

CHAIRMAN'S
2023
END OF THE
YEAR ADDRESS



GUAM CHAMBER
OF COMMERCE

Partners in Progress

Apology & Special Thanks

- Hard year
- Typhoon Mawar
 - Chamber office severely damaged
- Special Thanks



What's Ahead for 2024

- Exchange rate
 - Won – 1314.42 (2022); 1308.39 (2023)
 - Yen – 138.19 (2022); 150.74 (2023)
- Inflation – 7.7% (3.7% - US)
- US Recession? National debt?
- Interest Rates – 8.5% (prime)
- Oil – 91.80 (2022) 81.42 (2023)
- Continued buildup
- Remaining pandemic dollars will runoff
- Power subsidy will stop
- Insurance premiums will rise



What's Ahead for 2024

- Labor challenges
- High Construction Costs
- Housing
 - Shortage
 - Affordability
- Russia-Ukraine, Israel-Hamas
- China
- Presidential Election
- Local election
- Large government budget



What's Ahead for 2024

Category (millions)	Fiscal Year 2019	Fiscal Year 2020	Fiscal Year 2021	Fiscal Year 2022	Fiscal Year 2023	Change 19-23	Change 19-23
General Fund	\$ 765.7	\$ 744.3	\$ 781.4	\$ 709.5	\$ 812.3	\$ 46.6	6.09%
Special Funds	\$ 191.6	\$ 179.8	\$ 195.1	\$ 192.5	\$ 211.5	\$ 19.9	10.39%
Federal Matching Grants-in-Aid	\$ 140.2	\$ 124.2	\$ 133.6	\$ 120.0	\$ 145.1	\$ 4.9	3.50%
Total	\$ 1,097.5	\$ 1,048.3	\$ 1,110.1	\$ 1,022.0	\$ 1,168.9	\$ 71.4	6.51%

PRIVATE SECTOR		June ^p 2023	June ^p 2022	December ^r 2019	Change19-22	Change 22-23	Change 19-23
	AGRICULTURE	240	330	230	100	(90)	10
	CONSTRUCTION	11,750	10,010	7,350	2,660	1,740	4,400
	<i>General Building Contractors</i>	9,970	8,140	5,730	2,410	1,830	4,240
	<i>Heavy Construction, ex. Building</i>	480	500	330	170	(20)	150
	<i>Special Trade Contractors</i>	1,300	1,370	1,290	80	(70)	10
	MANUFACTURING	1,510	1,630	1,460	170	(120)	50
	TRANSPORTATION & PUBLIC UTILITIES	3,620	3,760	4,700	(940)	(140)	(1,080)
	WHOLESALE TRADE	2,280	2,320	2,520	(200)	(40)	(240)
	RETAIL TRADE	11,700	11,240	14,160	(2,920)	460	(2,460)
	FINANCE, INSURANCE & REAL ESTATE	2,270	2,300	2,650	(350)	(30)	(380)
	SERVICES	15,820	15,610	18,890	(3,280)	210	(3,070)
	<i>Hotels and other lodging places</i>	5,530	4,930	7,010	(2,080)	600	(1,480)
	<i>All other services</i>	10,290	10,680	11,880	(1,200)	(390)	(1,590)
	TOTAL PRIVATE SECTOR	49,190	47,200	51,960	(4,760)	1,990	(2,770)
PUBLIC SECTOR							
	FEDERAL	4,110	3,920	3,910	10	190	200
	GOVERNMENT OF GUAM	11,590	11,350	11,740	(390)	240	(150)
	<i>Executive Branch (Include GPSS)</i>	6,770	6,610	6,820	(210)	160	(50)
	<i>All others including autonomous</i>	4,820	4,740	4,920	(180)	80	(100)
	TOTAL PUBLIC SECTOR	15,700	15,270	15,650	(380)	430	50
TOTAL PAYROLL EMPLOYMENT		64,890	62,470	67,610	(5,140)	2,420	(2,720)



			CIVILIAN LABOR FORCE					NOT IN LABOR FORCE
Year	Month	Total Civilian Population	Total	Participation Rate	Employed	Unemployed	Unemployment Rate	Total
2023	JUN	122,960	70,420	57.3	67,630	2,790	4.0	52,540
2022	DEC	123,110	73,370	60.0	70,460	2,900	4.0	49,740
2019	DEC	123,380	76,110	61.7	71,440	4,670	6.1	47,270
CHANGE		-420	-5,690	-4	-3,810	-1,880		5,270

Year	GDP (Millions of USD)	Real GDP (Millions of Chained USD)
2019	6,061	5,514
2020	6,361	5,650
2021	5,887	4,984
2022 (estimated)	6,223	5,103
2023 (estimated)	6,547	5,242

