



**GUAM CHAMBER OF COMMERCE**  
**PARTNERS IN PROGRESS**

July 25, 2023

THE HONORABLE JAMES MOYLAN  
Member of Congress  
United States House of Representatives  
1628 Longworth House Office Building  
Washington, DC 20515

**Re: Small Business Concerns**

Hafa Adai Congressman Moylan,

We appreciate the opportunity to provide our comments on issues that encumber our local small businesses. Our small businesses have been vital to our communities across the nation, contributing to our economy and supporting a strong local workforce. Guam, in our unique corner of the world, is not exempt from the challenges that small businesses across the nation currently face. Many of these concerns include workforce and supply shortages, government regulatory issues, inflation, and taxes.

Additionally, local small businesses contend with the following challenges:

- The cost of shipping to Guam is very high.
  - This is related to the high cost of fuel and the geographic location of our island. Guam does not have an export industry that supports outbound shipping services.
  - Guam still has limited air freight capacity. The island air arrival and departures are picking up somewhat but are nowhere near the levels it was prior to March 2020.
  - Courier service to Guam is costly as Guam is not considered domestic although it is a territory of the United States. The U.S. Postal Service considers Guam domestic.
- Access to Capitol
  - Most small business owners tap into their personal savings and assets to start their businesses and often don't have the additional means to secure loans. The current high-interest rates are another inhibiting factor.
  - There are limited government programs to support small businesses. The U.S. Small Business Administration should consider assisting Guam's office (which currently has one person) to be accessible for face-to-face meetings, phone calls, and more to determine business capital solutions that best fit each company.
  - Applying for government grants or government bids is time-consuming and burdensome even with the assistance of the local SBDC and PTAC advisors. The federal government assumes that all small businesses have access to fast and efficient wifi networks. There additionally seems to be little flexibility if a company makes a mistake registering their business online or would like to make a change to their online profile.

*Page 2*

*July 25, 2023, Letter to Congressman Moylan*

*Re: Small business issues*

- The cost of doing business has risen exponentially.
  - As noted above, workforce shortage, taxes, cost of goods, availability of products, and government regulations all contribute to the cost of doing business. We have additionally seen the rise in the cost of fuel and power over the past few years contribute to the list.

Our island has the added burden of local regulatory issues that the Chamber continues to address with our local government agencies.

Any support from the Committee in addressing the issues that impede the ability of our national and territorial small businesses to provide goods and services, employ our people, and pay their fair share of taxes would be most appreciated. *Si Yu'os Ma'ase.*

Sincerely,

  
CATHERINE CASTRO  
President