

I Mina'trentai Sais Na Liheslaturan Guåhan
BILL STATUS

BILL NO.	SPONSOR	TITLE	DATE INTRODUCED	DATE REFERRED	CMTE REFERRED	PUBLIC HEARING DATE	DATE COMMITTEE REPORT FILED	FISCAL NOTES	NOTES
170-36 (LS)	Frank Blas Jr. Joe S. San Agustin V. Anthony Ada	AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.	8/5/21 12:19 p.m.	8/9/21	Committee on General Government Operations, Appropriations, and Housing	9/14/21 1:30 p.m.	10/11/21 9:30 a.m.	Request: 8/10/21 8/17/21	



SENATOR JOE S. SAN AGUSTIN

COMMITTEE ON GENERAL GOVERNMENT OPERATIONS, APPROPRIATIONS & HOUSING
I MINA'TRENTAI SAIS NA LIHESLATURAN GUÅHAN

September 27, 2021

The Honorable Therese M. Terlaje
Speaker

I Mina'trentai Sais Na Liheslaturan Guåhan
163 Chalan Santo Papa
Hagåtña, Guam 96910

VIA: The Honorable Amanda L. Shelton 
Acting Chairperson, Committee on Rules

RE: Committee Report on Bill No.170-36 (LS) As Amended

Dear Speaker Terlaje:

Transmitted herewith is the Committee Report on **BILL NO.170-36 (LS)** - As Introduced by Frank Blas Jr., Joe S. San Agustin, and V. Anthony Ada. As Amended by the Committee on General Government Operations, Appropriations, and Housing. **"AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM."**

Committee votes are as follows:

4 TO DO PASS



TO NOT PASS

1 TO REPORT OUT ONLY



TO ABSTAIN



TO PLACE IN INACTIVE FILE

COMMITTEE ON RULES
RECEIVED:

September 27, 2021

11:12 A.M.

Respectfully,

Senator Joe S. San Agustin
Chairperson, Committee on Appropriations



SENATOR JOE S. SANAGUSTIN

I Mina' trentai Singko na Liheslaturan Guåhan

CHAIRMAN, COMMITTEE ON GENERAL GOVERNMENT OPERATIONS, APPROPRIATIONS, AND HOUSING

COMMITTEE REPORT

BILL NO. 170-36 (LS)

As Introduced by Senators: Frank Blas Jr. / Joe S. San Agustin / V. Anthony Ada

AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

(VIRTUAL PUBLIC HEARING)

September 14, 2021



SENATOR JOE S. SAN AGUSTIN

COMMITTEE ON GENERAL GOVERNMENT OPERATIONS, APPROPRIATIONS & HOUSING
I MINA'TRENTAI SAIS NA LIHESLATURAN GUÅHAN

September 27, 2021

MEMORANDUM

TO: ALL MEMBERS

Committee on General Government Operations, Appropriations, and Housing

From: Senator Joe S. San Agustin

Committee Chairperson

Subject: Committee Report on Bill No. 170-36 (LS) As Introduced

Transmitted herewith is the Committee Report on **BILL NO. 170-36 (LS)** As Introduced by Frank F. Blas Jr., Joe S. San Agustin, and V. Anthony Ada. **"AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM."**

This report includes the following:

- Copy of COR Referral of Bill No. 170-36 (LS)
- Notices of Public Hearing and Other Correspondence
- Copy of Public Hearing Agenda
- Public Hearing Sign-in Sheet
- Submitted Written Testimony and Supporting Documents
- Committee Report Digest
- Copy of Bill No. 170-36 (LS) As introduced
- Copy of Fiscal Note from Bureau of Budget and Management Research
- Committee Vote Sheet

Please take the appropriate action on the attached vote sheet, Your Attention to this matter is greatly appreciated. Should you have any questions or concerns, please do not hesitate to contact me.

Si Yu'os Ma'ase!

SENATOR, Joe S. San Agustin
Chairman



Vice Speaker

TINA ROSE MUÑA BARNES

CHAIRPERSON, COMMITTEE ON RULES

I Mina'trentai Sais Na Liheslaturan Guåhan

GUAM CONGRESS BUILDING
163 CHALAN SANTO PAPA
HAGATÑA, GUAM 96910
TEL 671-472-2461
COR@GUAMLEGISLATURE.ORG

August 9, 2021

MEMO

To: **Rennae Meno**
Clerk of the Legislature

Attorney Ana Won Pat-Borja
Legislative Legal Counsel

From: **Senator Amanda L. Shelton**
Acting Chairperson, Committee on Rules

Re: **Referral of Bill No. 170-36 (LS)**

Håfa Adai,

As per my authority as Acting Chairperson of the Committee on Rules and subject to §6.01(d)(1), Rule VI of our Standing Rules, I am forwarding the referral of Bill No. 170-36 (LS) – Frank Blas, Jr., Joe S. San Agustin, V. Anthony Ada - "AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM."

Please ensure that the subject bill is referred to the **Committee on General Government Operations, Appropriations, and Housing**, chaired by Senator Joe S. San Agustin.

I also request that the same be forwarded to the prime sponsor of the subject bill.

If you have any questions or concerns, please feel free to contact Mary Maravilla, Committee on Rules Director at 472-2461.

Thank you for your attention to this important matter.

Respectfully,

Senator Amanda L. Shelton
Acting Chairperson, Committee on Rules





Catherine Leon Guerrero <cathy.sensorsa@gmail.com>

First Notice of Public Hearing on Tuesday, September 14, 2021

1 message

Rose Mesa <rose.sensorsa@gmail.com>

Tue, Sep 7, 2021 at 11:18 AM

To: phnotice@guamlegislature.org

Cc: Management Information System <mis@guamlegislature.org>, Tom Unsioy <sgtarms@guamlegislature.org>, Joe San Agustin <protocol@guamlegislature.org>, ed pocaigue <siedpocaigue@gmail.com>

Bcc: cathy.sensorsa@gmail.com

September 7, 2021

To: All Honorable Senators, Stakeholders and Media**From: Senator Joe S. San Agustin, Chairman****Subject: First Notice of Public Hearing on Tuesday, September 14, 2021***Buenas yan Håfa Adai!*

In accordance with the Open Government Law, relative to notices for public meetings, please be advised that the Committee on General Government Operations, Appropriations and Housing will convene a public hearing on **Tuesday, September 14, 2021 beginning at 1:30 p.m. in / Liheslaturan Guåhan's Public Hearing Room** (Guam Congress Building, Hagåtña).

The Committee will hear and accept testimony on the following:

1:30 p.m.

Bill No. 172-36 (LS) - Joe S. San Agustin / Clynton E. Ridgell / Tina Rose Muña Barnes / Frank Blas Jr. / Amanda L. Shelton / Jose "Pedro" Terlaje

AN ACT TO APPROPRIATE THREE MILLION FIVE HUNDRED THOUSAND DOLLARS (\$3,500,000) FROM THE REVENUES RECEIVED PURSUANT TO CHAPTER 42 OF TITLE 11 GUAM CODE ANNOTATED, TO THE GUAM PRESERVATION TRUST FOR THE PURPOSE OF THE REVITALIZATION AND RENOVATION OF THE HISTORIC FORMER FRANCISCO Q. SANCHEZ ELEMENTARY SCHOOL PROPERTY UNDER THE JURISDICTION OF THE UMATAC MAYOR'S OFFICE.

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Bill No. 170-36 (LS) - Frank Blas Jr. / Joe S. San Agustin / V. Anthony Ada

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PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

The hearing will be broadcast on local television, GTA Channel 21, Docomo Channel 117/112.4 and streamed online via *I Liheslaturan Guåhan's* live feed. A recording of the hearing will be available online via Guam Legislature Media on YouTube after the hearing.

In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Joe S. San Agustin at senatorjoessanagustin@gmail.com.

We look forward to your participation!

Un Dangkolo Na Si Yu'os Ma'åse'

Very Respectfully,

RoseMarie T. Mesa

Office Manager

I Mina'trentai sais Na Liheslaturan Guåhan

(Thirty-Sixth Guam Legislature)

Senator Joe S. San Agustin

Committee on General Government Operations, Appropriations, and Housing

Office: 671-989-5445

Email: rose.senatorsa@gmail.com



Catherine Leon Guerrero <cathy.senatorsa@gmail.com>

CHANGE 1 - First Notice of Virtual Public Hearing on Tuesday, September 14, 2021

1 message

Rose Mesa <rose.senatorsa@gmail.com>

Wed, Sep 8, 2021 at 9:35 AM

To: phnotice@guamlegislature.org, umatacmo@gmail.com

Cc: Management Information System <mis@guamlegislature.org>, Tom Unsiog <sgtarms@guamlegislature.org>, ed pocaigue <siedpocaigue@gmail.com>, Joe San Agustin <protocol@guamlegislature.org>

September 8, 2021

To: All Honorable Senators, Stakeholders and Media**From: Senator Joe S. San Agustin, Chairman****Subject: CHANGE 1 - First Notice of Virtual Public Hearing on Tuesday, September 14, 2021***Buenas yan Håfa Adai!*

In accordance with the Open Government Law, relative to notices for public meetings, please be advised that the Committee on General Government Operations, Appropriations and Housing will convene a virtual public hearing on **Tuesday, September 14, 2021 beginning at 1:30 p.m.** using the Legislature's virtual Zoom platform.

