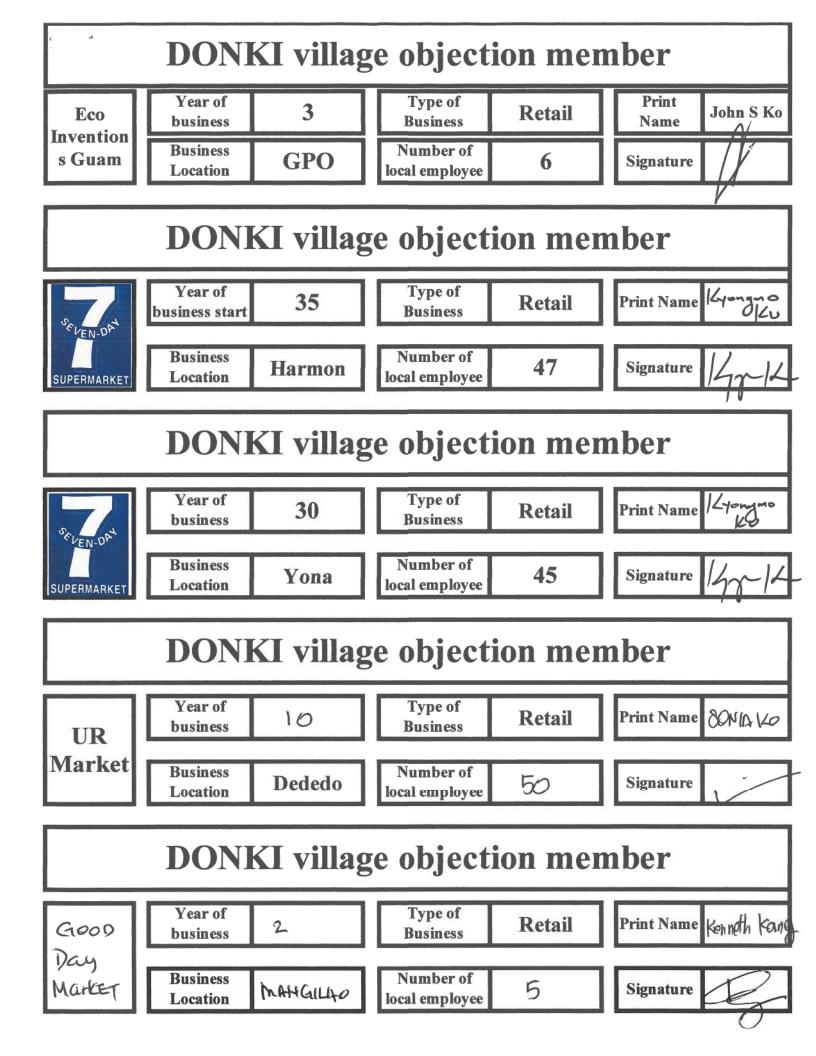
With or without a Qualifying Certificate, this discount and grocery store will open in about five months. This one is moving in record time compared to other Qualifying Certificate requests. I hope that this fast track is due to a more efficient review process.

I request that the Guam Economic Development Authority follow the letter and spirit of the law to deny this Applicant their request for a Qualifying Certificate in the best interest of the people of Guam.

Sincerely,

Concerned Taxpaver

Cc: Guam Legislature

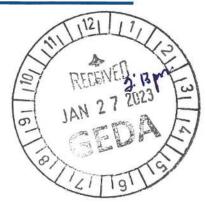


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27 January 2023

Ms. Melanie Mendiola Chief Executive Officer Guam Economic Development Authority 590 S. Marine Corps Dr. ITC Building, Suite 511 Tamuning, GU 96913



Håfa Ådai!

Recently the Guam Economic Development Authority received, and is now considering, an application for a qualifying certificate from Pan Pacific Retail Management (Guam) Co., Ltd. (applicant).

As you know, applicant is developing a retail establishment on Guam. See Application, Pan Pacific Retail Management (Guam) Co., Ltd. 21 November 2022. The business it intends to engage in is not materially different from that conducted at K Mart, Payless, Cost-U-Less, or any of the hundreds of other establishments large and small around the island. The only real difference is that these many other retailers bear there full burden of their tax obligation while applicant seeks to avoid as much as seventy-five percent (75%) of its share. It should be noted that Guam doesn't declare the applicant's avoided taxes as unnecessary, rather it will inevitably recover applicant's fair share from other taxpayers.

