

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, December 28, 2017, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The December 28, 2017 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 Duenas at 3:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Ricardo C. Duenas
Katherine C. Sgro
Gurvinder "Bic" Sobti
Martin J. Gerber
Deedee S. Camacho

Offices or positions:

Chairman
Vice Chairperson
Board Secretary

Directors Absent:

Lucy M. Alcorn (Excused)
Rosalinda A. Tolan (Excused)

GIAA Officials:

Charles H. Ada II
Pedro R. Martinez
Jean M. Arriola
Robert Camacho
Daniel Stone
Victor Cruz
Ann Bautista
Rolenda Faasuamalie
Joseph Javellana

Executive Manager
Deputy Executive Manager
Airport Services Manager
Airport Chief of Police
Airport Fire Chief
Engineering Supervisor
General Accounting Supervisor
Airport Marketing Administrator
Program Coordinator IV

Janalynn C. Damian, Esq.
Frank R. Santos

GIAA Legal Counsel
GIAA Consultant

Chairman Duenas welcomed Airport tenants, stakeholders, and members of the public who are noted in a sign-in sheet attached to these minutes.

2. APPROVAL OF AGENDA

Motion to approve the agenda as presented duly made by Vice Chairperson Sgro, seconded by Director Sobti; motion unanimously passed.

3. APPROVAL OF MINUTES

- A. November 30, 2017 Regular Meeting
- B. December 1, 2017 Reconvened Meeting

No corrections or changes recommended. On motion duly made by Vice Chairperson Sgro, seconded by Director Gerber, the following resolution was unanimously passed:

Resolution No. 18-11

The Board hereby approves the minutes of the November 30, 2017 regular meeting and December 1, 2017 reconvened meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada informed the Board that correspondence was received from various media outlets in regard to an incident involving a GIAA employee, the individual is currently on administrative leave until further notice.

5. OLD BUSINESS

- A. Status Updates of Capital Improvement Projects ("CIP")

Mr. Frank Santos, Consultant, provided brief highlights on Capital Improvement Projects for FY2017.

- International Arrivals Corridor with Building Seismic Upgrades: Project is proceeding. There is significant progress, and this would be a great time to schedule a project tour for the Board members. The walkway from Gates 4 and 5 to the pod is underway and the United Clubroom will be completed by March 2018.
- Safety Management System: GIAA met with the Consultants for the Safety Management System project. Manual completion is anticipated for March of 2018. FAA is satisfied with project to date.
- ARFF Facility - Design/Construction Phase 1/2: A delay with the building permits because of SHPO clearances. Anticipated to proceed in January 2018.
- Parking Expansion: Bid went out for renovation of the Accounting office. Demolition of the existing accounting office is necessary to prepare the site for the parking project.
- Rehabilitation Runway 6L/24R –Design – RFP to be awarded.

6. NEW BUSINESS

A. Approval of Award for Risk Management & Insurance Consulting Services - RFP No. GIAA-01A-FY18

Executive Manager Ada provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of five (5) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the one (1) proposal that was submitted before the established deadline. The proposal was evaluated on a point system assigned for each criteria identified in the RFP package. As the sole ranked proposer, Management recommends the approval of the ranking results and the contract award to Proposer A, the highest ranked proposer, subject to negotiations of fair and reasonable fees. In the event that the negotiations prove unsuccessful, GIAA Management will re-solicit the services.

The Executive Manager informed the Board that the contract term is three (3) years with two (2), one-year options to renew, for a total contract term of five (5) years. The Agreement will be funded under the O&M budget.

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

Resolution No. 18-12

The Board hereby approves the ranking results as presented and the contract award to Proposer A for Risk Management & Insurance Consulting Services - RFP No. GIAA-01A-FY18, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Executive Manager Ada informed the Board that Proposer A is Bolton & Company.

B. Approval of Award for Architectural/Engineering Services to Rehabilitate Runway 6L-24R - RFP No. RFP-002-FY18

Executive Manager Ada provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of thirty-three (33) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the nine (9) proposals that were submitted before the established deadline. The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the evaluation committee's tabulation, the selected firms in order of their ranking are as follows:

1. Proposer C
2. Proposer A

3. Proposer G
4. Proposer E
5. Proposer D
6. Proposer I
7. Proposer B
8. Proposer F
9. Proposer H

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

The Executive Manager informed the Board that the term of the contract shall be for a period of five (5) years. The Agreement will be funded under the AIP program.

Vice Chairperson Sgro inquired on a budget for the project. Mr. Santos informed the Board that \$833,334.00 has been funded by FAA AIP funds.

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

Resolution No. 18-13

The Board hereby approves the ranking results as presented and the contract award to Proposer C for Architectural/Engineering Services to Rehabilitate Runway 6L-24R - RFP No. RFP-002-FY18, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Executive Manager Ada informed the Board that Proposer 'C' is HTD Pacific Incorporated.

7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by Executive Manager Ada.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **November 30, 2017**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-4.0%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-0.7%** and **-26.2%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **32.7%**. Year-to-date Total Operating Revenues Actual of **\$12.7M** is **2.6%** above the budget estimate of **\$12.4M**. Year-to-date Total Operating Expenses are below budget by **-10.5%**. Components of this line item include a **-19.3%** decrease in Personnel Service, a **0.8%** increase in Contractual Services, a-

56.1% decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$5.3M** reflects an increase of **28.9%** over the year-to-date budgeted amount of **\$4.1M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.43** versus the requirement of **1.25**.

9. EXECUTIVE SESSION

Chairman Duenas announce there would be no Executive Session.

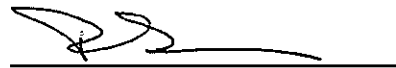
10. PUBLIC COMMENTS

There were no Public Comments

11. ADJOURNMENT

Motion to adjourn duly made by Director Camacho, seconded by Director Gerber; motion unanimously passed. The meeting was adjourned at 3.29 p.m.

Dated this 7th, day of February, 2018.




Ricardo C. Duenas
Chairman

Attest:



Gurvinder Sooti
Secretary

Prepared and Submitted By:



Amanda O'Brien-Rios
Corresponding Secretary

BOARD OF DIRECTORS REGULAR MEETING

3:00 p.m., Thursday, December 28, 2017

GIAA TERMINAL CONFERENCE ROOM #3

Public Notice

First Notice:

Guam Daily Post – December 20, 2017

Notice to Media – December 20, 2017

Second Notice:

Pacific Daily News – December 26, 2017

Notice to Media – December 26, 2017

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. November 30, 2017 Regular Meeting
 - B. December 1, 2017 Reconvened Meeting
4. Correspondence
5. Old Business
 - A. Status Updates of Capital Improvement Projects
6. New Business
 - A. Approval of Award for Risk Management & Insurance Consulting Services - RFP No. GIAA-01A-FY18
 - B. Approval of Award for Architectural/Engineering Services to Rehabilitate Runway 6L-24R - RFP No. RFP-002-FY18
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Regular Meeting
3:00 p.m., Thursday, December 28, 2017
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Jim Amor	GIAA
2.	CHUCK ADA	GIAA
3.	Thricia Blawie	Sen. Aguirre's office
4.	FRANK SANTOS	TMC
5.	Gerard BAUTISTA	ATM
6.	ELFRID KOSHIPA	MKB-GIAA
7.	VANESSA L. PANGINDIAN	PMO-GIAA
8.	REYBERRY CARRASCO	A. PULS
9.	VICTOR J. CRUZ	GIAA
10.	Daniel A. Quintana	ELISA
11.	Annmarie Muro	AM Inc.
12.	Angelica Pere	AM Inc.
13.		
14.		
15.		
16.		
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18.		
19.		
20.		

Parents aim for solutions to safety issues

By Alana Chargualaf
alana@postguam.com

The Vicente S.A. Benavente Middle School administration and parent-teacher organization held a meeting last night, as part of their efforts to improve facilities at the Dededo school for the safety and welfare of its students.

The school's PTO has been helping the school with repairs here and there, such as filling potholes on the road, stabilizing stair railings, adding benches and blocking doors – even temporarily with recycled packing pallets – to keep students from entering condemned classrooms.

Reaching out in person and on social media, the organization also welcomes donors to contribute budget-friendly, recycled materials or to volunteer time to assist in the repair efforts.

The major projects the school seeks to complete are the installation of awnings in both the sixth- and eighth-grade walkways, air condi-



INVOLVED: Parents and teachers discuss repairs needed at Vicente S.A. Benavente Middle School yesterday at the school. Photos by Alana Chargualaf/The Guam Daily Post

tioning in the gymnasium, demolishing the old annex buildings and removing debris.

Smaller repairs include providing adequate lighting in the walkways, marking a proper entrance to the campus, building more benches in the dismissal areas and providing

barriers to those benches to prevent students from crossing the road, according to Gary Kuper, president of the school's parent-teacher organization.

Some of the materials needed to complete these projects include tin, canvas, poles, pipes, treated lumber and lightbulbs.

Kuper said materials that government agencies plan to do away with will work just as well.

