



Talking Points
Meeting with the Lt. Governor
20 December 2019, 1400-1500

A G E N D A

Procurement Favorable to NPOs:

- Payu-Ta has had informal discussions with the Speaker to determine if there is an opportunity is looking to seek legislation that will be more favorable to non-profit organizations, such as legislation that provides vendor preference to service-disabled veterans

Non-Profit Congress (20-24 April 2020)

- Focus increasing membership
- Seeking NPOs that are aligned with the Sustainable Development Goals

Priority for payment (Net 30)

- Timely receipt of Government of Guam payment for services rendered from NPOs
 - For example: NPOs provide group home services on behalf of the Government of Guam. Is there a possibility in future contracts that favorable payment terms can be provided to NPOs in lieu of reimbursement of expenses?
 - Difficult for NPOs to cover costs if Government of Guam payments are late

Solidify Public-Private Partnerships

- Often times, grants are available to state agencies and not NPOs
- If state agencies decide not to apply for the grant:
 - Can state agencies establish MOU/MOA with NPOs, who will be written into the grant and will be contracted to provided the service if the grant is awarded.
 - Small percentage of the grant will be provided to the state agency for administrative costs