



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

P.O. Box 8770  
Tamuning, GU 96931

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**MINUTES OF THE BOARD OF DIRECTORS REGULAR MEETING**  
**3:00 p.m., Tuesday, January 29, 2013**  
**GIAA TERMINAL CONFERENCE ROOM #3**

**I. CALL TO ORDER AND ATTENDANCE**

Vice Chairman Francisco G. Santos called the A.B. Won Pat International Airport Authority, Guam (GIAA) regular meeting to order at 3:06 p.m. The presence of Directors is noted as follows: Rosalinda A. Tolan; Martin J. Gerber; Edward G. Untalan; Lucy M. Alcorn, and Jesus Q. Torres. Also present were Peter Roy Martinez, Acting Executive Manager, Carlos P. Bordallo, Acting Comptroller, Frank R. Santos, Business and Financial Consultant, Janalynn C. Damian Esq., and Michael A. Pangelinan Esq., Legal Council. The Vice 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.

The Vice Chairman welcomed new Board Member Edward G. Untalan, stating that he would be an asset to the airport. Board Members and all who were present applauded and welcomed Mr. Untalan.

**II. APPROVAL OF AGENDA**

The Vice Chairman suggested that a motion be made to amend the agenda to include election of new officers, and that the election take place before the approval of the minutes. Director Torres added that the Board may want to consider entertaining a Memorandum from the Vice Chairman regarding suggested Standing Committees. As there were no objections, Director Torres made motion to amend the agenda to add the Nomination and Election of Officers, and the Establishment of Board Standing Committees; seconded by Director Tolan; motion carried.

- **Nomination and Election of Officers**

Director Torres made a motion to nominate and elect Vice Chairman, Francisco G. Santos as Chairman of the Board. Vice Chairman called for any other nominations. As there were no other nominations, Director Untalan seconded the motion and was unanimously approved.

Director Gerber made motion to nominate and elect Director Torres as Vice Chairman, seconded by Director Untalan; motion carried. The newly elected Chairman stated that

it is an honor to be elected Chairman, and thanked the Board for giving him the opportunity to lead.

- Establishment of Board Standing Committee

In order to open dialogue with management on various Airport issues, Chairman Santos suggested for the Board to consider establishing committees as noted in the memorandum to the Board. The following committees were recommended:

1. Finance
2. Capital Projects
3. Personnel
4. Tenant Relations
5. Air Service Development
6. Operations

After some discussion, it was suggested that the following Board Members will take charge of chairing the respective committees:

1. Finance – Director Edward Untalan
2. Capital Projects – Director Martin Gerber
3. Personnel – Director Linda Tolan
4. Tenant Relations – Director Lucy Alcorn
5. Air Service Development
6. Operations – Vice Chairman Jesus Torres

It was noted that the Air Service Development Committee remain vacant until a later time. Vice Chair Torres made motion to approve suggested committees and their respective Chairpersons, seconded by Director Gerber; motion duly carried.

### **III. APPROVAL OF MINUTES**

- A. November 27, 2012, Board Regular Meeting
- B. December 18, 2012, Board Special Meeting

Director Tolan made motion to approve both the regular meeting minutes, and the special meeting minutes, subject to correction, seconded by Director Gerber; motion carried.

### **IV. CORRESPONDENCE**

No correspondence presented.

## **V. MATTERS FOR BOARD RATIFICATION/APPROVAL**

### **A. Approval of GIAA FY12 Independent Financial Audit Report by Ernst & Young**

Chairman Santos announced that the Airport's FY12 audit had been completed and introduced Mr. Jim Whitt from Ernst & Young LLP, (E&Y) who, together with the E&Y team has put together the results of the audit.

Mr. Whitt thanked the Airport Accounting Department and all other divisions for the excellent cooperation given to E&Y during the audit process. He preceded with a power point presentation of the audit results. At the end of the presentation, the Chairman thanked Mr. Whitt for the outstanding presentation and asked that E&Y continue to provide the airport with good recommendations.

The Acting Executive Manager noted that assistance of the Public Auditor's office was received to get the audit completed, and recognized the Airport's Accounting Division for their role in getting everything prepared. Director Untalan, made motion to approve the FY12 Audit, seconded by Director Tolan; motion carried.

### **B. Approval of Award for Independent Airport Consultant(s) RFP No. GIAA-004-FY13**

Board action is requested to approve the ranking results based on the evaluation process performed through the Request for Proposals (RFP) No. GIAA-004-FY13. Acting Executive Manager stated that a total of 11 firms showed interest by obtaining packages. Only one firm responded, submitting a proposal by the deadline. The sole firm selected is as follows:

#### **1. Leigh Fisher**

The Acting Executive Manager went on to report that the Independent Airport Consultant(s) agreement will be funded from the approved O&M Budget for Fiscal Year 2013. Management recommended that the approval of the ranking results and the contract be awarded to Leigh Fisher, as the sole ranked proposer. Vice Chairman inquired about the number of firms that submitted proposals, if they were off-island firms, and suggested that in order to provide services to the airport, that they be authentic. Director Gerber made motion to approve management's recommendation, seconded by the Vice Chairman; motion carried.

### **C. Approval of Award for Air Service Development Plan RFP No. GIAA-001-FY13**

Management has requested that the Board take action to approve the ranking results based on the evaluation process performed through the Request for Proposals (RFP) No.

GIAA-001-FY13. Acting Executive Manager presented the summary stating that the RFP was advertised in November. A total of eleven firms showed interest, with two submitting proposals by the deadline. After an evaluation was completed, the selected firms in order of ranking are as follows:

1. Airport Strategy & Marketing Ltd. (ASM)
2. Ascend Worldwide Limited

Management recommended that the approval of the ranking results and the contract be awarded to Airport Strategy & Marketing Ltd. (ASM), being the highest ranked proposer. Vice Chairman asked if either company were local, and if they had completed airport work locally. Mr. Santos replied stating that both are off-island companies, and that ASM had performed services for the airport, as well as CNMI. Mr. Santos also noted that ASM is a global, U.K. based company, and that Ascend Worldwide Limited is based out of Hong Kong. Vice Chairman noted that the company chosen will be involved in intensive activities to promote the airport in the Pacific and Asian regions, therefore needs to be skilled in that area, in order to generate activity and to lure other carriers.

Acting Executive Manager mentioned that he attended, along with Director Gerber and representatives from GVB, a Routes Asia Conference where meetings were also held with the ASM group. He added that through these meetings, which included various airlines, there were nine different companies that had expressed interest in Guam, two of them being Jeju Air, and Eva Air.

At this time Chairman welcomed the presence of Director Alcorn.

Vice Chairman Torres made motion to approve the Air Service Development Plan, awarding the project to Airport Strategy & Marketing Limited; seconded by Director Gerber; motion carried.

#### **D. Ratification of Quarterly Travel**

Director Untalan inquired if it is normal to ratify the Quarterly Travel report, or if the Board takes a look at the quarters of upcoming travel. Director Alcorn responded, stating that the Board ratifies the travel, after it has been approved by the Chairman at his discretion. Director Gerber asked if there were still a travel calendar. Management responded that the travel calendar is submitted during the budget proposal to the Board. Vice Chairman Torres made motion to ratify the quarterly travel report from October – December 2012, seconded by Director Alcorn; motion carried.

#### **E. Ratification of Disbursements**

Vice Chairman inquired about the payments paid out to Sumitomo Mitsui Construction Co. Ltd. for Runway 6L-24R totaling over \$750, 000 and if it is part of the Instrument Landing System project (ILS). Mr. Santos responded that the runway is closed but departures are currently being allowed on the runway; the Instrument Landing System project is expected to be completed in April 2013, however the airport awarded the Runway Rehabilitation project for the same runway. The plan is that the runway will be closed during construction, but will open for departures only during windows of opportunity. Mr. Santos went on to explain that ILS serves runway 6L, but the Rehabilitation project covers both Runway 6L and the other end Runway 24R, the entire runway will be rehabilitated. The Runway Rehabilitation project is awaiting approval from FAA, upon approval, a notice to proceed will be issued; the project is expected to be completed by 2014.

Director Untalan made a motion to ratify payments above the \$50,000.00 threshold made to vendors for the period of November 27, 2012 – January 25, 2013, seconded by Director Gerber; motion carried.

## **VI. OLD BUSINESS**

### **A. Executive Manager's Report**

The Acting Executive Manager presented updates on various matters relating to airlines including Cebu Pacific Air, a Philippine based carrier's application to provide scheduled flights between Guam and Manila. Approval by the U.S. Department of Transportation was made November 18, 2012, and service is planned to start in April 2013.