"We're not waiting for things to get moving with this \$100 million plan," the group stated in a Facebook post, referring to the government's plans for \$100 million in school

repairs – but with Simon Sanchez High School as the priority. "All we need is a few volunteers and donated, recycled construction materials to make a positive change."

Cynthia Moises, treasurer of the PTO, said her son sometimes comes home complaining about the school's issues. She said something needs to be done.

"It's really not accommodating for the kids," Moises said. "We still need to do some of those projects. We need to help the school. We need to attend meetings to contribute because it's based on voting before deciding what to do. They need input from the parents."

Pitching in

To help Vicente S.A. Benavente Middle School through its parent-teacher organization, community donors can call Gary Kuper at 686-0600, or leave a message on the school's PTO Facebook page at www.facebook.com/VSABMSPTO.

'From the outside, it looks like a really bad school'

Parent Liz Amaguin said her seventh-grade daughter comes home and talks about how the restrooms need to be repaired and walkways are slippery, and mentions the dangers of the condemned sixth-grade wing.

"This school is one of the oldest schools," Amaguin said. "Looking from the outside, it looks like a really bad school. There's a lot of repairs that need to be done. It's difficult."

Amaguin said the PTO gives parents a chance to hear reports from the principals on how to get funding and how to support the school.

Laws and regulations

Principal Patrick Egrubay said he has communicated with the Department of Public Works about permits and clearances needed to

proceed with the demolition of the old annex buildings, and awaits permission from the Guam Department of Education to expedite the project.

Egrubay said he is aware of the maintenance issues that have been plaguing the campus, but said there are rules in place when dealing with a government facility, and proper procurement processes need to be followed.

"We want to make sure that we do this right and in fairness, according to the laws and regulations," he added.

Elvira Alfonso, a custodian with Guam Cleaning Masters, is one of three cleaners who spend their time cleaning the school from the late afternoon until 9 p.m.

Alfonso shared her concerns about the lack of lighting in the eighth-grade wing and the lack of coverage when it rains. She said she has adjusted the time she works in that particular area, to avoid cleaning in the dark.

"It's dangerous at night. Sometimes I go early," she said. "During the rainy time, that's a problem."

The organization also is trying to determine the cost and electrical requirements for the school gym's air conditioning.

Egrubay said once the details are known, the PTO, as a private, nonprofit organization, can start the fundraising process or make in-kind solicitations.



'THAT'S A PROBLEM': Walkways at the eight-grade buildings have no overhead coverings to shield students from the rain at Vicente S.A. Benavente Middle School in Dededo.



The Honorable
EDDIE B. CALVO
Governor

The Honorable
RAY TENORIO
Lt. Governor



PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Thursday, December 28, 2017 at 3:00 p.m. in Terminal Conference Room No. 3. In addition to regular matters, pursuant to 5 G.C.A. §8111(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.

For special accommodations or agenda items, please call the Board Office at 642-4717/18.

(This ad paid for by GIAA)

PUBLICATION NOTICE

In accordance with the provisions of Guam Code Annotated, Title XI, Chapter III, Section 3315, notice is hereby given that:

D' MARIANAS TRENCH, LLC

dba: D' MARIANAS TRENCH THAI RESTAURANT & LOUNGE

has applied for a Class: 4 General On Sale Alcoholic Beverage License (Relocating) said premises being marked as Lot: 2007 (East side of Bldg. Complex) 377 E Marine Corps Dr Hagatna, Units 4, 5 & 8.

Notice: In accordance with the order of the Banking and Insurance Commissioner, TakeCare Insurance Company, Inc. (TIC) hereby announces its intention to effect a distribution of surplus in December 2017 from its unassigned surplus as of December 2017. Under applicable National Association of Insurance Commissioners (NAIC)'s guidelines for total capital and surplus, following the distribution, TIC will have a total capital and surplus base which is more than the minimum required by NAIC to underwrite its risk portfolio and to meet operating requirements.

CLASSIFIEDS

Place an ad online TODAY!
PDN Lobby Hours: Monday-Friday 8am-5pm
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Or call (671)472-1PDN (1736)



Jobs

Find a new job or career

Homes & Rentals

Discover your new home

Auto

Turn here for your next vehicle

Stuff

Household, Furniture, Pets & Stuff

RENTALS

GOOD: 3 Lines, 3 Consecutive Days.....\$78.00
BETTER: 3 Lines, 7 Consecutive Days.....\$99.00
BEST: 3 Lines, 10 Consecutive Days.....\$115.00

ROOMMATES

Conditions/Restrictions: *Roommate a person who shares a room or apartment with another or others.
GOOD: 3 Lines, 7 Consecutive Days.....\$57.00
BETTER: 3 Lines, 10 Consecutive Days.....\$73.00

AUTOMOTIVE PACKAGES

• Automotive • Trucks • Bikes • Boats • Motorcycles
Conditions/Restrictions: One vehicle per ad
Ad format: Make, Model, Year.
GOOD: 3 Lines, 7 Consecutive Days.....\$58.00
BETTER: 3 Lines, 10 Consecutive Days.....\$68.50
BEST: 4 Lines, 14 Consecutive Days.....\$79.00

SUPER DEALS

Personal Items below \$500 in total value
GOOD: 3 Lines, 7 Consecutive Days.....\$24.50
BETTER: 3 Lines, 10 Consecutive Days.....\$33.00
BEST: 3 Lines, 14 Consecutive Days.....\$40.00
***Price must be included in the ad to qualify.**

PRIVATE PARTY PLEASERS

Personal Items below \$2,500 in total value
GOOD: 3 Lines, 7 Consecutive Days.....\$33.00
BETTER: 3 Lines, 10 Consecutive Days.....\$43.50
BEST: 3 Lines, 14 Consecutive Days.....\$54.00
***Price must be included in the ad to qualify.**

Personal Items below \$2,501 in total value
GOOD: 3 Lines, 7 Consecutive Days.....\$59.00
BETTER: 3 Lines, 10 Consecutive Days.....\$70.00
BEST: 3 Lines, 14 Consecutive Days.....\$80.00
***Price must be included in the ad to qualify.**

GARAGE SALE

• Fundraising • Rummage • Yard Sale
Conditions/Restrictions: 3 Consecutive Days
Ad format: Village, Date, Time
Garage Sale: Private residence
Rummage: School or Non-profit organization
GOOD: 3 Lines, 3 Consecutive Days.....\$24.50
BETTER: 3 Lines, 7 Consecutive Days.....\$33.00

PETS

GOOD: 3 Lines, 3 Consecutive Days.....\$24.50
BETTER: 3 Lines, 10 Consecutive Days.....\$33.00
BEST: 3 Lines, 14 Days.....\$40.00

ALL INFORMATION SUBJECT TO THE FOLLOWING:
All classified ads are subject to the following conditions:
1. All ads must be placed in the PDN Classifieds section.
2. All ads must be placed in the PDN Classifieds section.
3. All ads must be placed in the PDN Classifieds section.
4. All ads must be placed in the PDN Classifieds section.
5. All ads must be placed in the PDN Classifieds section.
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8. All ads must be placed in the PDN Classifieds section.
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10. All ads must be placed in the PDN Classifieds section.

Automotive Wheels

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BMW X5 xDrive35i 2012;
45K, 7 seats, excl cond.
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Asanuma Kokuba Joint Venture looking for the following skilled workers.
Qualifications: 3 years experience in each category
*Plumber
*Formwork Carpenter
*Rebar worker
Call 646-4243 or send resume to asanumaguam3@gmail.com

Bus Driver

- w/ Class D Lic.
Short term driver needed.
Exp w/ MCI Bus \$17.00/per hour. Call Joe at 734-2573

Career Opportunity

RJ's Auto is searching for an Estimator/Service Advisor w/ @ least 2yrs exp
We'll pay top dollar to the successful candidate
Send Resume to: rj's_auto@yahoo.com Tel 969-1334

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NEW SIG-BITONE-STAINLESS/ POLYMER-2 MAGS-PLUS
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2015 KIA FORTE F5257936
2015 MITSUBISHI LANCER FU018494
2010 TOYOTA HIGHLANDER A2008731
2012 HYUNDAI VELOSTER CU031671

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- Click on "Place an ad" under the Quick Links on the left blue side bar

- Click on "Start Creating Your Ad Now"

- Complete the form and Make Payment

Pacific Daily News
GuampDN.com

Guam Housing and Urban Renewal Authority

Board of Commissioners Meeting
12:00 P.M., Thursday, December 28, 2017
GHURA Main Office
1st Floor Conference Room
117 Bien Venida Avenue, Sinajana

For special accommodation, contact Ms.Kathy Taitano
Tele No. 475-1322 or tty #472-3701

The Honorable EDDIE B. CALVO Governor

The Honorable RAY TENORIO Lt. Governor

PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Thursday, December 28, 2017 at 3:00 p.m. in Terminal Conference Room No. 3. In addition to regular matters, pursuant to 5 G.C.A. §811(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.
For special accommodations or agenda items, please call the Board Office at 642-4717/18.
(This ad paid for by GIAA)

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Find the most up-to-date and complete obituary information on Guam

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Send flowers, gifts and charitable donations, or create a memorial website with photos, music and video

Pacific Daily News
GuampDN.com

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, November 30, 2017, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The November 30, 2017 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 Duenas at 3:03 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Ricardo C. Duenas
Katherine C. Sgro
Gurvinder "Bic" Sobti
Martin J. Gerber
Lucy M. Alcorn
Rosalinda A. Tolan
Deedee S. Camacho

Offices or positions:

Chairman
Vice Chairperson
Board Secretary

Directors Absent:

GIAA Officials:

Pedro R. Martinez
Jean M. Arriola
Gerard Bautista
Daniel Stone
Edward Muna
Victor Cruz
Ann Bautista
Rolenda Faasualmalie
Joseph Javellana

Deputy Executive Manager
Airport Services Manager
Air Terminal Manager
Airport Assistant Fire Chief
Superintendent of Operations
Engineering Supervisor
General Accounting Supervisor
Airport Marketing Administrator
Program Coordinator IV

Janalynn C. Damian, Esq.
Frank R. Santos

GIAA Legal Counsel
GIAA Consultant

Chairman Duenas welcomed Airport tenants, stakeholders, and members of the public who are noted in a sign-in sheet attached to these minutes.

