



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

P.O. Box 8770
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BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, April 24, 2014
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice

First Notice:

Marianas Variety – April 17, 2014

Notice to Media – April 17, 2014

Second Notice:

Marianas Variety – April 22, 2014

Notice to Media – April 23, 2014

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. February 27, 2014 Regular Meeting
4. Correspondence
5. Old Business
 - A. Status of Capital Improvement Projects
 - B. Signage Policy – Non-Commercial
6. New Business
 - A. Approval of Award for Purchase & Delivery of One(1) Aircraft Rescue Fire Fighting (ARFF) Vehicle Class Five (5)- 3,000 Gallon Capacity - IFB No. GIAA-001-FY14
 - B. Approval of Award for Security Access Control System (SACS) Management & Infrastructure Support Services - RFP No. GIAA-005-FY14
 - C. Approval of Award for Paging System Management & Infrastructure Support Services - RFP No. GIAA-006-FY14
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment





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**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, April 24, 2014, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The April 24, 2014 regular meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") was called to order by Chairman Untalan at 3:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Edward G. Untalan
Jesus Q. Torres
Martin Gerber
Rosalinda A. Tolan
Pedro P. Ada III
Gurvinder Sobti

Offices or positions:

Chairman
Vice Chairman

Directors Absent:

Lucy M. Alcorn (Off-Island)

GIAA Officials:

Charles H. Ada II
Peter Roy Martinez
Carlos Bordallo
Frank R. Santos
Jean M. Arriola
Gerard Bautista
Benny Baza
Victor Cruz
Edward Muna
Franklin Taitano
Joseph G. Javellana

Executive Manager
Deputy Executive Manager
Comptroller
Business and Financial Consultant
Air Services Manager
Air Terminal Manager
Fire Chief
Engineer Supervisor
Airport Operations Superintendent
Procurement Supervisor
Program Coordinator IV

Janalynn Cruz Damian, Esq.

GIAA 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 these minutes.

2. APPROVAL OF AGENDA

The Chairman asked if there were any changes to the agenda. No changes were requested. On motion duly made by Vice Chairman Torres, seconded by Director Ada, the agenda as presented was unanimously approved.

3. APPROVAL OF MINUTES

A. February 27, 2014 Regular Meeting

The next item on the agenda was approval of the minutes of the February 27, 2014 regular meeting. Discussion was held on corrections to the minutes.

On motion duly made by Director Ada, seconded by Vice Chairman Torres, the following resolution was unanimously approved:

Resolution No. 14-33

The Board hereby approves the minutes of the February 27, 2014 regular meeting, subject to corrections.

4. CORRESPONDENCE

The next item on the agenda was Correspondence.

The Executive Manager informed the Board that there was nothing to report at this time.

5. OLD BUSINESS

The next item on the agenda was Old Business.

A. Status of Capital Improvement Projects

The first matter discussed was the Status of Capital Improvement Projects. Mr. Frank Santos, Business and Financial Consultant, presented three (3) schedules to the Board for review. First, he provided brief updates relative to the Undistributed Obligations (UDO) analysis, consisting of grants from 2009 - 2013. Mr. Santos informed the Board that of the \$59.3M in grants there is \$10.9M remaining. Since the last Board meeting the Airport has expended \$3M toward the Runway 6L/24R Rehabilitation project. Mr. Santos added that this year the Authority anticipates a minimum of \$4.5M in grants

strictly for the Runway 6L/24R Rehabilitation project. Discussion followed relative to anticipated grants.

Mr. Santos reported on Bond Capital Improvement Projects, informing the Board that the focus currently is on two (2) major projects, the first being the International Arrivals Corridor with Building Seismic Upgrades. The Airport is in the midst of finalizing the previously awarded contract, based on a 10% design effort. The architect will be meeting with the Airport, and federal agencies involved to determine cost estimates, which will give the Airport a better understanding of how to proceed with other projects. Mr. Santos went on to brief the Board on the second major project, the Hold Bag Screening Relocation, stating that 100% of the design submittal is with TSA for review, and the manufacturing of the baggage system is anticipated to begin late May. The bid documents for the construction portion of the project is expected to be completed mid May.

