



# Destinu Guåhan

*A wholly owned subsidiary of the Guam Economic Development  
Authority*

*SEPTEMBER 2023*

# BACKGROUND

- On March 11, 2021, President Biden signed The American Rescue Plan Act, which provided \$10 billion to fund the State Small Business Credit Initiative (SSBCI) through the U.S. Treasury. SSBCI will fund state, territory, and Tribal government small business credit support and investment programs.
- The Guam Economic Development Authority (GEDA) has managed Guam's allocation from the Treasury on behalf of the Government of Guam since 2012.
- 2012 Allocation: \$13 million
- 2022 Allocation: \$59 million
  - \$51 million – General business lending
  - \$8 million – Socially Economic and Disadvantaged Individuals



# ABOUT DESTINU GUÅHAN

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To satisfy SSBCI grant requirements set by Treasury, GEDA formed a wholly owned subsidiary venture capital corporation pursuant to its authority granted by 12 GCA §50104(I). This subsidiary is called *Destinu Guåhan Venture Corporation*, with a five (5) member board of Directors.

- GEDA Currently has \$10 Million available to fund high growth start up companies, with a minimum 1:1 capital match from co-investors.
- The maximum investment amount will be \$1 Million per round. Additional rounds will be considered on a case-by-case basis.
- Return expectations at 5-10x or more if the company is successful.
- Funds must be the “cause and result” of the private investment into the business which must be documented.
- The business receiving funds must agree to compliance and reporting requirements (jobs created, private investment leveraged, etc.)



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# ABOUT DESTINU GUÅHAN

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## ***Goals of the program***

- Create and retain high-quality jobs
- Provide start-ups access to Seed, Early and Late Stage ventures by leveraging significant private capital investment
- Minimize administrative costs and maximize funding to Guam companies

## ***Target Industries:***

- Technology Park
- Modernized Aquaculture, Agriculture, Vertical Farming, Hatchery and Slaughterhouse
- Export Opportunities
- Manufacturing
- Other

## ***Stage of Funding***

- Seed/Early Stage
- Late Stage



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Venture capital is a form of financing where capital is invested into a company, usually a startup or small business, in exchange for equity in the company.

## ***Ineligible uses of proceeds***

- Acquire or hold passive investments
- Lobby
- Repay delinquent taxes
- Reimburse owners for previous funds expended
- Purchase any portion of the ownership interest of the business

## ***Ineligible business types***

- Speculative activities
- Lending or Investing (unless a CDFI)
- Pyramid sales
- Illegal gambling
- Gambling/Lotteries

***Contact GEDA for Destinu Guahan Guidelines***



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# DESTINU GUÅHAN – STEPS TO SECURE INVESTMENT

1. Contact GEDA for initial counseling
2. Prepare DRAFT Business Plan to include
  - Company and Management Team background
  - Venture Concept or Problem to be solved
  - Market Opportunity
  - Market Strategy
  - Technology – proprietary / patent protected
  - Manufacturing / Production strategy
  - 5-year revenue projections / margins / estimated return to investors
  - Funding requirements / timing
3. Finalize application based on GEDA feedback
4. Prepare VC slide show / presentation to Destinu Board



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