



A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT

P.O. Box 8770
Tamuning, GU 96931

Tel (671) 646-0300
Fax (671) 646-8823

www.guamairport.com

MINUTES OF THE BOARD OF DIRECTORS SPECIAL MEETING
3:00 p.m., Friday, April 12, 2013
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

Chairman Francisco G. Santos called the A.B. Won Pat International Airport Authority, Guam (GIAA) special meeting to order at 3:15 p.m. The presence of Directors is noted as follows: Jesus Q. Torres, Vice Chairman, Rosalinda A. Tolan; Martin J. Gerber; Edward G. Untalan, and Lucy M. Alcorn. Also present were Charles H. Ada II, Executive Manager, Peter Roy Martinez, Deputy Executive Manager, Carlos P. Bordallo, Acting Comptroller, Frank R. Santos, Business and Financial Consultant, Janalynn C. Damian Esq., and Michael A. Pangelinan Esq., Legal Counsel. The Chairman welcomed the presence of Airport Tenants, stakeholders, and members of the public who are noted in a sheet made as an attachment to the minutes.

At this time Chairman Santos acknowledged the presence of Mr. Pedro (Sonny) Perez Ada III. The Chairman informed the Board that Mr. Ada's Confirmation Hearing was April 8th, 2013; he is now just awaiting approval from the Legislature before becoming an official Board Member. The Chairman stated it is honor for Mr. Ada to be a part of the Airport Board of Directors and thanked him for attending the meeting.

2. APPROVAL OF AGENDA

Director Tolan made motion to approve the agenda as presented, seconded by Vice Chair Torres; motion carried.

3. MATTERS FOR BOARD RATIFICATION/APPROVAL

A. Appropriation to Capital Improvement Fund

Mr. Frank Santos presented item A. He informed the Board that during the course of the year, GIAA has worked closely with FAA in planning future projects for the Airport. The three (3) projects listed were anticipated during the budget preparation for Fiscal Year 2013. Board's approval is requested to appropriate the sponsors share for each project to the Capital Improvement Fund. Once approved, preparation may begin on the Request For Proposals for each project. The projects are as follows:



	Sponsor	FAA
1. Sterile Arrivals Corridor (Design Only)	\$139,000	\$1,250,000
2. Aeronautical Survey (AGIS) Phase 2	\$ 54,000	\$ 486,000
3. Extend Runway 6L/24R Completion Part B	<u>\$222,845</u>	<u>\$2,005,605</u>
TOTAL	\$415,845	\$3,741,605

Mr. Santos informed the Board, that the requested amount to be appropriated is \$415,845.00. Vice Chair Torres inquired on project number one (1), the Sterile Arrivals Corridor, and if this project will include eliminating the divider in the Arrivals Corridor. Mr. Santos responded stating that the divider will be eliminated, but needs to be designed first. This will be an ongoing upgrade project consisting of three (3) phases so as not to disrupt the flow of the arrivals area. Vice Chair Torres made motion to appropriate the requested amount of \$415,845.00 to the Capital Improvement Fund, seconded by Director Alcorn; motion carried.

B. Approval of Award for Specialty Retail Concession Multi Concepts RFP No. GIAA010-FY12

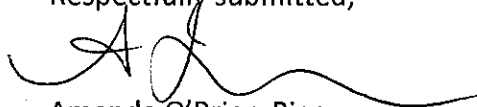
The Executive Manager stated that the Airport solicited proposals from qualified concessionaires to develop, construct and operate a high quality specialty retail concession at the main passenger terminal featuring branded merchandise products using exciting and innovative marketing and merchandising techniques to enhance the terminal environment and to appeal to the traveling public. A total of eight (8) firms obtained RFP packages, however only four (4) firms submitted proposals before the deadline of October 17, 2012. To maintain the confidentiality requirement of the procurement law, each of the proposers were randomly assigned a letter designation. The four (4) proposals were evaluated by a committee and as a result, Management recommends that the Board approve the contract award to the highest ranked proposer, Proposer 'A'; subject to the successful negotiation of the said Agreement. If negotiations prove unsuccessful, Management may commence negotiations with the next highest ranked proposer. Before voting commenced, the Chairman stated for the record that he and Director Tolan will continue to abstain from discussing or voting on item B, and requested that item B be chaired by the Vice Chairman. Since the Board had no objection, the Acting Chairman called for a motion on item B. Director Untalan made motion to approve Management's recommendation, seconded by Director Alcorn; motion carried.