In making your recommendation to the Governor on the appropriateness of issuing a certificate, your agency will consider and make specific findings on the following: "(a) The impact of the Beneficiary's proposed activities upon established businesses and markets in Guam." 12 Guam Code Ann. §58109. It seems apparent that a retail establishment in possession of such a tremendous tax break will also possess an advantage over all competitors in the market. Our smaller retailers' pricing models will simply not be able to compete with that of the applicant.

 Address © 259 Matyr St, Suite 101C Hagåtña, Guam 96910



The retail sales industry on Guam is both mature and prevalent. No qualifying certificate is necessary to attract more retailers and the certificate and its attendant tax benefit would place our other businesses at a severe disadvantage. The qualifying certificate program is designed to help our economy grow but not at the expense of existing businesses.

Sinceremente,

Thomas J. Fisher

Alun.



## GUAM PREMIER OUTLETS

February 10, 2023

Melanie Mendiola Chief Executive Officer, Administrator Guam Economic Development Authority

Subject:

Petition to deny the QC request for Pan Pacific Retail Management (Guam),

CO, LTD. (PPRM)

Håfa Adai! It has come to our attention that Pan Pacific Retail Management (Guam), CO., LTD (PPRM), a Guam Corporation, has submitted an application requesting the issuance of a Qualifying Certificate to GEDA. They will conduct business under "Don Quijote" or "Don Don Donki." PPRM describes their business as a "tourist attraction" and therefore should be awarded special tax rebates or abatements via the QC. This request is unfair to local businesses, such as our tenants, who have made significant investments in Guam.

We feel that this would be a travesty to our already ailing economy if this is approved. We have retail and restaurant tenants who are still struggling as a result of COVID, yet they are paying their taxes to the Government of Guam. Most of our tenants at GPO are Nationally recognized tenants and tourists look forward to shopping or dining in their establishments. Wouldn't they be considered a "tourist attraction" as well? If this is the case, shouldn't they also qualify for a QC? We humbly ask that this request be denied.

Monte Mesa

Sinderely

General manager

\*Petition follows on page (2).

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GPO Petition to deny the QC request for Pan Pacific Retail Management (Guam), Co., LTD. to the GEDA Board of Directors 2.10.2023

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Name:	Robert O. William	Store: Cinalan
Name:		Store:

Tel: (671) 647-5003 Fax: (671) 646-6604

#### LAND

DEDEDO LOT: Off Chalan Castro/Dalalai St, Chance to own a great property near by the newly developed area. Asking \$135,000

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#### **CONDOS**

LADERA TOWER CONDO: Ladera Tower's spacious units offer breathtaking views from your private balcony. Relax in your jacuzzi after a long day, or head downstairs to enjoy some of Ladera Tower's other amenities, including two tennis courts, large swimming pool & jet spa, children's playground, 1900 square-foot fitness center with up to date equipment, and an aerobics room, or feel free to use one of the computers in the lobby where wireless Internet is available 24 hours a day. In addition to luxury living, Ladera Tower features 24 hour guard service, ample parking in the covered garage, and FULL backup generator.

Asking: \$325,000 - \$650,000

Dededo Home: Asking \$360,000



Asking \$2,205/mo. & \$2,450/mo.



First Hawaiian Bank Commercial Space: Asking \$2,612.80/mo.

All persons interested in this matter should write to The Company at the above address

#### **GOVERNMENT OF GUAM** BEFORE THE COMMISSIONER OF **BANKING & INSURANCE**

PMI Mortgage Insurance Co., in Rehabilitation Petitioner

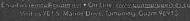
In the Matter of the Application for Withdrawal and to Permanently Discontinue the Transaction of Insurance Business In Guam pursuant to Title 22 GCA §15113

#### NOTICE OF INTENTION TO WITHDRAW

Notice is hereby given that PMI Mortgage Insurance Co. Of 3003 Oak Road, Suite 300, Walnut Creek, California, USA

> Intends to Withdraw and to Permanently Discontinue the Transaction of Insurance Business in Guam.

