



# Fiscal Year 2026 Proposed Budget

Recommended & Certified by:

Carlo P. Budt A.

Christina O Garcia

Acting Chief Executive Officer/Administrator

Carlos P. Bordallo

Deputy Administrator

Siska Hutapea

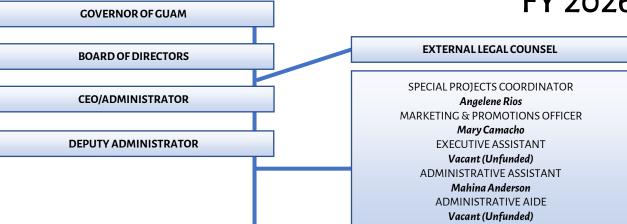
Charwoman

Doreen Crisostomo-Muna

**Board Secretary** 

Approved by:

### FY 2026 Organizational Chart



#### **BUSINESS & ECONOMIC DEVELOPMENT DIVISION**

BUSINESS & ECONOMIC DEV. MANAGER **Edward Camacho** 

 ${\tt BUSINESS} \ \& \ {\tt ECONOMIC} \ {\tt DEV}. \ {\tt ASSISTANT} \ {\tt MANAGER}$ 

Matthew Baza

INDUSTRY DEVELOPMENT SPECIALIST IV

Tria Chang

INDUSTRY DEVELOPMENT SPECIALIST III

Marie Reyes

INDUSTRY DEVELOPMENT SPECIALIST II

Lagrimas Lujan

INDUSTRY DEVELOPMENT SPECIALIST II

Vacant (Unfunded)

#### **SMALL BUSINESS DIVISION**

SMALL BUSINESS DIVISION MANAGER

Melvin Tabilas

SMALL BUSINESS DIVISION ASSISTANT MANAGER

Jennifer Calvo-Guzman

PROGRAM COORDINATOR II

Vacant (Funded)

PROGRAM COORDINATOR I

Justin Lin

#### **COMPLIANCE DIVISION**

**COMPLIANCE MANAGER** 

Antoinette Leon Guerrero

COMPLIANCE ASSISTANT SUPERVISOR

Tara Murakami

**COMPLIANCE SPECIALIST III** 

Jo Ann Cruz

COMPLIANCE SPECIALIST II

Johanna Borja

COMPLIANCE SPECIALIST I

Kirsten Cruz

#### ADMINISTRATIVE SERVICES DIVISION

ADMINISTRATIVE SERVICES MANAGER

Bernice Torres

ADMINISTRATIVE SERVICES ASSISTANT MANAGER

Vacant (Unfunded)

**ACCOUNTANT II** 

Johanna Pangelinan

ACCOUNTANT II

Raeann Lefever

Kucumi Ecicaci

**ACCOUNTANT I** 

Angela Reganit

ADMINISTRATIVE SERVICES OFFICER

Christina Merfalen

INFORMATION TECHNOLOGY OFFICER

Yong Kang Pak

PERSONNEL SPECIALIST I

Frances Ogo

**BUYER I** 

Cedrick Castillon

#### REAL PROPERTY DIVISION

REAL PROPERTY MANAGER

Diego Mendiola

REAL PROPERTY SUPERVISOR

Vacant (Unfunded)

PROGRAM COODINATOR IV

Jha'Aunie Leon Guerrero

PROGRAM COORDINATOR III

**Anthony Arriola** 

PROGRAM COORDINATOR II

Francine Bamba

PROGRAM COORDINATOR II

Patrick Guzman

PROGRAM COORDINATOR II

Ricardo Duenas

#### **PUBLIC FINANCE DIVISION**

PUBLIC FINANCE MANAGER

Vacant (Unfunded)

PUBLIC FINANCE ASSISTANT MANAGER

John San Nicolas

LOAN MANAGEMENT OFFICER

Gloria Molo

FINANCE ANALYST III

Vacant (Unfunded)