Star Flyer, based in Kitakyushu, will operate Charter flights from Kitakyushu Airport to Guam and Saipan during the summer 2013. Acting Executive Manager reported that Daisy S. Sablan, Station Manager for Saipan Delta Airlines has now been appointed Station Manger for both Guam and Saipan. GIAA and Japan Airlines (JAL) have been finalizing plans for a JAL flight crew training on Guam. Pilot training will commence on Guam in December 2013.

Acting Executive Manager announced that Guam Airport and GEDA will be presenting a briefing to a Standard & Poor's group on February 6, 2013 in preparation of the Airport's plan to refinance the 2003 Bonds. Acting Executive Manager went on to say that a listing of the Airport's goals and objectives, "Go 2013" has been compiled and shared with the Governor's Office and media, and a report of the 2012 accomplishments has been issued detailing the Airport's milestones over the past year which are attached to the report.

Director Tolan inquired if renovations to the Airport's restrooms would be part of the "Go 2013" list of goals and accomplishments, and recommended that the upgrade of restrooms be under Services and Community Engagement area in the that list.

**B. Financial Report**

For the Board's information, Acting Comptroller Carlos Bordallo presented the financial report as of December 31, 2012. Mr. Bordallo noted that the power bill has dropped significantly.

Director Untalan inquired about how much the Airport is expected to receive this year in grants. Mr. Santos replied that the amount should approximately be seven to eight million in grants.

**C. Legal Counsel's Report**

Legal Counsel recommended that discussions regarding litigation matters be reported during Executive Session. The Board had no objection.

**D. Tenant Matters**

No Tenant Matters were reported.

**E. Status on Capital Improvement Programs**

Mr. Frank Santos presented the UDO analysis.

**VII. NEW BUSINESS**

No New Business.

**VIII. EXECUTIVE SESSION**

The Chairman announced that the Board will recess and convene Executive Session after the recess. Director Tolan made motion to recess and convene Executive Session after the recess, seconded by Director Alcorn; motion carried. The board recessed at 4:17 p.m.

After recess, the meeting convened at 4:37 p.m. Chairman stated that no Executive Session would be held at this time.

**IX. PUBLIC COMMENTS**

The Vice Chairman called upon any public member wishing to make comments. There

was no response.

**X. ADJOURNMENT**

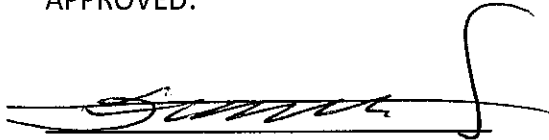
Director Tolan made a motion to adjourn the meeting, seconded by Director Alcorn; motion carried. The meeting adjourned at 4:37 p.m.

Respectfully submitted,



Amanda O'Brien-Rios  
Board Secretary

APPROVED:



FRANCISCO G. SANTOS  
Chairman of the Board

\_\_\_\_\_  
Date

Attachment



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## **BOARD OF DIRECTORS REGULAR MEETING**

**3:00 p.m., Tuesday, January 29, 2013**

**Terminal Conference Room No. 3**

### **AGENDA**

- I. Call to Order and Attendance
- II. Approval of Agenda
- III. Approval of Minutes
  - A. November 27, 2012 Regular Meeting
  - B. December 18, 2012 Special Meeting
- IV. Correspondence
- V. Matters for Board Ratification/Approval
  - A. Approval of GIAA FY12 Independent Financial Audit Report by Ernst & Young
  - B. Approval of Award for Independent Airport Consultant(s) RFP No. GIAA-004-FY13
  - C. Approval of Award for Air Service Development Plan RFP No. GIAA-001-FY13
  - D. Ratification of Quarterly Travel
  - E. Ratification of Disbursements
- VI. Old Business
  - A. Executive Manager's Report
  - B. Financial Report
  - C. Legal Counsel's Report
  - D. Tenant Matters
  - E. Status of Capital Improvement Programs
- VII. New Business
- VIII. Executive Session



AMERICAN ASSOCIATION  
OF AIRPORT EXECUTIVES



**NASAO**  
National Association of State Aviation Officials





IX. Public Comment(s)

X. Adjournment



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

BOARD OF DIRECTORS REGULAR MEETING

3:00 P.M., TUESDAY, JANUARY 29, 2013

GIAA TERMINAL CONFERENCE ROOM NO. 3

SIGN IN SHEET

<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1. HESUS Q. TORRES	BOARD
2. ANTONIO TRIFUNGER	GIAA POLICE
3. Gerard Balcista	GIAA ATM
4. JERMAINE ALBERTA	SEN. MIKE SAN NICOLAS
5. ANN BANTISTA	GIAA
6. Jerick Sablan	PDN
7. VICTOR J. CRUZ	GIAA
8. JOSEPH CALW	P/T. GIAA
9. BENNY A. BAZA	ARFF
10. J.G. SABELLANA	GIAA
11. Tim Beighley	DFS
12. Joann Canacho	DFS
13. CHUCK SOVA	UNITED
14. EDWARD MUNA	GIAA
15. Polencia Faasmul	GIAA WH
16. Meg Parungalan	UNITED
17. Justin Marion	UNITED
18. [Signature]	DFS
19. Justina Palomo	DFS

20. RAWEN MANTAWANT
21. CESEAR CABOT
22. JOSE ONDORON GIAT Procurement
23. Carlos Bardsells GIAT/Accounting
24. Geraldone Castillo Marianas Variety
25. Jean Ann GIAT
26. Frank Campbell GIAT
27. RODALYN MARQUEZ OPA
28. Michael Pangelinan Calvo Filler & Jacobs LLP
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**ANTONIO B. WON PAT  
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Telephone: (671) 646-0300/01/02

Fax: (671) 646-8823

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**FACSIMILE TRANSMITTAL**

<u>MEDIA/COMPANY</u>	<u>CONTACT</u>	<u>FAX NO.</u>
PDN Newsroom	Catriona Melyan	477-3079 (ext. 404)
Guam Business News	Maureen Maritita	649-8883
Marianas Variety	Amier Younis	648-2007
News Talk K-57	Ray Gibson	477-3982
KUAM Island News	Sabrina Salas	637-9865/70
Hit Radio 100 News	Rick Nauta	472-7663
KTWG Guam Pacific	Leilani Dahilig	477-6411
Governor's Office	Troy Torres	477-4826
Guam Visitors Bureau	Monte Mesa	646-8861
Continental Micronesia	S. Shinohara	649-6588
Japan Airlines	Jun Abe / Robert Navarro	642-6429/642-6459
Delta Air Lines	Daisy Sablan	649-4150
Korean Air	Jaeseung Lee	642-3219
Philippine Airlines	Romel Lat	632-1625
China Airlines	Norman Wang	649-0867
Jin Air Co. Ltd.	Ahn Hyun Seck	642-2801
Eva Air	Garrin Lin	648-7228
Fly Guam	Jeffrey Stern/Jessica Trevino	647-8080
DFS Guam	Carissa Fortino	646-8025
U.S. Immigration	Rocky Miner	642-7606
LSG Guam	Kelvin Chan	646-6793
Jeju Air	Jace Kim	649-3938

FROM: Pedro R. Martinez   
Acting Executive Manager

DATE: January 28, 2013

SUBJECT: Board Meeting

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**MESSAGE:**

Please be informed the Board of Directors of the A.B. Won Pat International Airport Authority has scheduled its Regular Board meeting on Tuesday, January 29, 2013 at 3:00 p.m. in the terminal conference room.

A copy of the agenda is available upon request. Parking is available in the Public Parking Lot. For special accommodations, please contact the Administration office at 646-0300. Thank you.

**MINUTES OF THE BOARD OF DIRECTORS REGULAR MEETING**  
**2:00 p.m., Tuesday, November 27, 2012**  
**GIAA TERMINAL CONFERENCE ROOM #3**

**I CALL TO ORDER AND ATTENDANCE**

Vice Chairman Francisco G. Santos called the A.B. Won Pat International Airport Authority, Guam (GIAA) regular meeting to order at 2:20 p.m. The presence of Directors is noted as follows Director Rosalinda A. Tolan, Director Martin J. Gerber, and Director Jesus Q. Torres. Also present Executive Manager Charles H Ada, II, Deputy Executive Manager, Peter Roy Martinez, Carlos P. Bordallo, Acting Comptroller, Frank R. Santos, Business and Financial Consultant, Jannalyn C. Damian, Legal Counsel. The Chairman welcomed the presence of Airport Tenants, stakeholders and members of the public who are noted in a sign in sheet made as an attachment to the minutes.

