Opportunities to Grow Our Economy

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GUAM ECONOMIC DEVELOPMENT AUTHORITY
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GEDA’s Mission

Our mission is to develop a sound and sustainable economy through innovative programs that preserve and promote local culture, economic opportunities and quality of life.
GEDA’s Core Services

- Attract private investment to our island through our tax incentive programs.
- Manage real property owned by various GovGuam Agencies.
- Issue debt on behalf of the Government of Guam in the municipal bond market.
- Manage community programs:
  - Guam Product Seal
  - Lending Programs
  - Guam Film Office
Opportunity Zones

Investments made in these Opportunity Zones allow for individual taxpayers who become self-certified through Qualified Opportunity Funds to claim tax benefits. These funds will be afforded a deferment in part or whole or an overall elimination of federal taxes on capital gains.
Opportunity Zones

1. Idea
2. Agency/GEDA
3. Highest and best use
4. Feasibility Study
5. GEDA
6. Project Presentation
7. Issues RFP to lease/develop
8. Investor/Developer
9. Selects Projects
10. Responds to RFP
11. Agency
12. Selects Developer
13. GEDA
14. Support the investor through QC if applicable.
15. Investor
16. Builds
17. Developer/Third Party
18. Hires
19. Operates
20. Pays lease payment
21. Agency
22. Receives Payment
Planning Considerations for Opportunity Zones

Is there revenue generation potential?

Is the proper infrastructure in place?

Are there environmental considerations to be aware of?

Is there a skilled workforce ready and able to work on the project?

Is there any special legislation or regulations surrounding the use of the land?

Have you looked into any “sensitive issues”? (e.g. past failed projects, hazards, stakeholder feedback, etc.)
Planning Considerations continued...

Who is your project’s “Visionary”?  
Who are your potential developers? 
How will you manage your stakeholders? 
What will be the evolution of stakeholders from inception to implementation?
GEDA’s Opportunity Zones Work Groups

CEDS Work Group
- CEDS Team
- Business Development Team
- Technology Team

Opportunity Zones Subcommittee
- Chairman – George Chiu

Advisors
University of Guam SBPA Fanomnakkan 2019 Capstone Groups
Action Items

If your project is not in the CEDS, it should be.

Upon acceptance, consider applying for an EDA grant for feasibility.

If feasibility is already determined, work with GEDA to position your project for potential investors.
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