2. APPROVAL OF AGENDA

Motion to approve the agenda as presented duly made by Director Tolan, seconded by Director Gerber; motion unanimously passed.

3. APPROVAL OF MINUTES

A. October 26, 2017 Regular Meeting

Director Tolan informed the Board of a correction on page one – the reference to Chairman Duenas should be changed to Vice Chairperson Sgro. On motion duly made by Director Gerber, seconded by Director Tolan, the following resolution was unanimously passed:

Resolution No. 18-04

The Board hereby approves the minutes of the October 26, 2017 regular meeting, subject to corrections.

4. CORRESPONDENCE

Deputy Executive Manager Martinez had no correspondence to report.

5. OLD BUSINESS

A. Status Updates of Capital Improvement Projects("CIP")

Mr. Frank Santos, Consultant, provided brief highlights on Capital Improvement Projects for FY2017.

- Acquire ARFF Truck/RIV - Pk 2: Soon to be closed out.
- International Arrivals Corridor with Building Seismic Upgrades: First shipment of steel is on-island and installation will start next week.
- Rehabilitation Runway 6L - Design: Nine proposals received. Proposals to be evaluated and brought to the Board for approval.

6. NEW BUSINESS

A. Finance Committee Report

Mr. Frank Santos informed the Board that the finance committee report consists of three items.

The first matter discussed is Japan Air Service Incentives. Mr. Santos went on to explain that the incentives are directed at Japan routes only due to the declining traffic and the discontinuation of flights with Delta Airline and reduction of flights with United Airlines. Mr. Santos explained the two proposed incentives

The first incentive is a 10% reduction/rebate on all operational rates and charges for existing Japan routes, to include landing and arrival fees and loading bridge fees. The objective is to stop airlines from reducing service to Japan any further. Cost per emplaned passenger will be discounted by \$1.68. This incentive will take effect February 1, 2018, for one (1) year, and apply only to Japan destinations. Mr. Santos informed the Board that the impact that the incentives will have on the fiscal year 2018 budget is approximately \$600,000.00, and that Management will work with the Comptroller to find those funds within the current budget. For fiscal year 2019, the cost of the incentives will be incorporated into the budget formulation.

The second incentive is a 50% discount/rebate on operational rates and charges for all new routes out of Japan. This incentive will also take effect February 1, 2018 and is non-recurring. All of the revenue from the new flights would in turn pay for the incentive, therefore this incentive has no impact on GIAA's budget.

Mr. Santos informed the Board of interest expressed by a carrier and once these incentives are approved by the Board, the carrier will officially be advised. He also added that the incentives are based on 100% occupancy, that if a carrier is flying at 80% - 90% occupancy the discount will go down, this will give the airlines incentive to actually fill up the aircraft.

Chairman Duenas for the record announced the arrival of Vice Chairperson Sgro.

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

Resolution No. 18-05

The Board hereby approves the Japan Only Incentives as presented, subject to review by legal counsel.

The second matter discussed under the finance committee report was a request from the Department of Public Works (DPW) and the Attorney General's Office (AGO) for GIAA to be a joint party in the condemnation of Lot 2088 to be later used in the Tiyan Parkway Phase II. All lots are to be acquired by DPW, a number of lots, to include Lot 2088, are of value to the Airport and programmed to be acquired by GIAA, once acquired by Gov Guam. Being that GIAA is able to obtain the remnant portion of Lot 2088, joint action for condemnation is requested by DPA and the AGO. The value of GIAA's interest in Lot 2088 is estimated at \$87,296.00. Management is requesting that the Board authorize Management to proceed with a joint condemnation with the government of Guam for Lot No. 2088, and to appropriate \$87,296.00 plus 10% or \$96,026.00 for miscellaneous expenses such as legal and additional appraisal costs.

Director Gerber inquired on the title for Lot 2088. Mr. Santos informed the Board that after condemnation, the title of 4,400 square meters will be under the Authority.

Vice Chairperson Sgro inquired on the location of Lot 2088. Mr. Santos informed the Board that the lot is located where the former Guam Housing office used to be. Discussion ensued.

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

Resolution No. 18-06

The Board hereby authorizes Management to proceed with the condemnation of Lot 2088 jointly with DPW. The Board further appropriates \$96,026.00 for the acquisition and related expenses for Lot 2088.

The third matter discussed under the finance committee report was the investment for debt service funds.

Presently GIAA contributes \$1.8M into the debt service twice a year, and the interest rate on returns is only 0.25%. Management is proposing that the Authority enter into an Investment Agreement on an approved yield of 1.5% - 1.7% for a predetermined amount of time, which Management is recommending five (5) years. Mr. Santos informed the Board the GIAA's Business and Financial Consultant, TMG will facilitate the process through a third party firm. He clarified that the debt service funds will be from GIAA's revenue sources, not bond funds, which is restricted. The investment concept still conforms to GIAA's Bond Indenture, and money will be set aside for a Bond Counsel.

Director Gerber inquired on the risk to the Airport. Mr. Santos advised the Board that once GIAA enters the fixed purchase agreement the money will be tied up for five (5) years, he assured the Board that there will be no loss in liquidity. Discussion followed on details of the process.

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

Resolution No. 18-07

The Board hereby authorizes Management to enter into a fixed purchase agreement for investment of GIAA's debt service fund for a period of five (5) years, subject to review by legal counsel.

B. Ratification of Quarterly Travel

Deputy Executive Manager Martinez presented the quarterly travel for July to September 2017 for ratification by the Board.

After further discussion, on motion duly made by Vice Chairperson Sgro, seconded by Director Tolan, the following resolution was unanimously approved:

Resolution No. 18-08

The Board hereby ratifies the FY2017 4th quarter travel report from July 2017 to September 2017 as presented.

7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by Deputy Executive Manager Martinez.

8. REPORT OF THE COMPTROLLER

Ms. Ann Bautista reported on the revenues and expenses of the Authority as of **October 31, 2017**. Ms. Bautista reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-3.4%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-1.9%** and **-36.4%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **21.0%**. Year-to-date Total Operating Revenues Actual of **\$6.0M** is **-0.9%** below the budget estimate of **\$6.1M**. Year-to-date Total Operating Expenses are below budget by **-18.6%**. Components of this line item include a **-32.7%** decrease in Personnel Service, a **-2.9%** decrease in Contractual Services, a **-37.4%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$2.5M** reflects an increase of **44.5%** over the year-to-date budgeted amount of **\$1.7M**. Ms. Bautista reported that the year-to-date Debt Service Coverage is at **1.30** versus the requirement of **1.25**.

9. EXECUTIVE SESSION

At this time Chairman Duenas announced that in order for Legal Counsel to give a more complete report, Executive Session will be tabled, and the Board will recess the Regular Board meeting and reconvene on Friday, December 1, 2017 at 10:30 a.m.

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

Resolution No. 18-09

The November 30, 2017 Regular Meeting of the Board of Directors of GIAA is hereby adjourned, and will reconvene on Friday, December 1, 2017 at 10:30 a.m. at the GIAA Conference Room 355 Chalan Pasaheru, Tamuning, Guam, 96913.

The meeting adjourned at 3:41 p.m.

Dated this _____, day of _____, 2017.