The Committee will hear and accept testimony on the following:

1:30 p.m.

Bill No. 172-36 (LS) - Joe S. San Agustin / Clynton E. Ridgell / Tina Rose Muña Barnes / Frank Blas Jr. / Amanda L. Shelton / Jose "Pedro" Terlaje

AN ACT TO APPROPRIATE THREE MILLION FIVE HUNDRED THOUSAND DOLLARS (\$3,500,000) FROM THE REVENUES RECEIVED PURSUANT TO CHAPTER 42 OF TITLE 11 GUAM CODE ANNOTATED, TO THE GUAM PRESERVATION TRUST FOR THE PURPOSE OF THE REVITALIZATION AND RENOVATION OF THE HISTORIC FORMER FRANCISCO Q. SANCHEZ ELEMENTARY SCHOOL PROPERTY UNDER THE JURISDICTION OF THE UMATAC MAYOR'S OFFICE.

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Bill No. 170-36 (LS) - Frank Blas Jr. / Joe S. San Agustin / V. Anthony Ada

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PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

Written testimonies should be addressed to Sen. Joe S. San Agustin, Chairman and sent via email to: senatorjoessanagustin@gmail.com or hand delivered to: Ran Care Bldg. Suite B3 761 S. Marine Corps Drive Tamuning, Guam 96931.

The hearing will be broadcast on local television, GTA Channel 21, Docomo Channel 117/112.4 and streamed online via *I Liheslaturan Guåhan*'s live feed. A recording of the hearing will be available online via Guam Legislature Media on YouTube after the hearing.

In compliance with the Americans with Disabilities Act, individuals requiring special accommodations or services should contact the Office of Senator Joe S. San Agustin at senatorjoessanagustin@gmail.com.

We look forward to your participation!

Un Dangkolo Na Si Yu'os Ma'åse'

Very Respectfully,

RoseMarie T. Mesa

Office Manager

I Mina'trentai sais Na Liheslaturan Guåhan

(Thirty-Sixth Guam Legislature)

Senator Joe S. San Agustin

Committee on General Government Operations, Appropriations, and Housing

Office: 671-989-5445

Email: rose.senatorsa@gmail.com

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To unsubscribe from this group and stop receiving emails from it, send an email to phnotice+unsubscribe@guamlegislature.org.



Second Notice of Virtual Public Hearing on Tuesday, September 14, 2021

1 message

Rose Mesa <rose.senatorsa@gmail.com>

Fri, Sep 10, 2021 at 8:52 AM

To: phnotice@guamlegislature.org

Cc: Management Information System <mis@guamlegislature.org>, Tom Unsiog <sgtarms@guamlegislature.org>,

Joe San Agustin <protocol@guamlegislature.org>, ed pocaigue <siedpocaigue@gmail.com>

September 10, 2021

To: All Honorable Senators, Stakeholders and Media

From: Senator Joe S. San Agustin, Chairman

Subject: Second Notice of Virtual Public Hearing on Tuesday, September 14, 2021

Buenas yan Håfa Adai!

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Bill No. 172-36 (LS) - Joe S. San Agustin / Clynton E. Ridgell / Tina Rose Muña Barnes / Frank Blas Jr. / Amanda L. Shelton / Jose "Pedro" Terlaje

AN ACT TO APPROPRIATE THREE MILLION FIVE HUNDRED THOUSAND DOLLARS (\$3,500,000) FROM THE REVENUES RECEIVED PURSUANT TO CHAPTER 42 OF TITLE 11 GUAM CODE ANNOTATED, TO THE GUAM PRESERVATION TRUST FOR THE PURPOSE OF THE REVITALIZATION AND RENOVATION OF THE HISTORIC FORMER FRANCISCO Q. SANCHEZ ELEMENTARY SCHOOL PROPERTY UNDER THE JURISDICTION OF THE UMATAC MAYOR'S OFFICE.

Bill No. 171-36 (LS) - Frank Blas Jr. / Joe S. San Agustin / V. Anthony Ada

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We look forward to your participation!

Un Dangkolo Na Si Yu'os Ma'àse'

Very Respectfully,

RoseMarie T. Mesa

Office Manager

I Mina'trentai sais Na Liheslaturan Guåhan

(Thirty-Sixth Guam Legislature)

Senator Joe S. San Agustin

Committee on General Government Operations, Appropriations, and Housing

Office: 671-989-5445

Email: rose.senatorsa@gmail.com



Office of

SENATOR Joe S. San Agustin

I Mina' trentai Sais na Liheslaturan Guåhan Thirty-Sixth Guam Legislature

VIRTUAL PUBLIC HEARING
Tuesday, September 14, 2021
Legislature's Virtual Zoom Platform

AGENDA

1:30 p.m.

Bill No. 172-36 (LS) - Joe S. San Agustin / Clynton E. Ridgell / Tina Rose Muña Barnes / Frank Blas Jr. / Amanda L. Shelton / Jose "Pedro" Terlaje

AN ACT TO APPROPRIATE THREE MILLION FIVE HUNDRED THOUSAND DOLLARS (\$3,500,000) FROM THE REVENUES RECEIVED PURSUANT TO CHAPTER 42 OF TITLE 11 GUAM CODE ANNOTATED, TO THE GUAM PRESERVATION TRUST FOR THE PURPOSE OF THE REVITALIZATION AND RENOVATION OF THE HISTORIC FORMER FRANCISCO Q. SANCHEZ ELEMENTARY SCHOOL PROPERTY UNDER THE JURISDICTION OF THE UMATAC MAYOR'S OFFICE.

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Committee Chairman: General Government Operations, Appropriations, & Housing

Ran - Care Commercial Building, CBU #230, 761 South Marine Corps Dr., Tamuning, Guam 96913
Tel: (671) 989-5445 * Fax: (671) 969-6737 * email: senatorjoessanagustin@gmail.com



Office of
SENATOR Joe S. San Agustin
I Mina'trentai - Sais na Liheslaturan Guåhan, Thirty-Sixth Guam Legislature

Virtual Public Hearing Sign-in Sheet

September 14, 2021 • 1:30 p.m. • Legislature's Virtual Zoom Platform

Bill No. 170-36 (LS) - Frank Blas Jr. / Joe S. San Agustin / V. Anthony Ada AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

NAME	AGENCY OR ORGANIZATION (IF ANY)	SUPPORT? OPPOSE?	WRITTEN TESTIMONY	ORAL TESTIMONY	CONTACT NUMBER	EMAIL ADDRESS
Monica Guzman	GUMA	support	✓	✓		
Clifford Guzman	GUMA	support		✓		
Cora Yanger Bejado		support		✓		
Sarah Blucher		support		✓		
Lorraine Okada		support		✓		
Josephine Smith		support		✓		

Page ____ of ____

Committee Chairman: General Government Operations, Appropriations, & Housing
Ran - Care Commercial Building, CBU #230, 761 South Marine Corps Dr., Tamuning, Guam 96913
Tel: (671) 989-5445 * Fax: (671) 969-6737 * email: senatorjoessanagustin@gmail.com



Testimony in Support of Bill 170-36
Public Hearing, Tuesday, September 14, 2021
Submitted by Monica Okada Guzman
Executive Director
Guam Unique Merchandise and Art (GUMA)

Hafa Adai and Buenas to the members of the 36th Guam Legislature and to Senators Frank Blas, Jr., Senator Tony Ada and Senator Joe San Agustin for introducing this bill.

My name is Monica Guzman, Executive Director of Guam Unique Merchandise and Art (GUMA). I am here to testify in support of Bill 170-36 and to thank the members of the 36th Guam Legislature for recognizing the value of our local entrepreneurs and their importance to the economic and social well-being of our residents.

The GUMA mission is to be the premier catalyst for promoting and facilitating Guam entrepreneurship. Through our partnership with the Small Business Development Center at the University of Guam, we developed a customized 16-week training program from which we have graduated 223 participants. Our GUMA participants are provided with the tools to start their own businesses and to navigate the world of licensing, merchandising, marketing and the plethora of skills necessary to be successful at it.

We also created an incubator program for entrepreneurship, and we are proud to have incubated 30 new start-ups and expanded businesses with over \$548,000 in subgrants awarded to these entrepreneurs. Pre-Covid, there were 87 new jobs created and approximately \$1.7M in gross revenues realized by our incubators. Each of these incubator participants had a dream and the passion to make that dream become a reality.

Next month, GUMA will be celebrating 8 years of helping entrepreneurs realize their dreams. Since our beginning in 2013 and with the generous support of DFS Guam Ltd., we have successfully pursued and have been awarded federal and local grants to accomplish our mission. We continue to pursue funding to sustain the program and we thank the Guam Legislature for being by our side every step of the way in our growth.

GUMA has forged partnerships with national organizations such as the International Business Innovation Association. In 2015, we received the INBIA Entrepreneurship Center Management Certificate and just this past August, I was certified as a Mentor Program Manager by the INBIA. On the local level, we have built alliances with the Guam Green Growth Initiative, to include the soon to be opened MakerSpace at the Chamorro Village. We work closely with GEDA, GVB, CAHA and the DCA.



