



Guam Chamber of Commerce Armed Forces Committee

Importance of Partnering with Local Businesses

*By Carl Peterson, Immediate Past Chairman
Armed Forces Committee*

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Island Business Opportunities Conference
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GUAM CHAMBER OF COMMERCE
PARTNERS IN PROGRESS

- ❑ Private, not for profit organization
- ❑ Established 83 years ago in 1924
- ❑ Membership = 330+ individual businesses representing all sectors of the Guam economy employing 40,000 people
- ❑ Over 55% of our members are defined as small business
- ❑ Combined membership contributes 70% of Guam's \$3 billion Gross Island Product



Armed Forces Committee (AFC)

- A voluntary group of dedicated individuals working together to promote
 - Department of Defense investment on Guam
 - Military tourism
 - Economic development -- quality jobs
 - Business and commerce with the military



AFC Goals



- To foster goodwill and support the continuing military presence in Guam;
 - To act as liaison to facilitate a stronger relationship between Guam's civilian and military communities;
 - To facilitate communications between both communities to avoid unnecessary misunderstandings
 - To enhance public awareness of the important economic and socio-cultural impact of the military in Guam;
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AFC Goals



- To promote Guam as a leisure destination for uniformed and civilian military employees;
 - To enhance networking contacts and exchange of information with the military; and,
 - Networking with off-island firms to facilitate the military build-up on Guam
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Stories of Success



- Quality Distributors, Inc.
 - Awarded Prime Vendor Contract in March 2001
 - “New Contractor of the Year Award” in 2002 by DLA
 - “Prime Vendor of the Year Award” of the Pacific Region in 2003 by DSCP
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Stories of Success



□ Cabras Marine Corporation (CMC)

- Women-owned Small Business
 - Awarded contract for docking tugs in Apra Harbor in 1998 (follow up contract awarded in 2003 for another 5 years)
 - Awarded contract for Ferry Service for passenger and crew of U.S. Maritime Preposition Force-3 on Guam and Saipan
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Stories of Success



- ❑ Global Food Services, LLC dba GFS Group
 - Woman-Owned HUBZone and 8(a) certified Small Business with a NAICS Code Classification of Full Facilities Support Services
 - Subcontracts for Bachelor and Transient Housing Operations, Naval Hospital Galley Services, MWR Category C Venues (*completed in 2005*)
 - Current Prime Contracts with DoDEA, NAVFACMAR and Fleet & Family Service Center
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AFC Subcommittees



- **Military R&R Subcommittee** (responsible for ship visits, familiarization tours, military discounts program)
 - **Social Events** (host welcome receptions, plans the annual Salute to the military in July and Downtown Fairs to welcome new military and their family)
 - **Department of Defense Contracting** (responsible for organizing seminars, vendor fairs, and addressing contracting issues -- elaborate on later in presentation)
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AFC DoD Contracting

Networking and Training

- Vendor Fairs
 - Seminars
 - Government-wide Purchase Cardholders
 - Other Forums
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AFC DoD Contracting

- Contracting Issues
 - Technical Requirements in RFPs
 - Base Access
 - Level Playing Field (*GRT, licensing requirements, etc.*)
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AFC DoD Contracting

- Contracting Issues
 - Construction Project Inspection Standards
 - Payments on Materials in Storage



Looking Ahead

- Support infrastructure strengthening for increased military presence
 - Utilities
 - Roads
 - Housing
 - Workforce
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Looking Ahead



- Where do we go from here?
 - Inafa'maolek* - “Making It Good Together”
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