MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Friday, February 3, 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 January 26, 2017, was reconvened and called to order by Chairman Duenas on February 3, 2017 at 10:36 a.m. at the GIAA Terminal Conference Room #3, 355 Chalan Paseaheru, Tamuning, Guam, 96913.

Directors Present:
Ricardo C. Duenas
Katherine C. Sgro
Gurvinder "Bic" Sobti
Deedee S. Camacho

Directors Absent:
Martin J. Gerber (Excused)
Lucy M. Alcorn (Excused)
Rosalinda A. Tolan (Excused)

GIAA Officials:
Charles H. Ada II
Pedro R. Martinez
John A. Rios
Jean M. Arriola
Gerard Bautista
Edward Muna
Victor Cruz
Daniel Stone
Antonio Taitingfong
Franklin P. Taitano
Rolenda Faasumalie

GIAA Legal Counsel

Office or positions:
Chairman
Vice Chairperson
Board Secretary

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Air Terminal Manager
Operations Superintendent
Engineering Supervisor
Airport Fire Chief, Acting
Assistant Airport Police Chief
Supply Management Administrator
Airport Marketing Administrator

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

A. Approval of Award for Purchase and Delivery of Copier Machines - IFB No. GIAA-003-FY17

Executive Manager Ada provided background information to the Board on the referenced IFB. Six (6) firms/individuals purchased bid packages and three (3) firms submitted bids before the submission deadline. All three (3) firms were evaluated and determined to be acceptable. As required by the Guam Procurement Regulations, the bids were publicly opened and read aloud in the presence of the bidders. The bid price submittals are as follows in the order they were received and opened:

<table>
<thead>
<tr>
<th>Bidder's Name</th>
<th>Item No. 1</th>
<th>Item No. 2</th>
<th>Item No. 3</th>
<th>Item No. 4</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Star Business Systems</td>
<td>$9,941.00</td>
<td>$23,280.00</td>
<td>$9,634.00</td>
<td>$12,420.00</td>
</tr>
<tr>
<td>Xerox Corp.</td>
<td>$5,058.00</td>
<td>$10,116.00</td>
<td>$6,862.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>Island Business Systems</td>
<td>$12,132.00</td>
<td>$26,564.00</td>
<td>$7,357.00</td>
<td>$10,053.00</td>
</tr>
</tbody>
</table>

Executive Manager Ada informed the Board that Xerox Corp. has been determined to have met the standards and responsibility and responsiveness outlined in the Guam Procurement Regulations and has been deemed as the lowest responsible, responsive bidder. Therefore, it is recommended that the contract awards be based on the following:

<table>
<thead>
<tr>
<th>Item &amp; Description</th>
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<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item 1: Monochrome Copier Machine</td>
<td>Xerox Corp.</td>
<td>$5,058.00</td>
</tr>
<tr>
<td>Item 2: Monochrome Copier Machine (with fax)</td>
<td>Xerox Corp.</td>
<td>$10,116.00</td>
</tr>
<tr>
<td>Item 3: Color Copier Machine (with fax)</td>
<td>Xerox Corp.</td>
<td>$6,862.00</td>
</tr>
<tr>
<td>Item 4: Full Service and Maintenance Plan</td>
<td>Xerox Corp.</td>
<td>$0.00</td>
</tr>
<tr>
<td>Total Contract Award:</td>
<td></td>
<td>$22,036.00</td>
</tr>
</tbody>
</table>

Executive Manager Ada announced that the current system is over ten (10) years old which became problematic for Xerox Corp. to continue to service the units, as the parts were no longer available. The current units were on a lease to own plan, the contract in reference is an outright purchase and will work out to be cheaper than the previous plan. Funding for this bid is available under the O&M budget.

Vice Chairperson Sgro inquired on the full service and maintenance plan offered by Xerox. The Executive Manager responded stating that the maintenance plan is for a three (3) year period, which also includes ink and toner, and 100% warranty. After the completion of the three (3) years, GIAA will then engage in a service contract.