Attest:

Ricardo C. Duenas
Chairman

Gurvinder Sobti
Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Friday, December 1, 2017, 10:30 a.m. *Reconvened Meeting*
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The regular meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") held on November 30, 2017, was reconvened and called to order by Chairman Duenas on December 1, 2017 at 10:42 a.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Ricardo C. Duenas
Katherine C. Sgro
Gurvinder "Bic" Sobti
Martin J. Gerber
Lucy M. Alcorn
Rosalinda A. Tolan

Offices or positions:

Chairman
Vice Chairperson
Board Secretary

Directors Absent:

Deedee S. Camacho (Excused)

GIAA Officials:

Charles H. Ada II	Executive Manager
Pedro R. Martinez	Deputy Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Janalynn C. Damian, Esq.	GIAA Legal Counsel
Michael A. Pangelinan	GIAA Legal Counsel
Eduardo Calvo	GIAA Legal Counsel
Kathleen Fisher	GIAA Legal Counsel
Frank R. Santos	GIAA Consultant

Chairman Duenas welcomed Airport tenants, stakeholders, and members of the public who are noted in a sign-in sheet attached to these minutes.

2. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Alcorn, seconded by Director Gerber, and unanimously approved.

The Board convened into Executive Session at 10:44 a.m. to discuss pending or threatened litigation to which GIAA is or may be a party.

Attending Executive Session were Directors Duenas, Sgro, Gerber, and Alcorn, Executive Manager Ada, and Legal Counsel Janalynn Cruz Damian, Michael A. Pangelinan, Eduardo A. Calvo, Kathleen Fisher, Jay Trickett, and Genevieve P. Rapadas. Also present was the court reporter who will prepare a transcript of the Executive Session.

Director Sobti and Director Tolan did not participate in this portion of Executive Session due to previously stated conflicts of interest and exited the conference room.

At 11:08, Executive Manager Ada left executive session and Deputy Executive Manager Martinez entered the conference room to attend the remaining portion of executive session.

At 11:45 a.m. Director Sobti and Director Tolan re-entered the conference to participate in the second portion of Executive Session. Legal Counsel Eduardo A. Calvo, Kathleen Fisher, Jay Trickett, and Genevieve Rapadas left executive session and Legal Counsel Dana Gutierrez entered the conference room to participate in the second portion of executive session.

Executive Session adjourned at 12:12p.m., at which time the Board reconvened regular session.

All Board members present in the conference room.

As a result of discussion during Executive Session, Chairman Duenas announced that there was one more matter to approve, and asked that Legal Counsel share with the Board.

After further discussion, on motion duly made by Vice Chairperson Sgro, seconded by Director Alcorn, the following resolution was unanimously approved, with the exception of Director Sobti and Director Tolan who did not participate in or vote on the matter due to previously stated conflicts of interest:

Resolution No. 18-10

The Board hereby approves the Specialty Retail Litigation budget forecast for the next four months as presented during Executive Session by Legal Counsel, ratifies payment of prior legal services payments made by Management relating to said litigation, and approves payment of legal services invoices relating to said litigation for the next four months as presented by Legal Counsel in the Specialty Retail Litigation budget forecast during Executive Session.

3. PUBLIC COMMENTS

There were no Public Comments.

4. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Tolan; motion unanimously passed. The meeting adjourned at 12:14 p.m.

Dated this _____, day of _____, 2017.

Attest:

Ricardo C. Duenas
Chairman

Gurvinder Sobti
Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
CAPITAL IMPROVEMENT PROJECTS FOR FISCAL YEARS THROUGH 2017
as of 12/28/17

		PROJECT NAME	Bond	Federal	CIF	Total	Payment	Balance
I. ONGOING								
1	AIP 97 AIP 100	Int'l Arrivals Corridor w/Bldg Seismic Upgrades	96,108,007	22,200,000	1,126,940	119,434,947	25,750,261	93,684,686
2	AIP 91	Acquire ARFF Truck/RIV - Pkg 2		1,251,000	139,000	1,390,000	1,171,046	218,954
3	AIP 93	Noise Mitigation Program 65 DNL & Higher - Phase		2,000,000	200,000	2,200,000	127,681	2,072,319
4	AIP 94	Miscellaneous Airport Improvements - Ph 5		706,077	78,453	784,530	681,056	103,474
5	AIP 95	Wildlife Management Assessment		100,000	10,000	110,000	86,759	23,241
6	AIP 96	Safety Management System		150,000	30,000	180,000	44,317	135,683
7	AIP 98 AIP 101	ARFF Facility-Design/Construction Phase 1/2	422,472	4,500,000	488,889	5,411,361	237,932	5,173,429
8	AIP 99 AIP 102	Apron Rehabilitation - Design		1,810,000	192,112	2,002,112	264,875	1,737,237
9	AIP 103	Rehabilitation Runway 6L - Design		750,000	83,334	833,334		833,334
10		Hold Bag Screening Relocation	5,369,933	24,899,330	0	30,269,263	28,418,321	1,850,942
11		Parking Expansion	1,654,912		904,881	2,559,793	1,654,912	904,881
12		Upgrade Airport IT & FMS	389,118		1,000,000	1,389,118	389,118	1,000,000
13		SSCP Improvements			1,600,000	1,600,000	18,403	1,581,597
14		Art Program	639,000		-	639,000	-	639,000
15		Improve Leasehold Facilities (GSE, Tech, HC-5)			2,646,082	2,646,082	1,973,523	672,559
16		Tiyan Land Acquisition & Redevelopment			787,415	787,415	703,703	83,712
17		Facilities Fire Alarm/Suppression System			3,223,301	3,223,301	3,126,675	96,626
18		Upgrades to Public Restrooms - Final Phase			2,593,937	2,593,937	2,467,681	126,256
19		Maintenance Equipment			114,225	114,225	-	114,225
20		Airport Facilities Upgrades, Phased			4,971,711	4,971,711	4,809,764	161,948
21		Painting & Exterior Surface Improvements and Replace Roofing Systems			2,509,934	2,509,934	2,431,734	78,200
		Totals:	\$ 104,583,442	\$ 58,366,407	\$ 22,700,215	\$ 185,650,064	\$ 74,357,761	\$ 111,292,304

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

REQUEST FOR PROPOSALS, RFP NO. GIAA-01A-FY18
RISK MANAGEMENT & INSURANCE CONSULTING SERVICES

December 28, 2017

Purpose

Board action is requested to approve the contract award to the most qualified proposer based on the evaluation process performed through the Request for Proposals (RFP) No. RFP-01A-FY18 for Risk Management & Insurance Consulting Services.

Background

The referenced RFP solicited proposals from qualified firms to provide Risk Management and Insurance Consultancy services. Selected Firm shall analyze GIAA's risk profile and provide a survey program identifying all risk areas of interest to underwriters providing a balanced view of all relevant threats together with associated mitigating features and strategies, among other tasks as outlined in the preliminary scope of services in the RFP.

Procurement Background

The above referenced RFP was advertised in the local newspaper on November 15, 22 and December 4 & 13 2017. The established deadline to submit the proposals was on December 20, 2017.

A total of five (5) firms showed their interest by obtaining the RFP package; and one (1) firm responded by submitting their proposal 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. The evaluation results in the order of their ranking are as follows:

1. Proposer A

Legal Review

Upon Board approval, a standard professional services contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract shall be for a period term of three (3) years and may be renewed at the sole discretion of GIAA by written notice, for two (2) additional one (1) year terms not to exceed a total term of five years, subject to availability of funding.

Financial Review

The Risk Management & Insurance Consulting Services Agreement will be funded under the O&M Budget.

Recommendation

Management recommends the contract award to Proposers A, as the sole ranked proposer for Risk Management & Insurance Consulting Services, subject to negotiations of fair and reasonable fees.

December 26, 2017

MEMORANDUM

TO: Charles H. Ada II
Executive Manager

FROM: Daniel A. Quitugua
Buyer Supervisor

SUBJECT: **Evaluation and Recommendation
Request For Proposal (RFP)
Risk Management & Insurance Consulting Services
RFP No. GIAA-01A-FY18**

The referenced Request for Proposal (RFP) solicited interests from firms or individuals to provide Risk Management & Insurance Consulting Services. The advertisement for this RFP was published in the local newspaper on November 15, 22 and December 4, 13, 2017. The deadline to submit the proposals was on December 20, 2017.

Five (5) firms/individuals acknowledged receipt of the package and one (1) firm submitted a proposal before the submission deadline.

Evaluation and Selection

Pursuant to Basis for Evaluation of the RFP 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:

1. John Rios, Comptroller
2. Jean M. Arriola, Airport Services Manager
3. Joe Javellana, Program Coordinator IV
4. Vanessa Pagindian, Program Coordinator II
5. Frank Santos, Airport Consultant

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 selected are as follows:

1. Proposer A

It is determined that **Proposer A**, as sole proposer and a 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 sole 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 **Proposer A** be given the first opportunity to negotiate fair and reasonable fees for the Risk Management & Insurance Consulting Services. In the event that the aforementioned negotiations prove unsuccessful, GIAA may re-solicit the services.