**II APPROVAL OF AGENDA**

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

**III APPROVAL OF MINUTES**

**A September 25, 2012, Board Regular Meeting**

Director Torres made a motion to approve the minutes for the Board Regular Meeting on September 25, 2012, subject to correction, seconded by Director Tolan; motioned carried.

**IV CORRESPONDENCE**

No correspondence was presented.

**V MATTERS FOR BOARD RATIFICATION/APPROVAL**

**A Request for Proposals - A & E Services for Pipeline and Hydrant Systems (North and South Ramp)**

The Executed Manager reported that Board action is requested to approve the ranking results based on the request for proposals (RFP) process for A&E services for Pipeline and Hydrant Systems for the north and south ramp.

Mr. Ada stated that the RFP was advertised in the local newspapers throughout the months of August and September 2012. The established deadline to submit the proposals was on September 21, 2012. A total of fourteen (14) firms obtained the RFP package; however four (4) firms responded by submitting their proposals by the established deadline.

After the evaluation committee completed their evaluations and the Procurement Office tabulated the scores. The Executive Manager announced the results in the order of their ranking as follows:

1. N.C. Macario & Associates
2. E.M. Chen & Associates
3. Duenas, Camacho, & Associates
4. GHD Inc.

Management has recommended the approval of the ranking results and the contract award to N.C. Marcario & Associates, as they are the highest ranked proposer for the A&E Pipeline and Hydrant Systems (North and South Ramp).

Director Tolan made a motion to award the RFP for A&E Pipeline and Hydrant systems (North and South Ramp) to N.C. Macario & Associates, seconded by Director Gerber; motion carried.

**B Request for Proposals. – Development of GIAA Immigrant Investor Visa Program (EB-5)**

The Executive Manager announced the airport's initiative to solicit interest from other firms or individuals to provide professional services for the development of the GIAA Immigrant Investor Vise Program (EB-5). It had been reported that a total of eleven (11) firms/individuals had picked up packages and only two (2) had submitted proposals before the submission deadline:

1. DGT Consulting
2. Baumann Kondas, XU

Based on the tabulations of the scores submitted by the evaluation committee, Management has recommended that the Board award the contract to DGT Consulting.

Director Torres made a motion to approve the ranking results and award for the Development of GIAA Immigrant Investor Visa Program (EB-5) to DGT Consulting, seconded by Director Tolan; motion carried.

**C. Request for Proposal – Real Estate Appraisal & Consulting Services**

The Executive Manager announced the Request for Proposals (RFP) for Real Estate Appraisal and Consulting Services. For Board's information, Management reported that GIAA requires the professional services of a Firm(s)/Individual(s) for real estate appraisal and consulting services whose principle focus will be to provide professional expertise in the area of real estate and consulting services, and other services as may be required by the authority.

After further discussion, Management requested the Board's approval of the selection of two (2) firms will allow the GIAA flexibility for real estate appraisal and consulting services. Therefore, based on the ranking results and based on the ranking results Management recommends the selection of Captain & Associates and Cornerstone Valuation Guam, Inc.

Director Gerber made a motion to award the RFP contract to Captain & Associates and Cornerstone Valuation Guam, Inc. , seconded by Director Tolan; motion carried.

#### D. Ratification of Quarterly Travel Report

Director Gerber made a motion to ratify the quarterly travel report for July 2012 – September 2012, seconded by Director Torres; motion carried.

#### E. Ratification of Disbursements

Director Torres made a motion to ratify payments above the \$50,000.00 threshold made to vendors, seconded by Director Tolan; motion carried.

### VI OLD BUSINESS

#### A Executive Manager's Report

The Executive Manager presented updates on various matters relating to airlines and announced United Airlines suspension of its twice-weekly service from Okinawa to Guam on October 27, 2012 due to lower than expected traffic demand and high operational costs. Mr. Ada also announced that Cebu Pacific Air's has submitted an application with the U.S. Department of Transportation to provide scheduled flights to Guam and that it had been approve on November 18, 2012 and the airline plans to start services on in April 2013.

#### B Financial Report

The Acting Comptroller's report as of September 30, 2012 was presented for Board's information, to include reports on the Airport's investment schedule.

#### C Legal Counsel's Report

At the request of counsel, all matters will be discussed during Executive Session. Board had no objection.

#### D Tenant Matters

No tenant matters to report.

#### E Status on Capital Improvement Programs

The UDO analysis was reported for Board's information.

**VII NEW BUSINESS**

The Executive Manager announced the the A.B. Won Pat international Airport Authority was the recipient of the 2012 Governor's MagPro Department of the Year for medium department/agency for the second time in a row. Director Torres commended Management and employees for their hard work.

**VIII EXECUTIVE SESSION**

The Vice Chairman suggested that the Board recess the meeting and convene Executive Session after the recess. Director Tolan made a motion to recess and convene Executive Session after the recess, seconded by Director Gerber; motion carried. The meeting recessed at 3:36.

**IX PUBLIC COMMENTS**

The Vice Chairman called upon any public member wishing to make comments. There was no response.

**X ADJOURNMENT**

Director Gerber made a motion to adjourn the meeting, seconded by Director Torres; motion carried. The meeting adjourned at 3:45 p.m.

Respectfully submitted,

Rochelle D. Uson  
Board Secretary

APPROVED:

\_\_\_\_\_  
FRANCISCO G. SANTOS  
Vice Chairman of the Board

\_\_\_\_\_  
Date

Attachment



## **MINUTES OF THE BOARD OF DIRECTORS SPECIAL MEETING**

**2:00 p.m., Tuesday, December 18, 2012**

**GIAA TERMINAL CONFERENCE ROOM #3**

### **I. CALL TO ORDER AND ATTENDANCE**

Acting Chairman Francisco G. Santos called the A.B. Won Pat International Airport Authority, Guam (GIAA) special meeting to order at 2:21 p.m. The presence of Directors is noted as follows Director Rosalinda A. Tolan, Director Lucy M. Alcorn, and Director Jesus Q. Torres. Also present Executive Manager Charles H Ada, II, Deputy Executive Manager, Peter Roy Martinez, Carlos P. Bordallo, Acting Comptroller, Frank R. Santos, Business and Financial Consultant, Janalynn C. Damian, Legal Counsel. The Chairman welcomed the presence of Airport Tenants, stakeholders and members of the public who are noted in a sign in sheet made as an attachment to the minutes.

### **II. APPROVAL OF AGENDA**

Director Tolan made a motion to approve the agenda, seconded by Director Alcorn; motion carried.

### **III. MATTERS FOR BOARD RATIFICATION/APPROVAL**

#### **A. Approval of Award for Airport Ambassador Program & Airport Information Center**

The Executive Manager reported that Board action is needed to approve the ranking results based on the evaluation process performed through the request for proposals (RFP) No. GIAA-FY13 for Airport Ambassador Program & Airport Information Center. He stated that the reference RFP was advertised in the local newspapers throughout the month of November 2012; the established deadline to submit the proposals was on December 6, 2012.

A total of eleven (11) firms showed their interest by obtaining the RFP package; however two (2) firms responded by submitting their proposals before the established deadline.

1. Lima Corporation/Discover Guam
2. G4S Security System

Mr. Ada announced that the Airport Ambassador Program & Airport Information Center Agreement will be funded from the approval of the O&M Budget for Fiscal Year 2013.

Management recommends the approval of the ranking results and the contract be award to Lima Corporation/Discover Guam, as the highest ranked proposer for the Airport Ambassador program & Airport Information Center.

Director Torres requested for further explanation on the ambassador program, the Airport Services Manager called on Ms. Rolenda Faasuamalie, Airport Marketing Administrator, to provide background information to the Board. Ms. Faasuamalie reported for Board's information the Airport Ambassador Program has been around for a while, and the ambassadors are multi-lingual individuals' station in the Customs and Border Protection hall. They are able to speak Chinese, Japanese, and Korean to assist passengers with their required forms upon entering Guam. Ms. Faasuamalie added the Airport Information Center is located outside the Customs area, and they provide information to passengers arriving to Guam who may need information on tour packages, location information, where to stay and how to get there. Mr. Ada added that the information center provides vital information to the Airport and GVB, as well as information used during the AOC meetings. Director Torres added that the program enhances the Airport's hospitality to its customers.