Mr. Santos referred to the third schedule, the Capital Improvement Fund projects, which are projects funded internally pending net revenue. Mr. Santos announced that there are two (2) projects that will be added to the schedule provided, which will be presented to the Board for approval at the next Board meeting; the Terminal Roof Replacement and the Arrivals Enhancements. Arrivals Enhancements involves improvements to both USCBP and Guam Customs areas, and the Arrivals Lobby. Mr. Santos informed the Board of issues relative to the Customs areas and updated the Board on the USCBP's Global Entry Program. Discussion followed relative to the funding for the three schedules.

Mr. Santos gave the Board a brief update relative to the walkways, informing the Board that the procurement for Gate 21 Replacement Loading Bridge was previously approved by the Board however for the additional bridges, Management would like to present a more cost effective plan to the Board at a later date.

Chairman Untalan requested an update relative to the concession renovations. Mr. Gerard Bautista, Air Terminal Manager, provided updates and informed the Board that the renovations are moving forward.

Director Gerber inquired on the moving walkways, and expressed his disappointment with the number of walkways that are not running. Mr. Bautista announced that 80% of the walkways are running, a number of them are shut down manually at certain times to save power consumption and are supposed to be turned back on prior to a flight arrival. Director Gerber suggested that there be a sign that displays that the walkway is out of order if it is not working, and someone needs to be kept accountable for the walkways not being turned on when needed. Director Gerber announced that he would like to see an improvement, and offered to assist with the issue and report back to the Board at

the next Board meeting. Mr. Bautista explained the ongoing staffing difficulties with Otis, the contractor and informed the Board that the contract with the company will expire September 30, 2014. Discussion followed relative to possible remedies to the moving walkways.

B. Signage Policy - Non-Commercial

The first matter discussed was the Signage Policy - Non-Commercial. The Executive Manager first thanked Director Tolan for her assistance with the draft policy and noted that the item had been tabled a number of times. Director Tolan announced that the policy applies specifically to non-profit organizations and that her only request was for the policy to include that all non-profit organizations would not be charged for advertisement.

Chairman Untalan asked for Management to explain the policy so that the Board may better understand as he noticed inconsistencies within the policy. The Executive Manager provided details relative to the areas the signage would be displayed, stating that Management's focus is on signage that is electronic, is not permanent, and to be displayed on existing digital equipment owned and operated by the Airport. Discussion followed relative to the original request from the Guam Lions Club to donate a Welcome to Guam sign to the Authority, which Director Tolan stated the policy does not address.

Mr. Frank Santos announced to the Board that item number six (6) on the policy relative to signage advertising services that are in direct competition with the Airport's business objectives, either needs to be amended or deleted, leaving the option to approve or not to the Authority.

Discussion followed regarding banners and permanent structures. Ms. Jean Arriola, Air Services Manager, added to the discussion stating that in the near future new digital screens would replace the current old technology in the Customs Inspection Hall allowing for commercial advertising and also welcome messages for events that are taking place on Guam to be displayed. As for immediate signage, commercial advertising and messages from non-profit organizations may be displayed in the welcome center in the arrivals area.

Director Gerber inquired on organizations competing with the Airport's brand. Ms. Jean Arriola responded that she did not foresee that being an issue.

Director Tolan reiterated her request for the policy to include that all non-profit organizations would not be charged for advertisement. Ms. Jean Arriola informed the Board that the intent is not to charge non-profit organizations, however Management is requesting that the policy be flexible enough to recover costs should an organization's

request be unreasonable. Director Tolan expressed her sympathy for non-profit organizations, stating that the funds to pay the Airport for advertisement would be from fundraising efforts, and that it is a very trivial amount for the Airport. Discussion followed relative to the policy being amended to include the official language on displays. The Chairman requested for Director Tolan to work with Management to amend the policy as discussed.