Most recently, GUMA was awarded a grant from the Administration for Native Americans in 2020 to develop a program to create community commerce by nurturing home-based businesses within Guam's 19 villages. The need clearly shown by the 416 surveys completed by those who are interested in developing their own home-based business. The grant provides for a condensed entrepreneurship training program, creation of a village resource directory and organizing trade fairs to promote commerce within each village. Working closely with the Mayor's Council of Guam, we will pilot the project in Dededo in the next couple months with full mobilization in 2022.

If awarded this appropriation, funds will be used to provide direct assistance to our incubators and home-based entrepreneurs. Now more than ever, and in the face of so many lost jobs due to the pandemic, our people need all the support we can collectively provide them. Our goal is to be a pillar of hope and success for our entrepreneurship community in Guam and quoting from the bill, "creating viable and lasting grass roots businesses that will help promote economic expansion and diversity in Guam."

On behalf of the 223 GUMA participants, our 30 start-ups, our next round of 22 potential incubators, and the 416 individuals who dream to start their own home-based businesses, we deeply appreciate the support of this body and stand in full support of Bill 170-36.

Sincerely,

MONICA GUZMAN
Executive Director
Guam Unique Merchandise and Art (GUMA)

September 14, 2021

The Honorable Senator Joe S. San Agustin,
Members of the Committee on General Government
Operations, Appropriations and Housing, and
Senators, 36th Guam Legislature

RE: SUPPORT OF BILL NO. 170-36 (LS)

Hafa A dai, Senator San Agustin, distinguished committee members, and Senators of I Mina 'Trentai Sais Na Liheslaturan Guahan.

I write in support of Bill No. 170-36 (LS). Guam Unique Merchandise and Art (GUMA) was formed in 2013, when we recognized that there was a need to support local artisans and cultural producers with mentoring to take their ideas and creativity to that next level of becoming sustainable businesses. Many of them, incredibly talented and creative, were lacking the business acumen to price and market their products appropriately, and to strategize short and long-term plans that would help them maintain viable, income producing businesses that could contribute to their personal financial success as well as the economy of our island.

Our organization formed a non-profit 501(c)3, with a volunteer Board of Directors consisting of industry professionals. We set out to develop the mentoring program and acquire funding to assist these potential entrepreneurs. We entered into a strong partnership with the Pacific Islands Small Business Development Center Network and created a 16-week training program specifically for GUMA, whereby participants receive the guidance to develop their businesses and craft a solid business plan by completion of the training. Since our inception, we have hosted 8 cohorts, averaging 15-20 participants each, with our latest cohort of graduates being 22, the largest thus far.

As well, post-graduation, some have applied for a more extensive incubator program, presenting their business plans and product proto-type, vying for the opportunity to avail themselves of an additional 2-years of personal mentoring and financial assistance to start and sustain their businesses. To date, 28 new businesses were incubated, with our organization contributing almost \$600,000 to their success. They have generated approximately \$1.7M in gross revenues and continue to contribute to the economy of Guam. GUMA's newest efforts include the addition of developing "cottage industry" home-based businesses at the village level, in partnership with the village Mayors, effectively "taking the program to the streets".

GUMA has been successful in pursuing many funding sources over the years, with the support of the private and government sector, as well as being awarded two federal grants. With our program continuing to grow and coupled with the challenges of the current economic environment, we turn to our local government, in hopes of receiving necessary funds to continue giving back to the people of Guam. Looking at our success rate, we believe this to be one of the best government investments into the economic future of our island, yielding a very strong return on investment. We humbly ask that you support and pass this bill.

Sinceramente,



FRANCIS GUERRERO
Chairperson, Board of Directors
Tel: (671)929-5094

Testimony In Support of Bill 170-36

1 message

Pika Fejeran <pikapilarfejeran@gmail.com>
To: senatorjoessanagustin@gmail.com
Cc: Darlene Guma <darlene@gumaguam.com>

14 September 2021 at 09:45

Hafa adai Senator San Agustin,

I write to you today, expressing my support of your efforts to provide funding to the Guam Unique Merchandising and Art (GUMA).

GUMA has been integral to the success of many creators and makers on Guam, who otherwise would not have had the proper training or courage to set out on the path of entrepreneurship. GUMA's partnership with the Guam Small Business Development Center (SBDC) ensures that their 16-week training program contains content that is not only useful and applicable, but also presented in a way that allows participants the opportunity to fully develop their plans for the future, using tools and best management practices for business start-ups.

My husband Lenny and I are part of the 2021 GUMA cohort, and the 16 weeks of training we received through the program has been instrumental for our small business, Denanche' Brand. The program provided us with the tools to start back at the beginning- creating a business plan that included our vision and mission for growing our hot sauce manufacturing operation into one that we hope will allow us to become Guam's number one value-added export.

We are currently in the process of applying to their Incubator program, which gives us the opportunity to receive grant funding to support our efforts toward our business goals. After investing thousands of our own dollars into our business, to get free money would mean that we could hire more team members, support more farmers, and make a greater impact in our island's economy.

While the funding requested in the bill is only \$250,000, I understand how far that money will go for small businesses trying to do the best for the families and our community.

I thank you and encourage you and your colleagues to pass Bill 170-36 with the confidence that the ripple effects of GUMA and their Incubator Program is good for Guam's economy and families.

Thank you for your time.

Sincerely,
Pika and Lenny Fejeran



SENATOR JOE S. SAN AGUSTIN

COMMITTEE ON GENERAL GOVERNMENT OPERATIONS, APPROPRIATIONS & HOUSING
I MINA'TRENTAI SAIS NA LIHESLATURAN GUÅHAN

COMMITTEE REPORT DIGEST

I. OVERVIEW

Bill No. 170-36 (LS) was introduced on **August 5, 2021** by Senator Frank F. Blas Jr. Co-sponsored by Senator Joe S. San Agustin and Senator V. Anthony Ada. The bill was subsequently referred by the **Committee on Rules** to the **Committee on General Government Operations, Appropriations, and Housing** on **August 9, 2021**.

The Committee on General Government Operations, Appropriations, and Housing convened a Virtual Public Hearing on **Bill No. 170-36 (LS)** on **Tuesday, September 14, 2021** in Via Zoom Virtual Conference Platform.

Public Notice Requirements

Public Hearing notices were disseminated via **e-mail** to all senators and all main media broadcasting outlets on (First Notice), **September 7, 2021** with change 1 on **September 9, 2021** (5-Day Notice), (Second Notice) **September 10, 2021**. (48-Hour Notice).

Senators Present:

Senator Joe S. San Agustin, Chairman
Speaker Therese M. Terlaje
Senator Frank F. Blas Jr.
Senator V. Anthony Ada
Senator Telo T. Taitague
Senator Joanne M. Brown

Appearing before the Committee:

Mrs. Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art
Ms. Sarah Boucher, Business Owner, Studio 13 North
Mrs. Lorraine Okada, President, Okada Managing Consulting Services
Ms. Cora Taitano Yanger Bejado, Business Owner, Serena Soul Guam
Mrs. Josephine Evangelista Smith, Business Owner, Guam Events
Mr. Clifford Guzman, Business Owner, Guam Unique Merchandise and Art

Written Testimony Submitted:

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art
Francis Guerrero, Chairperson, Board of Directors
Pika Pilar Fejeran, Small Business Owner, Denanche' Brand

II. SUMMARY OF TESTIMONY AND DISCUSSION

The Virtual Public Hearing was Called-to-Order at 3:44 P.M.

Chairman Joe S. San Agustin: Thank you, *Hafa Adai*, The Committee on General Government Operation, Appropriation and Housing is now called to order. Today is Tuesday September 14, 2021, the time now is 3:44. Welcome to everyone connected by zoom and those tuning in via television or the YouTube channel. Thank you for your patience for accommodating the zoom platform while we maintain social distancing mandates. Notice of these public hearings were disseminated via email to all Senators and all main media broadcasting outlets on Tuesday, September 7, 2021 with a change one on Thursday, September 9, 2021 and second notice on Friday, September 10, 2021. The agenda today or this afternoon now is on **Bill 170-36 (LS)** introduced by Senator Frank Blas Jr. co-sponsored by myself, Senator San Agustin and Senator Anthony Ada. **AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.**

I like to recognize my colleagues that are here today, we have the author of the bill Senator Blas and co-sponsored by Senator Ada, we have Speaker Therese Terlaje, we have Senator Telo Taitague, we I know I saw we had Senator Brown, I'm assuming she's still here. Okay, and we also have some folks here that will be testifying we will begin with Monica Guzman, we have Clifford Guzman but he'll probably be only testifying it need be to answer certain questions that he would be able to provide the appropriate answer. We have Sarah Boucher, Lorraine Okada we have Cora Bejado and Josephine Smith.