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


Daniel A. Quitugua

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**

Request for Proposal - Risk Management & Insurance Consulting Services

RFP No. GIAA-01A-FY18

NAME OF FIRM/PROPOSER	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		Evaluator 5		FINAL RANKING SCORE	TOTAL RANK
	Score	Rank	Score	Rank	Score	Rank	Score	Rank	Score	Rank		
Proposer A	83	1	85	1	60	1	88	1	88	1	5	1

Evaluation Committee	
No. 1	John Rios
No. 2	Jean Arriola
No. 3	Joe Javellan
No. 4	Vanessa Pangindian
No. 5	Frank Santos

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

**REQUEST FOR PROPOSALS, RFP NO. RFP-002-FY18
ARCHITECTURAL/ENGINEERING SERVICES TO REHABILITATE
RUNWAY 6L-24R**

December 28, 2017

Purpose

Board action is requested to approve the ranking results based on the evaluation process performed through the Request for Proposals (RFP) No. RFP-002-FY18 for Architectural/Engineering Services to Rehabilitate Runway 6L-24R.

Background

The referenced RFP solicited proposals from qualified firms to provide architectural/engineering services to design the rehabilitation of the GIAA Runway 6L-24R. This project will require assessment, design and cost estimates for the rehabilitation of GIAA's primary runway 6L-24R, which consists of approximately 9,500+ linear feet of pavement.

Procurement Background

The above referenced RFP was advertised in the local newspaper during the month of November. The established deadline to submit the proposals was on November 29, 2017.

A total of thirty-three (33) firms showed their interest by obtaining the RFP package; and nine (9) 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. The evaluation results in the order of their ranking are as follows:

1. Proposer C
2. Proposer A
3. Proposer G
4. Proposer E
5. Proposer D
6. Proposer I
7. Proposer B
8. Proposer F
9. Proposer H

Legal Review

Upon Board approval, a standard professional services contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract shall be for a period term of five (5) years.

Financial Review

The Architectural/Engineering Services to Rehabilitate Runway 6L-24R Agreement will be funded under the AIP.

Recommendation

Management recommends the approval of the ranking results and the contract award to **Proposers C**, as the highest ranked proposers for Architectural/Engineering Services to Rehabilitate Runway 6L-24R subject to negotiations of fair and reasonable fees. In the event that the negotiations prove unsuccessful, GIAA Management will enter negotiations with the next highest ranked proposer.

December 27, 2017

MEMORANDUM

TO: Charles H. Ada II
Executive Manager

via Jean M. Arriola
Airport Services Manager

FROM Daniel A. Quitugua
Buyer Supervisor

**SUBJECT: Evaluation and Recommendation
Request For Proposal (RFP)
Architectural/Engineering Services to Rehabilitate Runway 6L-24R
RFP No. RFP-002-FY18**

The referenced Request for Proposal (RFP) solicited interests from firms or individuals to provide Architectural/Engineering Services to Rehabilitate Runway 6L-24R. The advertisement for this RFP was published in the local newspaper on November 1, 7 and 21, 2017. The deadline to submit the proposals was on November 29, 2017.

Thirty-Three (3) firms/individuals acknowledged receipt of the package and nine (9) firms submitted qualification documents before the submission deadline.

Evaluation and Selection

Pursuant to Basis for Evaluation 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. Victor Cruz, Engineering Supervisor
- b. Tony Laniog, Engineer III
- c. Ping Antenor, Engineer III
- d. Joe Ilagan, Engineer II
- e. Frank Santos, Airport Consultant

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 are listed in the order of their ranking are as follows:

1. Proposer C
2. Proposer A


3. Proposer G
4. Proposer E
5. Proposer D
6. Proposer I
7. Proposer B
8. Proposer F
9. Proposer H

Recommendation

Based on the tabulation of the proposers ranking, it is determined that **Proposer C**, ranked highest and the best qualified firms 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, management recommends the approval of the ranking results and the contract award to **Proposer C**, as the highest ranked proposer for the A/E Services to Rehabilitate Runway 6L-24R subject to negotiations of fair and reasonable fees. 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.



Daniel A. Quitugua

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
REQUEST FOR PROPOSAL

Architectural/Engineering Services to Rehabilitate Runway 6L- 24R
RFP No. GIAA-002-FY18

NAME OF FIRM/PROPOSER	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		Evaluator 5		Total RANKING
	Score	Rank	Score	Rank	Score	Rank	Score	Rank	Score	Rank	
Proposer I	88	3	84	6.5	70	8	77	5.5	85	8	6
Proposer F	91	1.5	81	8.5	67	9	72	8	86	4.5	7
Proposer A	91	1.5	86	3.5	87	2	79	3	88	3	2
Proposer H	77	9	85	5	72	6	76	7	79	9	9
Proposer C	84	7	93	1	97	1	88	1	91	1	1
Proposer B	83	8	84	6.5	82	4	65	9	86	4.5	8
Proposer G	87	4	86	3.5	83	3	82	2	86	4.5	3
Proposer D	86	5	81	8.5	73	5	77	5.5	90	2	5
Proposer E	85	6	87	2	71	7	78	4	86	4.5	4

Evaluation Committee
No. 1 Victor Cruz No. 2 Tony Laniog No. 3 Ping Antenor No. 4 Joe Ilagan No. 5 Frank Santos

AIRLINE ISSUES

CHINA AIRLINES

China Airlines will be operating two extra flights serving **TPE/GUM/TPE** on FEB 16 and 20, 2018. They will be operating an A330-300 with 307-seat capacity.

T'WAY

T'Way Air will be operating additional charter service beginning DEC 29, 2017 through MAR 24, 2018 utilizing the same aircraft currently servicing Guam, a 737-800 with a 189-seat capacity. We have requested USCBP to cover the arrival processing of these additional flights under the RSSP program.

JAL

Japan Airlines has announced that it will add a second GUM/NRT flight beginning MAR 25 through OCT 2018. Initially in March, 767-A41 (seat capacity 237) and 767-A43 (seat capacity 227) aircraft will be utilized. By April, a 767-A44 aircraft (seat capacity 199) will be utilized. The 767-A44 is the highly acclaimed JAL SKY SUITE aircraft, featuring 24 fully-flat business class seats and 175 of the award winning JAL SKY WIDER seats in Economy Class.

REGULATORY ISSUES

RSSP

We have submitted a new RSSP request to USCBP for 2 additional USCBP staff daily for a 3-hour block effective DEC 29, 2017 until the program is terminated.

FINANCIAL ISSUES

Fiscal Year 2017

The Entrance Audit meeting for FY 2017 with the Office of Public Accountability (OPA) was held on DEC 11, 2017. Ernst and Young is fully engaged and working closely with Accounting to review financial activity of the FY2017 fiscal year. As required by law, the Financial Audit Report will be completed no later than JAN 31, 2018.

LEGISLATIVE ISSUES

GIAA submitted testimony to Sen. Thomas C. Ada relative to **Bill 211-34, an Act to add a new Article 15 to Chapter 5, Title 5, Guam Code Annotated, Relative to Prioritizing the Procurement of Certain Supplies or Services**. Attached is a copy of the bill and GIAA's written testimony.

PROCUREMENT ISSUES

RFP – Airport Terminal Office Renovation (Accounting)

Announced: DEC 06, 2017

Submission Deadline: JAN 04, 2018 @ 2:00 pm

ANNOUNCEMENTS

- **Airport Week 2018** to commemorate the **42nd Anniversary** of the creation of the A.B. Won Pat Int'l Airport Authority, Guam is set for the week of JAN 14 – 20, 2018. See attached Schedule of Events.
- **Deck Our Halls & Give**, the Airport's Christmas Project, raised \$4,400 with 22 Airport Partners participating in purchasing rights to decorate one our trees to raise money for 2 non-profit organizations – the **Autism Community Together** and **Hunter Speaks**. Each of the autism awareness organizations will receive \$2,200 at a **Check Presentation Ceremony** on Friday, DEC 29, 2017 at 10am at the central waterfall area.
- Our oversight chairman, Senator Frank B. Aguon, Jr., presented Legislative Certificates to Airport Staff who had won MagPro 2017 Awards on Wednesday, DEC 13, 2017 at 4:00pm in the Hero's Memorial Lobby. Board Chair Duenas and Vice Chair Sgro were on hand along with fellow employees and management to witness the occasion. Recognized were the following:
 - **Rita Camacho**, Computer Operator III, *Employee of the Year*
 - **Ciara Finona**, Airport Police Officer I, *Employee of the Year*
 - **Antonio Laniog**, Engineer III, *Supervisor of the Year*
 - **Arleen Torres-Sanchez**, Systems Programmer, *Supervisor of the Year*
 - **MIS Section**, Danny Cepeda, *Cost Savings Award*
 - **Lewis Santos**, ARFF Captain, *Photo of the Year*



December 22, 2017

VIA EMAIL - office@senatorada.org

Honorable Thomas C. Ada
Chairman

Committee on Environment, Land, Agriculture, and Procurement Reform
Ada Plaza Ctr.
173 Aspinall Ave., Ste. 207
Hagåtña, Guam 96910

Re: Bill 211-34, An Act To Add A New Article 15 To Chapter 5, Title 5, Guam Code
Annotated, Relative to Prioritizing the Procurement of Certain Supplies or
Services

Hafa Adai Senator Ada:

I am writing to convey the Antonio B. Won Pat International Airport Authority, Guam's ("GIAA") support of the intent of Bill 211-34, which is to require the posting of a bond by a protestant who files a protest on the source selection, solicitation, or award of a contract solicited under Guam's Procurement statute. However, GIAA has some concerns regarding implementation of the proposed law, fairness to autonomous agencies, and possible revenue diversion in violation of Federal law and grant assurances.

