

“Thanks Mon”

If as a business owner, you had the goal of serving local residents with local food which had a “different taste”; yet, it was appealing to those who loved the spices of the island with a big helping of island hospitality, then restaurateurs Francis R. Kenney and Timothy M. Murphy have set an example for you. Their two co-owned dining establishments are perfectly positioned in the heart of Agana and in the heart of Guam’s tourist district of Tumon Bay.

Frank and Tim had been friends 2 years before opening their first restaurant, Jamaican Grill, located in the Chamorro Village in December of 1994. They were working in the hospitality industry in various capacities learning their trade and perfecting their culinary skills, all the while dreaming of opening a restaurant of their own.

As they entered the world of small business ownership, Frank and Tim visited with several business entrepreneurs which provided them with invaluable knowledge on opening a business. They also took advantage of the free counseling at the Small Business Development Center at the University of Guam to put together a detailed business plan. The SBDC is funded by the U.S. Small Business Administration. Of the SBA’s resource partners Murphy said, “Anyone considering going into business should take advantage of their services. They are absolutely wonderful. The things you might not have considered would be exposed once you develop your plan.”

From a humble beginning at the Chamorro Village where they occupied a 200 sq. ft. kitchen with no employees with a modest \$10,000.00 investment to a 3,500 sq. ft. outlet that includes food preparation, dining, and reception areas with over 35 employees, the company has been successful. However, they realized that most of their clientele were tourists who only had a few minutes to visit the Chamorro Village. They have built a takeout business that accounted for 40% of their sales. Therefore, they decided to go to where the tourists were located – Tumon Bay.

So with their new business plan they applied for and received a \$200,000 loan from Citizen Security Bank which was guaranteed by the SBA. According to Murphy, the additional SBA financing allowed the business to furnish the second restaurant and brought their food closer to the tourist district. Today, they have several contracts with the sunset dinner cruises and many walk-in customers frequent their establishment. The two restaurants now generate close to \$2 million in sales and employ 65 people.

Frank and Tim have also been very active in the community. They have support various community organizations on Guam by providing food at discounted prices as well as monies to various charitable organizations. Most recently, they have helped the visiting Marines by providing them with a “different taste” rather than the military issue MREs (meals ready to eat).

Aspiring entrepreneurs take note--- not only do Frank and Tim set an example for business success, they are also an example that good things happen in pairs.