And with that the rules of engagement for this hearing would be the zoom meetings hosted by my staff and will mute all zoom participants until called upon. Members of the committee and/or non-committee members wishing to speak may indicate their desire to me through the in-app chat feature, but all my colleagues should be allowed to ask questions and the individuals that have testified. Individuals testifying shall first be recognized, I've recognized everyone already and called to speak, please ensure that you are unmuted committee members will be allowed to pose a question to an individual testifying. Questions and testimonies shall be confined to substance or nature of the agenda. Personal inference as to the character or the motive of any Senator, or any individual testifying, is Not permitted. Any violations of the general rule of conduct will results in removal from the public hearing. Please sure that your video remains "On" throughout the hearing. Participants must be visible at all times and not engaged in any other activity during the hearing. If you need to take a drink or have a snack while we're going through the hearing that's not a problem there but, failure to maintain visibility may cause your removal from the meeting live stream. I'd like to ask Senator Blas to please give his opening statement to his bill 170-36.

Senator Frank F. Blas Jr.: Sure, thank you, thank you Mr. Chair and thank you again once again to my colleagues for continuing to be here, today you know and you know to again the co-sponsors of this legislation before us now, you know to Senator Joe San Agustin and Senator

Tony Ada. You know before I go on with my presentation with regard to the bill. One's observation Mr. Chair and I want to commend you and I want to thank you but that if we notice that all three of the bills that we were talking about or that we have deliberation on today. We're discussing on ways to be able to continue to anything perpetuate our culture and perpetuate who we are. You know and that you know the discussion is basically on the best use of being able to do just that as well as to be able to provide you know a way to be able to grow and to build our economy in many ways. And so, I wanted to commend you for that, I want to thank you for that as well.

Now, on to the bill Mr. Chair what this bill will basically provide is against seed money or the opportunity for the Guam Unique Merchandise and Art Program "GUMA" to be able to expand its incubator program to up and coming businesses that that are within their program that they have. As you, I'm we're probably going to going to hear today in testimony from individuals who've been apart and who's taken a part of this GUMA program process. I've been very excited about this because this helps to address a certain need that we have in as far as growing our economy. Is growing our economy within the economy within the business we have? We have a lot of talented people on this island with a lot of great ideas, what they just need is that is that the ability that hand up, not hand out, that hand up to be able to move their products on to the next level their business is on to the next level.

These are people who see the value uh at first off has got the talent have the drive see the value in being able to start up a business and you've got an organization who's willing to be there for them to help them so that they can move along the way they've got a lot of success stories that I will permit I will I will not go into you know I'll let Monica or Cliff or one of the others that are going to testify to be able to do to speak to those things as well. I want to thank you for the opportunity to have this public hearing so, that we can hear the testimony. I think this is one of the ways and as far as in a government being able to provide a resource so that our community can move on and can grow. So, with that Mr. Chair I want to thank you very much and I will yield the rest of what I can say until the end and I would like to hear the testimony from those here thank you.

Chairman Joe S. San Agustin: Thank you Senator Blas, and we'll begin with Miss Monica Guzman, ma'am.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: (See Testimony from Ms. Monica Guzman).

Chairman Joe S. San Agustin: Thank you Monica, I appreciate it, now we'll have Miss Sarah Boucher I hope I didn't butcher your last name ma'am, but you're up or is it Bulture.

Ms. Sarah Boucher, Business Owner, Studio 13 North: It's Bouche, hi *Hafa Adai* my name is Sarah Boucher and I'm the owner of Studio 13 North in Chamorro Village. I am a proud 2019 graduate of the GUMA Program and a grant recipient. I am in full support of this bill; I have seen the change that it's made for me as a person as a business owner I can't express the appreciation that I have for this program. I think that here in Guam a lot of people don't have

that education they can't afford to go and take college classes at UOG and this program is for that person that person that's crafty and wants to start a business doesn't know how have started a business but needs to know more information it reaches out to them. I was already a business owner for three years and there were still things I didn't know about being a business owner. I feel that this program is vital for local makers here in Guam. It's an outlet for them to learn, bounce ideas off others these people have dreams like me and they need an extra hand an extra foot an extra push to help get themselves started and up and running.

I think as an island we need to support local more, local businesses are starting to thrive more especially during this pandemic people are out of work and starting crafting and there's new businesses I see constantly popping up and I'm so excited for that. I was just recently at an art fair on Naval Base Guam and there's 10 businesses there I've never heard of Before. I went up to each of them and you know congratulated them on starting up and you know putting themselves up there and I actually talked to them about GUMA and how it really made an impact on me and how they should you know contact them and get involved and it's such a great program Monica, and you just created something spectacular. I feel like for myself as a business just with being a 2019 graduate and getting my grant during the beginning of the pandemic, it was crazy how I thought maybe that this pandemic would hurt my business.

But with the tools that I was given from GUMA the knowledge and the support and what I did with the grant money, I was actually able to expand my business in 2020 and went from 200 square feet to 400 square feet. I'm offering services now that I didn't offer before and I'm getting more business than I've ever seen. So, I'm so grateful for this opportunity to have GUMA on my side, I'm happy that I get to work with some of the other incubators. And we've been doing some cool things and coordinating different things with them as well other artists. I just want everyone to know that it's a program that anybody can join whether you don't know yet exactly what you want to do as a business or you've been in business, they're going to help you every step of the way create a business plan and just make things like a smooth road ahead of you. I'm not saying that everybody will have that same experience there might be bumps but for many people that I know, that I graduated with, this program with they've done tremendous, even, through the pandemic. And I feel like GUMA is vital for this island especially with so many entrepreneurs popping up, I really hope that they keep going, thank you.

Chairman Joe S. San Agustin: Thank you Sarah Bouche, I hope that was correct but you're a great promoter thank you very much for your testimony. Now we'll have Miss Lorraine Okada, hey Lorraine how are you doing you're up.

Mrs. Lorraine Okada, President, Okada Managing Consulting Services: *Hafa Adai* and Buenas Chairman Joe San Agustin, Speaker Therese Terlaje, Senator Frank Blas Jr., Senator Tony Ada, Senator Telo Taitague and Senator Joanne Brown and members of the 36th Guam Legislature. Thank you for allowing me to speak with you today, my name is Lorraine Okada, President of Okada Managing Consulting Services residing in Barrigada. Thank you for the opportunity and the and your committee for writing this bill and the support that you're going to be giving this bill. As an HR Consultant, I provide assistance to businesses in the areas of labor and employment issues, workplace investigations, HR audits, recruitment and hiring, benefits and compensation and very important training and development of our people. One of the many roles that I work on is to assist entrepreneurs in the planning and formation of their small business startups, from what kind of business structure they need to start out with, the

licensing, business planning, forecasting, marketing, financial planning and the networking and resources involved.

I've been involved in providing services in this area for the last 10 years GUMA is amongst one of them. GUMA's objective is to prepare artists cultural producers and entrepreneurs to bring their passion and their talent into a successful and sustainable business. GUMA has been the catalyst in providing the training incubator funding and support for local small business startups. You know giving them an opportunity to turn their talent and their dream into reality and that reality actually put some pocket change into their pockets. The program has proved to be very successful over 200 participants have graduated in the entrepreneur training program. And has funded 30 incubators who are now thriving in their businesses as you heard from Sarah and you will hear shortly from Cora. And if other incubators have the time, I'm sure they'll kind of say the same thing. GUMA has also recently embarked in a village home business program and looking forward to seeing that come to reality shortly. Let me share with you GUMA's creation ten years ago, came about by a care and a concern that Monica Guzman has had for several years.

As an artist herself and her involvement in KAHA and other cultural and art activities she has come to realize that artists and culture producers have beautiful pieces of artwork. Are very talented and have the passion for what they do but, they couldn't sustain themselves. She realized that the work of art crafts and cultural production it was a feast and famine journey for people. As a successful businesswoman she realized that they really just didn't know how to get started, and like Sarah mentioned they don't necessarily have had the opportunity for a good education, a business education, to just fulfill their dreams. So, as a successful business woman Monica realized they didn't know how to price their products, they didn't know how to package their products, they didn't know how to market it, they didn't know how to build inventory, they just couldn't get the product moving.

So, she decided to embark in this GUMA Guam Unique Merchandise and Art, decided to embark and have a dual program want to put these people through and a 16-week training course. And then to provide them the seed money to get started. And this is not just any training program, this is a program that has been customized to meet the needs of this group. We don't have business lingo but they have the Chamorro lingo, the local lingo, they have the culture they have their ability to combine all these interesting arts and talents. And so, this training program is actually geared for individuals like this. Along with her husband Clifford, who is a business strategist, they embarked on the solicitation of donations from businesses and we're fortunate enough that VFS jumped the bandwagon and provided the seed money to get this program going.

The success of the program can be attributed to these two individuals who recognized the need and decided to provide a platform for the success of these entrepreneurs. This program provides opportunities, financial opportunities, employment opportunities, cultural preservation and promotion opportunities and it also creates a micro economic activity for our people and our island. Many of the GUMA incubators have been successful in selling to our local community, our tourists, our military families and not just here but they've also been successful in selling their products to the *Tao'tao san Lagu'*, *Tao'tao san Haya*, *Tao'tao san Luchan* and *Tao'tao san Katan* and from all areas of the world where all our Chamorro's exist and live and thrive for that cultural peace. I commend Senator Frank Blas, Senator Tony Ada and you Senator Joe San Agustin for sponsoring this bill. And I thank the members of this body for recognizing the need to give our people a more solid footing to get them started. Because, GUMA program has

proven that we can give, when we give our people the opportunity and the support, they will succeed. And so, I urge all of you to support this bill, because not only do our people need it, they deserve it, *Dangkolon na Si Yu'os Ma'ase'*.

