

Guam Product Seal APPLICATION

**GEDA
USE
ONLY**

Application # _____
Date Received _____
Application Fee (per category) ☐ \$25
Received By _____

• APPLICATION • FEE • INSPECTION • REVIEW • APPROVAL • CERTIFICATION •

1 NAME OF BUSINESS

(As it appears on the Guam business license)

(Doing business as)

2 BUSINESS ADDRESS (as it appears on the Guam business license)

Mailing Address

Location Address

Telephone No.

(671)

Fax No.

(671)

Point(s) of Contact (name and title): _____

Email Address(es): _____

Social Media Accounts (Please indicate which social media accounts you use with your usernames/handles)







3 BUSINESS LICENSE EXPIRATION DATE (Please attach current copy)

According to §72110, if you engage in the business of applying labor, by hand or with machinery, to raw materials or partially processed materials, resulting in substantial transformation of the materials into something useful, you'll need a manufacturing license in order to operate.

4 TYPE OF MANUFACTURER

☐ Hand Manufacturer

☐ Machine Manufacturer

☐ Home Industry

☐ Other (please specify) _____

5 TYPE OF BUSINESS

☐ Retail

☐ Wholesale

☐ Both

6 NUMBER OF EMPLOYEES

_____ # of Part-time

_____ # of Full-time

7 GROSS ANNUAL INCOME BEFORE TAXES (3 year average): _____

8 DESCRIPTION OF GOODS (Description of goods in sufficient detail; Include branded names of products - i.e. Biha Bunelos, Rosie's Rosketi, etc. Please add additional sheet if necessary.)

9 PRODUCT CATEGORIES Please indicate which categories your products fall into. *Application fee (\$25) will be applied to each category.

☐ ACCESSORIES	☐ FOOD	☐ Fragrance	☐ SOUVENIR
☐ APPAREL	☐ Breads	☐ Skincare	☐ WOOD
☐ ART	☐ Confectionery	☐ Vitamins & Supplements	☐ Carving
☐ BABY	☐ Meats & Eggs	☐ HOME	☐ Laser
☐ BOOKS	☐ Noodles	☐ Bedding	☐ OTHER:
☐ BEVERAGES	☐ Denanche	☐ Furniture	_____
☐ Alcohol	☐ Sauces & Spreads	☐ Home Decor	_____
☐ Coffee/Tea	☐ Snacks	☐ JEWELRY	_____
☐ Soda/Water	☐ HEALTH & BEAUTY	☐ Cultural	_____
☐ CANDLES	☐ Bath & Body	☐ Fashion	_____
☐ CARDS/CALENDARS	☐ Cosmetics	☐ SOLAR ENERGY	_____

10 DETAILED DESCRIPTION OF MANUFACTURING PROCESS(ES) to be given in the presence of an official GEDA employee.

11 MANUFACTURING COST BREAKDOWN A cost breakdown must be included for each type of item you are registering. Attached a sheet of breakdowns if you have more than one type of item. Please see next page for explanation and samples.

§ 50206. Eligibility. The Guam Product Seal may be used only on a product manufactured on Guam that results from a substantial transformation of the materials used in the creation of the product and for which a minimum of fifty percent (50%) of the value of the product has been added on Guam.

Locally Purchased Materials (excluding machinery) FORMULA: Cost of locally purchased materials ÷ Quantities of items made	A	
Imported Materials (excluding machinery) FORMULA: Cost of imported material ÷ Quantities of items made	B	
Wholesale Price (or Retail if sold directly to consumer)	C	
Guam Added Value (GAV) Cost FORMULA: D = C - B	D	
Guam Product Seal (GPS) Eligibility Percentage (%) FORMULA: E = D ÷ C	E	

12 CERTIFICATION

It is hereby certified that this form is as presented and attested to be in my presence the party named herein.

13 I certify that all statements made and **ALL INFORMATION CONTAINED IN THIS GUAM PRODUCT SEAL APPLICATION ARE TRUE AND CORRECT.** I am aware of the penalties provided for false representation.

Signature

Date

Print Name

Title

MANUFACTURING COST BREAKDOWN

LOCALLY PURCHASED MATERIALS *(excluding machinery)*

The cost of **LOCALLY PURCHASED** raw materials and components that are used to create a product.
Items can include raw materials, packaging, label printing, overhead costs (rent, utilities, etc.), and direct labor.

FORMULA: Cost of locally purchased materials ÷ Quantities of items made

A

IMPORTED MATERIALS *(excluding machinery)*

The cost of **IMPORTED** raw materials and components that are used to create a product.

FORMULA: Cost of imported material ÷ Quantities of items made

B

WHOLESALE PRICE *(or Retail if sold directly to consumer)*

Wholesale Price = Total Cost Price + Profit Margin

C

GUAM ADDED VALUE (GAV) COST *(The GAV includes Profit Margin)*

GAV = Wholesale Price - Imported Materials

FORMULA: D = C - B

D

‘Value added’ shall be the difference between the wholesale price of the product, if sold at wholesale, or the retail price of the product, if sold directly by the manufacturer, and the sum of both the total landed cost of all material components of the product that have been brought into Guam and the total landed cost of materials, excluding machinery used in the production process that have been brought into Guam.

GUAM PRODUCT SEAL (GPS) ELIGIBILITY PERCENTAGE (%)

GPS Eligibility = GAVC ÷ Wholesale Price

FORMULA: E = D ÷ C

E

§ 50206. Eligibility. The Guam Product Seal may be used only on a product manufactured on Guam that results from a **substantial transformation of the materials used in the creation of the product and for which a minimum of fifty percent (50%) of the value of the product has been added on Guam.**

	SAMPLE	WOODEN SOUVENIRS
A	\$ 17.50	I purchase approximately \$17.50 worth of materials per souvenir I make.
B	\$ 0.00	I do not import any raw materials and make 250 wooden souvenirs monthly.
C	\$ 35.00	I wholesale each item for an average of \$35.00
D	\$ 35.00	My GAV Cost is \$35.00 per item that includes all materials purchased locally and my profit margin.
E	100%	My GAV percentage meets the required 50% minimum.

	SAMPLE	SOAPS/OILS
A	\$ 0.30	I purchase \$300 worth of materials each month to make 1,000 soaps and oils.
B	\$ 2.50	I import \$2,500.00 worth of raw materials each month to make 1,000 soaps and oils monthly.
C	\$ 4.00	I wholesale each item for an average of \$4.00
D	\$ 1.50	My GAV Cost is \$1.50 per item that includes all materials purchased locally and my profit margin.
E	38%	My GAV percentage DOES NOT MEET the required 50% minimum.