Director Torres made a motion to award for Airport Ambassador Program & Airport Information Center to Lima Corporation/Discover Guam, seconded by Director Tolan; motion carried.

**B. Approval of Board Resolution No. 13-01: Extension of the Agreement for Legal Services – Conflicts Counsel**

The Executive Manager announced that the Airport entered into an agreement with Attorney Tom Fisher a year ago and the referenced resolution is an extension of the same agreement for legal services. Director Tolan inquired with Management on the amount of work that has been given to Mr. Fisher. The Executive Manager reported that Mr. Fisher's workload has been very minimal but he has been very efficient to the Airport.

Director Tolan made a motion to approve the Extension of the Agreement for Legal Services for Attorney Tom Fisher – Conflicts Counsel, seconded by Director Torres; motion carried.

#### **IV. ADJOURNMENT**

Director Torres made a motion to adjourn the meeting, seconded by Director Alcorn; motion carried. The meeting adjourned at 2:31 p.m.

Respectfully submitted,

Rochelle D. Uson  
Board Secretary

APPROVED:

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Francisco G. Santos  
Vice Chairman of the Board  
Attachment

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Date

January 29, 2013

**MEMORANDUM**

**TO:** Board of Directors

**FROM:** Chairman of the Board, Acting

**SUBJECT:** Establishment of Board Standing Committees

As provided by the GIAA Board of Directors By-Laws, Standing Committees by the members of the Board shall be established, based on experience and work load. The following committees are suggested:

Finance  
Capital Projects  
Personnel  
Tenant Relations  
Air Service Development  
Operations

I will be available should you have any questions or wish to discuss further.



Francisco G. Santos

cc: EM/DEM/Division Heads/Legal Counsel

**Antonio B. WonPat  
INTERNATIONAL AIRPORT AUTHORITY, GUAM  
BOARD OF DIRECTORS  
EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSALS, RFP NO. GIAA-004-FY13  
INDEPENDENT AIRPORT CONSULTANT(S)**

January 29, 2013

**Purpose**

Board action is requested to approve the ranking results based on the evaluation process performed through the Request For Proposals (RFP) No. GIAA-004-FY13 for Independent Airport Consultant(s).

**Background**

The referenced RFP solicits proposals from firms to provide professional services to advise and assist management of GIAA on airport, aviation, planning and capital improvement projects and other related matters.

**Procurement Background**

The above referenced RFP was advertised in the local newspapers throughout the month of November 2012. The established deadline to submit the proposals was on January 4, 2013.

A total of eleven (11) firms showed their interest by obtaining the RFP package; however, one (1) firm responded by submitting their proposals before the established deadline.

After receipt of all proposals, an Evaluation Committee was established to perform an independent evaluation of the proposals to determine the best qualified proposer. As a result of the tabulation of scores, the sole firm selected are as follows:

1. Leigh Fisher

**Legal Review**

Upon Board approval, a standard professional services contract will be forwarded to Legal Counsel for review and approval as to form.

**Financial Review**

The Independent Airport Consultant(s) Agreement will be funded from the approved O & M Budget for Fiscal Year 2013.

**Recommendation**

Management recommends the approval of the ranking results and the contract award to **Leigh Fisher**, as the sole ranked proposer for the Independent Airport Consultant(s), subject to negotiations of fair and reasonable fees.

In the event that the negotiations prove unsuccessful, GIAA Management may re-solicit the services.

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www.guamairport.com

January 24, 2013

**MEMORANDUM**

TO: Charles H. Ada II, Executive Manager

FROM: Franklin P. Taitano, Supply Management Administrator

SUBJECT: **Evaluation and Recommendation - Request For Proposal (RFP)**  
**Independent Airport Consultant(s)**  
**RFP No. GIAA-004-FY13**

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide professional services for the Independent Airport Consultant(s). The advertisement for this RFP was published in the local newspaper for the month of November 2012. The deadline to submit the proposals was on January 4, 2013.

Eleven (11) firms/individuals acknowledged receipt of the package and one (1) firm listed below have submitted qualification documents before the submission deadline:

- I. Leigh Fisher

**Evaluation and Selection**

Pursuant to Section VIII of the package, after receipt of all proposals, the GIAA Evaluation Committee conducted an independent evaluation for the purpose of selecting the most responsive and responsible offeror based on the evaluation criteria. The committee which Management established to evaluate the firms' qualifications included the following:

- a. Jean M. Arriola, Airport Services Manager
- b. Carlos Bordallo, Controller
- c. Frank R. Santos, Expansion Office

The committee completed their evaluation and the scores were tabulated as reflected on the attached summary worksheet. As a result of our tabulation, the sole firm below has earned the number one rank in this solicitation:

- I. Leigh Fisher

**Recommendation**

It is determined that **Leigh Fisher** ranked number one and the best qualified firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of our review of the submitted required documents, the firm has been deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations.



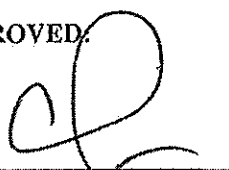
Therefore, it is recommended that the firm **Leigh Fisher** be given the first opportunity to negotiate a fee for the Independent Airport Consultant(s) contract. In the event that the aforementioned negotiations prove unsuccessful, the GIAA may re-solicit the services.

Should you have any questions or need to discuss this matter further, I am available at your request.



Franklin P. Taitano

APPROVED:



CHARLES H. ADA II  
Executive Manager



Attachments

cc: Evaluation Committee  
Procurement File





Antonio B. Won Pat  
International Airport Authority, Guam

**Evaluation Score Tally Sheet**  
**INDEPENDENT AIRPORT CONSULTANT(S)**  
**RFP NO. GIAA-004-FY13**

NAME OF FIRM/PROPOSER	Evaluator 1		Evaluator 2		Evaluator 3		AVERAGE
	Score	Rank	Score	Rank	Score	Rank	Rank
Leigh Fisher	96	1	96	1	92	1	1



## MAJOR SHAREHOLDERS DISCLOSURE AFFIDAVIT

County of San Mateo  
~~TERRITORY OF GUAM~~ )

State of California ) ss:  
~~HAGATNA, GUAM~~ )

I, the undersigned, Mark Taylor, being first duly sworn,  
(A partner or officer of company of, etc.)  
deposes and says:

28. That the persons who have held more than ten percent (10%) of the company's shares during the past twelve months are as follows:

<u>Name</u>	<u>Address</u>	<u>Percentage of Shares Held</u>	<u>Date Shares Held</u>
Jacobs Engineering Group Inc.	1111 S. Arroyo Parkway Pasadena, CA 91106	100%	

Total Number of Shares

2. Persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the proposal for which this Affidavit is submitted are as follows:

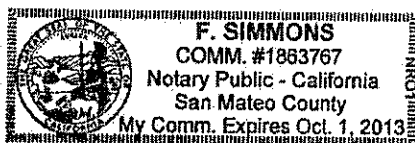
<u>Name</u>	<u>Address</u>	<u>Amount of Gratuity or Other Compensation</u>
Not applicable		

Further, affiant sayeth naught.

Date: 12/21/2012

Signature of individual if bidder is a sole proprietorship; Partner, if the bidder is a partnership; Officer, if the bidder is a corporation.

Subscribed and sworn to before me this 21<sup>st</sup> day of DECEMBER, 2012.



By:

Notary Public   
In and for the Territory of Guam - County of San Mateo  
My commission expires SEPT. 1, 2013

**THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE  
CONTAINING THE PROPOSAL.**

**Antonio B. WonPat**  
**INTERNATIONAL AIRPORT AUTHORITY, GUAM**  
**BOARD OF DIRECTORS**  
**EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSALS, RFP NO. GIAA-001-FY13**  
**AIR SERVICE DEVELOPMENT PLAN**

January 29, 2013

**Purpose**

Board action is requested to approve the ranking results based on the evaluation process performed through the Request For Proposals (RFP) No. GIAA-001-FY13 for Air Service Development Plan.

**Background**

The referenced RFP solicits proposals from a Consultant to assist in securing new international air service to regional and world markets by existing or new air carriers being served to or from Guam.

**Procurement Background**

The above referenced RFP was advertised in the local newspapers throughout the month of November 2012. The established deadline to submit the proposals was on November 21, 2012.

A total of eleven (11) firms showed their interest by obtaining the RFP package; however, two (2) firms responded by submitting their proposals before the established deadline.

After receipt of all proposals, an Evaluation Committee was established to perform an independent evaluation of the proposals to determine the best qualified proposer. The proposals were evaluated based on the point system assigned for each criteria identified in the RFP package.

