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**OUR MISSION**

GEDA's mission is to develop a sound and sustainable economy through innovative programs that preserve and promote local culture, economic opportunities and quality of Life.

**OUR VISION**

In 10 years, Guam has a robust 3rd industry, a vibrant and diverse small business community, where the economy supports a highly affordable quality of Life for the people of Guam.

**BOARD OF DIRECTORS**

**David J. John**  
*Chairman*

**Ernesto (Jun) V. Espaldon, Jr.**  
*Vice Chair*

**Siska S. Hutapea, MAI, SRA, AI-GRS, MRICS, R/W-AC, MRE**  
*Secretary*

**Andrew Park**  
*Director*

**Fe Valencia-Ovalles**  
*Director*

**EXECUTIVE MANAGEMENT**

**Melanie Mendiola**  
*CEO & Administrator*

**Carlos Bordallo**  
*Deputy Administrator*

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**ABOUT US**

Guam Economic Development Authority (GEDA) a public corporation (12GCA Chapter 50), was created by enabling legislation on August 21, 1965, under Public Law 8-80. Under PL8-80, the Authority has been given rather broad responsibility to the centralized direction, control, and supervision of an integrated plan for the economic development of Guam. GEDA focuses on key areas including new industry development, local business support services, compliance monitoring for tax credit and tax incentive programs, commercial loan programs, and government real property management. Additionally, GEDA is the Central Financial Manager for the Government of Guam and assists agencies with financial advisory services, capital financing, debt management, and annual financial reporting on debt instruments.

**WHO WE ARE**



**51**

**EMPLOYEES CARRY OUT THE MISSION OF GEDA**

**WHO WE SERVE**



**2,500+**

**BUSINESSES & NEW VENTURES**



**30**

**NON-PROFIT ORGANIZATIONS**



**200+**

**FOREIGN INVESTORS**



**70**

**GOVERNMENT ORGANIZATIONS**



Do you have suggestions on how we can improve our reporting? Please contact: **Melanie Mendiola** at 671-647-4332 or [mel.mendiola@investguam.com](mailto:mel.mendiola@investguam.com)

# PERFORMANCE

## ECONOMIC ASSISTANCE

### \$100 MILLION IN ECONOMIC ASSISTANCE TO SMALL BUSINESSES

GUAM SMALL BUSINESS PANDEMIC ASSISTANCE GRANT 2021

**\$16,787,701** | **1,898** TOTAL GRANT AWARDS | APPLICATIONS

THE COMMERCIAL FARMERS GRANT PROGRAM

**\$163,000** | **18** TOTAL GRANT AWARDS | APPLICATIONS

THE LOCAL EMPLOYERS' ASSISTANCE PROGRAM

**\$61,854,397** | **1,269** TOTAL GRANT AWARDS | APPLICATIONS

#### CHILD CARE ASSISTANCE PROGRAM

**7** CHILDCARE PROGRAMS LAUNCHED

**33** CHILD CARE GRADUATES INTRODUCED TO THE WORKFORCE

**1,073** VOUCHERS PROCESSED

**44** POTENTIAL NEW JOBSITE CHILD CARE CENTERS

THE CHILD CARE ASSISTANCE PROGRAM - STABILIZATION 2021

**\$18,000,000** | **45** TOTAL GRANT AWARDS | APPLICATIONS

CHILD CARE ASSISTANCE PROGRAM -SUPPORT 2022

**\$283,297** | **2** TOTAL GRANT AWARDS | APPLICATIONS

COMMUNITY CARE AND AFTER SCHOOL GRANT PROGRAM

**\$3,895,419** | **99** PROCESSED GRANT AWARDS | APPLICATIONS

RELATIVE CARE GRANT PROGRAM

**\$45,000** | **9** PROCESSED GRANT AWARDS | APPLICATIONS

## ECONOMIC DEVELOPMENT



RESUMED TRADE MISSION TRAVEL

**4**

TRADE MISSIONS ATTENDED

FIRST TIME PARTICIPANT IN SELECT USA SUMMIT 2022 AND HIGHLIGHTED FOREIGN INVESTMENT OPPORTUNITIES TO INVESTORS FROM AROUND THE WORLD



## INDUSTRY DEVELOPMENT

**6**

QUALIFYING CERTIFICATE APPLICATIONS

RELATED TO HEALTHCARE INSURANCE, AFFORDABLE HOUSING, CIRCULAR ECONOMY & RECYCLING, AND TOURISM



ADDED INCREASED TAX BENEFIT FOR THE RENOVATIONS AND OR EXPANSION OF EXISTING HOTEL PROPERTIES THROUGH THE SPECIAL HOTEL QC