Chairman Joe S. San Agustin: Thank you Lorraine, and we'll have now Miss Cora Yanger Bejado, hi Cora you're up.

Ms. Cora Taitano Yanger Bejado, Business Owner, Serena Soul Guam: *Hafa Adai* Mr. Chairman, Madam Speaker Terlaje, bill sponsor Senators Blas, Ada and San Agustin and members of the 36 Guam Legislature. My name is Cora Taitano Yanger Bejado and I am the artist and owner of Serena Soul Guam. Producing primarily ocean inspired handmade jewelry and gifts. I am a member of the GUMA Familia and I am testifying in support of bill number 170-36. As, you all know Guam has many creative and talented local artists and cultural producers. But unfortunately, many lack the resources, the business acumen and the marketing knowledge necessary to be able to advance their truly Guam-made crafts and produce sustainable products that compete that can compete in a retail environment. Guam Unique Merchandise and Art provides business training and incubator support to Guam's local artists and cultural producers. And continues to provide guidance and even sales opportunities to these talented individuals even through these difficult times of the pandemic. This includes focused training and guidance in the areas of product development, marketing and branding, retail and merchandising, pricing and finance, legal and business development, copywriting and intellectual property rights and even e-commerce.

As a graduate of the GUMA entrepreneurial training and business incubation program, I was able to benefit from grant funds that not only helped me to develop my products, but also develop my business skills and knowledge and also to expand my business. I started making jewelry out of my home in 2014, in 2015 I joined the GUMA program and prior to the pandemic I supported three employees consistently for five years. Since the pandemic, I have had to pivot and promote my handmade products in several other ways. Including through, e-commerce promoting Guam and our beautiful handcrafted pieces throughout the world. I would not have been able to do this without GUMA's guidance and support. I also believe that something important that the pandemic has shown us, is that we need to be self-sustainable. While, GUMA has been able to secure funding in the past through grants as well as public and private partnerships to be able to continue to provide this important training and guidance that has benefited so many program participants and to further perpetuate this into the future further funding is needed. The program is focused and realistic and the GUMA Familia is dedicated and committed to ensuring the growth and success of the program participants which ultimately translates into growth and success for Guam. We humbly ask for your continued support and I thank you for allowing me to speak today *Si Yu'os Ma'ase'*.

Chairman Joe S. San Agustin: Thank you, Cora, appreciate that now we'll have Josephine Smith ma'am, you're on.

Mrs. Josephine Evangelista Smith, Business Owner, Guam Events: Hello, *Hafa Adai* and *Buenas* everyone, I am Josephine Evangelista Smith small business owner of Guam Events together with my husband Gerald Smith. A graduate of GUMA class of 2021 and an incubator applicant. I'm here to support bill number 170-36, I strongly believe in GUMA's program of not just financing our dreams. But also, training us with knowledge and business management from qualified trainers. They present the reality of how business operates from exploring our creative talents and skills, to understanding the business concept, creating a business plan,

consulting business professionals and finally undergoing the incubator program to hopefully finance our businesses. They don't just blindly grant us the financial resources, but arms us most importantly with the knowledge of business and holds our hand as we go through in the establishment of our business in the real world. In this time of pandemic, I truly appreciate the efforts of GUMA with its dedicated team for doing the best they can to support local artists and cultural entrepreneurs. The event's business is one of the hardest hits during these trying times, regulated gatherings have not cancelled events.

GUMA program gave me the idea to pivot my business, I refused to be crippled by the negative effects of this pandemic and GUMA helped me to rebrand. Though we had to do it virtually, it still presents its purpose so well this gives us hope because GUMA believes in our potential to succeed. The funds that will be granted to GUMA will truly help the entrepreneurs on island like myself to cultivate our talents and skills. This will therefore bring us profit and able to uplift the Guam economy, not just through job creation and the taxes we pay, but also the inspiring resilience we resonate to the community. I believe that God will truly prosper the work of our hands. I graduated from the Professional Masters of Business Administration at UOG in 2014 and GUMA's program is the realistic application of what we have learned in graduate school. I hope that with your help GUMA attains their funding to help the small business entrepreneurs in our community. If GUMA believes in us, I hope you will also do the same once again, I'm Josephine Evangelista Smith, a small business owner, curating personalized crafts in the village of Mangilao, testifying my support for bill number 170-36, *Si Yu'os Ma'ase*.

Chairman Joe S. San Agustin: Thank you Josephine, appreciate that, another promoter, there you go, all the ladies that are testifying, great promoters. We will ask first question with unless Senator Frank would like to wait until the close and then do his comments in closing, Sir.

Senator Frank F. Blas Jr.: I'll do the closing; I'll wait till the closing.

Chairman Joe S. San Agustin: Okay then, we'll ask your co-sponsor Senator Tony Ada then be followed by Madam Speaker.

Senator V. Anthony Ada: Thank you Mr. Chairman and I'd like to thank all those that came to testify today. Miss Guzman, I really don't know what to say, but thank you to what for everything that you do to encourage people to come out to open up their businesses to look into what is it that they can do to put food on their table. I think that when you have stories like this that go behind the program, it just goes to show that the program is very successful. And all we can do is work together to ensure that it stays successful, because when you can take an individual who's been employed, now turn around and employ people, then we're doing something right, you're doing something right. And I think that when we are giving people that ability especially in this time now, when PUA is ending and we're going to see people struggling to put food on the table for their families or to pay their power, to pay their water and if they can come out and take advantage of this program and have a means to have an income. Then again, we're doing something right. I look forward for this bill to go up for our session and I, you have my full support on it and that's why I decided to co-sponsor it as well is because we're giving people a hand up and not a handout and taking the knowledge that they gain from your program to ensure that they have a livelihood for their families, then I'm all for it, thank you, thank you Mr. Chairman.

Chairman Joe S. San Agustin: Thank you Tony, I'm just surprised that you didn't recognize and thanking Monica for helping Clifford out, but that's okay, we understand Clifford's on the side they're probably laughing, Madam Speaker your turn on the mic please.

Speaker Therese M. Terlaje: Thank you Mr. Chair, was Clifford going to testify?

Mr. Clifford Guzman, Business Owner, Guam Unique Merchandise and Art: I'm here to provide any supporting information Madam Speaker, thank you.

Speaker Therese M. Terlaje: All right, thank you, thank you all for your testimony today of course many of you are the evidence of the success of this program and congratulations to each of you for your courage and in entrepreneurship and for helping to lead others as well. I know that many of you are doing that and helping to do that today by support of this program. And of course, to Monica and Clifford and Lorraine and your whole board yeah, we have all witnessed the success of your program and it really feels a niche that it's a worldwide it you know it was a theory, it's a worldwide really pattern right, that this is how you help local entrepreneurs. You train them, you train them and you help them get started and so, it's the perfect model I think, and it's shown its success here on Guam and you've I want to personally thank you for the success that you have brought to women as we see today that you have brought to artists, our beloved artists who you know despite their talents sometimes cannot make a living and so, I'm so very grateful for that.

Because it's been really hard for them for years and years decades and so many of them have had to give up or you know just can't and so we've been able I think, through your successes and the artist's successes to inspire a new generation of artists and I'm so very grateful for that. I really am, and you've been able to help us promote Guam products, you are I know that part of your you know formula is to get these GUMA Businesses into local fares, right, and promote tourism, promote just our you know our culture really and so I'm in Guam products. I'm very proud of that I'm very happy for that so I want to thank you and I it's really something that I've been able to live through you know the beginning until now. Right, and so I know it's a very terrible time right now and this pivots that they've all described each of you have described these pivots that you've had to make it's a it's a good you know analogy to what the entire community is having to do. And even as us as the Legislature like you know I'm still confused a little bit sometimes about you know what is the best use of money? right now? Right? when we've got people who still need food! we've got people who still need income! and whether you know, it's I you know I want to still consider this need in the entire community.

But I do agree with supporting small businesses, helping more people to become firm in these small businesses, you know sustainable! and you know be able to endure these tough times. So, I want to thank you all for your efforts and of course I it's not a lot of money I think compared to maybe some of the grants you've already received too, right? And so, I would go ask for like a listing if you have it of grants that you've reserved during the COVID times or COVID related grants, just so that we can have that in our committee report as well Mr. Chair. And but I know that they go to very good use and I've seen many people you know graduate from these types of programs and we see them out in the community, and these are these are our successful small business so, thank you all and I wish you all the best going forward, continued courage, continued you know fortitude and continued just you know flexibility or patience you know and being able to pivot, *Si Yu'os Ma'ase'*. thank you, Mr. Chair.

Chairman Joe S. San Agustin: Thank you Madam Speaker, and yes Monica if you can provide us that information for the committee? So, we can just put a part of the package because you know you guys do a great job, Senator Telo, you are up on the board.