After further discussion, on motion duly made by Director Ada, seconded by Director Sobti, the following resolution was unanimously approved:

Resolution No. 14-34

The Board hereby approves the draft Signage Policy - Non-Commercial as presented during the meeting subject to corrections: item number six (6) to be deleted; add language giving the Executive Manager the discretion to recover any out of pocket costs, but not charge a fee; and the displayed language to be in English or Chamorro only.

6. NEW BUSINESS

The next item on the agenda was New Business.

- A. Approval of Award for Purchase & Delivery of One (1) Aircraft Rescue Fire Fighting (ARFF) Vehicle Class Five (5) - 3,000 Gallon Capacity - IFB No. GIAA-001-FY14

The first matter discussed was the approval of award under the Invitation for Bid for Purchase & Delivery of One (1) Aircraft Rescue Fire Fighting (ARFF) Vehicle Class Five (5) - 3,000 Gallon Capacity, IFB No. GIAA-001-FY14 (the "IFB"). The Executive Manager informed the Board that the IFB solicited bids from firms for the purchase and delivery of one (1) aircraft rescue fire fighting vehicle class five(5), 3,000 gallon capacity to be used for the air rescue fire fighter facility. Three (3) firms/individuals purchased the bid package and two (2) firms submitted bid proposals before the submission deadline. The two (2) firms were evaluated and determined to be responsive. The Executive Manager informed the Board that the lowest responsive, responsible total bid amount received is \$891,996.00, submitted by Morrico Equipment LLC. Funding for this bid is available under the Federal Aviation Administration (FAA) Grant Program. Management recommends that the Board approve the contract award of \$891,996.00 to Morrico Equipment LLC, who has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations.

After further discussion, on motion duly made by Director Ada, seconded by Director Sobti, the following resolution was unanimously approved:

Resolution No. 14-35

The Board hereby approves the contract award for Purchase & Delivery of One (1) Aircraft Rescue Fire Fighting (ARFF) Vehicle Class Five (5) - 3,000 Gallon Capacity, IFB No. GIAA-001-FY14 to Morrigo Equipment LLC in the amount of \$891,996.00.

B. Approval of Award for Security Access Control System (SACS) Management & Infrastructure Support Services - RFP No. GIAA-005-FY14

The second matter discussed was the approval of award under the Request for Proposal for Security Access Control System (SACS) Management & Infrastructure Support Services, RFP No. GIAA-005-FY14 (the "SACS RFP"). The Executive Manager informed the Board that the SACS RFP solicited proposals from professional firms to assist GIAA in the management and infrastructure support services to its SACS. The contract term is for a period of three (3) years, with two (2) annual renewal options, not to exceed a total term of five (5) years. A total of seven (7) firms showed their interest by obtaining the SACS RFP package; however, three (3) 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 SACS RFP package. As a result of the evaluation committee's tabulation, the selected firms in order of their ranking are as follows:

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

Management recommends the approval of the ranking results and the contract award to Proposer B, as the highest ranked proposer, subject to negotiations of fair and reasonable fees. In the event that the negotiations prove unsuccessful, GIAA Management will enter into negotiations with the next highest ranked proposer.

After further discussion, on motion duly made by Director Ada, seconded by Director Gerber, the following resolution was unanimously approved:

Resolution No. 14-36

The Board hereby approves the ranking results and contract award to Proposer B for Security Access Control System (SACS) Management & Infrastructure Support Services, RFP No. GIAA-005-FY14, subject to negotiation of fair and reasonable fees, and legal counsel review. If negotiations prove unsuccessful, Management can enter into negotiations with the next highest ranked proposer.

The Executive Manager announced to the Board that Proposer 'B' is Secure Safe Solutions.