At this time Acting Chairman called on the Executive Manager to announce the concessionaire that was randomly designated the letter 'A'. The Manager announced that the proposer ranked number one and approved to commence negotiations is Lotte Duty Free.

4. ADJOURNMENT

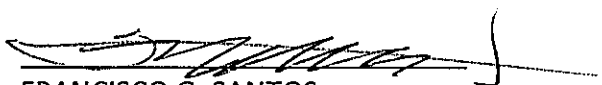
Vice Chair Torres made a motion to adjourn the meeting, seconded by Director Tolan; motion carried. The meeting adjourned at 3:32 p.m.

Respectfully submitted,



Amanda O'Brien-Rios
Board Secretary

APPROVED:



FRANCISCO G. SANTOS
Chairman of the Board

05/23/13
Date

Attachment



A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM
ATURIDAT PUEYTON BATKON AIREN GUAHAN ENTENASIONAT

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BOARD OF DIRECTORS SPECIAL MEETING

3:00 p.m., Friday, April 12, 2013

Terminal Conference Room No. 3

AGENDA

- 1. Call to Order and Attendance**
- 2. Approval of Agenda**
- 3. Matters for Board Ratification/Approval**
 - A. Appropriation to Capital Improvement Fund**
 - B. Approval of Award for Specialty Retail Concession Multi Concepts RFP No. GIAA010-FY12**
- 4. Adjournment**



AMERICAN ASSOCIATION
OF AIRPORT EXECUTIVES



AIRPORTS COUNCIL
INTERNATIONAL



NASAO
National Association of State Aviation Officials



THE INTERNATIONAL AIR CARGO ASSOCIATION



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

BOARD OF DIRECTORS SPECIAL MEETING

3:00 P.M., FRIDAY, APRIL 12, 2013

GIAA TERMINAL CONFERENCE ROOM #3

SIGN IN SHEET

<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1. STEVE PARK	LOTTE DUTY FREE
2. NICOLE SUJIN NAMKUNY	LOTTE DUTY FREE
3. VICTOR J. CRUZ	GIAA
4. FRANKLIN P. TAITANON	GIAA
5. JIMMY SEPO	LOHIO
6. JAMES ROH	DFS
7. Dana Gutierrez	MMST
8. JeongHo Cha	The Shilla Duty Free
9. Jay Cho	The Shilla Duty Free
10. RAULON MANTANONG	CABOT MANTANONG
11. JOANA CUMACHO	DFS
12. Jerrich Sablan	PDN
13. Germ Perez	
14. Jean Arriola	GIAA
15. Sandra Silverio	JRDF
16. CESAR CABOT	CM LAW
17. E. CRISTOBAL	isa apparel
18. J.G. JAVELLANA	GIAA
19. ANN BAPTISTA	GIAA ACN

- | | | |
|-----|------------------|------------------|
| 20. | Iron Bergley | DFS |
| 21. | Mindy Aguan | KUAM |
| 22. | Carlito Rozasler | KUAM |
| 23. | Gerard Bautista | GIAA-ATM |
| 24. | Jermaine Alerts | Sen. San Nicolas |
| 25. | Brownings | BB News |
| 26. | CHARLES N. ADP | GIAA |
| 27. | Benny A. BAZA | ARFF |
| 28. | Meg Paramalam | UA |
| 29. | Art Day | UNITED |
| 30. | Ladd Jannan | J. Richenk |
| 31. | David Castro | Madonas Variety |
| 32. | Kami Peng | JIT |
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Pizza Hut – From a secret lab comes a cheesy idea