The Evaluation Committee has completed their evaluations and the scores sheets were gathered and tabulated by Procurement Office. As a result, the selected firms in the order of their ranking are as follows:

1. Airport Strategy & Marketing Ltd. (ASM)
2. Ascend Worldwide Limited

### **Legal Review**

Upon Board approval, a standard professional services contract will be forwarded to Legal Counsel for review and approval as to form.

### **Financial Review**

The Air Service Development Plan Agreement will be funded from the O & M Budget for Fiscal Year 2013.

### **Recommendation**

Management recommends the approval of the ranking results and the contract award to **Airport Strategy & Marketing Ltd.(ASM)**, as the highest ranked proposer for the Air Service Development Plan subject to negotiations of fair and reasonable fees. In the event that the negotiations prove unsuccessful, GLAA Management will enter negotiations with the next highest ranked proposer.



P.O. Box 8770  
Tamuning, GU 96931

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

www.guamairport.com

January 23, 2013

**MEMORANDUM**

**TO:** Charles H. Ada II, Executive Manager

**FROM:** Franklin P. Taitano, Supply Management Administrator

**SUBJECT:** Evaluation and Recommendation - Request For Proposal (RFP)  
Air Service Development Plan  
RFP No. GIAA-001-FY13

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide professional services for the Air Service Development Plan. The advertisement for this RFP was published in the local newspaper for the month of November 2012. The deadline to submit the proposals was on November 21, 2012.

Eleven (11) firms/individuals acknowledged receipt of the package and two (2) firms listed below have submitted qualification documents before the submission deadline:

1. Airport Strategy & Marketing Ltd. (ASM)
2. Ascend Worldwide Limited

**Evaluation and Selection**

Pursuant to Section VII of the package, after receipt of all proposals, the GIAA Evaluation Committee conducted an independent evaluation for the purpose of selecting the most responsive and responsible offeror based on the evaluation criteria. The committee which Management established to evaluate the firms' qualifications included the following:

- a. Carlos Bordallo, Controller
- b. Jean Arriola, Airport Services Manager
- c. Rolenda Faasumalie, Airport Marketing Administrator
- d. Frank R. Santos, Expansion Office

The committee completed their evaluation and the scores were tabulated as reflected on the attached summary worksheet. As a result of our tabulation, the firms selected in the order of their ranking are as follows:

1. Airport Strategy & Marketing Ltd. (ASM)
2. Ascend Worldwide Limited



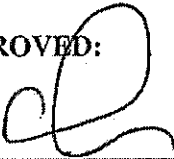
**Recommendation**

Based on the tabulation of the proposers ranking, it is determined that **Airport Strategy & Marketing Ltd.(ASM)** ranked number one and the best qualified firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of our review of the submitted required documents, the firm has been deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations.

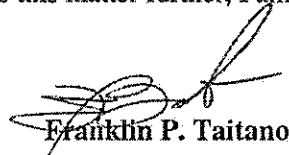
Therefore, it is recommended that the firm **Airport Strategy & Marketing Ltd.(ASM)** be given the first opportunity to negotiate a fee for the Air Service Development Plan contract. In the event that the aforementioned negotiations prove unsuccessful, the GIAA may enter negotiations with the next highest ranked proposer.

Should you have any questions or need to discuss this matter further, I am available at your request.

APPROVED:

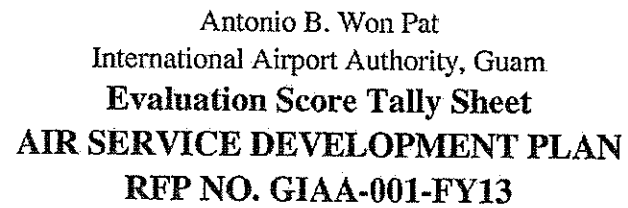


CHARLES H. ADA II  
Executive Manager

  
Franklin P. Taitano

Attachments

cc: Evaluation Committee  
Procurement File

[illegible]



**MAJOR SHAREHOLDERS DISCLOSURE AFFIDAVIT**

TERRITORY OF GUAM       )  
  )  
HAGATÑA, GUAM       )       SS:

I, the undersigned, MARK HOLDING RAGGIA, being first duly sworn,  
(A partner or officer of company of, etc.)  
deposes and says:

28. That the persons who have held more than ten percent (10%) of the company's shares during the past twelve months are as follows:

<u>Name</u>	<u>Address</u>	<u>Percentage of Shares Held</u>	<u>Date Shares Held</u>
<u>UBM LLC</u>	<u>LOBGATE HOUSE LONDON, UK</u>	<u>100%</u>	<u>06/01/2012</u>

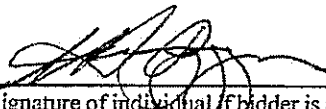
Total Number of Shares

2. Persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the proposal for which this Affidavit is submitted are as follows:

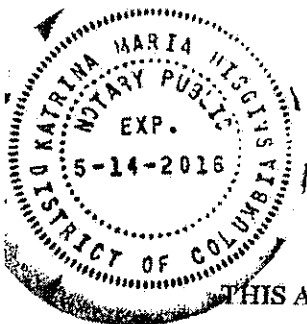
<u>Name</u>	<u>Address</u>	<u>Amount of Gratuity or Other Compensation</u>
<u>N/A</u>		

Further, affiant sayeth naught.

Date: November 16, 2012

  
Signature of individual if bidder is a sole proprietorship; Partner,  
if the bidder is a partnership; Officer, if the bidder is a  
corporation.

Subscribed and sworn to before me this 16<sup>th</sup> day of NOVEMBER 2012.



By:

Notary Public Katrina Maria Higgins  
In and for DISTRICT OF COLUMBIA  
My commission expires

KATRINA MARIA HIGGINS  
NOTARY PUBLIC DISTRICT OF COLUMBIA  
My Commission Expires May 14, 2016

**THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE  
CONTAINING THE PROPOSAL.**



**A. B. Won Pat International Airport Authority, Guam**  
**Travel Report**  
**FY 2013 - 1<sup>st</sup> Quarter**  
**October 2012 - December 2012**

TA Number	Name of Traveler	Dates of Travel	Purpose	Destination	Cost of Travel	TA Expense Report Due	Expense Report Received
13-10-01	Pedro R. Martinez	10-01-12 to 10-03-12	Attended the FAA/NASAO Annual Aviation Directors Meetings	Carson City, Nevada	\$2,990.89	October 16, 2012	October 8, 2012
13-10-02	Gerard E.M. Bautista	10-01-12 to 10-03-12	Attended the FAA/NASAO Annual Aviation Directors Meetings	Carson City, Nevada	\$2,990.89	October 20, 2012	October 19, 2012
13-10-03	Edward A.P. Muna II	10-21-12 to 10-26-12	Attended the Airport Master Record Training Seminar for Pacific Airports	New Orleans, Louisiana	\$3,295.76	November 10, 2012	November 1, 2012
13-11-04-B	Pedro R. Martinez	11-05-12 to 11-11-12	Attended the ACI Asia Pacific Small Airports	Hyderabad, India	\$6,264.46	November 22, 2012	November 21, 2012
13-11-05-B	Rolenda L. Faasumalie	11-05-12 to 11-11-12	Attended the ACI Asia Pacific Small Airports	Hyderabad, India	\$5,522.99	November 22, 2012	November 21, 2012
13-11-06-B	Joseph G. Javellana	11-05-12 to 11-11-12	Attended the ACI Asia Pacific Small Airports	Hyderabad, India	\$5,509.99	November 22, 2012	November 21, 2012
13-11-07	William J. Castro	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$789.20	November 26, 2012	November 21, 2012
13-11-08	David G. Cepeda	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$796.87	November 26, 2012	November 21, 2012
13-11-09	Anthony O. Quinene	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$668.36	November 26, 2012	November 21, 2012
13-11-10	Michael R. Cuasito	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$668.36	November 26, 2012	November 21, 2012
13-11-11	Edwin H. Kaulia	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$668.36	November 26, 2012	November 21, 2012
13-11-12	Brandon J. Aflague	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$668.36	November 26, 2012	November 21, 2012
13-11-13	Cindy Toves-Corpuz	11-16-12 to 11-16-12	Attended the Aircraft Rescue Live Fire Re-Certification Per FAR 139.	Saipan	\$668.36	November 26, 2012	November 21, 2012
13-11-14-A	Edward J. Calvo	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$1,918.29	November 27, 2012	November 27, 2012
13-11-15-A	Henry J. Taitano	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$1,890.94	November 27, 2012	November 27, 2012
13-11-16-A	Jeffrey Duenas	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$1,754.19	November 27, 2012	November 27, 2012