ENACTED A NEW SPECIAL QC PROGRAM TO PROVIDE TAX INCENTIVES TO BUSINESSES THAT CONSTRUCT AND OPERATE ELDERLY HOUSING FACILITIES



GUAM PRODUCT SEAL (GPS) PROGRAM

**38**

PERMITS ISSUED



AWARDED A \$100,000 GRANT FROM U.S. SMALL BUSINESS ADMINISTRATION (SBA) TO DEVELOP A COMPREHENSIVE EXPORT DEVELOPMENT PROGRAM

**\$3M**

ALLOCATED TO ESTABLISH ADDITIONAL ECONOMIC RECOVERY PROGRAMS

## PUBLIC FINANCE



**\$256.6 M**

SALE OF GUAM POWER AUTHORITY (GPA) REVENUE REFUNDING BONDS AND ACHIEVING SAVINGS OF \$5.8 MILLION

**\$47 M**



SALE OF A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY OF GUAM GENERAL REVENUE BONDS AND ACHIEVING SAVINGS OF \$2.28 MILLION

## LOAN PROGRAMS

AGRICULTURE DEVELOPMENT FUND (ADF)

**1**

FARM LOAN ISSUED FOR \$50,000

GUAM DEVELOPMENT FUND ACT (GDFA)

**6**

COMMERCIAL LOANS ISSUED TOTAL: \$232,271

## COMPLIANCE

CONTINUED TO BE COMMITTED TO IMPROVING THE QUALITY OF LIFE FOR THE PEOPLE OF GUAM THROUGH SUSTAINABLE ECONOMIC OPPORTUNITIES AND PROGRAMS BY AWARDING GRANTS TO PROJECTS FOR HEALTH CARE, PUBLIC SAFETY, CULTURAL PRESERVATION, AND ECONOMIC DEVELOPMENT

**29**

GRANTS AWARDED

TOTALING

**\$663,086**

## REAL PROPERTY

**\$1.46M**

LEASE REVENUES GENERATED



**\$1.3M**

AWARDED FOR REPAIRS AND CONSTRUCTION OF PUBLIC MARKET FACILITIES



COMPLETED THE GUAM AQUACULTURE INDUSTRY FEASIBILITY STUDY

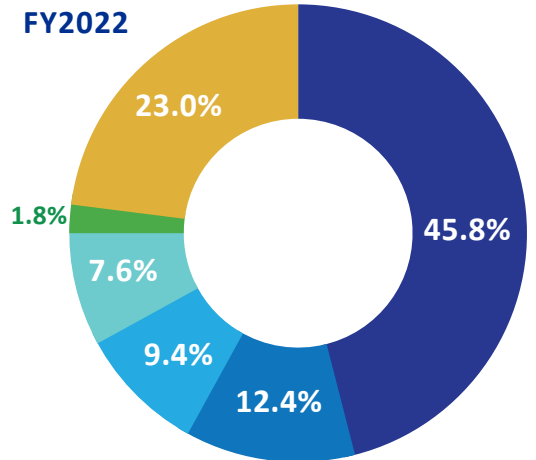


MANAGED THE MEDICAL ACTION PLAN GRANT FOR THE PLANNING AND EXECUTION OF A NEW GUAM MEDICAL CAMPUS

# FINANCES

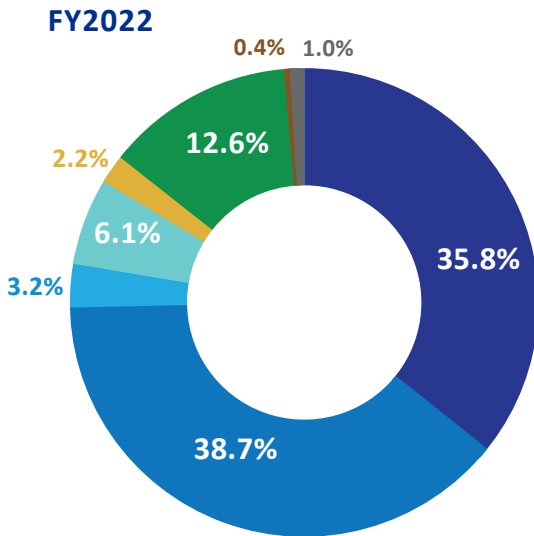
## OPERATING REVENUE

SOURCES	FY2022	FY2021	% change
GRANTS REVENUE (ADMINISTRATIVE COSTS)	\$5,392,245	\$188,123	2766%
QUALIFYING CERTIFICATE PROGRAM	\$1,464,822	\$1,500,788	-2%
BOND FEES EARNED	\$1,111,828	\$684,236	62%
INDUSTRIAL PARKS	\$892,375	\$1,239,573	-28%
GALC LEASE COMMISSION	\$207,058	\$166,953	24%
OTHERS	\$2,705,723	\$1,541,790	75%
<b>TOTAL OPERATING REVENUE</b>	<b>\$11,774,051</b>	<b>\$5,321,463</b>	<b>121%</b>