After further discussion, on motion duly made by Sobti, seconded by Vice Chairperson Sgro, the following resolution was unanimously approved:
Resolution No. 17-17

The Board hereby approves the contract award for Purchase and Delivery of Copier Machines - IFB No. GIAA-003-FY17, for Item Nos. 1 – 4, to Xerox Corp. for a total contact amount of $22,036.00, subject to review by legal counsel.

B. Approval of Award for Designated Aviation Channeling Services - RFP No. RFP-003-FY17

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 four (4) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the two (2) 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 A
2. Proposer B

Executive Manager Ada informed the Board that the term of the contract shall be a term of five (5) years with the option, at the discretion of the Airport to renew the contract for three (3) additional one (1) year terms, not to exceed a total of eight (8) years. The Aviation Channeling Services agreement will be funded under the AIP program.

The Executive Manager added that the processing of individuals with SIDA badges after fingerprinting is currently managed by GIAA Airport Police division. The firms must be approved by the Transportation Security Administration (TSA).

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 enter negotiations with the next highest ranked proposer.

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

Resolution No. 17-18

The Board hereby approves the ranking results as presented and the contract award to Proposer A for Designated Aviation Channeling Services - RFP No. RFP-003-FY17, 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 Telos Identity Management Solutions, LLC.

C. Approval of Award for Purchase and Delivery of Light Towers - IFB No. GIAA-004-FY17

Executive Manager Ada provided background information to the Board on the referenced IFB. Sixteen (16) firms/individuals purchased bid packages and three (3) firms submitted bids before the submission deadline. All three (3) firms were evaluated and were determined to be acceptable. As required by the Guam Procurement Regulations, the bids were publicly opened and read aloud in the presence of the bidders. The bid price submittals are as follows in the order they were received and opened:

<table>
<thead>
<tr>
<th>Bidder's Name</th>
<th>Item No. 1</th>
<th>Item No. 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>GET, LLC</td>
<td>No Bid</td>
<td>$235,000.00</td>
</tr>
<tr>
<td>Morrico Equipment LLC</td>
<td>$23,420.00</td>
<td>$97,041.00</td>
</tr>
<tr>
<td>Far East Equipment Co.</td>
<td>No Bid</td>
<td>$114,939.65</td>
</tr>
</tbody>
</table>

Executive Manager Ada informed the Board that Morrico Equipment LLC has been determined to have met the standards and responsibility and responsiveness outlined in the Guam Procurement Regulations and has been deemed as the lowest responsible, responsive bidder. Therefore, it is recommended that the contract awards be based on the following:

<table>
<thead>
<tr>
<th>Item &amp; Description</th>
<th>Awarded to:</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item 1: Battery Powered Light Towers</td>
<td>Morrico Equipment LLC</td>
<td>$23,420.00</td>
</tr>
<tr>
<td>Item 2: Generator Light Towers</td>
<td>Morrico Equipment LLC</td>
<td>$97,041.00</td>
</tr>
<tr>
<td>Total Contract Award:</td>
<td></td>
<td>$120,461.00</td>
</tr>
</tbody>
</table>

Executive Manager Ada announced that out of an inventory of eleven light carts, only two (2) are operating. The completion of the IFB will bring the operational inventory back to eleven, with the purchase of nine (9). Funding for this bid is available under the CIP budget.

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

**Resolution No. 17-19**

The Board hereby approves the contract award for Purchase and Delivery of Light Towers - IFB No. GIAA-004-FY17, Items Nos. 1 and 2, to Morrico Equipment LLC for a total contact amount of $120,461.00, subject to review by legal counsel.

3. EXECUTIVE SESSION
Chairman Duenas announced that there will be no Executive Session.

4. PUBLIC COMMENTS

There were no public comments.

At this time Executive Manager Ada advised the Board that Mr. Mark McClardy of the FAA, Region 9, will be visiting Guam February 9 - 10, 2017. He will be meeting with Airport Operators from the outer islands, as well as following up with GIAA after the previous visit to Guam. Executive Manager Ada also advised the Board on his plan to schedule a meeting with Mr. McClardy and GIAA's Oversight Chairman, Senator Aguon, in regard to the five (5) year lease restriction.