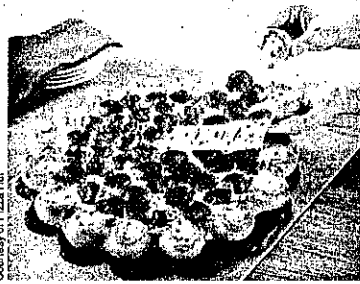
PLANO – For around 16 months, Chef Wiley Bates III has done his work in a closely monitored, difficult-to-access test kitchen in Plano, Texas, one where research is conducted, where ideas are abandoned or advanced, and where product development is handled with care.

It is near this kitchen, located within an attractive building in a suburban office park, that he and a set of his colleagues are seated around the newest product from the pizza seller, the Crazy Cheesy Crust pizza.

The name is a fair one, though perhaps only by seeing it in person can one truly appreciate it. This particular item relies

on the hand-tossed crust, but it comes with an immediately noticeable difference rather than the slices ending in that familiar arc of baked dough, each piece of the Crazy Cheesy Crust has appended to it two edible pockets with melted cheese.

“You notice how the dough actually nestles around,” Chef Bates says. “The hand-tossed [crust] lends itself to absorbing some of those wonderful flavors, while again maintain-



COURTESY OF PIZZA HUT

ing the integrity of the cheese.” His description of the pizza’s characteristics and how it came to exist can perhaps be summed up by one short statement he adds: “Consumers always want more cheese.”

(Yahoo! News)

Weak economic reports send stock market lower

NEW YORK (AP) – Weak reports on hiring and service industries sent the stock market sharply lower Wednesday, giving the Dow Jones industrial average its worst day in more than a month.

The Dow fell 111.66 points, or 0.8 percent, to 14,550.35, its worst

decline since Feb. 25. The Standard & Poor’s 500 index dropped 16.56 points, or 1.1 percent, to 1,553.69. Both indexes closed at record highs the day before.

The reports Wednesday disappointed the market and came two days after news that U.S. manufacturing growth slowed unex-

pectedly last month.

The losses were widespread. All 10 industry groups in the S&P 500 index fell. Banks and energy stocks had the worst losses, 1.7 percent and 1.6 percent. Utilities, which investors hold when they want to play it safe, fell the least, 0.3 percent.

Japan central bank revamps policy to boost economy

TOKYO (AP) – Japan is making a sweeping shift in its monetary policy, aiming to spur inflation and get the world’s third-largest economy out of a long, debilitating slump.

Bowing to demands from Prime Minister Shinzo Abe for more aggressive monetary easing, the Bank of Japan announced Thursday a policy overhaul intended to double the money supply and achieve a 2 percent inflation target at the “earliest possible time, with a time horizon of about two years.”

The central bank said it was launching “a new phase of monetary easing both in terms of quantity and quality” to “drastically change the expectations of markets and economic entities.”

Financial markets, which had feared new BOJ Gov.

Haruhiko Kuroda might not live up to expectation for bold steps, reacted with relief. The Japanese yen, which was trading at about 92.8 yen per U.S. dollar, dropped to about 94.95 yen per dollar by mid-afternoon Thursday after the announcement. The benchmark Nikkei 225 stock index rebounded from negative territory to close 2.2 percent higher.

The policy shift is a coup for Abe, whose Liberal Democratic Party needs to make headway in reviving the economy before an upper house parliamentary election in July. The LDP is hoping for a strong enough mandate to push ahead with other items on their wish list, such as politically difficult economic and educational reforms and changes to the constitution to give Japan’s military a higher profile.

\$135K battery-powered sports car

DETROIT (Reuters) – Detroit Electric, a startup electric-car maker reviving a brand that dates back more than a century, unveiled its first model on Wednesday: a \$135,000, battery-powered sports car that

is to go into limited production in August.

With a projected top speed of 155 mph, the Detroit Electric SP:01 is “the world’s fastest pure-electric sports car,” the company says, adding the two-seater has a range of “just under 190 miles” between charges.



