

**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 Pasaheru, Tamuning, Guam, 96913.

**Directors Present:**

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

**Offices or positions:**

Chairman  
Vice Chairperson  
Board Secretary

**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 Faasuamalie

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

Janalynn Cruz Damian, Esq.

GIAA Legal Counsel

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:

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

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:

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

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:

Bidder's Name	Item No. 1	Item No. 2
GET, LLC	No Bid	\$235,000.00
Morrigo Equipment LLC	\$23,420.00	\$97,041.00
Far East Equipment Co.	No Bid	\$114,939.65

Executive Manager Ada informed the Board that Morrigo 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:

Item & Description	Awarded to:	Total Amount
Item 1: Battery Powered Light Towers	Morrigo Equipment LLC	\$23,420.00
Item 2: Generator Light Towers	Morrigo Equipment LLC	\$97,041.00
	<b>Total Contract Award:</b>	<b>\$120,461.00</b>

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 Morrigo 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

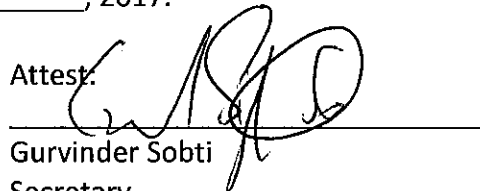
Motion to adjourn duly made by Director Camacho, seconded by Director Sobti; motion unanimously passed. The meeting was adjourned at 10:54 a.m.

Dated this 23rd, day of February, 2017.

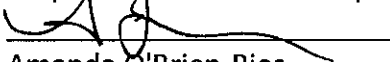


Ricardo C. Duenas  
Chairman

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
8. Report of the Comptroller
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**

	<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1.	FRANK TATTAN	GIAA
2.	ANTONIO TATTAN	GIAA
3.	DANIEL SPOLIC	GIAA
4.	LEWIS SANTOS	NRFF
5.	HENRY CRUZ	GIAA
6.	JOHN AMOR	GIAA
7.	VICTOR J. CRUZ	GIAA
8.	R. FERNANDEZ	GIAA MKB
9.	ED MULLA	GIAA MKB
10.	GERARD BAUTISTA	GIAA AMN
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Tel (671) 646-0500  
Fax (671) 646-8823

[www.guamairport.com](http://www.guamairport.com)

WE'RE ON IT  
**24/7**

## 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



AMERICAN ASSOCIATION  
OF AIRPORT EXECUTIVES



**NASAO**  
National Association of State Aviation Officials



THE INTERNATIONAL AIR CARGO ASSOCIATION



**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:

<b>BIDDER'S NAME</b>	<b>ITEM NO. 1</b>	<b>ITEM NO. 2</b>	<b>ITEM NO. 3</b>	<b>ITEM NO. 4</b>
<b>All Star Business Systems</b>	\$9,941.00	\$23,280.00	\$9,634.00	\$12,420.00
<b>Xerox Corp.</b>	\$5,058.00	\$10,116.00	\$6,862.00	\$0.00
<b>Island Business Systems</b>	\$12,132.00	\$26,564.00	\$7,357.00	\$10,053.00

**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:

Item & Description	Awarded to:	Total Amount
Item 1: Monochrome Copier Machine	Xerox Corp.	\$5,058.00
Item 2: Monochrome Copier Machine (with fax)	Xerox Corp.	\$10,116.00
Item 3: Color Copier Machine (with fax)	Xerox Corp.	\$6,862.00
Item 4: Full Service and Maintenance Plan	Xerox Corp.	\$0.00
<b>Total Contract Award:</b>		<b>\$22,036.00</b>

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:

BIDDER'S NAME	ITEM NO. 1	ITEM NO. 2	ITEM NO. 3	ITEM NO. 4
All Star Business Systems	\$9,941.00	\$23,280.00	\$9,634.00	\$12,420.00
Xerox Corp.	\$5,058.00	\$10,116.00	\$6,862.00	\$0.00
Island Business Systems	\$12,132.00	\$26,564.00	\$7,357.00	\$10,053.00

**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:

Item & Description	Awarded to:	Total Amount
Item 1: Monochrome Copier Machine	Xerox Corp.	\$5,058.00
Item 2: Monochrome Copier Machine (with fax)	Xerox Corp.	\$10,116.00
Item 3: Color Copier Machine (with fax)	Xerox Corp.	\$6,862.00
Item 4: Full Service and Maintenance Plan	Xerox Corp.	\$0.00
<b>Total Contract Award:</b>		<b>\$22,036.00</b>

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


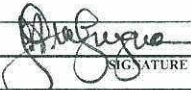
APPROVED:

  
**CHARLES H. ADA II**  
Executive Manager

  
**Franklin P. Taitano**

Attachment  
cc: Admin/Proc/MIS

INVITATION NUMBER: GIAA-003-FY17		<div style="display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <b>Antonio B. Won Pat</b>  <b>International Airport Authority, Guam</b>  <b>BID ABSTRACT</b> </div> </div>										Page 1 of 2 pages No. of Invitation Issued: <b>6</b> No. of Bids Received: <b>3</b>		
PURCHASE AND DELIVERY OF COPIER MACHINES												Opening Date: <b>28-Dec-16</b> Opening Time: <b>2:00 P.M.</b>		
DESCRIPTION OF SUPPLIES OR SERVICES:														
BIDDER'S NAME	Special Reminder to Prospective Bidders	BID GUARANTEE Cashier's Check Letter of Credit Bid Bond	Affidavit Disclosing Ownership / Commissions	Non- Collusion Affidavit	Affidavit re No Gratuities or Kickbacks	Affidavit re Contingent Fees	Affidavit re Ethical Standards	Declaration re Compliance with U.S. DOL Wage	Grant Assurance Form	Business or Contractors License	ADDENDUM(S)	ITEM NO. 1.0 TOTAL PRICE	ITEM NO. 2.0 TOTAL PRICE	ITEM NO. 3.0 TOTAL PRICE
											A B C			
1 ALLSTAR Business Systems	✓	CC #959943 \$9,932.85	✓	✓	✓	✓	✓	✓		✓	✓✓✓	\$9,941.00	\$23,280.00	\$9,634.00
2 XEROX CORP	✓	BB 15%	✓	✓	✓	✓	✓	✓		✓	✓✓✓	\$5,058.00	\$10,116.00	\$6,862.00
3 Island Business Systems	✓	CCK 3826871 \$8,338.20	✓	✓	✓	✓	✓	✓		✓	✓✓✓	\$12,132.00	\$26,564.00	\$7,357.00
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10														
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.												BASIS FOR AWARD: <input type="checkbox"/> LOWEST RESPONSIVE BIDDER <input type="checkbox"/> HIGHEST RESPONSIVE BIDDER <input type="checkbox"/> OTHER AWARD		
TABULATED BY:												<input type="checkbox"/> TIE BID <input type="checkbox"/> COMBINED TOTAL <input type="checkbox"/> ITEM PER ITEM		

INVITATION NUMBER: GIAA-003-FY17				Antonio B. Won Pat						Page 2 of 2 pages						
PURCHASE AND DELIVERY OF COPIER MACHINES				International Airport Authority, Guam						Opening Date: 28-Dec-16						
				BID ABSTRACT						Opening Time: 2:00 P.M.						
DESCRIPTION OF SUPPLIES OR SERVICES:		ITEM NO. 4.0														
BIDDER'S NAME		TOTAL PRICE														
1	ALLSTAR Business Systems	\$12,420.00														
2	XEROX Corp.	\$0.00														
3	Island Business Systems	\$10,053.00														
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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:																
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BASIS FOR AWARD: <table border="0"> <tr> <td><input type="checkbox"/> LOWEST RESPONSE</td> <td><input type="checkbox"/> THE BID</td> </tr> <tr> <td><input type="checkbox"/> HIGHEST RESPONSE</td> <td><input type="checkbox"/> COMBINED TOTAL</td> </tr> <tr> <td><input type="checkbox"/> OTHER AWARD</td> <td><input type="checkbox"/> ITEM PER ITEM</td> </tr> </table>											<input type="checkbox"/> LOWEST RESPONSE	<input type="checkbox"/> THE BID	<input type="checkbox"/> HIGHEST RESPONSE	<input type="checkbox"/> COMBINED TOTAL	<input type="checkbox"/> OTHER AWARD	<input type="checkbox"/> ITEM PER ITEM
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<input type="checkbox"/> HIGHEST RESPONSE	<input type="checkbox"/> COMBINED TOTAL															
<input type="checkbox"/> OTHER AWARD	<input type="checkbox"/> ITEM PER ITEM															



**MAJOR SHAREHOLDERS DISCLOSURE AFFIDAVIT**

TERRITORY OF GUAM )  
 HAGATNA, GUAM )ss.  
 )

- 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  
None *[if none, please so state]:*

<u>Name</u>	<u>Address</u>	<u>% of Interest</u>
<u>None</u>		

- 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]:*

<u>Name</u>	<u>Address</u>	<u>Compensation</u>
<u>Michael Salas</u>	<u>137 Murray Blvd., Floor 1</u> <u>Haganta, Guam 96910</u>	<u>3.2%</u>

- 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.