I. Implementation of Proposed Law

Although GIAA recognizes that the intent of Bill 211 is to prevent the filing of frivolous or bad faith procurement protests, the proposed Bill does not provide enough details and structure for it to be properly implemented. First, § 6001 provides that the Guam Legislature "may" pass legislation to prioritize the procurement process for supplies or services to protect the substantial interests of the Territory. But it is not clear what effect, if any, prioritizing will have on posting bond during a procurement protest. Does the requirement of a protest bond only apply to the procurement of supplies or services that have been classified as high priority? Further, it is not clear what criteria will be used to determine if the procurement is of high priority.

Second, under § 6002, proposed Bill 211 provides that the Procurement Policy Office ("PPO") shall promulgate regulations to implement the Bill. Although the PPO is tasked with promulgating regulations, it appears that the Guam Legislature, at some point, will determine the amount of the protest bond, which can range anywhere from no less than one percent (1%) and no more than twenty-five percent (25%) of the contract price. However, it is not clear at what point the Guam Legislature will make the determination regarding the amount of a particular



protest bond. Will the Guam Legislature make the determination per protest? Additionally, the proposed Bill does not provide any guidance on what regulations the PPO will be required to put in place. As it is unclear how bond amounts will be determined, GIAA is unable to provide comment on the required protest bond.

II. Potential Diversion of Revenue In Violation of Federal Law and Grant Assurances

The Federal Aviation Administration ("FAA") Authorization Act of 1994 and the FAA Reauthorization Act of 1996 require FAA grantees/sponsors, such as GIAA, to provide assurances that, among other things, the airport owner or operator will use all airport revenue for the airport. *See* 49 U.S.C. 47107(b). Specifically, 49 U.S.C. § 47107(b)(1) provides that

The Secretary of Transportation may approve a project grant application under this subchapter for an airport development project only if the Secretary receives written assurances, satisfactory to the Secretary, that local taxes on aviation fuel (except taxes in effect on December 30, 1987) and the revenues generated by a public airport will be expended for the capital or operating costs of—

- (A) the airport;
- (B) the local airport system; or
- (C) other local facilities owned or operated by the airport owner or operator and directly and substantially related to the air transportation of passengers or property.

49 U.S.C. § 47107(b)(1). Violation of the FAA's prohibition against diversion of revenue may result in the loss of current and future FAA funding, as well as result in GIAA facing civil penalties of up to three times the amount of airport revenues that are used in violation of 47 U.S.C. § 47107(b).

Thus, diversion of revenues from a protest bond may be problematic for GIAA. For this reason, GIAA is concerned that the FAA may view the forfeiture of GIAA procurement protest bonds, or any bonds required during the GIAA procurement process, to the Treasury of Guam for deposit in the General Fund as a diversion of revenue in violation of Federal law and grant assurances.

III. Fairness to Autonomous Agencies If Bond Forfeited to Treasury of Guam for Deposit in the General Fund

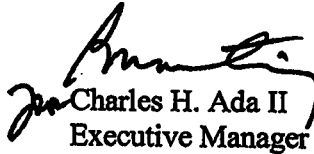
Proposed Bill 211 provides that in the event of forfeiture, the bond shall be forfeited to the Treasury of Guam and deposited into the General Fund. This forfeiture provision does not take into account the fact that autonomous agencies such as GIAA are the parties that not only administer the procurement, but must also defend the agency at both the administrative level and

Honorable Thomas C. Ada
December 22, 2017
Page 3

the judicial level. Though an autonomous agency expends significant expense and downtime to defend against a protest, the agency is not entitled to any part of the protest bond. As a result, it is GLAA's position that it is inequitable for the bond to be forfeited solely to the Treasury of Guam for deposit in the General Fund, without the Guam Legislature taking into account the expense and administrative time expended by autonomous agencies during procurement protests.

Thank you for providing GLAA the opportunity to comment on Bill 211.

Senseramente,


Charles H. Ada II
Executive Manager

Cc: Honorable Frank B. Aguon, Jr., via email - aguon4guam@gmail.com

I MINA'TRENTAI KUÁTTRO NA LIHESLATURAN GUÁHAN
2017 (FIRST) Regular Session

Bill No. 211-34/cep

Introduced by:

Fernando Barcinas Esteves ^{FBE}

**AN ACT TO ADD A NEW ARTICLE 15 TO CHAPTER 5,
TITLE 5, GUAM CODE ANNOTATED, RELATIVE TO
PRIORITIZING THE PROCUREMENT OF CERTAIN
SUPPLIES OR SERVICES.**

2017 NOV 14 PM 12:54 PM

BE IT ENACTED BY THE PEOPLE OF GUAM:

Section 1. Short Title. This Act *shall* be known and cited as the “Priority Procurement Act.”

Section 2. Priority Procurement. A new Article 15 is *added* to Chapter 5, Title 5, Guam Code Annotated, to read:

“ARTICLE 15

PRIORITY PROCUREMENT.

§ 6001. Priority Classification.

§ 6002. Protest Bond, Required.

§ 6003. Entitlement to Costs.

§ 6001. Priority Classification.

Notwithstanding 5 GCA § 5425(g), I Liheslatura may pass legislation to prioritize the procurement process for supplies or services that it deems necessary to protect the substantial interests of the Territory. I Liheslatura shall determine the percent of the contract amount to be posted on bond if the procurement process

1 for such supplies or services is protested. The procurement of such supplies or
2 services shall be deemed and classified as high priority by the respective procuring
3 agency, Chief Procurement Officer, or the Director of Public Works.

4 **§ 6002. Protest Bond, Required.**

5 The Public Auditor shall require any protestant who files a protest on the
6 source selection, solicitation, or award of a contract solicited under this Chapter,
7 subsequent to it being classified as priority pursuant to § 6001, *supra*, to post a
8 bond with the Treasury of Guam in accordance with regulations promulgated by
9 the Policy Office in an amount no less than one percent (1%) of the contract
10 amount and no more than twenty-five percent (25%) of the contract amount as
11 determined by I Liheslatura. The protestant shall post the bond upon filing such
12 protest. The protest bond shall be a bond provided by a surety company authorized
13 to do business in Guam, or the equivalent in cash, or otherwise supplied in a form
14 satisfactory to the government of Guam. The protest bond shall be payable to the
15 Treasury of Guam.

16 **§ 6003. Entitlement to Costs.**

17 (a) If the decision under § 5425(c) of this Chapter is not in favor of
18 the protestant or appealed by the protestant to the Public Auditor within
19 fifteen (15) days after receipt by the protestant of the notice of decision, the
20 bond shall be forfeited to the Treasury of Guam.

21 (b) If the decision under § 5425(f) of this Chapter is not in favor of the
22 protestant or appealed by the protestant to the Superior Court within fourteen
23 (14) days after receipt of a final administrative decision, the bond shall be
24 forfeited to the Treasury of Guam.

25 (c) If the court rules in favor of the procuring agency, the bond shall
26 be forfeited to the Treasury of Guam.

1 (d) If the protest is sustained under § 5425, the protestant *shall*
2 recover the bond in addition to any other relief or remedy granted under this
3 Chapter.

4 (e) All bond proceeds under this Article *shall* be deposited in the
5 General Fund of the Treasury of Guam and *shall* be appropriated by *I*
6 *Liheslatura* as it deems necessary.”

I Mina Trental Kudatso Na Liheslaturan
BILL STATUS

Bill Number	Author	Description	Date	Time	Committee	Status	Notes	Comments	Other
211-34 (COR)	Fernando Barchas Esteves	AN ACT TO ADD A NEW ARTICLE 15 TO CHAPTER 5, TITLE 5, GUAM CODE ANNOTATED, RELATIVE TO PRIORITIZING THE PROCUREMENT OF CERTAIN SUPPLIES OR SERVICES.	11/14/17	12:54 p.m.					