Year	GDP (Millions of USD)	Adj for buildup impact	Real GDP (Millions of Chained USD)	Adj for buildup impact
2019	6,061		5,514	
2020	6,361	4,962	5,650	4,407
2021	5,887	4,592	4,984	3,888
2022 (estimated)	6,223	4,854	5,103	3,980
2023 (estimated)	6,547	5,107	5,242	4,089

DISCLAIMER

- **Comments & Opinions**
 - **Are personal**
 - **Does not represent the Board or my employer**
 - **Thinking of the benefit of the whole and not the few**
 - **Chamber Laureate**
 - **Joey Crisostomo – 2022 Honoree**
- “To all the politicians - Do the right thing”**



General Feedback

Quality of Life
Healthcare
Education
Public Safety
Efficiency
Smaller Government
Affordability
Opportunity



SO, LET'S
GET
STARTED!!

- **Keep Director's & Board - continuity**
 - But they would have to be evaluated on their past performance.
- **Have every agency redo its mission statements to include improving and striving to provide the best service to the public. We need to start to change the mindset of all those employed in the government.**
- **Accountability**
 - Has to start from the top.

- **Director's & Board – within 90 days**
 - **Submit a Strategic Plan (SWOT). Must include:**
 - **Reduction in expenses**
 - **Do more with less staff**
 - **Development of KPIs**
 - **Development of workflows designed to improve efficiency**
 - **Use of technology**
 - **Job descriptions**



- **Economic Counsel made up of the private sector executives**
 - Review agency plans + other
 - Prioritize – “sense of urgency”
- **Ultimate goal**
 - Late Eddie Calvo – “Guam is Good”
 - Make Guam Better!



- Education
 - Charter schools
 - Literacy rates – COVID Impact
 - KPIs
 - Reorg
- Explore privatizing
 - GPA
 - GWA
 - GSWA
 - GRMT

- Declare Guam as EDM (possible way around the Jones Act)
- Federalize Customs
- Hospital
 - Be practical
 - Public Private Partnership Hospital
- Reduce cost of doing business – make Guam business-friendly
 - Taxes – why we can’t reduce
 - Fees

- Revamp procurement process
 - Conflicts of interest – litmus test
- Revamp the government lease program
 - Allow for long-term commercial leases (30 ++)
 - Tied to employment and investment
- Revamp GEDA QC process
 - Investor friendly
 - No public hearings
 - Tied to employment and/or significant capital investment



- Identify all developable parcels of land owned by the government – land bank
- Fund & Empower GEDA
 - Mission – find investors (economic leases, tax incentives, private activity financing)
- Outsource as many government functions/services



- Part-time legislature
- Require facts and studies when introducing legislation (Frank Aguon)





2023 SCORE:

90%

Speaker Therese Terlaje
(D)

100%

Voted on Bills aligned with the Guam Chamber

(Score decrease based on votes not aligned with the Guam Chamber)

(80% WEIGHT OF TOTAL SCORE)


ECONOMIC
DEVELOPMENT

HEALTHY BUSINESS
ENVIRONMENT



SCORE CARD





Diversification Working Group & Chamber Think Tank

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2023 Legislative Scorecard

Scoring Rubric:

80%: Voted on Legislation in Support of the Private Sector. Each vote is equivalent to one point. Any vote that is not aligned with the Chamber would be deducted.

10%: Authored or Co-Sponsored Bills Supported by the Chamber

10%: Authored or Co-Sponsored Bills Introduced by the Opposite Political Party that Impact the Business Community.



We have challenges ahead of us ...
But we also have opportunities
Guam is good ...
Time to make Guam Better!



Executive Committee

- Vice Chairman – Ernie Galito
- Secretary/Treasurer of the Board – Tae Oh
- Immediate Past Chairman - Joe Arnette
- Special Executive Committee Member - Tom Shimizu
- Ex-Officio Member, Siska Hutapea

2023 Guam Chamber Board of Directors

Our Chamber Team

- President - Catherine Castro
- Operations Manager, Jackie Casil
- Committee Liaison Specialist – Rebekah Mendiola
- Administrative Support Specialist – Brandin Ogo
- Programs & Projects Coordinator – Schuyler Delgado



Armed Forces Committee

- Chairman – Phil Santos/ Vice Chairman – Mark J. Sablan

Chamber Business Women's Network

- Chairwoman – Deanna Crisostomo

Guam Young Professionals

- Steering Members: Anthony Quenga, Ione Llaga, Cam Lorenzo, Charlie Onedera and Jenynne Guzman


Small Business Focus & Development Committee

- Chairwoman – Jessica Barrett

JDC Life Skills Youth Program

- Representatives: Catherine Castro and Monty McDowell





To all the members of the Guam Chamber of Commerce
...
it's been a great honor/pleasure to have served you all.

Thank you.
May God bless you all.

“Guam is Good” – Let's Make Guam Better!