Vice Chairperson Sgro inquired on the Governor's Briefing regarding the Terminal Building Structural Upgrade and Concourse Isolation Project which was held on February 1, 2017. Executive Manager Ada announced that the Governor was very pleased and also offered assistance to assure no delays. Mr. John Rios, Comptroller, added that funding was located to purchase the property to begin on Tiyan Parkway, which will mean both projects will be underway simultaneously.

5. ADJOURNMENT

Motion to adjourn duly made by Director Camacho, seconded by Director Sobti; motion unanimously passed. The meeting was adjourned at 10:54 a.m.

Dated this 23rd day of February, 2017.

Ricardo C. Duenas
Chairman

Attest:

Gurvinder Sobti
Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary
BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Wednesday, January 26, 2017
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
Guam Daily Post – January 19, 2017
Notice to Media – January 19, 2017

Second Notice:
Guam Daily Post – January 24, 2017
Notice to Media – January 24, 2017

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   A. December 14, 2016 Regular Meeting
4. Correspondence
5. Old Business
   A. Status Updates of Capital Improvement Projects
6. New Business
   A. Approval of FY2016 Financial Audit Report
   B. Approval of Award for Purchase and Delivery of Copier Machines - IFB No. GIAA-003-FY17
   C. Approval of Award for Designated Aviation Channeling Services - RFP No. RFP-003-FY17
   D. Approval of Award for Purchase and Delivery of Light Towers - IFB No. GIAA-004-FY17
   E. Ratification of Quarterly Travel
7. Report of Executive Manager
9. Executive Session
10. Public Comments
11. Adjournment
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Reconvened Meeting
10:30 a.m., Friday, February 3, 2017
GIAA Terminal Conference Room #3

SIGN-IN SHEET

<table>
<thead>
<tr>
<th>PRINT NAME</th>
<th>COMPANY/AGENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. FRANCIS TATANGE</td>
<td>GIAA</td>
</tr>
<tr>
<td>2. ANTONIO HASTINGS</td>
<td>GIAA</td>
</tr>
<tr>
<td>3. DARIO SPORIE B.</td>
<td>GIAA</td>
</tr>
<tr>
<td>4. LUIS SANTOS</td>
<td>KREE</td>
</tr>
<tr>
<td>5. HENRY CRUZ</td>
<td>GIAA</td>
</tr>
<tr>
<td>6. JIM MUN</td>
<td>(A)</td>
</tr>
<tr>
<td>7. VICTOR J. CRUZ</td>
<td>GIAA</td>
</tr>
<tr>
<td>8. R. RAUSWERMELD</td>
<td>GIAA 12/18</td>
</tr>
<tr>
<td>9. BY WILMA</td>
<td>GIAA 2021</td>
</tr>
<tr>
<td>10. GERARD BAUTISTA</td>
<td>GIAA 4PM</td>
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<td>11.</td>
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<td>12.</td>
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<td>19.</td>
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<td>20.</td>
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</tr>
</tbody>
</table>
ORDER OF ADJOURNMENT

By Resolution of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA"), the January 26, 2017 Regular Meeting of the Board of Directors of GIAA is hereby adjourned until Friday, February 3, 2017 at 10:30 a.m., to reconvene at the GIAA Conference Room 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Dated this 26th day of January, 2017.

__________________________
Ricardo C. Duenas
Chairman of the Board
ANTONIO B. WON PAT  
INTERNATIONAL AIRPORT AUTHORITY, GUAM  
BOARD OF DIRECTORS  
EXECUTIVE SUMMARY

INVITATION FOR BID  
PURCHASE AND DELIVERY OF COPY MACHINES  
IFB NO. GIAA-003-FY17

February 3, 2017

Purpose

Board action is requested to approve the bid award of the Purchase and Delivery of Copier Machines under the Invitation For Bid No. GIAA-003-FY17.

Background

The bid is for purchase and delivery of copier machines to be used for airport terminal facilities.

Procurement Background

The solicitation announcement was advertised through the local newspapers during the months of November & December 2016. The bid submission deadline and bid opening took place on December 28, 2016.

Six (6) firms/individuals purchased bid package and three (3) firms submitted bids before the submission deadline. The firms were evaluated and three (3) were determined to be acceptable. As required by the Procurement Rules and Regulations, the bids were publicly opened and read aloud in the presence of the bidders.