AIRPORT Week 2018 ^{EVENT} Schedule



Basketball Tournament

FDMS Jungle Gym

month of
JANUARY

POC:

Albert Jose 642-4664 or Vanessa
Pangindian/Joe Javellana 646-0325/6



Proclamation Signing

East Ticket Lobby

Friday JANUARY 12th
10:00 am

POC:

Marketing Staff 642-4645/51/52

**Saturday
JANUARY
13th**



5k

SHOW 5:00 am GO 6:00 am

START & END: The Home Depot

(Rte. 10-A toward overpass & back)

POC: Cindy Toves-Corpuz 797-2733



Family Mass

Santa Teresita
Church, Mangilao

**Saturday
JANUARY 13th**
6:00 pm



Bowling Bash

Central Lanes

**Monday
JANUARY 15th**

10:00 am POC:

Debbie Rojas 642-4484 or
Daniel Eclavea 642-4660



F.O.D. Walk

A.O.A Spot 12

**Tuesday
JANUARY 16th**

SHOW 8:30 am GO 9:00 am

(Only for SIDA-badge participants)

POC: Ed Muna 482-8082



Golf Tournament

**Thursday
JANUARY 18th**

SHOW 10:30 am SWING 12:00 pm

STARTS Golf Course

POC: Ed Muna 482-8082

TAB&ERP

**Tenant Appreciation Banquet & Employee
Recognition Program**

Friday JANUARY 19th

6:00 pm ~ 12:00 am

Dusit Thani Resort Guam

POC: Marketing 642-4702/4652



Softball Tournament

Tiyan Softball Field

**JANUARY
20th~21st**

POC:

Victor Fernandez 486-2001



Grill & Gather Social Mixer

**Basketball Tournament
Championship Game**

date TBD

FDMS Jungle Gym

December 27, 2017

MEMORANDUM

To: Mr. Ricardo C. Duenas
Chairman
GIAA Board of Directors

From: John A. Rios
Comptroller

Subject: Operating Results – Revenues and Expenses as of November 30, 2017

Attached herewith is GIAA's Operating Results Report for the month ending November 30, 2017. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended November 30, 2017.

The key operating results for 2 month(s) of FY2018 ending November 30, 2017 – (in \$000's) are

CATEGORY	Actual FY18 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR- FY18	
		Budget FY18 Y-T-D	Actual FY18 Y-T-D	% Variance Budget vs. Actual	Actual Y-T-D FY18 Budget	% Variance Budget vs. Estimate for Full Year
				Y-T-D Current Month		
Total Signatory Revenues	\$ 2,554.2	\$ 5,243.8	\$ 5,034.8	-4.0%	\$ 33,093.8	-0.6%
Total Concession Revenues	\$ 1,641.2	\$ 3,261.7	\$ 3,238.3	-0.7%	\$ 19,777.0	-0.1%
Total PFC's	\$ 491.8	\$ 1,194.0	\$ 881.5	-26.2%	\$ 7,406.5	-4.0%
Total Other Revenues	\$ 1,885.5	\$ 2,654.1	\$ 3,522.2	32.7%	\$ 16,709.0	5.5%
Total Operating Revenues	\$ 6,572.7	\$ 12,353.6	\$ 12,676.9	2.6%	\$ 76,986.3	0.4%
Total Operating Expenses	\$ 3,790.6	\$ 8,252.2	\$ 7,388.4	-10.5%	\$ 46,454.3	-1.8%
Net Revenues from Operations	\$ 2,782.1	\$ 4,101.5	\$ 5,288.5	28.9%	\$ 30,532.0	4.0%
Non-Operating Expenses	\$ 42.9	\$ 275.0	\$ 277.8	1.0%	\$ 717.8	0.4%
Other Available Moneys/other sources of funds	\$ 530.1	\$ 1,126.9	\$ 1,060.3	-5.9%	\$ 6,694.8	-1.0%
Net Debt Service Coverage	1.54	1.2	1.43	19.4%	1.46	2.7%

Year-to-date Total Signatory Revenues for the month ending November 30, 2017 are below Budgeted revenues by **-4.0%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **-0.7%** below budget while Passenger Facility Charges are below the budget estimate by **-26.2%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by **32.7%**.

Year-to-date Total Operating Revenues actual of **\$12.7M** is **2.6%** above the budget estimate of **\$12.4M**.

Year-to-date Total Operating Expenses are below budget by **-10.5%**. Components of this line item include a **-19.3%** decrease in Personnel Service, a **0.8%** increase in Contractual Services, a **-56.1%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$5.3M** represents a **28.9%** increase over the year-to-date budgeted amount of **\$4.1M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.43** 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
Airport Services Manager
Airport Terminal Manager

GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS (\$000's)
As of November 30, 2017

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l		Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
I. Signatory Airline Rents & Fees											
Terminal Bldg Rentals	312.5	317.5	328.5	3.5%	3,820.0	625.6	635.7	654.4	2.9%	3,838.6	0.5%
Departure Fees	557.4	582.2	542.0	-6.9%	7,344.5	1,094.7	1,136.1	1,026.1	-9.7%	7,234.4	-1.5%
Arrival Fees	580.5	581.9	524.5	-9.9%	7,292.1	1,134.8	1,126.3	1,007.9	-10.5%	7,173.7	-1.6%
Immigration Inspection Fees	206.6	199.9	178.6	-10.7%	2,521.0	402.6	389.6	343.1	-11.9%	2,474.6	-1.8%
Loading Bridge Use Fees	482.8	593.9	575.5	-3.1%	7,300.0	974.1	1,164.4	1,161.9	-0.2%	7,297.5	0.0%
Apron Use Fees	116.8	123.4	124.9	1.3%	1,550.0	235.2	244.2	259.3	6.2%	1,565.0	1.0%
Landing Fees	228.4	276.6	280.2	0.0%	3,475.2	459.8	547.6	582.2	0.0%	3,509.9	0.0%
Total Signatory Revenue	2,485.1	2,675.4	2,554.2	-4.5%	33,302.8	4,926.8	5,243.8	5,034.8	-4.0%	33,093.8	-0.6%
Enplaned Signatory Pax	148,002	155,897	145,309	-6.8%	1,966,786	291,621	304,240	275,081	-9.6%	1,937,627	-1.5%
Cost per Enplaned Pax	\$16.79	\$17.16	\$17.58	2.4%	\$16.93	\$16.89	\$17.24	\$18.30	6.2%	\$17.08	0.9%
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse (DFS)	1,267.9	1,268.3	1,306.1	3.0%	15,216.9	2,536.0	2,536.3	2,571.9	1.4%	15,252.5	0.2%
In-flight Catering	68.2	72.2	67.3	-6.8%	921.9	142.1	141.0	133.6	-5.3%	914.5	-0.8%
Food & Beverage	87.0	90.0	83.9	-6.8%	1,149.8	173.7	178.4	161.8	-9.3%	1,133.3	-1.4%
Rental Cars	119.8	132.3	114.1	-13.7%	1,715.0	218.8	264.1	231.3	-12.4%	1,682.2	-1.9%
Other Concession Rev	54.5	70.7	69.8	-1.3%	796.7	115.3	141.8	139.7	-1.5%	794.6	-0.3%
Total Concession Revenues	1,597.4	1,633.3	1,641.2	0.5%	19,800.4	3,185.9	3,261.7	3,238.3	-0.7%	19,777.0	-0.1%
Passenger Facility Charges	530.5	611.8	491.8	-19.6%	7,719.0	1,017.1	1,194.0	881.5	-26.2%	7,406.5	-4.0%
Other Revenue	1,579.2	1,337.4	1,885.5	41.0%	15,840.9	3,080.1	2,654.1	3,522.2	32.7%	16,709.0	5.5%
Total Operating Revenue	6,192.2	6,258.0	6,572.7	5.0%	76,663.0	12,209.9	12,353.6	12,676.9	2.6%	76,986.3	0.4%
II. Operating Expenses:											
Personnel Services	1,727.6	1,568.0	1,579.1	0.7%	20,383.4	3,357.2	3,919.9	3,162.9	-19.3%	19,626.4	-3.7%
Contractual Services	1,684.1	2,110.1	2,182.6	3.4%	24,480.6	3,331.4	4,093.8	4,124.5	0.8%	24,511.4	0.1%
Materials & Supplies	39.0	177.8	28.9	-83.8%	2,363.0	70.1	230.0	101.0	-56.1%	2,234.1	-5.5%
Equipment/Furnishings	14.9	8.5	0.0	0.0%	91.0	14.9	8.5	0.0	-100.0%	82.5	0.0%
Total Operating Expenses	3,465.7	3,864.3	3,790.6	-1.9%	47,318.0	6,773.6	8,252.2	7,388.4	-10.5%	46,454.3	-1.8%
Net income from Operations	2,726.5	2,393.7	2,782.1	16.2%	29,345.0	5,436.3	4,101.5	5,288.5	28.9%	30,532.0	4.0%