Or call I (800) 963-8849 or the Office of The Commissioner of Banking and Insurance At Barrigada, Guam at 671-635-1843/4/5/6











590 S. MARINE CORPS, DR. SUITE 511 ITC BLD TAMUNING, GUAM 96913 TEL (671) 647-4332 FAX (671) 649-4146 www.investguam.com

#### NOTICE OF PUBLIC HEARING

PLEASE TAKE NOTICE that

- 1. PUBLIC HEARING: In accordance with Chapter 58, Division 2, Title 12, Guam Code Annotated ("the QC Law") and pursuant to the Administrative Adjudication Law, GEDA will conduct a public hearing at GEDA's conference room, located at Suite 511 on the 5th floor of the ITC building, 590 South Marine Corps Drive, Tamuning, Guam on Wednesday, December 28, 2022 at 9:00 AM on the application of Pan Pacific Retail Management (Guam) Co., Ltd., (Applicant) for a Qualifying Certificate (QC), granting the applicant a rebate of up to 75% of corporate income taxes payable to the government of Guam for a period not to exceed 20 years on income received from activities identified in the QC, a rebate of up to 75% of income taxes payable to the government of Guam on the dividends of the Applicant for a period not to exceed 5 years, and an abatement of 100% of real property taxes payable to the government of Guam on real property used by the Applicant for activities identified in the QC for a period of up to
- 2. Applicant Address: The address of the Applicant is 134 W. Soledad Ave., Suite 401 Hagåtña, Guam 96910.
- 3. Nature of Hearing: The hearing shall be open to the public, and shall be conducted by GEDA's hearing officer pursuant to the rule of making procedures of the Administrative Adjudication Law. Oral and written statements will be received from anyone wishing to testify thereat, which statements will be incorporated into the record for the hearing.
- 4. Further Information: For further information on the hearing and on the Applicant, please contact GEDA's Business & Economic Development Division at 671-647-4332 or visit GEDA's office at the address above.
- 6. ADA Compliance: People with disabilities needing assistance are herby advised to contact GEDA at 671-647-4332.

Pursuant to the QC Law, costs for this ad are at the expense of the Applicant.

/s/ MELANIE MENDIOLA,
GUAM ECONOMIC DEVELOPMENT AUTHORITY CEO/ADMINISTRATOR



## GUAM ECONOMIC DEVELOPMENT AUTHORITY

NOTICE OF A PUBLIC HEARING ON AN APPLICATION TO THE GUAM ECONOMIC DEVELOPMENT AUTHORITY (GEDA) FOR A QUALIFYING CERTIFICATE AUTHORIZING THE ABATEMENT AND/OR REBATE OF CERTAIN GUAM TAXES

- 10 years.
- 5. Public Viewing: The meeting will be streamed live on GEDA's YouTube Channel at investguam.com/live.

little type use the classifieds whether you're buying, selling, or hiring

## CLASSIFIED **ADVERTISING** Only \$14.00 a Day/Column Inch



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\$15.58 PER HR\*

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4 - CEMENT MASON WITH 1 YEAR EXPERIENCE Performs cement mason duties for residential, commercial and government projects

\$15.66 PER HR\*

\$19.60 PER HR\*

- 3 HEAVY EQUIPMENT MECHANIC WITH 2 YEARS EXPERIENCE Performs heavy equipment mechanic duties for residential, commercial and government
- \$18.06 PER HR\* 3 - HEAVY EQUIPMENT OPERATOR WITH 1 YEAR EXPERIENCE Performs heavy equipment operator duties for residential, commercial and government projects.
- \$10.74 PER HR\* 15 - LANDSCAPE GARDENER WITH 3 MONTHS EXPERIENCE Performs landscape gardener duties for residential, commercial and government
- \$17,05 PER HR\* 4 - PIPE FITTER WITH 2 YEARS EXPERIENCE Performs pipe fitter duties for residential, commercial and government projects.

\*Work to be performed on DPRI-funded projects will be paid no less than the indicated wage rate, but may be paid more where special Devis-Bacon Act rates apply.