The submitted bids are presented below:

<table>
<thead>
<tr>
<th>BIDDER’S NAME</th>
<th>ITEM NO. 1</th>
<th>ITEM NO. 2</th>
<th>ITEM NO. 3</th>
<th>ITEM NO. 4</th>
</tr>
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<tbody>
<tr>
<td>All Star Business Systems</td>
<td>$9,941.00</td>
<td>$23,280.00</td>
<td>$9,634.00</td>
<td>$12,420.00</td>
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<td>Xerox Corp.</td>
<td>$5,058.00</td>
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<td>$6,862.00</td>
<td>$0.00</td>
</tr>
<tr>
<td>Island Business Systems</td>
<td>$12,132.00</td>
<td>$26,564.00</td>
<td>$7,357.00</td>
<td>$10,053.00</td>
</tr>
</tbody>
</table>

Legal Review

Upon approval of awards, the contract will be processed through issuance of Purchase Orders in conformance with the Government of Guam Procurement Regulations.

Financial Review

The total contract awards for this bid is $22,036.00. Funding for this bid is available under the O&M budget.
**Recommendation**

Management recommends the contract awards based on the following:

<table>
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</tr>
</thead>
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<td>Item 1: Monochrome Copier Machine</td>
<td>Xerox Corp.</td>
<td>$5,058.00</td>
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<tr>
<td>Item 2: Monochrome Copier Machine (with fax)</td>
<td>Xerox Corp.</td>
<td>$10,116.00</td>
</tr>
<tr>
<td>Item 3: Color Copier Machine (with fax)</td>
<td>Xerox Corp.</td>
<td>$6,862.00</td>
</tr>
<tr>
<td>Item 4: Full Service and Maintenance Plan</td>
<td>Xerox Corp.</td>
<td>$90.00</td>
</tr>
</tbody>
</table>

**Total Contract Award:** $22,036.00
February 2, 2017

MEMORANDUM

TO: Charles H. Ada II, Executive Manager
FROM: Franklin P. Taitano, Supply Management Administrator

SUBJECT: Bid Evaluation and Recommendation “Invitation For Bid”
Purchase and Delivery of Copier Machines
IFB No. GIAA-003-FY17

Procurement Background:
The above referenced Invitation For Bid was publicly announced through the local newspaper during the months of November & December 2017. A pre-bid conference was held on December 6, 2016 at the Terminal Conference Room. The bid submission deadline and bid opening took place on December 28, 2016.

Six (6) firms/individuals purchased the bid package and three (3) firms submitted bids before the bid submission deadline. The bid submittals were opened in the presence of the bidders, members of the public and several GIAA representatives. The bid offer was read aloud by the Supply Management Administrator and tabulated by a Procurement staff.

The results of the bid price submittals are as follows in the order they were received and opened:

<table>
<thead>
<tr>
<th>BIDDER’S NAME</th>
<th>ITEM NO. 1</th>
<th>ITEM NO. 2</th>
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<tr>
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<td>$0.00</td>
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<td>$26,564.00</td>
<td>$7,357.00</td>
<td>$10,053.00</td>
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</table>

Bid Analysis and Evaluation:
The bid is packaged to provide separate awards for each of the following items:

Item 1: Monochrome Copier Machine, 2 each
Item 2: Monochrome Copier Machine (with fax), 4 each
Item 3: Color Copier Machine (with fax), 1 each
Item 4: Full Service and Maintenance Support Plan, 7 each

Pursuant to Section 10 of the Instructions to Bidders, the contract is to be awarded to the lowest responsive bidder, provided his bid is reasonable and it is in the best interest of the GIAA to accept it. To determine the responsibility of bidders, the bid package specified the required documents that bidders must submit with their bid packages. The attached abstract illustrates the
inventory of required documents and bidders' submittal.

AllStar Business Systems: The firm has submitted a bid for Item 1 in the amount of $9,941.00 and Item 2 in the amount of $23,280.00 and Item 3 in the amount of $9,634.00 and Item 4 in the amount of $12,420.00 respectively. All other required documents are complete and in conformance with the Invitation For Bid.