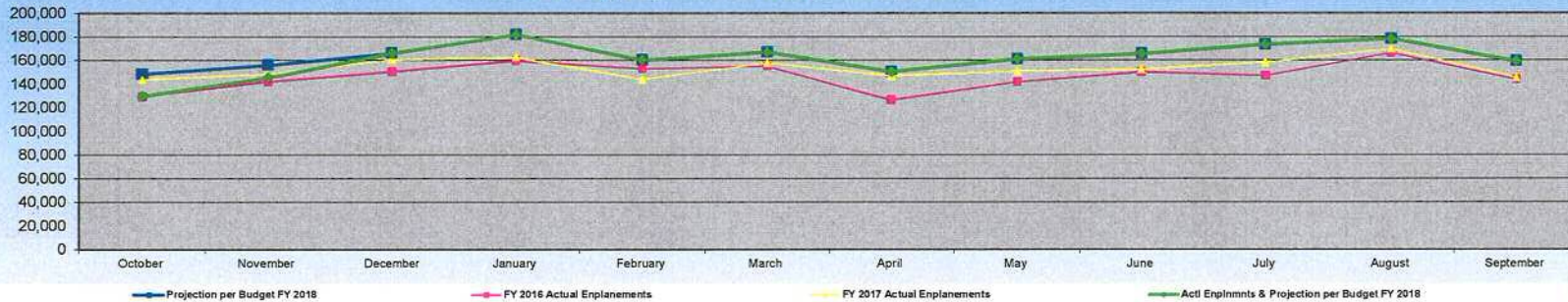
III. Other Revenues and Expenses

Less: Non Operating Expense(Ret/DOI/OHS)	49.5	0.0	42.9	0.0%	715.0	275.0	275.0	277.8	1.0%	717.8	0.4%
Add: Interest on Investments	<u>55.2</u>	<u>66.0</u>	<u>0.0</u>	<u>-100.0%</u>	<u>792.1</u>	<u>111.3</u>	<u>132.0</u>	<u>0.0</u>	<u>-100.0%</u>	<u>660.1</u>	<u>-16.7%</u>
Net Revenues	2,732.2	2,459.7	2,739.2	11.4%	29,422.1	5,272.6	3,958.5	5,010.7	-0.7	30,474.3	3.6%
Add: Other Sources of Funds	0.0	33.3	0.0	0.0%	400.0	11.2	66.7	0.0	0.0%	333.3	0.0%
Add: Other Available Moneys	<u>529.9</u>	<u>530.1</u>	<u>530.1</u>	<u>0.0%</u>	<u>6,361.5</u>	<u>1,059.9</u>	<u>1,060.3</u>	<u>1,060.3</u>	<u>0.0%</u>	<u>6,361.5</u>	<u>0.0%</u>
					6,761.5		1,126.9	1,060.3	-5.9%	6,694.8	-1.0%
Net Revenues and Other Available Moneys	<u>3,262.1</u>	<u>3,023.2</u>	<u>3,269.4</u>	<u>8.1%</u>	<u>36,183.6</u>	<u>6,343.7</u>	<u>5,085.4</u>	<u>6,071.0</u>	<u>19.4%</u>	<u>37,169.2</u>	<u>2.7%</u>
Debt Service payments	<u>2,119.8</u>	<u>2,120.5</u>	<u>2,120.5</u>	<u>0.0%</u>	<u>25,446.0</u>	<u>4,239.6</u>	<u>4,241.0</u>	<u>4,241.0</u>	<u>0.0%</u>	<u>25,446.0</u>	<u>0.0%</u>
Debt Service Coverage	<u>1.54</u>	<u>1.43</u>	<u>1.54</u>	<u>8.1%</u>	<u>1.42</u>	<u>1.50</u>	<u>1.20</u>	<u>1.43</u>	<u>19.4%</u>	<u>1.46</u>	<u>2.7%</u>
Debt Service Requirement	1.25	1.25	1.25		1.25	1.25	1.25	1.25		1.25	

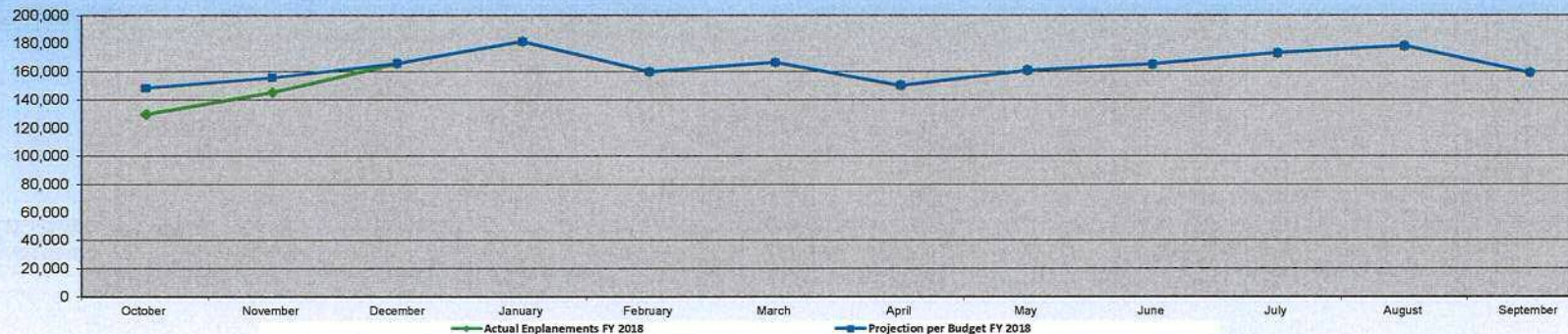
SUMMARY SIGNATORY AIRLINES

Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Projection per Budget FY 2018	148,343	155,897	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,966,786
FY 2010 Actual Enplanements	94,630	105,230	108,410	132,016	129,523	137,257	102,312	112,910	111,671	133,353	147,419	132,165	1,446,896
FY 2011 Actual Enplanements	112,043	117,861	115,206	137,595	131,263	128,645	90,184	99,827	100,434	119,730	140,999	123,086	1,416,873
FY 2012 Actual Enplanements	110,962	118,092	121,031	143,545	137,851	149,600	113,893	107,914	122,061	141,014	165,376	135,017	1,566,356
FY 2013 Actual Enplanements	131,910	135,518	138,186	150,971	148,524	164,380	124,701	120,751	132,315	142,773	165,026	138,907	1,693,962
FY 2014 Actual Enplanements	124,805	134,044	141,808	151,270	141,056	157,421	128,621	123,763	136,513	138,462	165,026	130,732	1,673,521
FY 2015 Actual Enplanements	123,934	133,207	141,209	154,559	149,186	163,468	126,645	125,235	131,500	136,967	159,054	138,298	1,683,262
FY 2016 Actual Enplanements	129,352	141,778	150,587	159,545	153,030	155,032	126,400	141,568	149,942	147,032	166,085	143,840	1,764,191
FY 2017 Actual Enplanements	143,619	148,002	160,544	162,303	143,720	157,735	146,779	150,775	151,974	158,139	169,547	145,108	1,838,245
FY 2018 Actual Enplanements/Projection	129,772	145,309	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,937,627
FY 2018 versus FY 2017 Monthly%	-9.64%	-1.82%	3.41%	11.93%	11.46%	5.76%	2.48%	6.86%	8.81%	9.63%	5.17%	9.76%	5.41%
FY 2018 versus FY 2017 Monthly	-13,847	-2,693	5,469	19,368	16,472	9,093	3,637	10,341	13,396	15,223	8,757	14,166	99,382
FY 2018 versus FY 2017 Cumulative	-13,847	-16,540	-11,071	8,297	24,769	33,862	37,499	47,840	61,236	76,459	85,216	99,382	99,382
	-9.64%	-11.18%	-6.90%	5.11%	17.23%	21.47%	25.55%	31.73%	40.29%	48.35%	50.26%	68.49%	5.41%

FY 2016 - FY 2018 Signatory Airlines Actual and Projection of Enplanements



Fiscal Year 2018 Actual Enplanements versus Budget



Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Actual Enplanements FY 2018	129,772	145,309	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,937,627
Projection per Budget FY 2018	148,343	155,897	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,966,786
Actual Enplanements Over/(Under) Projection	(18,571)	(10,588)	0	0	0	0	0	0	0	0	0	0	(29,159)
Cumulative Total	(18,571)	(29,159)	0	0	0	0	0	0	0	0	0	0	-1.5%

Percentage Over/(Under) Forecast	October	November	December	January	February	March	April	May	June	July	August	September	
% Monthly versus Projection	-12.5%	-6.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
% Cumulative Total	-12.5%	-9.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

Month to Month Trend	October	November	December	January	February	March	April	May	June	July	August	September	
Actual Enplanements	129,772	145,309	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	
Month to Month Increase/(Decrease)		15,537	20,704	15,658	-21,478	6,636	-16,412	10,700	4,254	7,992	4,943	-19,031	
Month to Month Increase/(Decrease) in %		12.0%	14.2%	9.4%	-11.8%	4.1%	-9.8%	7.1%	2.6%	4.8%	2.9%	-10.7%	

Cost Per Enplanement FY2017 Actual versus Projected	October	November	December	January	February	March	April	May	June	July	August	September	CPE FY18
Forecast Per FY2018 Budget	\$ 17.31	\$ 17.16	\$ 16.96	\$ 16.69	\$ 17.00	\$ 17.13	\$ 17.34	\$ 17.10	\$ 16.56	\$ 16.46	\$ 16.52	\$ 17.14	\$ 16.93
Actual CPE	\$ 19.12	\$ 17.58											
Variance	\$ (1.80)	\$ (0.42)	\$ 16.96	\$ 16.69	\$ 17.00	\$ 17.13	\$ 17.34	\$ 17.10	\$ 16.56	\$ 16.46	\$ 16.52	\$ 17.14	\$ 16.93