

MINUTES OF A REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
GUAM ECONOMIC DEVELOPMENT AUTHORITY

January 22, 2015

Call to Order

§1. The regular meeting of the Board of Directors of the **Guam Economic Development Authority** (referred to as "GEDA" or the "Authority") was held on January 22, 2015 at the hour of 1:35 p.m. at the Guam Economic Development Authority conference room, Fifth Floor Suite 511, ITC Building, Tamuning, Guam. The meeting was called to order by Chairman Edward J. Calvo to consider several items on the agenda.

Attendance and Quorum

§2. Roll Call. As determined by the roll call, the following directors were present:

Directors:

Edward J. Calvo

David J. John

Vera Wu

George Chiu

Monte Mesa

Ernesto V. Espaldon, Jr.

Offices or Positions:

Chairman

Vice Chairman

Secretary

Director

Director

Director

Absent and excused:

John A. Rios

GEDA Administrator

Also present were:

GEDA Officials:

Mana Silva Taijeron	GEDA Deputy Administrator
Terry Brooks	GEDA Legal Counsel Terrence M. Brooks P.C.
Christina Garcia	Business Development Manager
Claire Cruz	Compliance Division Manager
Larry Toves	Real Property Manager
Diego Mendiola	Real Property Assistant Manager
Mike Cruz	Project Director
Jha' Aunie Leon Guerrero	Real Property Administrative Assistant
Sheena Black	CEDDS Manager
Gloria Molo	Administrative Services Officer
Carl Quinata	Industry Development Specialist
Matt Sgro	Industry Development Specialist
Matthew Baza	Commerce & Economic Specialist
John San Nicolas	Compliance Supervisor
Jasmine Stole	Marianas Variety

Approval of Agenda

§3. The first item considered was approval of the agenda. On motion duly made by Director Espaldon and seconded by Director Chiu, to approve the agenda. The agenda was unanimously approved.

Approval of Minutes

§4. The next item on the agenda was the approval of minutes from the Regular Board of Directors Meeting on November 20 and December 18, 2014.

Chairman EJ Calvo informed the Board that a need to ratify the decisions made at the December 18, 2014 meeting, as well as approve the minutes from the meeting together with the November 20, 2014 minutes. This is due to insufficient publication of notice.

Motion duly made to approve the minutes from the Regular Board Meeting on November 20 and December 18, 2014 and ratify all action taken at the December 18, 2014 meeting by Director Mesa and seconded by Director Wu. The minutes and ratification of action were unanimously approved.

Communications

§5. The next item on the agenda was Communications.

Deputy Administrator, Mana Silva Taijeron updated the Board on the upcoming expiration dates of three of our Board Members on February 23, 2015. The Members are; Chairman EJ Calvo, Vice Chairman David John and Director George Chiu.

No Board action was required.

Old Business

§6. The next item on the agenda was Old Business. There was none.

New Business

§7. The next item on the agenda was New Business. The first item under New Business was the RFP for Business Development Support Services.

Mr. Carl Quinata presented to the Board that GEDA is requesting to seek for professional services to assist the Business Development Division with development strategies in marketing Guam in Korea, Japan, Philippines and other countries in Asia, as well as in support of Imagine Guam.

Mrs. Christina Garcia informed the Board that GEDA Business Development Division is seeking the Board's approval for funding from IDIQ to develop the RFP for professional services for the development of marketing and promotions. This will help with GEDA's investment mission; Imagine Guam Strategy and depending on funding with the celebration of activities for GEDA's 50th Anniversary. The IDIQ would be for the services and then we would work with the Board for each task item.

Chairman Calvo clarified that the contract would be for Business Development Services including Imagine Guam on a task for task basis.

The marketing funds are tied to GEDA contributions by QC holders and we are seeking grant funds in different areas. For certain tasks we will be looking for funding in grants or the reallocation of promotions. Imagine Guam funds will be sought with the Office of Economic Adjustment (OEA) and not with GEDA funds. With the second proposal, this year there was \$100,000 allocated for the China office, the final details are being made on the presentation and the unused funds will be allocated towards the InvestGuam marketing and promotion project.

Select USA will be having a Department of Commerce promotion in March; the Investor Database will be introduced to see the states, territories and counties; and then we will begin our monthly Asia (China, Korea, Taiwan, Philippines and Japan). We would like to engage the services right away to polish up our marketing materials.

After further discussion, a motion duly made by Director Mesa and seconded by Director Espaldon to allow management to issue an RFP for Business Development Support Services pending the funding source, just to solicit for interested parties. The motion was unanimously approved.

Reports

§8. The next item on the agenda was Reports. Chairman informed the Board that there will be an update given on the HOT Bond projects, specifically the Museum. Mr. Larry Toves presented an update on the progress of the Museum and the status of some of the other ongoing projects. No board action was required.

Public Comments

§9. The next item on the agenda was Public comments.

Adjournment

§10. Having no further items to discuss, on motion to adjourn duly made by Director Mesa and seconded by Director Wu, at 2:24 p.m., the meeting was adjourned.

Dated this 19th day of February, 2015



Edward J. Calvo
Chairman

ATTEST:



Vera Wu
Secretary