◀Detroit Electric’s two-seat all electric sports car model named SP:01 is shown in this recent photo released to Reuters on April 3. Reuters

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NOTICE TO THE PUBLIC

EFFECTIVE APRIL 8, 2013, GHURA’S NEW OPERATING HOURS WILL CHANGE FROM:

7:00 A.M. - 5:00 P.M.

to

8:00 A.M. - 5:00 P.M.

Monday through Friday; closed holidays and weekends

The Honorable
EDDIE B. CALVO
Governor

The Honorable
RAY TENORIO
Lt. Governor

A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY OF GUAM

PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will hold a Special Board Meeting on Friday, April 12, 2013 at 3:00 p.m. in GIAA Terminal Conference Room No. 3 to discuss the RFP for Specialty Retail Concession and appropriation to GIAA’s Capital Improvement Fund. Parking is available in the Public Parking Lot.

For special accommodations, please call the Board Office at 642-4717/18.
(This ad paid for by GIAA)

Income tax filing deadline approaches

Calvo cancels his China trip

By Frank Whitman
frank@myguam.com
Variety News Staff

ON MONDAY, April 15, Department of Revenue, and Taxation officials estimate about 7,000 taxpayers will file their 2012 income tax returns. In order to ease the filing process and avoid congestion at DRT's Barrigada office, the department will man tables to accept returns at the center courts of Micronesia Mall and the Agana Shopping Center from 10 a.m. to 4 p.m. on Friday, April 12 and on Monday, the final day to file the returns without penalty.

"You can drop off returns [at the shopping centers]," said Marie Benito, deputy director of Revenue and Taxation. "There will be no payments accepted; there won't be any cashiers there." The satellite shopping center locations will each be staffed with six Rev and Tax employees.

The satellite locations will also have available "basic" tax forms — 1040EZ, 1040A and 1040, Schedule B, Schedule 8812 and Schedule B/C, and of course, the Form 4868. [for an] automatic six-month extension," Benito said. "If you need any of the complicated forms or other schedules, then you have to come to the department."

The department has offered the satellite locations for the past two years. Manglona

said. Last year, 2,000 or 3,000 taxpayers filed their returns at the shopping centers. "We had comments from the public that it's so convenient," she said.

At the Barrigada office, canopies will be set up in the parking lot where returns can also be dropped off, though payments will only be accepted at the collections branch and the Treasurer of Guam cashier inside the Rev and Tax building. Payments are also accepted at the other Treasurer of Guam locations — the Department of Administration in Hagatña and the Department of Public Works One Stop Center in Upper Tumon.

A drop box is also at the front of the building, and returns can be placed inside it — no later than midnight, April 15 to avoid a penalty. "The drop box is monitored," Benito said. "[Staff is] here all night collecting the returns. Anything dropped off after midnight is considered April 16."

Mail

Taxpayers can also mail returns to the department which will in turn consider them timely, provided the returns are postmarked no later than April 15.

Online filing is also available at myguamtax.com only for taxpayers using form 1040EZ. Electronic forms must be filed not later than midnight, April 15.

The returns of taxpayers who file Form 4868 for an extension are due Oct. 15.

Benito said taxpayers should take care to avoid mistakes that might result in penalties or delay refunds. "Do not put down your residential address, if that's not where you get your mail," she said. "It must be where you get your mail."

Taxpayers should make sure the proper schedules and copy B of Form W-2 are attached to the return. "Review the return for errors," she said. "If it's mathematical, we will correct and send them the adjustment."

Any incorrect Social Security number for taxpayer, spouse or dependent — may result in a \$50 penalty, Benito said. She also reminded taxpayers that returns must be signed. "If we find something that we need to clarify, we'll send a notice to the taxpayer," she said. "It's called a 30-day notice and they'll come in and respond to that."