FINANCE ANALYST II

INAINCE ANALTST

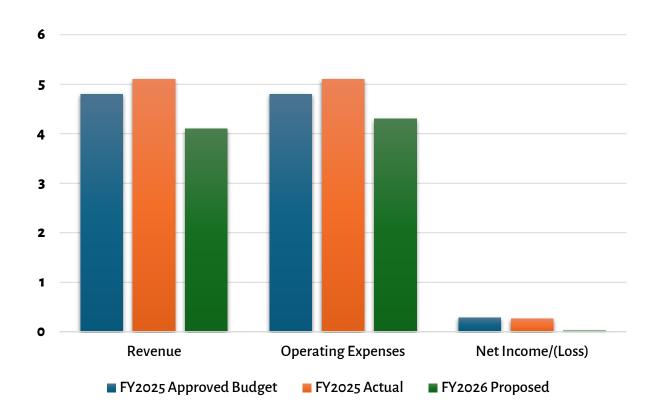
Celia Anderson

LOAN SERVICING REPRESENTATIVE II

Rachael Castro

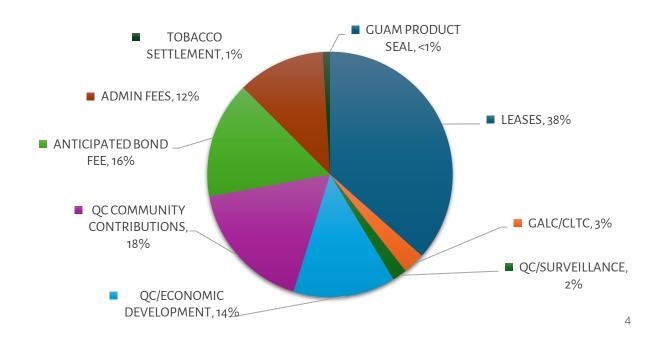
## **Budget Summary**

	FISCAL	FISCAL YEAR 2026	
BUDGET SUMMARY	APPROVED BUDGET	Projected Year-End	AMOUNT PROJECTED
REVENUE	4,770,716	5,128,596	4,077,760
OPERATING EXPENSES	4,749,603	5,135,526	4,322,743
NET OPERATING INCOME/(LOSS)	21,113	(6,930)	(244,983)
NON-OPERATING INCOME/LOSS	300,200	310,224	310,225
DEPRECIATION EXPENSE	40,000	40,000	43,000
NET INCOME/(LOSS)	281,313	263,294	22,242



## **Projected Revenues**

DEVENIUE CHAMA DV	FISCAL YEAR 2025		FISCAL YEAR 2026	VARIANCE	
REVENUE SUMMARY	APPROVED	Projected Year-End	PROJECTED	(%)	
OPERATING REVENUE					
ET CALVO MEMORIAL PARK	1,184,377	1,184,377	1,180,948	-0.3%	
HARMON INDUSTRIAL PARK	151,298	151,298	152,170	0.6%	
CABRAS INDUSTRIAL PARK	27,212	27,212	27,212	0.0%	
TOTAL LEASES:	1,362,887	1,362,887	1,360,331	-0.2%	
GALC/CLTC	185,865	202,357	137,099	-26.2%	
QC/SURVEILLANCE	65,605	65,605	67,105	2.3%	
QC/ECONOMIC DEVELOPMENT	802,500	592,550	572,500	-28.7%	
QC COMMUNITY CONTRIBUTIONS	750,000	750,000	750,000	0.0%	
ANTICIPATED BOND FEE	617,625	1,412,545	662,567	7.3%	
GRANT REVENUE	600,000	108,591	-	-100.0%	
ADMIN FEES	348,000	595,328	489,424	40.6%	
TOBACCO SETTLEMENT	37,484	37,484	37,484	0.0%	
GUAM PRODUCT SEAL	750	1,300	1,250	66.7%	
TOTAL OPERATING REVENUE:	4,770,716	5,128,596	4,077,760	-14.5%	
NON-OPERATING REVENUE					
INTEREST ON INVESTMENTS	100,000	110,000	110,000	10.0%	
INTEREST ON SAVING BANK ACCOUNTS	200	224	225	12.5%	
RESTRICTED - INVESTMENTS (GAIN/LOSS)	200,000	200,000	200,000	0.0%	
TOTAL NON-OPERATING REVENUE:	300,200	310,224	310,225	3.3%	
TOTAL REVENUE:	5,070,916	5,438,820	4,387,985	-13.5%	