Xerox Corp.: The firm has submitted a bid for Item 1 in the amount of $5,058.00 and Item 2 in the amount of $10,116.00 and Item 3 in the amount of $6,862.00 and Item 4 in the amount of $0.00 respectively. All other required documents are complete and in conformance with the Invitation For Bid.

Island Business Systems: The firm has submitted a bid for Item 1 in the amount of $12,132.00 and Item 2 in the amount of $26,564.00 and Item 3 in the amount of $7,357.00 and Item 4 in the amount of $10,053.00 respectively. All other required documents are complete and in conformance with the Invitation For Bid.

Recommendation:
Pursuant to the guidelines in Item 10 of the Instruction to Bidders, the award of contract will be made to the lowest responsible, responsive bidder for "all or none", provided his bid is reasonable and in the best interest of GIAA.

Xerox Corp. has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulation. Therefore, it is recommended that the contract awards be made according to the following:

<table>
<thead>
<tr>
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<td>Xerox Corp.</td>
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<td>Xerox Corp.</td>
<td>$0.00</td>
</tr>
</tbody>
</table>

Total Contract Award: $22,036.00

Should you have any questions or concerns, please call my office at your convenience.

![Signature]

Franklin P. Taitano

APPROVED:

CHARLES H. ADA II
Executive Manager

Attachment
cc: Admin/Proc/MIS
<table>
<thead>
<tr>
<th>BIDDER'S NAME</th>
<th>BID GUARANTEE</th>
<th>Affidavit</th>
<th>Affidavit</th>
<th>Affidavit</th>
<th>Declaration</th>
<th>Grant</th>
<th>Business</th>
<th>ADJUDICATION</th>
<th>ITEM NO. 1.0 TOTAL PRICE</th>
<th>ITEM NO. 2.0 TOTAL PRICE</th>
<th>ITEM NO. 3.0 TOTAL PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 ALLSTAR Business Systems</td>
<td>CC 9,459.94</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>A B C</td>
<td>9,541.00</td>
<td>23,280.00</td>
<td>9,634.00</td>
</tr>
<tr>
<td>2 XEROX CORP</td>
<td>BB</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>A B C</td>
<td>5,058.00</td>
<td>10,116.00</td>
<td>6,862.00</td>
</tr>
<tr>
<td>3 Island Business Systems</td>
<td>CC 8,362.20</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>A B C</td>
<td>12,132.00</td>
<td>24,564.00</td>
<td>7,357.00</td>
</tr>
</tbody>
</table>

I hereby certify that all bids received in response to this invitation were opened under my personal supervision and that the names of all bidders have been entered herein.

**SIGNATURE**

**TABULATED BY:**

**SIGNATURE**

**BASIS FOR AWARD:**
- LOWEST RESPONSIVE BIDDER
- HIGHEST RESPONSIVE BIDDER
- COMBINED TOTAL
- OTHER AWARD
- ITEM FOR ITEM
<table>
<thead>
<tr>
<th>BIDDER'S NAME</th>
<th>ITEM NO. 43</th>
<th>TOTAL PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALLSTAR Business Systems</td>
<td>$12,420.00</td>
<td></td>
</tr>
<tr>
<td>XEROX Corp.</td>
<td>$0.00</td>
<td></td>
</tr>
<tr>
<td>Island Business Systems</td>
<td>$10,053.00</td>
<td></td>
</tr>
</tbody>
</table>

I hereby certify that all bids received in response to this invitation were opened under my personal supervision, and that the names of all bidders have been entered herein.

Signature

Basis for Award:
- Lowest Responsible
- Combined Total
- Other

Tabulated by:

Signature
MAJOR SHAREHOLDERS DISCLOSURE AFFIDAVIT

TERRITORY OF GUAM
HAGATNA, GUAM

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the offeror and that [please check only one]:

The offeror is an individual or sole proprietor and owns the entire (100%) interest in the offering business.

The offeror is a corporation, partnership, joint venture, or association known as Xerox Corporation [please state name of offeror company], and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows [if none, please so state]:

None

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows [none, please so state]:

Name
Michael Salas
Address
137 Murray Blvd., Floor 1
Hagatna, Guam 96910
Compensation
3.2%

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the disclosure required by 5GCA§5233 by delivering another affidavit to the government.