13-11-17-A	Pedro R. Martinez	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$2,103.94	November 27, 2012	November 26, 2012
13-11-18-A	Rolendal L. Faasualie	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$1,754.19	November 27, 2012	November 27, 2012
13-11-19	Joseph L. Calvo	11-11-12 to 11-15-12	Traveller attended the Airfield Marketing Symposium	Daytona Beach, Florida	\$3,798.16	November 29, 2012	November 26, 2012
13-11-20	Roland T. Lubasan	11-11-12 to 11-15-12	Traveller attended the Airfield Marketing Symposium	Daytona Beach, Florida	\$3,798.16	November 29, 2012	November 26, 2012
13-12-21-A	Gerard E.M. Bautista	12-10-12 to 12-11-12	Traveller would have attended the 12 <sup>th</sup> Annual AAAE/TSA/DHS Aviation Security Sum	Arlington, Virginia	\$125.00	Cancelled	Cancelled
13-11-22	Francisco G. Santos	11-16-12 to 11-17-12	Sendai Delegation to establish a sister airport relationship with Sendai airport, and met with President Ito and Lt. Governor Miyagi Prefecture	Sendai, Japan	\$1,890.94	November 27, 2012	November 23, 2012



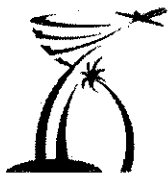
## BOARD APPROVAL OF DISBURSEMENTS

November 27, 2012 - January 25, 2013

Ratified by the Board of Directors on  
January 29, 2013 Regular Meeting

Payee	Amount	Purpose	Date Approved
BEJESS Enterprises Inc. DBA: GEMCCO	\$90,897.18	CIP - AIP65 Electrical (Power Hardening Phase 2)	11/27/2012
GMP International, LLC	\$83,480.64	CIP - AIP 74 Runway 6L-24R	11/27/2012
Propacific Builder Corporation	\$84,420.00	CIP - Replace GIAA Secondary Fence	11/27/2012
GPA	\$607,609.28	Power	11/30/2012
Government of Guam Retirement Fund	\$141,778.54	Payroll Employee & Employers Contribution for PPE 12/01/12	12/6/2012
AM Insurance	\$338,884.75	FY2013 Insurance Premium 3rd Installment	12/12/2012
GPA	\$590,150.80	Power	12/20/2012
Government of Guam Retirement Fund	\$142,289.16	Payroll Employee & Employers Contribution for PPE 12/15/12	12/20/2012
GMP International, LLC	\$88,364.37	CIP - AIP 74 Runway 6L-24R	12/26/2012
DB's Builders	\$59,561.15	Terminal Water Distribution System	12/26/2012
Sumitomo Mitsui Construction Co. Ltd.	\$541,506.60	CIP - ILS 6L24R AIP7/478	12/26/2012
AM Insurance	\$338,884.75	FY2013 Insurance Premium Final Installment	12/27/2012
Pac Air Properties LLC	\$88,200.00	Rental Space Lease	12/27/2012
Continental Micronesia	\$78,600.60	Loading Bridge Maintenance	1/2/2013
Government of Guam Retirement Fund	\$141,219.28	Payroll Employee & Employers Contribution for PPE 12/29/12	1/3/2013
Propacific Builder Corporation	\$50,515.65	CIP - AIP65 Replace/Upgrade Apron Area Ramp Light System	1/10/2013
Sumitomo Mitsui Construction Co. Ltd.	\$230,161.35	CIP - ILS 6L24R AIP7/478	1/10/2013
GMP International, LLC	\$70,356.69	CIP - AIP 74 Runway 6L-24R	1/10/2013
GMP International, LLC	\$70,356.69	CIP - AIP 74 Runway 6L-24R	1/15/2013
Pac Air Properties LLC	\$88,200.00	Rental Space Lease	1/15/2013
J.J. Global Services	\$85,284.08	Janitorial Sevices for the month of December 2012	1/18/2013
Aircraft Service International Group	\$253,389.19	Outbound Baggage System for Oct 2012 - Dec 2012	1/18/2013
Continental Micronesia	\$81,883.34	Loading Bridge Maintenance	1/18/2013
Otis Elevator Company	\$67,070.07	Elevator Services	1/18/2013

GPA	\$572,523.59	Power	1/25/2013
GWA	\$81,765.95	Nov - Dec 2012 Water/Sewer	1/25/2013
Aircraft Service International Group	\$123,203.99	Bar Code Scanner Oct - Dec 2012 & Fuel Farm Improvement Jan - Nov 2012	1/25/2013
<b>TOTAL:</b>	<b>\$5,190,557.69</b>		



**Executive Manager's Report  
GIAA Board of Directors Meeting  
January 29, 2013**

**AIRLINE ISSUES**

**Cebu Pacific**

Philippine-based carrier Cebu Pacific Air's application with the U.S. Department of Transportation to provide scheduled flights to Guam was approved November 18, 2012, and plans to start service in April 2013. Cebu Pacific will become the third airline to provide scheduled flights between Guam and Manila, joining United and Philippine Airlines. They will provide service under a "wet lease" arrangement, in which aircraft and crew of another airline will be used until the FAA upgrades the airline's Philippine safety rating to Category 1.

**Star Flyer**

A Star Flyer technical and operations team met with GIAA division managers during a fact-finding tour conducted mid November, 2012. Star Flyer, based in Kitakyushu, plans to operate charter flights from the Kitakyushu Airport to Guam and Saipan during summer 2013. Kitakyushu Airport operates 24 hours daily, which allows Star flyer to schedule takeoffs in the early morning hours for arrival in the morning, local time.

**Delta Air Lines**

Daisy S. Sablan has been appointed station manager for Guam and Saipan for Delta airlines. She was previously Saipan station manager for Delta and its predecessor Northwest Airlines. She is well known in the regional aviation arena, having also served as marketing and reservations director for Pacific Island Aviation.

**Japan Airlines**

GIAA and Japan Airlines (JAL) have been finalizing plans for JAL flight crew training to occur on Guam. JAL pilots will be conducting touch and go and full stop landing operations utilizing B737 and B767 aircraft. Pilot training will commence in December 2013 with approximately 6 cadets on island for training, and will continue through the term ending June of 2015.

**Standard & Poor's Guam Airport Briefing**

Guam Airport and GEDA, through their consultants, Citigroup, will be presenting a "Credit Update" briefing to a Standard & Poor's contingent on February 6, 2013, in the GIAA Board Conference room. This is in preparation of the Airport's plan to refinance the 2003 Bonds that would provide capital for much needed projects.

**"GO 2013" AND 2012 ACCOMPLISHMENTS**

The Goals and Objectives for 2013 has been compiled and shared with the Governor's Office and media for reference. Additionally, a report of 2012 Accomplishments has also been issued detailing the Airport's milestones this past year. (Attached).

**PROCUREMENT**

**IFB for Custodial Maintenance**

Announced: January 25, 2013  
Pre Bid: February 6, 2013 10:00am  
Submission Deadline: February 15, 2013 2:00pm

**IFB: Purchase/Delivery of Airport Police Vehicle**

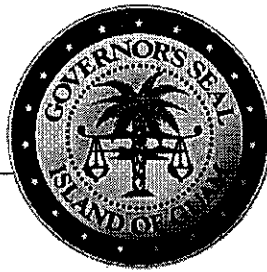
Announced: January 17, 2013  
Pre Bid: January 24, 2013 10:00am  
Submission Deadline: February 5, 2013 2:00 pm

**ANNOUNCEMENTS**

- A portion of Sunset Boulevard will be reduced to one lane beginning January 28 through February 9, 2013, between the hours of 9am through 4pm. The contractor will be performing work on this very busy roadway. A public notice has been issued to all media, and ads notifying the public of the lane closure has been scheduled to run in the papers.



Eddie Baza Calvo  
*Governor of Guam*



Ray Tenorio  
*Lt. Governor of Guam*

## **A.B. Won Pat International Airport Authority, Guam Management Goals & Objectives "GO 2013"**

### **Air Service Development**

1. Capture air service from new airline operators (Star Flyer, Summer 2013; Cebu Pacific, Fall 2013) with engaged air service development consultant.
2. Incentivize stopover flight operations from foreign airlines.
3. Refine new air service incentives.
4. Market GUM for regional airline flight training.
5. Establish cooperative agreements with industry stakeholders for air service development. (GEDA/GVB joint marketing initiatives)
6. Be China ready for potential approval of parole authority for visa waiver.