As of yesterday, 38,947 taxpayers had filed 2012 returns, leaving more than 22,000 still to file, Benito said. About 46,000 returns require refunds, she said. The department expects about \$4 million in income tax payments. Based on recent years, officials expect about 5,900 taxpayers to file for extensions and they will pay about \$2.2 million when they file returns.



Marie Benito

Refunds

As of March 27, the government had paid about \$29 million in tax refunds for all 7,668 taxpayers who had filed error-free returns through Feb. 12. The administration of Gov. Eddie Calvo is "making every effort" to continue paying refunds in a timely manner, said Benita Manglona, director of the Department of Administration.

While the government has paid out refunds with almost all of the money it had designated for that purpose, it will continue to set aside 26 percent of tax revenues every month to pay refunds. "Tax refunds are a priority of this administration," she said. "This is the first time they have been paid in such a timely manner."

She also acknowledged that the government "is mindful" of the permanent injunction issued by the District Court of Guam in January mandating that tax refunds be paid within six months. The injunction was the result of a class-action lawsuit regarding the government's historical record of paying tax refunds years after returns were filed.

By Frank Whitman
frank@myguam.com
Variety News Staff

DUE to the ongoing North Korea threat, Gov. Eddie Calvo has canceled a trip to China planned for next week, according to a statement yesterday from the Governor's Office. During the trip, Calvo was to meet with Chinese officials and the U.S. Ambassador. The governor will remain on Guam.

"While my meetings in China are important, there is always another time to go," Calvo said in the statement. "There is a need for everyone to be vigilant and prepared for anything, even though the threat level isn't alarming at this time. We've been busy preparing and testing the components of our emergency management system, and we've been fielding calls at the Joint Information Center. Many people have concerns: I want to stay with Guamanians during this time to help relieve any concerns there may be. I'm not going anywhere. Because of our current heightened status, it's important we work together to get Guam prepared and to sharpen our vigilance."

According to a release on the National Governors Association website, Calvo was to have been a member of a four-governor delegation that includes Gov. Terry Branstad of Iowa, Gov. Bob McDonnell of Virginia and Gov. Scott Walker of Wisconsin. While there, they were to participate in the third U.S.-China Governors Forum.



Minuteros Dos na Libeslaturn Guahan
32nd GUAM LEGISLATURE
Senator Vicente (Ben) Cabrera Pangelinan
Committee on Appropriation, Public Debt, Legal Affairs, Retirement
Public Parks, Recreation, Historic Preservation, and Land

INEKUNGOK PUPBLEKO • (PUBLIC HEARING)

gi Betnes, gi dina 12 gi Abril, 2013 • Friday, April 12, 2013

Kuaiton Inekungok Pupleko gi Libeslaturn Guahan • (Guam Legislature Public Hearing Room)

alas ochol media gi eggan'an • (8:30 AM)

TAREHA • (AGENDA)

Prinipio Sisa • (Bills)

Bill No. 16-32 (COR) — Introduced by Senator Rory Respicio: An Act to rezone Lot 2181-4NEW-R1NEW-R2, Lot 2181-4NEW-R1NEW-2, Lot 2181-4NEW-1-1, Lot 2181-4NEW-1-2, Lot 2181-4NEW-1-3, Lot 2181-4NEW-1-4, Lot 2181-4NEW-1-R4 and Lot Naval Air Station Agana-21-R1, (Airport Parcel 4) in the Municipality of Tiyán, Barrigada from Agricultural Zone (A) to Light Industrial Zone (M-1); and to change the reference of Limited Industrial to Light Industrial.

Bill No. 25-32 (COR) — Introduced by Sen. Dennis Rodriguez: An Act to reprogram available funds from the Highway 2001 Bond Construction Fund and the Highway 1986 Bond Construction Fund, and designate and prioritize certain capital improvement projects, and purchase heavy equipment needed by DPW for flood mitigation. Removed from agenda per Senator Rodriguez' request.