C. Approval of Award for Paging System Management & Infrastructure Support Services - RFP No. GIAA-006-FY14

The third matter discussed was the approval of award under the Request for Proposal for Paging System Management & Infrastructure Support Services, RFP No. GIAA-006-FY14 (the "Paging System RFP"). The Executive Manager informed the Board that the Paging System RFP solicited proposals from professional firms to assist GIAA in the management and infrastructure support services to its Paging System. The contract term is for a period of three (3) years, with two (2) annual renewal options, not to exceed a total term of five (5) years. A total of seven (7) firms showed their interest by obtaining the Paging System RFP package; however, three (3) 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 Paging System RFP package. As a result of the evaluation committee's tabulation, the selected firms in order of their ranking are as follows:

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

Management recommends the approval of the ranking results and the contract award to Proposer B, as the highest ranked proposer, subject to negotiations of fair and reasonable fees. In the event that the negotiations prove unsuccessful, GIAA Management will enter into negotiations with the next highest ranked proposer.

After further discussion, on motion duly made by Director Ada, seconded by Vice Chairman Torres, the following resolution was unanimously approved:

Resolution No. 14-37

The Board hereby approves the ranking results and contract award to Proposer B for Paging System Management & Infrastructure Support Services, RFP No. GIAA-006-FY14, subject to negotiation of fair and reasonable fees, and legal review. If negotiations prove unsuccessful, Management can enter into negotiations with the next highest ranked proposer.

The Executive Manager announced to the Board that Proposer 'B' is Secure Safe Solutions.

7. REPORT OF EXECUTIVE MANAGER

The next item on the agenda was the report of the Executive Manager. The Executive Manager reported on various matters concerning airline and charter operations to include Oren Air planning for three (3) additional regularly scheduled charters to add to their Khabarovsk and Vladivostok routes.

The Executive Manager announced that a GIAA delegation travelled to Korea from April 7 to 10, 2014 to pursue discussions with carriers for new and more frequent services between Korea and Guam. With continuous discussions, it is anticipated that an announcement or update will be made of successful negotiations in the future.

On FAA issues, the Executive Manager reported that as required by FAR Part 139, the Triennial Disaster Drill Exercise will be executed, and is scheduled for May 22, 2014 with participation from local and federal agencies such as Guam Fire Department, Guam Police Department, Guam Customs & Quarantine, and U.S. Customs & Border Protection.

More flights to and from the Philippines may soon be available on Guam following an upgrade in the country's safety rating from the Federal Aviation Administration (FAA) to Category I. The Republic of the Philippines received an upgraded safety rating because it complies with international safety standards set by the International Civil Aviation Organization (ICAO). Since the country has been given a "Category 1" rating, the Republic of the Philippines' air carriers can add flights and service to the United States and carry the code of U.S. carriers. The new rating is based on a March 2014 FAA review of the Civil Aviation Authority of the Philippines. Cebu Pacific is just one example of airlines interested in Guam. The new rating also opens up opportunities for other airlines, including existing partners like Philippine Airlines, to increase their service and frequency of flights.

The Executive Manager announced that the USCBP Guam office has scheduled the ribbon cutting of the Global Entry Program office to take place at the A.B. Won Pat International Airport on May 14, 2014. Eligible travelers will be able to apply for this program that allows expedited clearance for pre-approved, low-risk travelers upon arrival into the United States

The installation of the new Flight Information Display (FIDS) monitors is ongoing. The system is able to display in multiple languages and other electronic signage and graphics. The new FIDS are installed in a number of locations within the Terminal.

Relative to Procurement, the Executive Manager announced that the submission deadline for the Demolition and Remediation of Various Airport Facilities – Phase 2 IFB is May 8, 2014.

Reporting on other announcements, the Executive Manager announced that the Airport is a sponsor of the Guam Micronesia Island Fair scheduled for April 25 through 27, 2014. The annual event features cultural dance, art and wear from all over Micronesia and the Marianas.

The Tiyan Parkway Groundbreaking occurred on April 8, 2014. The Governor, DPW, GIAA and the Contractors all took part in this historic event, signifying the start of Phase one (1) of the Tiyan Parkway.