Pamela S. Quinita - GM/ASM
Signature of one of the following:
Offeror, if the offeror is an individual; Partner, if the offeror is a partnership; officer, if the offeror is a Corporation.

Subscribed and sworn to before me this 27 day of Dec 2011.

JOSEFINA G. JAVELLANA
NOTARY PUBLIC
NOTARY PUBLIC
My commission expires:
In and for Guam, U.S.A.
My Commission Expires: JUNE 04, 2017
400 Route 8 Mongmong, Guam 96910-2003

THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE CONTAINING THE BID.
REQUEST FOR PROPOSALS, RFP NO. RFP-003-FY17
DESIGNATED AVIATION CHANNELING (DAC) SERVICES
February 3, 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-003-FY17 for Designated Aviation Channeling (DAC) Services.

Background

The referenced RFP solicits proposals from professional firms to provide designated aviation channeling (DAC) services.

Procurement Background

The above referenced RFP was advertised in the local newspapers throughout the month of January 2017. The established deadline to submit the proposals was on January 27, 2017.

A total of four (4) firms showed their interest by obtaining the RFP package; and two (2) firms responded by submitting their proposals before the established deadline.

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

The Evaluation Committee has completed their evaluations and the scores sheets were gathered and tabulated by Procurement Office. The evaluation results in the order of their ranking are as follows:

1. Proposer A
2. Proposer B

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, with options on the part of GIAA to renew the contract for three (3) additional one (1) year terms, not to exceed a total term of eight (8) years.
Financial Review

The Designated Aviation Channeling (DAC) Services Agreement will be funded under the AIP.

Recommendation

Management recommends the approval of the ranking results and the contract award to Proposers A, as the highest ranked proposers for Designated Aviation Channeling (DAC) Services 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.
February 2, 2017

MEMORANDUM

TO: Charles H. Ada II, Executive Manager

FROM: Franklin P. Taitano, Supply Management Administrator

SUBJECT: Evaluation and Recommendation - Request For Proposal (RFP) 
Designated Aviation Channeling (DAC) Services
RFP No. RFP-003-FY17

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide professional services for Designated Aviation Channeling (DAC) Services. The advertisement for this RFP was published in the local newspaper for the month of January 2017. The deadline to submit the proposals was on January 27, 2017.

Four (4) firms/individuals acknowledged receipt of the package and two (2) 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. Pete Daga, Airport Police Lieutenant
b. Joe Javellana, Program Coordinator IV
c. Danny Cepeda, Data Processing Manager
d. Henry Cruz, Management Analyst I

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 as follows:

1. Proposer A
2. Proposer B

Recommendation

Based on the tabulation of the proposers ranking, it is determined that Proposers A, 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 Proposers A, as the highest ranked proposer for the Designated Aviation Channeling (DAC) services 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.

APPROVED:

Franklin P. Taitano

CHARLES H. ADA II
Executive Manager

Attachments

cc: Evaluation Committee
    Procurement File
# Evaluation Score Tally Sheet

**DESIGNATED AVIATION CHANNELING (DAC) SERVICES**

**RFP NO. RFP-003-FY17**

<table>
<thead>
<tr>
<th>NAME OF FIRM/PROPOSER</th>
<th>Evaluator 1</th>
<th>Evaluator 2</th>
<th>Evaluator 3</th>
<th>Evaluator 4</th>
<th>AVERAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Score</td>
<td>Rank</td>
<td>Score</td>
<td>Rank</td>
<td>Score</td>
</tr>
<tr>
<td>Proposer A</td>
<td>88</td>
<td>1</td>
<td>88</td>
<td>1</td>
<td>90</td>
</tr>
<tr>
<td>Proposer B</td>
<td>78</td>
<td>2</td>
<td>86</td>
<td>2</td>
<td>86</td>
</tr>
</tbody>
</table>

**Evaluators**

No. 1: Pete Daga  
No. 2: Joe Javellana  
No. 3: Danny Cepeda  
No. 4: Henry Cruz
ANTONIO B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS
EXECUTIVE SUMMARY

INVITATION FOR BID
PURCHASE AND DELIVERY OF LIGHT TOWERS
IFB NO. GIAA-004-FY17

February 3, 2017

Purpose

Board action is requested to approve the bid award of the Purchase and Delivery of Light Towers under the Invitation For Bid No. GIAA-004-FY17.