Bill No. 28-32 (COR) — Introduced by Senator Aline Yamashita: An Act relative to authorizing the re-allocation of undistributed collection funds by the Child Support Enforcement Division of the Office of the Attorney General, to provide for the critical support needed for child support and protective services; through amending §34111 of Chapter 34, Title 5, Guam Code Annotated.

Bill No. 52-32 (LS) — Introduced by Senator Tom Ada: An Act to Repeal §22421 of Chapter 22, 5 GCA, Relative to the transfer of autonomous agency revenues to the Autonomous Agency Collections Fund.

Bill No. 67-32 (COR) — Introduced by Senator Vicente Pangelinan: An Act to Amend Section 2(a) and Section 3(b), and to add a new Section 4 of Public Law 24-33 relative to amending the license agreement between the Guam Football (Soccer) Association and the Government of Guam.

Bill No. 76-32 (COR) — Introduced by Senator Frank Aguiar: An Act relative to establishing a mechanism that will ensure the immediate implementation of the mandates of the Criminal Injuries Compensation Commission, and providing amendments therein. In order to require the timely compensation of crime victims and their families for injuries incurred; through amending §§161.15, §§161.125 and §§161.130 of Title 8, Guam Code Annotated.

Bill No. 77-32 (COR) — Introduced by Senator Vicente Pangelinan: An Act to amend Section 68975 of Chapter 68, Article 11, Title 21 of the Guam Code Annotated relative to the development of the Farmer's Market Facility by the Farmer's Cooperative Association of Guam, Inc.

Yanngen un nisista espesial pa tabot agang i lisisan Senado ben pangelinan gi 473. Yanngen un nisista espesial na sebbislan, put tabot agang i lisisan Senado Vicente (Ben) Cabrera Pangelinan gi 473-423677. Yanngen un nisista kopon i prinipio sisa giiven este na tareha, halom gi i depesal i Uheslaturn Guahan gi www.guamlegislature.com Yanngen para un na halom legisla-mu: chun para i lisisan-maim gi 324 West Soledad Avenue gi lya Hagatña, pat guato gi i Kuaiton Katta gi i Libeslaturn, pat faks gi 473-4238, patino imel gi senbenp@guam.net. Este na outolu knapal nu i tendon gubernamento.

If you require any special accommodations, auxiliary aids or other special services or for further information, please call the Office of Senator Vicente (Ben) Cabrera Pangelinan at 473-423677. For copies of any of the Bills listed on this agenda, you may log on to the Guam Legislature's website at www.guamlegislature.com. Testimonies may be submitted directly to our office at 324 West Soledad Avenue in Hagatña or at the Mail Room of the Guam Legislature, via fax at 473-4238, or via email at senbenp@guam.net.

This ad paid with government funds.

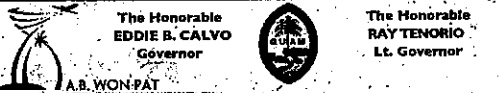
REGULAR SESSION MEETING

Guam Board of Examiners for Dentistry Regular Session Meeting, Wednesday, April 17, 2013, 3:00 p.m., Health Professional Licensing Office, Turtale Professional Building, Conference Room 209, 194 Hernan Cortes Avenue, Hagatña. Agenda copies available.

Persons with disabilities needing special accommodations, please call the Health Professional Licensing Office at 735-7407 or the telecommunication device for the Hearing/Speech Impaired (TDD) at 649-1801. Agenda's available at the licensing board office. Executive meeting may be called if necessary.

Note: Please announce 7 days (April 10) and 2 days (April 15) prior to date of meeting to comply with the Open Government Law.

Release Dates: April 10 and 15, 2013



PUBLIC NOTICE

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GIAA BOARD OF DIRECTORS

SPECIAL MEETING

April 12, 2013, 3:00 p.m.

Appropriation to Capital Improvement Fund

In anticipation of federally-assisted grants for FY'13, management requests Board consideration and favorable action to appropriate unencumbered funds to the Capital Improvement Fund as outlined below.