## OPERATING EXPENSES

SOURCES	FY2022	FY2021	% change
SALARIES & BENEFITS	\$2,523,520	\$2,209,773	14%
LEGAL & PROFESSIONAL SERVICES	\$2,725,429	\$240,479	1033%
MISCELLANEOUS	\$227,179	\$166,232	37%
OFFICE SPACE & EQUIPMENT RENT	\$430,486	\$209,192	106%
GRANTS EXPENSE	\$890,889	\$1,235,691	-28%
TRAVEL	\$151,637	\$5,876	2481%
DEPRECIATION & AMORTIZATION	\$25,760	\$25,464	1%
OTHERS	\$69,070	\$79,734	-13%
<b>TOTAL OPERATING EXPENSES</b>	<b>\$7,043,970</b>	<b>\$4,172,441</b>	<b>69%</b>



## CHANGES IN NET POSITION

	FY2022	FY2021
<b>REVENUES:</b>		
OPERATING REVENUES	\$9,068,328	\$3,779,673
SSBCI GRANTS REVENUE	\$30,775	\$21,247
TOBACCO SETTLEMENT REVENUE	\$2,674,948	\$1,520,543
	<u>\$11,774,051</u>	<u>\$5,321,463</u>
<b>OPERATING EXPENSES:</b>		
OPERATING EXPENSES	\$7,043,970	\$4,172,441
	<u>\$7,043,970</u>	<u>\$4,172,441</u>
OTHER INCOME (EXPENSE), NET	(\$4,480,505)	\$550,590
CHANGE IN NET POSITION	<u>\$249,576</u>	<u>\$1,699,612</u>
<b>NET POSITION AT BEGINNING OF YEAR</b>	<u>(\$13,896,932)</u>	<u>(\$15,596,544)</u>
<b>NET POSITION AT END OF YEAR</b>	<u>(\$13,647,356)</u>	<u>(\$13,896,932)</u>



# OUTLOOK

## AREAS OF FOCUS FOR THE COMING YEAR



### FURTHER STRENGTHEN GOVERNMENT SERVICES

- Continue advocacy for bond rating upgrades
- Guam Healthcare Campus Financing
- Simon Sanchez High School Financing



### SMALL BUSINESS DEVELOPMENT

- \$58.2 million SSBCI Program to assist small businesses
- Develop other assistance programs



### ECONOMIC DIVERSIFICATION INITIATIVES

- Transshipment
- Aquaculture
- Additive manufacturing
- Telecommunications



### PROMOTE SUSTAINABLE PRACTICES

- Continue QCCC Grant Series
- Guam Product Seal Program
- Childcare Grant Program



### DOING BUSINESS ON GUAM

- Improving access to capital
- Economic development trade missions



### ENHANCE AND MODERNIZE PROGRAMS AND SYSTEMS

- Qualifying Certificate Program
- Small business lending programs

## CHALLENGES

- GEDA over the years has been mandated by the I Liheslaturan Guåhan to perform duties that are not financially supported. All expenses incurred by GEDA to meet the unfunded mandates must come out of the agency's finite operating revenues.
- Land Availability/Loss - Property leases are the primary funding source of GEDA's operations. The vast majority of commercial leases under GEDA's purview were negotiated in the 70s and 80s. During that time, the primary goal of GEDA was to spur economic activity through attracting industrial and commercial development. Although accomplishing this goal, many leases are locked until the 2060s. Thus, the revenue generated is less able to sustain GEDA's continuing operations and initiatives into the future.
- P.L. 32-40 and later amended by P.L. 34-99 imposed a five (5) year duration limit on commercial leases. The law had unintended consequences for GEDA. This public law essentially created additional requirements to public land leasing, further complicated the process, and added additional time required to complete compliance with its process. This short-time period makes GEDA's commercial leases on available government-owned lands "less" attractive to potential developers.
- An example of an unfunded mandate includes GEDA's role as the Central Financial Manager and Consultant for the government of Guam. In recent years, GEDA had to record hundreds of thousands in write-offs from work done on anticipated financing request not completed for various reasons, primarily from failure to secure legislative support.
- GEDA is hampered by legislation that restricts GEDA's ability to receive bond fees, specifically P.L. 34-57 which states, "All fees that the Corporation may be eligible for resulting from its role as the Central Financial Manager for the government of Guam, shall be paid from the source of repayment for the bonds and other obligations and shall only be included in the amount borrowed for new bond issues if the fees are to be included as part of the first and second year's debt service as a 'principal only' or 'reduced interest' payment.