Successful applicant must be able to obtain military base access. Off-island hires must complete a health screening prior to working on Guam.

Benefits: Round-trip airfare for off-island hire; Food and lodging provided @ \$80.00 per week; local transportation from employer's designated lodging facility to/from jobalte; and employer/employee-paid medical insurance provided.

The job offer meets all <u>EEO requirements</u>, and initiates a temporary placement. The recruitment associated with this job offer is closely monitored by the Department of Labor. <u>Qualified</u>, available and willing <u>U.S. workers are highly encouraged to apply</u>. Should you qualify for the job and are not hired, you may appeal with the Department of Labor who will independently review the matter.

Apply in person at the American Job Center 414 W. Soledad Avenue, Suite 300 GCIC Building Hagatna, Guam Or apply online at www.hireguam.com; Enter Keyword: 2023-006



**GUAM ECONOMIC DEVELOPMENT AUTHORITY** 590 S. MARINE CORPS, DR. SUITE 511 ITC BLD TAMUNING, GUAM 96913 TEL (671) 647-4332 FAX (671) 649-4146 www.investguam.com

#### NOTICE OF APPLICATION

### FOR A QUALIFYING CERTIFICATE BEFORE THE GUAM ECONOMIC DEVELOPMENT AUTHORITY ("GEDA")

Filing of application.

Pan Pacific Retail Management (Guam) Co., Ltd. (the "Applicant"), filed its application on Tuesday, November 22, 2022 with GEDA for a Qualifying Certificate ("QC") pursuant

to Chapter 58, Title 12, Guam Code Annotated (the "QC Law").

Address.

The address of the Applicant is 134 W. Soledad Ave., Suite 401 Hagåtña, GU 96910.

Proposed investment.

Applicant is constructing and will operate a large-scale retail development and tourist attraction with retail shopping, food and beverage outlets, shuttle services, an airline check-in counter, and an airline lounge. The total amount of investment for the project is approximately \$114.6 million.

Benefits sought.

Applicant is applying for the following tax benefits pursuant to the QC Law:

- 1) a rebate of 75% of Corporate Income Taxes payable to the government of Guam on income received from activities identified in the Qualifying Certificate for a period of twenty (20) years.
- a rebate of 75% of Income Taxes payable to the government of Guam by shareholders of the Applicant on the dividends of the Applicant for a period of five (5) years.
- an abatement of 100% of Real Property Taxes payable to the government of Guam on real property used by the Applicant for activities identified in the Qualifying Certificate for a period of ten (10) years.

Name of Shareholder

Pan Pacific Retail Management (USA) Co.

801 Kaheka St. Honolulu, HI 96814

Pursuant to the QC Law, costs for this ad are at the expense of the Applicant. /s/ MELANIE MENDIOLA,
GUAM ECONOMIC DEVELOPMENT AUTHORITY CEO/ADMINISTRATOR

### VEHICLE FOR SEALED BID "AS IS"

## 1.2016 **MITSUBISHI LANCER GU005437**

UNITED PACIFIC COLLECTION AGENCY 671-648-8163

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#### LAW OFFICE OF JOHN C. TERLAJE

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> IN THE SUPERIOR COURT OF GUAM HAGÂTÑA, GUAM

IN THE MATTER OF THE ESTATE PRISCILLA SANCHEZ MESA.

Decedent

PROBATE CASE NO. PRO184-22

### **NOTICE TO CREDITORS**

NOTICE IS HEREBY GIVEN by the undersigned, RICHARD MESA. Executor of the Estate of PRISCILLA SANCHEZ MESA, decedent, to the creditors of, and all persons having claims against said estate or against said decedent, that within sixty (60) days after the first publication of this notice, they either file them with the necessary vouchers in the office of the Clerk of the Superior Court of Guam, Hagatna, Guam, or exhibit them with the necessary vouchers to the said RICHARD MESA, Executor, or to John C. Terlaie, his attorney, at Hagatna, Guam, the same being the place for the transaction of the said estate.

Dated this: 09/26/2022

RICHARD MESA

Executor

# GEDA FY2023 ORGANIZATIONAL CHART