Senator Telo T. Taitague: Thank you Mr. Chair, and *Hafa Adai* to everyone who came to testify today and to your stories that you provided us. It is truly inspirational and of course what GUMA has done has been inspirational to all of us. I think during last year 2020 the legislature really focused on assisting small businesses and helping them out. I know the Chairman provided legislation to give some incentives for them tax breaks to assist small businesses because we are definitely trying to do our very best you know and even in these trying times. And to tell you the truth I mean with now the delta variant I don't think we're going to see any rainbow really at the end for quite some time. And this is when we come to play, this is when this legislature has to step up to the plate now, and to assist those small businesses to thrive, to continue, to most especially, to educate our community to assist them in moving forward. I've been a small businesswoman, doing it on my own, it was very difficult, I it was you know touch and go; I would tumble and fall. But if I knew about GUMA during that time, I would have gone straight there to help me, and assist me, so I wouldn't make so many mistakes. And mistakes cost money! you know money that I could have kept in other people's pocket my employees pockets you know, and Cora I know that you mentioned those three individuals that you've just had them work for you, for many years and that is amazing and that's what all small business is about you know to help other families not just the owner but the people you employ you know you're helping them and their families as well and I think that's what we're all about. So, when it comes to small business, I think Senator Ada actually had a legislation it became Public Law 47-36 and this bill ensured that GUMA was part of those receiving a grant under GVB you know when it comes to you know assisting them in their time of need. And I know last year I'm not sure? But Monica did you receive any kind of funding last year in 2020?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Thank you for that we did not receive any funding from the GVB Grant, not for 2020.

Senator Telo T. Taitague: Okay, how about any funding from GIDA in 2020.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: In, for GIDA we did receive their series, I believe it was series three grant, and that was used as the matching for the current A&A grant that we received.

Senator Telo T. Taitague: Okay and how much do you need in order to you know really put a good program together at least provide how many graduates a year that you can well not everyone's running down there but I'm sure you have a I don't know if it's a limit of those who are part of the program and how many times throughout the year. So, how much funding do you need to sustain what you've had before the pandemic happened?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: So, it all depends on how many incubator applications we've received. This last round, where we had a Graduation in June, we had 22 businesses graduate from our in-training program. And on September 30th that's the application deadline for Incubators, in the past we have seen businesses ask anywhere from seven thousand dollars up to forty thousand dollars and when they submit their incubator applications, we work closely with them so that to refine their numbers and to give them a more realistic approach to their ask. There's been times when people come in and ask for 120,000 but after sitting with them, we're able to bring it down to

weigh less than that, and like Senator Frank Blas said, it's a hand up. You know we work with them; we sit down and discuss what exactly is it that you need, we also have some requirements for this funding. You know they need to hire at least two employees you know, and we followed them for a couple years. Cora was one of our initial incubator applicants, grantees, and you know once you're in the GUMA family we're we stay together it's like the the you know it's one GUMA family. You know, and we look forward to getting together every year the networking that our GUMA participants share among each other you know is just incredible. And you know, it's just you know as Lorraine was our Chief Trainer, I mean she teaches the value the cultural value of respect and *ina'fa'maolek* and you know that transcends into their business operation. You know, and so, you know it it's not only about Guam-centric prime businesses but it's also about incorporating the Chamorro Cultural Values into our business operation. Incorporating sustainability practices into your business operation and all about building relationships in the business community so that you can continue to succeed. And so, these are all hard lessons, that I've learned as a business owner, and you know we want to be able to share those lessons with all of our incubators and our participants.

Mr. Clifford Guzman, Business Owner, Guam Unique Merchandise and Art: If I could add Senator, you know we are about ready to launch into our very exciting program of Home-Based Businesses. We're going out to the 19 villages with our program a modified program to create, you know to help *Tan Rita* who makes the empanadas, get her so she's you know, compliant so to get her you know to give her the opportunity to expand her business or that kid down the road who really wants to mow lawns and just make some money because they need the money right now. Now is the time when our people need this kind of help. And so, we're all our whole family of GUMA folks are really, really excited about where this is going. And our pilot program starts this fall and we're doing it in Dededo of all places. We took on the biggest, but you know, that's the way we roll, right. And so, we're really excited about it and to create all of this home-based business, 417 people, said I got a home-based business, I want to do this because I don't, I don't have a job, I need a job, I need to support my family and so, yeah. So, the amount is all dependent on what the need is.

Senator Telo T. Taitague: Thank you so much.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Excuse me.

Senator Telo T. Taitague: Monica, so again how much funding did GUMA be able to bring in, in 2019?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: In 2019 we did receive a Kaha Grant, and then we also received the appropriation to pass through from GVB and then we did receive our DFS Contribution. But the DFS Contribution over the years has significantly dropped, and were at and this year and last year was especially challenging for their contribution. We're right now waiting for word on an SBA Grant Application that we applied for and with a National Organization called National Capacity. And so, that's a three-year program that we hope that we'll hear word from in the next couple of months.

Senator Telo T. Taitague: And combine the Kaha, the GVB, the DFS how much was that in total that GUMA received?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: In 2019 it was probably about \$60,000.

Senator Telo T. Taitague: Total?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Yes.

Senator Telo T. Taitague: And in 2019, you graduate. Okay so, in 2021 you had a training and a graduation of about 22 individuals, how much have you received so far in 2021?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: In 2021, we received the GIDA grant of \$50,000 that was used as the matching funds for A&A Grant.

Senator Telo T. Taitague: Which DNA so you received an additional \$50,000? So, a total of 100,000?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: No, no, no just that.

Senator Telo T. Taitague: Oh just 50,000, okay.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Yes.

Senator Telo T. Taitague: So, this amount of 250,000 in the last two years, I'm not even going into 2020 is substantially more, 60,000 was 2019, so far you had 50,000 this year being able to graduated 22 individuals. And 2020 I'm probably I'll get that information when she provided to the Chairman. Just to find out what funding you have been using every year to cover these grants and these trainings. It's going to be very helpful moving forward. And you know Monica, you know me I'm a realist when it comes to the reality check of everything. and there's I don't know if you had the opportunity to read but we have a fiscal note basically it's opinion by the office of finance and budget about this funding. And you know that there are several other legislations bills that is it's tapping into this EITC. But one of the things that it said and I'll just read this one small section according to Department of Revenue and Taxation the average EITC for tax year 2014 and 19 amounts to 55.8 million.

Historically this will be the first time the government of Guam will be reimbursed for EITC and therefore the time frame and the final amount has yet to be determined. If the EITC is received in advance it will proceed to be deposited into a trust fund and used strictly for tax refunds. Thus, not subject to legislative appropriation however, if EITC receives a reimbursement instead, then we'll then will a funding source be available for the appropriation in this bill. So, we're not sure at this point when it's coming, they're still even working on the tax child tax credit. So, it might take a while so, again like I've told everyone else that we're they're tapping into this funding to please don't give up on seeking funding elsewhere. I heard that the Governor has given additional funding almost 30 some million dollars to GIDA to provide to small businesses. I don't know if this GUMA would be able to receive any of this because you're a non-profit organization and if there's anything that could be but you have received funding from GIDA in the past, I think is that true? you so?

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Correct. And thank you for that senator we have been pounding the pavement for the last few years. And you know especially, since the onset of COVID we knew that our private sector funding was going to be going to diminish. So, we've availed ourselves of every grant opportunity that comes along, we are looking at two more grants that we're working on to submit and yes, we believe in the program so much and we believe in the talent of our people that continue to pursue funding opportunities and hopefully that this opportunity will be will be positive and that we're hoping that it'll certainly help our incubators. And you know like I said earlier, if we do receive this appropriation, it'll go directly to assist our entrepreneurs.

Senator Telo T. Taitague: And 2021, you mentioned about the 50,000 so far, and that did come as funding from GIDA is that correct? you said that earlier, I think.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Yes.
Senator Telo T. Taitague: Even though I mean I know there's new money that's going into GIDA and please keep your ears and eyes open I know you are you're very good at sniffing out any kind of funding there is to help our community to help our economy and to help those who want to sustain themselves. Having a business is not easy it's 24-7, you're the last to be paid, when it comes to getting paid, it's always the owner the last person to get paid. If at all you know you have to basically suck it up sometimes it's very difficult to be a business owner and greatly appreciate what you're doing for our people. But the reality is, it's this funding may not be available for quite some time and I ask and encourage you to continue to seek funding in other areas. Thank you, Mr. Chair, for the opportunity and thank you Monica and everyone who testified this afternoon and your inspirational stories as well thank you.

Chairman Joe S. San Agustin: All right, thank you Senator Telo, Senator Joanne Brown do you have anything you'd like to offer to the committee or to the folks that testified.

Senator Joanne M. Brown: Thank you very much Mr. Chair and I certainly appreciate all the all the participants and the hearing this afternoon testifying on this bill and certainly appreciate the purpose and the work that has already been done a lot of the groundwork that has been done by Miss Monica Guzman and her group in putting this program together. The only thing I would add Mr. Chair that I would like to see added to the bill and again I mean you know I know earlier Senator Blas had mentioned that these are not unique appropriations I mean this used to be the standard back in the day. But just to ensure because we are using public funds and I don't doubt that Ms. Guzman and her group will continue too always be responsible. But because we are using Public Funds, I just want to have more language added to the last section of the bill section 2 on page 3 where it goes on to say that the funding is being used being appropriated to GUMA for the purpose of helping to incubate graduates of their business program with the startup support through a competitive process.