# **Projected Expenses**

	FY	FY 2026 PROPOSED		
EXPENSES	AUTHORIZED (GEDA 100)	Projected Year- End (GEDA 100)	GEDA (100)	
SALARIES & BENEFITS				
TOTAL SALARIES & BENEFITS:	2,732,982	2,778,287	2,647,326	
TRAVEL				
TOTAL TRAVEL:	210,517	206,285	61,000	
ECONOMIC DEVELOPMENT & PROMOTIONS  TOTAL ECONOMIC DEVELOPMENT & PROMOTIONS:	108,200	85,000	116,200	
SUPPLIES & MATERIALS	100,200	83,000	110,200	
TOTAL SUPPLIES & MATERIALS:	4,500	4,500	4,500	
CONTRACTUAL SERVICES				
OFFICE SPACE	237,043	276,000	244,454	
LEGAL SERVICES	40,000		43,000	
INSURANCE	4,000	1,943	1,300	
AUDIT SERVICES	59,876	59,844	45,996	
COPIER LEASE	8,103	9,268	8,212	
OTHER PROFESSIONAL SERVICES	343,641	343,641	171,827	
GRANTS DISBURSEMENT	-	-		
SOFTWARE - LICENSING/MAINTENANCE	17,000	17,000	18,941	
MAINTENANCE- VEHICLES	2,500	30	2,500	
VEHICLE LEASE	-	-	18,405	
FUEL SERVICES	600	252	920	
POSTAL SERVICES	2,200	1,000	1,687	
SUBSCRIPTIONS & PERIODICALS	2,075	2,075	680	
ADVERTISING	11,500		17,000	
PRINTING & PHOTOCOPYING	500	500	500	
TOTAL CONTRACTUAL SERVICES:	729,638	763,687	575,422	
EQUIPMENT TOTAL EQUIPMENT:	5,000	261	2,500	
COMMUNICATION	5,000	201	2,500	
TELEPHONE - BASIC	1,928	1,928	1,917	
LONG DISTANCE	200		153	
WEBSITE	3,717	2,840	2,684	
ISP SERVICES	1,000		767	
TOTAL COMMUNICATIONS:			5,521	
MISCELLANEOUS				
RETIREE SUPPLEMENTAL/ME/DEN/LIFE	110,000	110,000	125,000	
BOARD STIPENDS	-	-	-	
CONTINGENCY	500	500	500	
REFRESHMENTS/ENTERTAINMENT	3,000	3,000	3,000	
TRAINING & DEVELOPMENT	78,090	72,406	25,103	
MEMBERSHIP DUES/FEES	7,630	7,190	5,000	
CABLE TV	1,200	1,200	915	
PTRS	500		500	
BANK CHARGES	1,000	1,000	1,000	
QCC GRANT DISBURSEMENT	750,000	1,096,042	750,000	
TOTAL MISCELLANEOUS:			910,273	
TOTAL OPERATIONAL EXPENSES:	4,749,603		4,322,743	
DEPRECIATION & AMORTIZATION	40,000		43,000	
CAPITAL OUTLAY	,5,530	, 0,000	39,000	
TOTAL EXPENSES:	4,789,603	5,175,526	4,404,743	
TOTAL LAI LINGLO.	4,709,003	3,173,320	4,404,743	