The funds to be appropriated represent the sponsor or GIAA's share of a FAA grant at a 90/10 percentage split. The projects are as follows:

	<u>Sponsor</u>	<u>FAA</u>
1. Sterile Arrivals Corridor (Design Only)	\$139,000	\$1,250,000
2. Aeronautical Survey (AGIS) Phase 2	54,000	486,000
3. Extend Runway 6L/24R Completion Part B	<u>222,845</u>	<u>2,005,605</u>
TOTAL	\$415,845	\$3,741,605

The amount requested to be appropriated to the CIF is \$415,845.

We appreciate the Board's consideration and approval.

**ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS
EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSAL FOR
SPECIALTY RETAIL CONCESSION – MULTIPLE CONCEPTS
RFP NO. GIAA010-FY12**

April 12, 2013

Purpose

Board action is requested to approve the ranking results by the Evaluation Committee of the proposals submitted in response to Request for Proposal No. GIAA-010-FY12, Specialty Retail Concession – Multiple Concepts.

Background

Under the RFP, GIAA seeks a qualified concessionaire to develop, construct, and operate a high quality specialty retail concession at the GIAA Main Passenger Terminal. GIAA seeks a concessionaire who will market and sell high quality, branded merchandise products, using exciting, innovative marketing and merchandising techniques that will appeal to the traveling public, and will employ culturally and aesthetically pleasing facility designs that will enhance the GIAA Terminal environment.

Procurement Background

The RFP was issued on July 19, 2012. The advertisement for this RFP was published in the Pacific Daily News on July 19, 23, and 25, 2012, and in the Marianas Variety on July 19, 23, and 30, 2012. The deadline for the submission of proposals in response to the RFP was October 17, 2012 via an addendum to the RFP.

Eight (8) firms acknowledged receipt of the RFP package and four (4) firms submitted proposals on or before the submission deadline.

To maintain the confidentiality requirements of the Procurement Law, each of the proposers were randomly assigned a letter designation of A, B, C, or D, by lottery. The designations are a part of the Procurement Record.

An Evaluation Committee was appointed by me comprised of the following individuals:

- a. Pedro R. Martinez, Deputy Executive Manager
- b. Jean M. Arriola, Airport Services Manager
- c. Carlos Bordallo, Comptroller
- d. Frank Santos, Expansion Office

Pursuant to Part III (F) of the RFP package, after receipt of all proposals the GIAA Evaluation Committee conducted an independent evaluation of the four (4) proposals

submitted for the purpose of selecting the best qualified proposer based on the evaluation criteria established in the RFP. Interviews with each proposer were also conducted.

Ranking Results

The Evaluation Committee completed their evaluation and the scores were tabulated and ranking established. As a result of the tabulation of the ranking, the proposers were ranked as follows:

1. Proposer A
2. Proposer D
3. Proposer C
4. Proposer B

Financial

The rent under the concession agreement will be the greater of a minimum annual guarantee or a percentage of the concessionaire's gross revenues.

Proposers were required to propose Minimum Annual Guaranteed Rent (MAG) in an amount equal to or exceeding \$6,000,000.00 each lease year.

Proposers were required to propose a Percentage Rent at a rate equal or exceeding 25% of the concessionaire's annual gross revenues for each lease year

Capital investments for the retail space must exceed \$250 per square foot.

Legal

Subject to successful negotiations and legal review, a concession agreement will be entered into with the highest ranked proposer. If negotiations are unsuccessful, GIAA may commence negotiations with the next highest ranked proposer.

Recommendation

Based on the tabulation of Evaluation Committee's ranking of the proposers, **Proposer A** is ranked number one and is the best qualified firm to perform the required services in accordance with the criteria set forth in the RFP. Also, **Proposer A** has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations.

Therefore, it is recommended that the Board of Directors approve the ranking of the proposers as determined by the Evaluation Committee, that **Proposer A** be given the first opportunity to negotiate the Specialty Retail Concession Agreement, and that in the event that the aforementioned negotiations prove unsuccessful, GIAA may commence negotiations with the next highest ranked proposer.