Background

The bid is for purchase and delivery of light towers to be used at airport terminal facilities.

Procurement Background

The solicitation announcement was advertised through the local newspapers during the month of January 2017. The bid submission deadline and bid opening took place on January 18, 2017.

Sixteen (16) firms/individuals purchased bid package and three (3) firms submitted bids before the submission deadline. The firms were evaluated and determined to be acceptable. As required by the Procurement Rules and Regulations, the bids were publicly opened and read aloud in the presence of the bidders.

The submitted bids are presented below:

<table>
<thead>
<tr>
<th>BIDDER’S NAME</th>
<th>ITEM NO. 1</th>
<th>ITEM NO. 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>GET, LLC.</td>
<td>NO BID</td>
<td>$235,000.00</td>
</tr>
<tr>
<td>Morrico Equipment LLC</td>
<td>$23,420.00</td>
<td>$97,041.00</td>
</tr>
<tr>
<td>Far East Equipment Co.</td>
<td>No Bid</td>
<td>$114,939.65</td>
</tr>
</tbody>
</table>

Legal Review

Upon approval of awards, the contract will be processed through issuance of Purchase Orders in conformance with the Government of Guam Procurement Regulations.

Financial Review

The total contract awards for this bid is $120,461.00. Funding for this bid is available under the CIP budget.

Recommendation

Management recommends the contract awards based on the following:
<table>
<thead>
<tr>
<th>Item &amp; Description</th>
<th>Awarded to:</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item 1: Battery Powered Light Towers</td>
<td>Morrico Equipment LLC</td>
<td>$23,420.00</td>
</tr>
<tr>
<td>Item 2: Generator Light Towers</td>
<td>Morrico Equipment LLC</td>
<td>$97,041.00</td>
</tr>
</tbody>
</table>

**Total Contract Award:** $120,461.00
MEMORANDUM

TO: Charles H. Ada II, Executive Manager

FROM: Franklin P. Taitano, Supply Management Administrator

SUBJECT: Bid Evaluation and Recommendation “Invitation For Bid” Purchase and Delivery of Light Towers IFB No. GIAA-004-FY17

Procurement Background:
The above referenced Invitation For Bid was publicly announced through the local newspaper during the month of January 2017. A pre-bid conference was held on January 11, 2017 at the Terminal Conference Room. The bid submission deadline and bid opening took place on January 18, 2017.

Sixteen (16) firms/individuals purchased the bid package and three (3) firms submitted bids before the bid submission deadline. The bid submittals were opened in the presence of the bidders, members of the public and several GIAA representatives. The bid offer was read aloud by the Supply Management Administrator and tabulated by a Procurement staff.

The results of the bid price submittals are as follows in the order they were received and opened:

<table>
<thead>
<tr>
<th>BIDDER’S NAME</th>
<th>ITEM NO. 1</th>
<th>ITEM NO. 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>GET, LLC.</td>
<td>NO BID</td>
<td>$235,000.00</td>
</tr>
<tr>
<td>Morrissco Equipment LLC</td>
<td>$23,420.00</td>
<td>$97,041.00</td>
</tr>
<tr>
<td>Far East Equipment Co.</td>
<td>No Bid</td>
<td>$114,939.65</td>
</tr>
</tbody>
</table>

Bid Analysis and Evaluation:
The bid is packaged to provide separate awards for each of the following items:

Item 1: Battery Powered Light Towers, 2 each
Item 2: Generator Light Towers, 7 each

Pursuant to Section 9 of the Instructions to Bidders, the contract is to be awarded to the lowest responsive bidder, provided his bid is reasonable and it is in the best interest of the GIAA to accept it. To determine the responsibility of bidders, the bid package specified the required documents that bidders must submit with their bid packages. The attached abstract illustrates the inventory of required documents and bidders’ submittal.
**GET LLC:** The firm has submitted a bid for Item 2 in the amount of **$235,000.00** respectively. All other required documents are complete and in conformance with the Invitation For Bid.