I just want to have that section of the bill if that can be strengthened and elaborated on so that specifically we know what the funds of the people are being used for. But definitely this is a program I had the opportunity to meet with Mrs. Guzman earlier this year to talk about the work that she's doing and the outreach and certainly the benefits that are happening in our community to give our local entrepreneurs a vehicle to be able to take their ideas and implement them and actually be able to take this creativeness and have it been a means of earning revenue and contributing to our economy and to our community. So, with that I'm very appreciative but I just very much would like to see the specifics added to the bill to strengthen it and certainly

to ensure accountability to the public with regards to the expenditure of public funds and with that Mr. Chair thank you so much for the opportunity to comment.

Chairman Joe S. San Agustin: Thank you Senator Brown and yes, I will work with Senator Blas and we will put some strength some good verbiage there to strengthen the bill. Senator Blas you're closing.

Senator Frank F. Blas Jr.: Mr. Chair, I think that miss Monica Guzman had she wanted to acknowledge somebody so I want to give her that opportunity to be able to do that.

Monica Okada Guzman, Executive Director, Guam Unique Merchandise and Art: Thank you Senator Blas and thank you everyone, as you know we're we've been at this for a long time and I you know the GUMA is not a one-man operation. It's a group effort, it's a family effort and I just like to acknowledge our GUMA board member Dr Judy Flores. Dr. Judy, thank you for being here this afternoon in support of this bill and then I just also like to acknowledge apologies from our board sharer who submitted testimony but was unable to be here. But I just want to make sure that Dr. Judy Flores is recognized a GUMA board member thank you and thank you everyone.

Chairman Joe S. San Agustin: All right, thank you Senator Blas.

Senator Frank F. Blas Jr.: Now thank you Mr. Chair, and you know thank you to my colleagues for the questions. I agree Senator Brown as well, and I'll work with you Mr. Chair on being able to provide the language to provide that that accountability. I have no doubt, that with regards to the performance measure measurements and the accountability that GUMA will be able to provide that so that we can account um for the monies that that has been being provided. So, I have no problem with that, you know one of the things you know Mr. Chair as we heard in today's testimony okay, you know, we're talking about elegantly crafted Chamorro's influenced jewelry, we're talking about a 3d puzzle of a go'lidi. You know I don't know if you've ever tried chicken flavored tofu *kelaguen*, Monica turned me onto that down at the *Mena'guf*. There's a ubi flavored *guyuria* you know or bottled Chamorro marinade. That's what we're putting together that's part of what GUMA and the excitement that that this program has.

Not just to showcase what we can do or what we have, you know to our island residents but to the world. And this is a program that gives those individuals with those ideas that hand up that hand in being able to take their passion their knowledge you know their crafts their arts and to showcase it to the world. And this provides the funding to be able to assist them in being able to do this. Is more funding you know could more funding be appreciated? I'm sure, but I think that you know with the \$250,000 that we can be able to provide in this piece of legislation will go tremendously a long way to be able to help this organization. As well, as the many people the many entrepreneurs as cliff has mentioned earlier, they're going to be launching a village program going into the 19 villages over 417 if I remember correctly, you know applicants in those areas. This people are striving people are yearning for the ability to be to be able to go out on their own many years ago before the advent of big box stores and retail stores.

You know, you were sent down the street to *Tan Ana's* so you can you know go buy the *guyiria* or you know go to the other village so that you can get the best tasting you know *buchibuchi*. That's the kind of you're gonna be able to provide with this kind of a project and more. Because then that next village is the next island over in the next country over this gives us an opportunity

to be able to provide those people with that ability to be able to showcase that kind of talent. So, once again Mr. Chair, I want to thank you very much I want to thank my colleagues for also contributing to a very fruitful conversation and a conversation that I know that would result in a bill that I'm sure we'll be able to garner enough support on the legislative floor. With regards to the funding,

I have to agree you know right now in tight money things I was encouraged by Senator Telo let's not stop here and this is our way of being able to help we'll continue to push for it I believe that the that funding will be there so that we can help these people but we've got it we've got to do our part too. So, again Mr. Chair thank you very much thank you for the opportunity to speak thank you for the opportunity to have this bill heard. I'll work with you and being able to put a strong you know language that will help to satisfy some of the concerns that was expressed brought up in this hearing. And again, once again Monica, Cliff you know and to the rest of the gang Mrs. Lorraine thank you also for your testimonies thank you very much.

Chairman Joe S. San Agustin: Thank you Senator Blas, there being no additional individuals to present further testimony on this bill, the committee will continue to receive testimony for the next few days. Please submit your testimony to the mail room of the Guam Legislature in the Guam Congress Building or through email at senatorjoessanagustin@gmail.com. Again, I want to thank everyone for attending the public hearing and for providing feedback and suggestion on bill 170-36. I'd like to also thank the AV folks and the MIS folks for us and giving us all the support throughout the whole day. This Virtual Public Hearing is now adjourned on bill 170-36 the time now is 4:44. *Si Yu'os Ma'ase'* stay safe, wear your mask, wash your hands and practice social distancing, please be safe take care.

This Virtual Public Hearing for Bill No.170-36 (COR) is now adjourned @4:44P.M.

III. Findings and Recommendations

The Committee on General Government Operations, Appropriations, and Housing hereby reports out **Bill No. 170-36 (LS) – As Introduced by Senator Frank F. Blas Jr., Co-sponsored by Senator Joe S. San Agustin and Senator V. Anthony Ada – “AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.”** with the recommendation TO REPORT OUT ONLY.

I MINA'TRENTAI SAIS NA LIHESLATURAN GUÅHAN
2021 (FIRST) Regular Session

Bill No. 170-36 (LS)

Introduced by:

Frank Blas Jr. *fb*
Joe S. San Agustin *JS*
V. Anthony Ada *Q*

**AN ACT TO APPROPRIATE THE SUM OF TWO
HUNDRED FIFTY THOUSAND DOLLARS (\$250,000)
FROM THE REVENUES RECEIVED PURSUANT TO 11
GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR
2021 TO GUAM UNIQUE MERCHANDISE AND ART
(GUMA) FOR THE PURPOSE OF PROVIDING
ASSISTANCE TO INCUBATED BUSINESSES
DEVELOPED WITH THEIR PROGRAM.**

BE IT ENACTED BY THE PEOPLE OF GUAM:

Section 1. Legislative Intent

The Legislature recognizes that Guam Unique Merchandise and Art (GUMA) is a 501(c)3 nonprofit organization that has been mentoring and incubating aspiring local artists and cultural entrepreneurs since 2013 - transforming their Guam centric ideas into self-sustainable businesses.

GUMA developed a 16-week training program, mentoring Guam's entrepreneurs in marketing and branding, legal and accounting requirements, operations, and a host of other areas crucial to operating a successful business. Upon graduation, participants receive a certificate of completion and will have developed

1 a complete business plan centered on their product or service. Over 220 individuals
2 have graduated from the Entrepreneurial Training Program since 2014.

3 Graduates are then eligible to apply for GUMA's Incubator Program which
4 provides equipment, supplies and operational support for their business startups.
5 Applicants submit their needs and present to a "Shark Tank" comprised of bankers,
6 lawyers, retailers, accountants, and experienced business owners. Grants are
7 awarded based on the potential of their business plans and available funds. Awardees
8 are provided mentoring for a two-year incubation period and must maintain a
9 minimum of two (2) employees. 28 new small businesses have been incubated
10 through the GUMA since 2015 generating \$1.7 million in gross revenues and have
11 created 87 new jobs (pre-pandemic estimates). There are currently 22 new
12 applications for incubator support.

13 In 2020 GUMA was awarded a three-year grant to expand its training program
14 into Guam's 19 Villages specifically for Home-Based Business entrepreneurs with
15 a grassroots approach. In partnership with the Mayor's Council of Guam (MCOG),
16 GUMA is currently developing a hybrid training program for the villages to train
17 "cottage entrepreneurs" and encourage village commerce. The program also
18 features the development of Village Directories of Services and Village Trade Fairs
19 to help market and network the home-based businesses. The pilot program will be
20 launched in the village of Dededo in the fourth quarter of 2021 and will be extended
21 throughout the remaining 18 villages through 2023. A minimum of 114 home-based
22 businesses can be created or expanded through this program. GUMA is seeking
23 funds to help incubate graduates of this program with start-up support through a
24 competitive process.

25 The Legislature finds that GUMA has proven itself as a sound and successful
26 program that will help to create viable and lasting businesses that will help towards
27 economic expansion and diversity in Guam.

1 It is therefore the intent of the Legislature to provide financial assistance to
2 GUMA to help in maximizing their program and provide start-up businesses with
3 the support they may need to achieve success.

4 **Section 2. Appropriation to Guam Unique Merchandise and Art**
5 **(GUMA)**

6 The sum of Two Hundred Fifty Thousand Dollars (\$250,000) from the
7 revenues received pursuant to 11 GCA Chapter 42, Earned Income Tax Credit
8 available for Fiscal Year 2021 is hereby appropriated to Guam Unique Merchandise
9 and Art (GUMA) for the purpose of helping to incubate graduates of their business
10 program with start-up support through a competitive process. The appropriation in
11 this Section shall not lapse and shall continue until fully expended. Said
12 appropriation shall not preclude GUMA from receiving other aid or grants to pursue
13 the aims of this Act.