### **Finance**

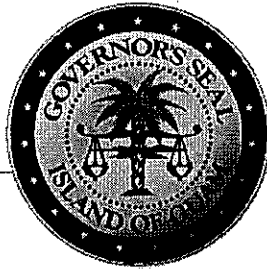
1. Refinance 2003 Revenue Bonds.
2. Assess need for new capital bonds.
3. Influence re-affirmed or upgraded bond ratings.
4. Apply for EB-5 airport regional center status.
5. Continue cost containment and efficiency maximization.
6. Increase non-aeronautical revenue sources.
7. Sustain downward trend for airline costs.
8. Implement next phase for employee compensation program.
9. Obtain "O" findings in financial and compliance audits.

### **Capital Programs**

1. Rehabilitate Runway 6L/24R.
2. Complete installation of new ILS for Runway 6L.
3. Finalize master plan update pending noise exposure maps.
4. Install PAPI navaid for Runway 24L.
5. Proceed with Noise Mitigation Program.
6. Invite bids for final demolition packages.
7. Initiate design for concourse segregation project.
8. Complete FAA sponsored Airport Geographic Information System (AGIS) pilot program.
9. Commence design for new ARFF facility.
10. Replace one ARFF vehicle.
11. Conduct planning for common use passenger check-in facilities.



**Eddie Baza Calvo**  
*Governor of Guam*



**Ray Tenorio**  
*Lt. Governor of Guam*

### **Operations**

1. Implement Table Top Annual Disaster Exercise for Certification.
2. Obtain "0" discrepancies in Annual FAA Inspections.
3. Improve efficiency in terminal equipment to include full implementation of the Energy Performance Management Program.
4. Adopt minimum standards for aeronautical activities.
5. Assess and adopt tiered aviation insurance requirements.
6. Start new fuel system operations and maintenance contract.
7. Negotiate new water system O&M contract with GWA.
8. Enhance Drug Free Workplace.

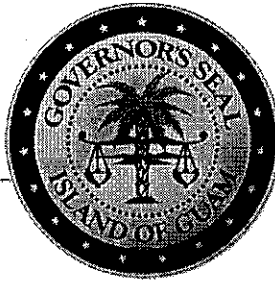
### **Services & Community Engagement**

1. Expand Ambassador Program Services.
2. Support implementation of CBP Global Entry program.
3. Lobby for TSA Pre-Check expedited screening initiative.
4. Award and negotiate retail concession agreement.
5. Adopt upgraded business model for food & beverage services.
6. Enhance Website with Mobile Application Capability.
7. Engage Community Discussion with Social Media Applications.
8. Initiate landscaping improvements.
9. Support DPW projects for the Tiyan Parkway and expanded Route 10A roadways.





Eddie Baza Calvo  
*Governor of Guam*



Ray Tenorio  
*Lt. Governor of Guam*

## **A.B. Won Pat International Airport Authority, Guam 2012 Accomplishments**

### **Finance**

1. ( Audit Findings – ongoing/to be approved at the Board Meeting tentatively scheduled for January 29, 2013)
2. Ratings giant Standard & Poor affirmed its BBB rating with a stable outlook for the A.B. Won Pat International Airport, Guam's 2003 Revenue Bonds . Per S& P, "The rating reflects our view of the airports continued adequate financial performance against a fluctuating demand profile, low levels of fully unrestricted liquidity and cash flow debt service coverage and a strong business position serving Guam" .
3. Completed short-term, USDA guaranteed, low interest loan from FHB for energy efficient equipment.

### **Capital Programs**

1. Runway 6L/24R - 2,000 linear foot extensions completed
2. Commissioned operations of new airport water system
3. Full replacement of terminal carpeting
4. Completed EDA funded site development for leasable north Tiyan properties
5. Partial refurbishment of airport fuel system completed

### **Operations**

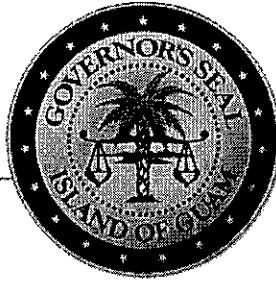
1. Takeoffs on Runway 6L Effective September 2012
2. GIAA welcomed Inaugural charter flight from Dalian, China on January 23, 2012, operated by United Airlines. This represents the 6<sup>th</sup> destination in China operated by United Airlines.
3. Effective January 15, 2012, GIAA started seeing Russian tourist arrivals with Russian nationals flying into Guam under the Guam-CNMI Visa Waiver Program, primarily via Seoul, Korea.
4. FEDEX opened its office in July of 2012 at the Integrated Air Cargo Building in Tiyan, marking its presence onsite, vs. offsite sales and freight office of the past.
5. Jeju commenced daily operations from Seoul to Guam on September 28, 2012. Operating a B737-800 with a 186 passenger seat capacity, this which translates to 1,302 additional seats weekly between Guam and Seoul.

### **Services & Community Engagement**

1. On November 19 2012, a Sister Airport relationship was established with the Sendai Airport in Miyagi prefecture located in northern Japan. This area was the hardest hit by



Eddie Baza Calvo  
*Governor of Guam*



Ray Tenorio  
*Lt. Governor of Guam*

the Great Earthquake and Tsunami in March 2011 and the flight to Guam was the first international flight that resumed operations in July 2011 (operated by United Airlines). Guam has four flights weekly to and from Sendai.

2. Enhanced communication and passenger service were the result of new web applications on the [www.guamairport.com](http://www.guamairport.com) site.
  - Lost and Found Electronic Filing and Recording system
  - Airport Information Query System
  - Requests for Proposals and Invitations to Bid Electronic Copies download capability.
  - Business Prospectus for Prospective Investors download capability
  - Airport Tour Request Form download capability
  - Subscriber to Airport News and Announcements allows interested individuals to receive automatic electronic messages of all new postings on the [www.guamairport.com](http://www.guamairport.com) site.
3. GIAA won first place for its Liberation Float entry in the Government Agency category in July of 2012, marking a two year in the row first place prize. The theme "68 years of progress through peace inspired the design of Airport history starting with the Quonset Hut to the modern facility we have today.
4. GIAA won 1<sup>st</sup> place accolades as a medium sized agency in the MagPro Government of Guam Best Agency division
5. GIAA received acknowledgement of the "Innovative Cost Savings Initiative" with the Implementation of the Energy Performance contract in May of 2012. This program calls for the replacement of inefficient terminal equipment and lighting to realize savings of over \$1.3 million annually in power consumption in the terminal.
6. The Airport Authority secured Board level appointment in the prestigious Airports Council International Asia- Pacific Region (ACI Asia-Pacific), an industry organization, with the appointment of Deputy Manager Peter Roy Martinez as First Vice Chair of the Small Airports Committee.

January 28, 2013

**MEMORANDUM**

**To:** Mr. Francisco G. Santos  
Vice-Chairman  
GIAA Board of Directors

**From:** Carlos Bordallo *CB*  
Acting Comptroller

**Subject:** Operating Results - Revenues and Expenses as of  
December 31, 2012

Attached herewith is GIAA's Operating Results Report for the month ending December 31, 2012. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended December 31, 2012.

The key operating results for 3 month(s) of FY 2013 ending December 31, 2012 - (in \$000's) are:

CATEGORY	YEAR-TO-DATE				FORECAST FOR FULL YEAR-FY13	
	Budget FY 13 Y-T-D	Actual FY 13 Y-T-D	% Variance Budget vs. Actual		Actual Y-T-D + Remaining FY 13 Budget	% Variance Budget vs. Estimate for Full Year
			Y-T-D Current Month	Y-T-D Last Month		
Total Signatory Revenues	\$6,622.1	\$7,136.3	7.8%	7.3%	\$27,836.3	1.9%
Total Concession Revenues	\$2,639.7	\$2,765.6	4.8%	5.2%	\$10,948.1	1.2%
Total PFC's	\$1,446.9	\$1,503.0	3.9%	1.9%	\$6,031.5	0.9%
Total Other Revenues	\$3,664.7	\$3,779.1	3.1%	2.5%	\$15,247.4	0.8%
Total Operating Revenues	\$14,373.4	\$15,183.9	5.6%	5.2%	\$60,099.3	1.4%
Total Operating Expenses	\$11,271.3	\$8,220.0	-27.1%	-28.1%	\$37,391.1	-7.5%
Net Revenues from Operations	\$3,102.1	\$6,963.9	124.5%	145.4%	\$22,708.2	20.5%
Non-Operating Expenses	\$250.0	\$0.0	-100%	-100%	\$250.0	-50.0%
Other Available Moneys/other sources of funds	\$1,195.8	\$1,082.1	-9.5%	-9.5%	\$4,669.6	-2.4%
<b>Net Debt Service Coverage</b>	<b>.99</b>	<b>1.92</b>	<b>93.5%</b>	<b>101.1%</b>	<b>1.63</b>	<b>16.7%</b>

Page 2 - Operating Results as of December 31, 2012

Year-to-date Total Signatory Revenues for the month ending December 31, 2012 are above Budgeted revenues by **7.8%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues and Passenger Facility Charges are above budget estimates by **4.8%** and **3.9%**, respectively.