## **Industrial Park Leases**

E.T. CALVO MEMORIAL PARK	PROJECTED FY 2026 YEAR-END
Calvo Enterprises	\$ 3,872.41
Coral Reef Marine	28,225
Carpet Store	44,100
BMR	32,670
Fujita Property (Lot 1, Block 1)	60.064
Fujita Property (Lot 1/2, Block 6)	69,064
Guam Power Authority	102,240
Guam Power Authority	5,000
Pacific Charlie	26,400
Take Care - Dental Annex	
Take Care - Medical Center	427,450
Take Care - Parking Lot	
Tai Fa	34,848
B&B Copy Express	28,867
S.H. Enterprises	190,170
United States Postal Service	56,311
T.A. Enterprise	7,884
Thirty Nine, LLC	120,822
TOTAL ET CALVO	1,180,948
HARMON INDUSTRIAL PARK	
Anna Wang Kao	63,776
Guam Dry Cleaners (Lot 5165-2S-R4)	9,705
Guam Dry Cleaners (Lot 5165-2S-NEW)	7,821
Hanssem	3,300
Guahan Waste Control (4800 sq. ft.) & (11880 sq. ft.)	8,803
KDAuto	1,588
Charles Corn Ent.	43,718
RJM Pacific Properties	2,857
Hon Tai (Sign King)	1,955
Harmon Field Warehouse Joint Venture	9,027
TOTAL HARMON INDUSTRIAL PARK	152,170.44
GUAM ANCESTRAL LANDS COMMISSION	
TOTAL GUAM ANCESTRAL LANDS COMMISSION	137,099
CABRAS INDUSTIRAL PARK - ANNUAL	
Guam United Warehouse	27,212
TOTAL CABRAS	
TOTAL LEASES:	1,497,430

# **Qualifying Certificates**

HOTELINDUSTRY	PROJECTED FY2026	Purpose
City Hill Co (Guam) dba Guam Plaza Hotel	22,860	Surveillance
RIHGA Royal Laguan Guam Resort (Sheraton)	13,995	Surveillance
RIHGA Royal Laguan Guam Resort (Sheraton)	20,000	Economic Dev.
TNN Guam, Inc. dba TSUBAKI HOTEL	17,000	Surveillance
Total:	73,855	
TOURISM FACILITY & REAL PROPERTY IMPROVEMENT		
Pan Pacific Retail Management	3,000	
Pan Pacific Retail Management		TBD
Total:	3,000	
DOMESTICINSURER		
Century Insurance Company (Guam) LTD	1,000	Surveillance
Century Insurance Company (Guam) LTD	100,000	Economic Dev.
Marianas Captive Group, Inc	1,000	Surveillance
TakeCareInsurance Risk ManagementServices (TIRMS)	1,000	Surveillance
Total:	103,000	
MEDICALINDUSTRY		
Guam Regional Medical City	450,000	Economic Dev.
Guam Regional Medical City	2,000	Surveillance
Total:	452,000	
MANUFACTURING INDUSTRY		
Guam Brewery	2,000	Surveillance
Guam Brewery	2,500	Economic Dev.
Total:	4,500	
GUAM BASED TRUST		
Eun Family Trust	250	Surveillance
Total:	250	
TAX CREDIT		
National Football Association	1,500	Surveillance
National Tennis Federation	1,500	Surveillance
Total:	3,000	
OTHER (Potential)		Facura via Davi
Other pending		Economic Dev.
Total		
TOTAL QC REVENUES:	639,605	
Surveillance	67,105	
Economic Development	572,500	

## **Bond Fees**

FY 2026 PROJECTED BOND FEES				
AGENCY	PAR AMOUNT	GEDA FEES		
Simon Sanchez High School Lease-Leaseback Financing (PL 37-22)	166,365,000	362,730		
Department of Public Works Garvee (Nov 2024)	35,000,000			
US Bank Industrial Development Authority - GEDA Fees (Due February 1, 2025)		5,157		
Guam Waterworks 2016 Bond Refunding	132,340,000	294,680		
TOTAL:	333,705,000	662,567		

FY 2025				
PROJECTED BOND FEES			ACTUAL	
AGENCY	PAR AMOUNT	GEDA FEES	PAR AMOUNT	GEDA FEES
Simon Sanchez High School Lease-Leaseback Financing (PL 37-22)	166,365,000	362,730	-	-
Department of Public Works Garvee	35,000,000	100,000	-	-
US Bank Industrial Development Authority - GEDA Fees	-	4,895	-	4,895
Guam International Airport Authority (New)	46,695,000	150,000	67,810,000	193,120
Guam Waterworks Authority New Money Bond Financing			266,535,000	605,570
BPT Bond Refunding			266,480,000	608,960
BPT Bond Refunding	248,060,000	617,625	600,825,000	1,412,545