14 **Section 3. Effective Date.** This Act shall be effective immediately upon
15 enactment.



Vice Speaker

TINA ROSE MUÑA BARNES

CHAIRPERSON, COMMITTEE ON RULES

I Mina'trentai Sais Na Liheslaturan Guåhan

GUAM CONGRESS BUILDING
163 CHALAN SANTO PAPA
HAGÁTÑA, GUAM 96910
TEL 671-472-2461
COR@GUAMLEGISLATURE.ORG

August 16, 2021

MEMO

To: **Rennae Meno**
Clerk of the Legislature

From: **Senator Amanda L. Shelton**
Acting Chairperson, Committee on Rules

Re: **Fiscal Notes on Bill Nos. 170-36 (COR) and 171-36 (LS)**

Håfa adai,

Attached, please find the fiscal notes for the following bills:

Bill No. 170-36 (LS)

Bill No. 171-36 (LS)

Please forward the same to Management Information Services (MIS) for posting on our website.

If you have any questions or concerns, please feel free to contact Mary Maravilla, Committee on Rules Director at 472-2461.

Thank you for your attention to this important matter.



Bureau of Budget & Management Research
Fiscal Note of Bill No. 170-36 (LS)

AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

Department/Agency Appropriation Information

Dept./Agency Affected: Department of Revenue and Taxation (DRT)	Dept./Agency Head: Dafne Mansapit-Shimizu, Director
Department's General Fund (GF) appropriation(s) to date:	\$8,945,336
Department's Other Fund appropriation(s) to date: Banking and Insurance Enforcement Fund (\$479,765); Better Public Service Fund (\$1,410,919); Tax Collection Enhancement Fund (\$919,948)	\$2,810,632
Total Department/Agency Appropriation(s) to date:	\$11,755,968

Fund Source Information of Proposed Appropriation

	General Fund:	Special Fund:	Total:
FY 2020 Unreserved Fund Balance	\$0	\$0	\$0
FY 2021 Adopted Revenues	\$0	0	0
FY 2021 Appropriations (P.L. 35-99)	\$0	0	0
Sub-total:	\$0	0	0
Less appropriation in Bill	\$0	0	0
Total:	\$0	0	0

Estimated Fiscal Impact of Bill

	One Full Fiscal Year	For Remainder of FY 2021 (if applicable)	FY 2022	FY 2023	FY 2024	FY 2025
General Fund	\$0	\$0	\$0	\$0	\$0	\$0
FY2021 Earned Income Tax Credit Reimbursement 1/	\$0	\$250,000	\$0	\$0	\$0	\$0
Total	\$0	\$250,000	\$0	\$0	\$0	\$0

- | | | |
|---|--------------------|------------------------------|
| 1. Does the bill contain "revenue generating" provisions?
If Yes, see attachment | / / Yes | /X/ No |
| 2. Is amount appropriated adequate to fund the intent of the appropriation?
If no, what is the additional amount required? \$ _____ | / / N/A
/X/ N/A | /X/ Yes
/ / No |
| 3. Does the Bill establish a new program/agency?
If yes, will the program duplicate existing programs/agencies?
Is there a federal mandate to establish the program/agency? | /X/ N/A | / / Yes
/ / Yes
/X/ No |
| 4. Will the enactment of this Bill require new physical facilities? | / / Yes | /X/ No |
| 5. Was Fiscal Note coordinated with the affected dept/agency? If no, indicate reason:
/ / Requested agency comments not received by due date: _____ / / Other: _____ | /X/ Yes | / / No |

Analyst: <u>Arthur R. Mariano</u> Date: <u>8/13/21</u>	Director: <u>Lester L. Carlson, Jr.</u> Date: <u>AUG 16 2021</u>
Arthur R. Mariano, B&MA Supervisor	Lester L. Carlson, Jr., Director

Footnotes:

1/: In its current form, the subject Bill appropriates \$250,000 to the Guam Unique Merchandise and Art (GUMA) from FY2021 revenues received via Title 11 GCA, Chapter 42 relative to Earned Income Tax Credit (EITC) reimbursements. These funds would be used to help incubate graduates of GUMA's business program with start-up support for the participating businesses. The appropriated funds shall not lapse and shall continue to be available until fully expended. It should be noted that per the Department of Revenue and Taxation, the average EITC payments to taxpayers since 2017 is approximately \$53M. However, the final amount to be reimbursed for FY2021 has yet to be determined as well as the timeframe in which the funds will be availed to the Government of Guam. Lastly, should the Internal Revenue Service and the U.S. Treasury avail EITC reimbursements via a trust account, those funds would not be subject to legislative appropriation.

OFFICE OF FINANCE AND BUDGET

STEPHEN J. GUERRERO, DIRECTOR

Tel: (671) 646-4416 / Fax: (671) 969-6737

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721 Marine Corps. Dr., Tamuning Guam 96913



COMMITTEE ON GENERAL GOVERNMENT OPERATIONS,

APPROPRIATIONS AND HOUSING

I Mina'trentai Sais Na Liheslaturan Guahan

SENATOR JOE S. SAN AGUSTIN

Tel: (671) 989-5445 / Fax: (671) 969-6737

Email: senatorjoessanagustin@gmail.com

September 8, 2021

MEMORANDUM

To: Senator Joe S. San Agustin
Chairman, Committee on General Government Operations, Appropriations and Housing

From: Stephen J. Guerrero
Director, Office of Finance and Budget

Re: Funding Availability Note: Bill No. 170-36 (COR)

Hafa Adai Senator San Agustin!

Pursuant to the Standing Rules of the 36th Guam Legislature, the Committee on Appropriations and/or the Office of Finance and Budget (OFB) shall determine in writing if the funding source cited in Appropriation or Authorization for Appropriations bills are sufficient.

The Office has received Bill No. 170-36 (COR), AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.

The proposed Bill No. 170-36 (COR) appropriates \$250,000 from the revenues received pursuant to 11 GCA Chapter 42, Earned Income Tax Credit for Fiscal Year 2021 to the Guam Unique Merchandise and Art (GUMA) for the purpose of helping to incubate graduates of their business program with start-up support through a competitive process. GUMA is a nonprofit organization that has been mentoring and incubating aspiring local artists and cultural entrepreneurs transform their Guam centric ideas into self-sustainable businesses since 2014.

According to the Department of Revenue and Taxation, the average EITC from Tax Year 2014 – 2019 amounts to \$55.8M. Historically, this will be the first time the Government of Guam will be reimbursed for EITC and therefore, the timeframe and the final amount has yet to be determined. If EITC is received in advance, it will proceed to be deposited into the Trust Fund and used strictly for tax refunds—thus not subject to legislative appropriation. However, if EITC is received as a reimbursement instead, then will a funding source be available for the appropriation in this Bill.

Although GUMA has made significant contributions to Guam's economy, the current decline in Guam's economy from the impacts of the pandemic must be heavily considered as the EITC reimbursements may already have been considered to supplement tax refunds and other operational and capital projects.

Respectfully,


Stephen J. Guerrero








Office of
SENATOR Joe S. San Agustin

I Mina' trentai Sais na Liheslaturan Guåhan Thirty-Sixth Guam Legislature

COMMITTEE VOTE SHEET

BILL NO. 170-36 (LS)- As Introduced by Frank F. Blas Jr., Joe S. San Agustin, and V. Anthony Ada. **“AN ACT TO APPROPRIATE THE SUM OF TWO HUNDRED FIFTY THOUSAND DOLLARS (\$250,000) FROM THE REVENUES RECEIVED PURSUANT TO 11 GCA CHAPTER 42 AVAILABLE FOR FISCAL YEAR 2021 TO GUAM UNIQUE MERCHANDISE AND ART (GUMA) FOR THE PURPOSE OF PROVIDING ASSISTANCE TO INCUBATED BUSINESSES DEVELOPED WITH THEIR PROGRAM.”**

Committee Members	Signature	TO DO PASS	TO NOT PASS	TO REPORT OUT ONLY	TO ABSTAIN	TO PLACE IN INACTIVE FILE
Senator Joe S. San Agustin <i>Chairman</i>		✓				
Senator Amanda L. Shelton <i>Vice Chairperson (Gen Govt Operations, Appr & Housing)</i>				✓		
Senator Clynton E. Ridgell <i>Vice Chairman (Appropriations) Member</i>		✓				
Speaker Therese M. Terlaje <i>Member</i>						
Vice-Speaker Tina Rose Muña Barnes <i>Member</i>						
Senator V. Anthony Ada <i>Member</i>		✓				
Senator Frank F. Blas Jr. <i>Member</i>		✓				
Senator Jose “Pedro” Terlaje <i>Member</i>						
Senator Mary Camacho Torres <i>Member</i>						

Committee Chairman: General Government Operations, Appropriations, and Housing

Ran - Care Commercial Building, CBU #230, 761 South Marine Corps Dr., Tamuning, Guam 96913

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