*[Signature]* 12/27/2012  
Pamela S. Quinata - 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 2012

NOTARY PUBLIC

My commission expires:

**JOSEFINA G. JAVELLANA**  
 NOTARY PUBLIC  
 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.

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

**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 are 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.



Franklin P. Taitano

**APPROVED:**



CHARLES H. ADA II  
Executive Manager

Attachments

cc: Evaluation Committee  
Procurement File



Antonio B. Won Pat  
International Airport Authority, Guam  
**Evaluation Score Tally Sheet**

**DESIGNATED AVIATION CHANNELING (DAC) SERVICES**

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

NAME OF FIRM/PROPOSER	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		AVERAGE
	Score	Rank	Score	Rank	Score	Rank	Score	Rank	Rank
Proposer A	88	1	88	1	90	1	90	1	1
Proposer B	78	2	86	2	86	2	81	2	2

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:

<b>BIDDER'S NAME</b>	<b>ITEM NO. 1</b>	<b>ITEM NO. 2</b>
<b>GET, LLC.</b>	NO BID	\$235,000.00
<b>Morrico Equipment LLC</b>	\$23,420.00	\$97,041.00
<b>Far East Equipment Co.</b>	No Bid	\$114,939.65

**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:

Item & Description	Awarded to:	Total Amount
Item 1: Battery Powered Light Towers	Morrice Equipment LLC	\$23,420.00
Item 2: Generator Light Towers	Morrice Equipment LLC	\$97,041.00
<b>Total Contract Award:</b>		<b>\$120,461.00</b>

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 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:

BIDDER'S NAME	ITEM NO. 1	ITEM NO. 2
GET, LLC.	NO BID	\$235,000.00
Morrico Equipment LLC	\$23,420.00	\$97,041.00
Far East Equipment Co.	No Bid	\$114,939.65

**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.

**Morrigo 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.

Morrigo 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:

Item & Description	Awarded to:	Total Amount
Item 1: Battery Powered Light Towers	Morrigo Equipment LLC	\$23,420.00
Item 2: Generator Light Towers	Morrigo Equipment LLC	\$97,041.00
<b>Total Contract Award:</b>		<b>\$120,461.00</b>

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

**APPROVED:**


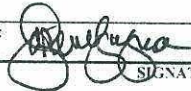
  
**CHARLES H. ADA II**  
Executive Manager

Attachment

cc: Admin/Proc/P&F

  
**Franklin P. Taitano**



INVITATION NUMBER: GIAA-004-FY17		 <div style="text-align: center;"> <b>Antonio B. Won Pat</b>  <b>International Airport Authority, Guam</b>  <b>BID ABSTRACT</b> </div>										Page of pages			
PURCHASE AND DELIVERY OF LIGHT TOWERS												Opening Date: 18-Jan-17		No. of Invitation Issued: 16	
												Opening Time: 2:00 P.M.		No. of Bids Received: 3	
DESCRIPTION OF SUPPLIES OR SERVICES:		Special Reminder to Prospective Bidders	BID GUARANTEE Cashier's Check Letter of Credit Bid Bond	Affidavit Disclosing Ownership / Commissions	Non- Collusion Affidavit	Affidavit re No Gratuities or Kickbacks	Affidavit re Contingent Fees	Affidavit re Ethical Standards	Declaration re Compliance with U.S. DOL Wage	Grant Assurance Form	Business or Contractors License	ADDENDUM(S)	ITEM NO. 1.0 TOTAL PRICE	ITEM NO. 2.0 TOTAL PRICE	
BIDDER'S NAME															
1	GET LLC.	✓	AGA 2869 B BB 15%	✓	✓	✓	✓	✓	✓		✓		No Bid	\$235,000.00	
2	MORRICO Equipment LLC.	✓	KIC 1429 B BB 15%	✓	✓	✓	✓	✓	✓		✓		\$23,420.00	\$97,041.00	
3	FASTEST Equipment Co.	✓	OISB1285 LC	✓	✓	✓	✓	✓	✓		✓		No Bid	\$114,939.65	
4															
5															
6															
7															
8															
9															
10															
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.													<b>BASIS FOR AWARD:</b> <input type="checkbox"/> LOWEST RESPONSIVE BIDDER <input type="checkbox"/> HIGHEST RESPONSIVE BIDDER <input type="checkbox"/> OTHER AWARD		
TABULATED BY:  SIGNATURE													<input type="checkbox"/> TIE BID <input type="checkbox"/> COMBINED TOTAL <input type="checkbox"/> ITEM PER ITEM		



**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]*:

☐ 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 *[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]*:

<u>Name</u>	<u>Address</u>	<u>% of Interest</u>
Allan & Danette Morrison Family Trust	197 Ypao Road, Tamuning, Guam 96913	42.5%
The Serengeti Trust	Same as above	42.5%
The Smith / Paulino Family Trust	Same as above	15.0%

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]*:

<u>Name</u>	<u>Address</u>	<u>Compensation</u>
_____	_____	_____

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.

  
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 18<sup>th</sup> 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

ORIGINAL