Year-to date Total Other Revenues, inclusive of non-signatory and non-airline revenues, are above the budget estimate by **3.1%**.

Year-to-date Total Operating Revenues Actual of **\$15.2M** is **5.68%** above the budget estimate of **\$14.4M**.

Year-to-date Total Operating Expenses are below budget by **-27.1%** from budget. Components of this line item include a **-19.2%** decrease in Personnel Service, a **-30.2%** decrease in Contractual Services and a **-57.3%** decrease in Materials & Supplies from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$6.96M** reflects an increase of **124.5%** over the year-to-date budgeted amount of **\$3.1M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.63** versus the requirement of **1.25**.

Should you have any questions, please contact me at your convenience.

Attachments

cc: Board of Directors  
Executive Manager  
Deputy Executive Manager  
Frank R. Santos, Expansion  
Division Heads



## GIAA Program Status and UDO Analysis on Open AIP Grants

FY	Loc ID	Description	Grant #	Grant Amount	Balance as of 11/27/12	UDO	Balance as of 1/29/13	UDO	Comments
2007	GUM	Noise mitigation measures for residences within 65 DNL	3-66-0001-056	\$3,500,000	\$0	0%	\$0	0%	FOR CLOSE OUT (FCO)
2007	GUM	Extend Runway 6L/24R - Phase 3	3-66-0001-057	\$4,536,213	\$0	0%	\$0	0%	FCO
2007	GUM	Improve Airport Utilities Infrastructure -Phase 5 (MAP)	3-66-0001-058	\$6,800,000	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 58	3-66-0001-58	\$755,815	\$422,352	56%	\$375,284	50%	
		Sub Total:		\$14,836,213	\$0	0%	\$0	0%	
2008	GUM	Noise Mitigation Measures for Residences w/n 65-69 DNL -Phase 4	3-66-0001-59	\$2,000,000	\$0	0%	\$0	0%	FCO
2008	GUM	Complete Construction of Parallel Taxiway - Phase 1	3-66-0001-60	\$5,797,441	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 60	3-66-0001-60	\$869,616	\$0	0%	\$0	0%	FCO
2008	GUM	Extend Runway 6L/24R - Phase 4	3-66-0001-61	\$14,000,000	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 61	3-66-0001-61	\$2,100,000	\$0	0%	\$0	0%	FCO
2008	GUM	Miscellaneous Airport Improvements - Phase 2	3-66-0001-62	\$2,000,000	\$0	0%	\$0	0%	FCO
		Amendment No.1 to AIP 62	3-66-0001-62	\$300,000	\$0	0%	\$0	0%	FCO
2008	GUM	Improve Terminal Building (Seismic Zone 4 Upgrade) - Phase 2	3-66-0001-64	\$1,148,913	\$0	0%	\$0	0%	FCO
		Sub Total:		\$28,215,970	\$0	0%	\$0	0%	
2009	GUM	Improve Airport Utility Infrastructure (Electrical System) - Phase 1	3-66-0001-65	\$7,000,000	\$6,435,851	92%	\$6,312,954	90%	
2009	GUM	Conduct Airport Master Plan Study Update	3-66-0001-66	\$700,000	\$111,523	16%	\$111,523	16%	
2009	GUM	Extend Runway 6L/24R - Phase 5	3-66-0001-67	\$744,647	\$0	0%	\$0	0%	FCO
2009	GUM	Rehabilitate Runway 6L/24R	3-66-0001-68	\$4,807,180	\$0	0%	\$0	0%	FCO
2009	GUM	Noise Mitigation Measures for Residences w/n 65-69 DNL-Phase 5	3-66-0001-69	\$2,000,000	\$1,121,959	56%	\$1,121,959	56%	
2009	GUM	Extend Runway 6L/24R - Phase 7	3-66-0001-70	\$3,294,390	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 70	3-66-0001-70	\$494,158	\$0	0%	\$0	0%	FCO
2009	GUM	Complete Construction of Parallel Taxiway - Phase 2	3-66-0001-71	\$3,005,610	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 71	3-66-0001-71	\$450,842	\$0	0%	\$0	0%	FCO
		Sub Total:		\$22,496,827	\$7,669,333	34%	\$7,546,436	34%	
2010	GUM	Extend Runway 6L/24R - Phase 8	3-66-0001-72	\$4,000,000	\$0	0%	\$0	0%	FCO
		Amendment No. 1 to AIP 72	3-66-0001-72	\$600,000	\$0	0%	\$0	0%	FCO
2010	GUM	Rehabilitate Runway 6L/24R - Phase 1 (Design only)	3-66-0001-73	\$1,500,000	\$312,028	21%	\$312,028	21%	
2010	GUM	Install Instrument Landing System (ILS) Runway 6L - Phase 1	3-66-0001-74	\$2,172,362	\$1,027,521	47%	\$943,575	43%	
2010	GUM	Noise Mitigation Measures for Residences w/n 65-69 DNL - Phase 6	3-66-0001-75	\$2,000,000	\$1,938,683	97%	\$1,938,683	97%	
2010	GUM	Improve Airport Utility Infrastructure (Sewer & Storm Water Drainage) - Phase 1 (Design only)	3-66-0001-76	\$1,550,000	\$1,546,768	100%	\$1,546,768	100%	
2010	GUM	Collect Airport Data for the Airports Geographic Information System (AGIS)	3-66-0001-77	\$675,000	\$215,290	32%	\$215,290	32%	
2010	GUM	Install Instrument Landing System (ILS) Runway 6L-Phase 2	3-66-0001-78	\$4,827,638	\$3,094,693	64%	\$2,463,398	51%	
2010	GUM	Conduct Environmental Assessment for Sewer and Storm water Drainage	3-66-0001-79	\$700,000	\$513,550	73%	\$513,550	73%	
		Sub Total:		\$18,025,000	\$8,648,533	48%	\$7,933,292	44%	
2011	GUM	Extend Runway 6L/24R - Phase 9	3-66-0001-80	\$1,975,678	\$0	0%	\$0	0%	FCO
2011	GUM	Miscellaneous Airport Improvements - Phase 3	3-66-0001-81	\$2,304,801	\$2,248,460	98%	\$2,248,460	98%	
2011	GUM	Miscellaneous Airport Improvements - Phase 4	3-66-0001-82	\$1,400,000	\$1,347,533	96%	\$1,347,533	96%	
		Sub Total:		\$5,680,479	\$3,595,993	63%	\$3,595,993	63%	
2012	GUM	Extend Runway 6L/24R - Phase 10	3-66-0001-83	\$2,000,000	\$0	0%	\$0	0%	FCO
2012	GUM	Rehabilitate Runway 6L/24R - Phase 2	3-66-0001-84	\$5,441,024	\$5,441,024	0%	\$5,441,024	0%	
		Sub Total:		\$7,441,024	\$5,441,024	73%	\$5,441,024	73%	
		GRAND TOTAL:		\$96,695,513	\$25,354,883	26%	\$24,516,745	25%	

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**RECOMMENDATION OF COUNSEL**

**TO:** Board of Directors  
ANTONIO B. WON PAT INTERNATIONAL  
AIRPORT AUTHORITY, GUAM

**CC:** Mr. Charles H. Ada II  
Executive Manager  
ANTONIO B. WON PAT INTERNATIONAL  
AIRPORT AUTHORITY, GUAM

**FROM:** Janalynn Cruz Damian  
CALVO FISHER & JACOB LLP 

**DATE:** January 22, 2013

**SUBJECT:** Executive Session

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Pursuant to 5 G.C.A. § 8111(c)(1), I hereby recommend that the Board of Directors of GLAA conduct an Executive Session at the next regularly scheduled Board meeting to discuss pending or threatened litigation to which GLAA is or may be a party.