**Morrice Equipment LLC:** The firm has submitted a bid for Item 1 in the amount of **$23,420.00** and Item 2 in the amount of **$97,041.00** respectively. All other required documents are complete and in conformance with the Invitation For Bid.

**Far East Equipment Co.:** The firm has submitted a bid for Item 2 in the amount of **$114,939.65** respectively. All other required documents are complete and in conformance with the Invitation For Bid.

**Recommendation:**
Pursuant to the guidelines in Item 9 of the Instruction to Bidders, the award of contract will be made to the lowest responsive bidder for each Item Bid, provided his bid is reasonable and in the best interest of GIAA.

Morrice Equipment LLC has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulation. Therefore, it is recommended that the contract awards be made according to the following:

<table>
<thead>
<tr>
<th>Item &amp; Description</th>
<th>Awarded to:</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Item 1: Battery Powered Light Towers</td>
<td>Morrice Equipment LLC</td>
<td>$23,420.00</td>
</tr>
<tr>
<td>Item 2: Generator Light Towers</td>
<td>Morrice Equipment LLC</td>
<td>$97,041.00</td>
</tr>
<tr>
<td><strong>Total Contract Award:</strong></td>
<td></td>
<td><strong>$120,461.00</strong></td>
</tr>
</tbody>
</table>

Should you have any questions or concerns, please call my office at your convenience.

---

**APPROVED:**

CHARLES H. ADA II  
Executive Manager

Attachment  
cc: Admin/Proc/P&F
<table>
<thead>
<tr>
<th>BIDDER'S NAME</th>
<th>BID GUARANTEE</th>
<th>AFFIDAVIT DISCL. OWNERSHIP/COMMISSIONS</th>
<th>NON-COLLUSION AFFIDAVIT</th>
<th>AFFIDAVIT OR CONTINGENT FEES</th>
<th>AFFIDAVIT OR ETHICAL STANDARDS</th>
<th>DECLARATION OF COMPLIANCE WITH U.S. DOJ/WPS</th>
<th>GOVERNMENT ASSURANCE FORM</th>
<th>BUSINESS OR CONTRACTORS LICENSE</th>
<th>ADDENDUM/NOTES</th>
<th>ITEM NO. 1.0 TOTAL PRICE</th>
<th>ITEM NO. 2.0 TOTAL PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>QET LLC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td>No Bid</td>
<td>$2,35,000.00</td>
</tr>
<tr>
<td>Morrico Equipment LLC</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td>$23,420.00</td>
<td>$97,041.00</td>
</tr>
<tr>
<td>Far East Equipment Co.</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
<td></td>
<td>No Bid</td>
<td>$144,939.65</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

I hereby certify that all bids received in response to this invitation were opened under my personal supervision, and that the names of all bidders have been entered hereon.

SIGNATURE

TABULATED BY

SIGNATURE
AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF Tamuning 

SS.

ISLAND OF GUAM

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the offeror and that [please check only one]:

I The offeror is an individual or sole proprietor and owns the entire (100%) interest in the offering business.

II The offeror is a corporation, partnership, joint venture, or association known as [please state name of offeror company], and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows [if none, please so state]:

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>% of Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allan &amp; Danette Morrison Family Trust</td>
<td>197 Ypao Road, Tamuning, Guam 96913</td>
<td>42.5%</td>
</tr>
<tr>
<td>The Smith / Paulino Family Trust</td>
<td>Same as above</td>
<td>42.5%</td>
</tr>
<tr>
<td>The Smith / Paulino Family Trust</td>
<td>Same as above</td>
<td>15.0%</td>
</tr>
</tbody>
</table>

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows [if none, please so state]:

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Compensation</th>
</tr>
</thead>
</table>

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the disclosure required by 5 GCA §5233 by delivering another affidavit to the government.

Subscribed and sworn to before me this 18th day of January, 2017.

NOTARY PUBLIC
My commission expires Dec. 03, 2020

MARY ROSE SANTAYANA REAL
NOTARY PUBLIC
In and for Guam, U.S.A.
My Commission Expires: DEC. 03, 2020
P.O. Box 167 Hagatna, Guam 96932

Form MSDA-1

ORIGINAL