The Executive Manager congratulated Director Rosalinda A. Tolan and Director Gurvinder "Bic" Sobti, on their reappointment, confirmation and swearing in by the Governor of Guam to serve another term as a Board Director for GIAA. Their confirmation hearing was held on March 27, and both were confirmed on April 15. The swearing in ceremony took place on Wednesday, April 24, at 10:00 a.m. at the Governor's Chambers, Adelup.

On April 22, 2014, Mr. Alan Searle provided a review of the Unified Pay Scale, explaining the employee compensation and benefits study and plan to Management and Board members.

Director Tolan at this time thanked the Board, Management and employees that attended the confirmation hearing as well as the swearing in ceremony, that the moral support was greatly appreciated.

Chairman Untalan congratulated Marketing on a great Citizen Centric Report.

8. REPORT OF THE COMPTROLLER

The next item on the agenda was the report of the Comptroller. Mr. Carlos Bordallo Comptroller, provided a report to the Board on the revenues and expenses of the Authority as of March 31, 2014. Mr. Bordallo reported that year-to-date Total Signatory Revenues are above budgeted revenues by 3.3%, year-to-date Total Concession Revenues and Passenger Facility Charges are above budget estimates by 1.5% and 0.5%, respectively. Further, year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues, are above the budget estimate by 0.3%. Year-to-date Total Operating Revenues Actual of \$33.92M is 1.8% above the budget estimate of \$33.30M. Year-to-date Total Operating Expenses are below budget by -8.8%. The actual year-to-date Net Revenues from Operations of \$15.53M reflects an increase of 18.1% over the year-to-date budgeted amount of \$13.15M. The Authority's year-to-date results for Debt Service Coverage is at 1.48 versus the requirement of 1.25.

Brief discussion followed relative to net income from Operations.

9. EXECUTIVE SESSION

On motion duly made by Director Gerber, seconded by Director Sobti, at 4:31 p.m. the Board recessed regular session.

Upon written recommendation of counsel, the Board convened executive session at 4:40 p.m. to discuss pending litigation. On motion duly made by Director Tolan, seconded by Vice Chairman Torres, executive session adjourned at 4:56 p.m., at which time the Board reconvened the regular session.

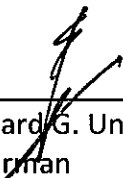
10. PUBLIC COMMENTS

The next item on the agenda was Public Comments. Chairman Untalan called upon any public member wishing to make comments. There were none.

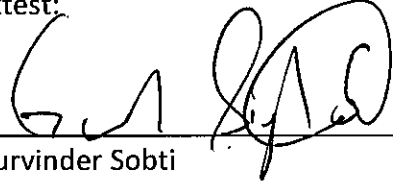
11. ADJOURNMENT

There being no further business to address before the Board, on motion duly made by Director Ada, seconded by Vice Chairman Torres, at 4:57 p.m., the meeting was adjourned.


Dated this 5th, day of June, 2014.



Edward G. Untalan
Chairman

Attest:


Gurvinder Sobti
Secretary

Prepared and Submitted By:


Amanda O'Brien-Rios
Corresponding Secretary



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS REGULAR MEETING
3:00 P.M., THURSDAY, APRIL 24, 2014
GIAA TERMINAL CONFERENCE ROOM #3

SIGN IN SHEET

<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1. CHARLES H. ADAMS	GIAA
2. VICTOR V. CRUZ	GIAA
3. SUSAN FRYEY	Lotte
4. Carlos Bordallo	GIAA
5. Jean Muriola	"
6. NICK MANLEY	HDR
7. Kevin Cunniff	Secure Safe Solutions
8. Joshua Blas	Secure Safe Solutions.
9. Jerick Cruz	Secure Safe
10. FRANK P. TATTANO	GIAA
11. Gerard BAUTISTA	ATM
12. JOSEPH L. CALVO	P/E
13. J.G. JAKULANA	GIAA
14. DENNY BAZA	ARFF
15. Martha Nee	united
16.	
17.	
18.	
19.	