MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, July 6, 2017, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The July 6, 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 3:02 p.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
Martin J. Gerber

Offices or positions:
Chairman
Vice Chairperson
Board Secretary

Directors Absent:
Lucy M. Alcorn (Excused)
Rosalinda A. Tolan (Excused)
Deedee S. Camacho (Excused)

GIAA Officials:
Pedro R. Martinez
Jean M. Arriola
Gerard Bautista
Ray Santos
Antonio Taitingfong
Ann Bautista
Victor Cruz
Rolenda Faasumalie
Joseph Javellana
Janalynn Cruz Damian, Esq.
Frank Santos

Deputy Executive Manager
Airport Services Manager
Air Terminal Manager
Airport Fire Chief, Acting
Airport Police Assistant Chief
General Accounting Supervisor
Engineering Supervisor
Airport Marketing Administrator
Program Coordinator IV
GIAA Legal Counsel
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. May 25, 2017 Regular Meeting

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

Resolution No. 17-32

The Board hereby approves the minutes of the May 25, 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

Mr. Frank Santos, Consultant, announced that as indicated at the last Board meeting, the Capital Improvement Projects (CIP) reports are being worked on with Accounting, consolidated and reformatted, therefore the status updates will be available at the next Board meeting. The Board had no objections.

6. NEW BUSINESS

A. Approval of Award for Airfield Pavement Contaminant Removal and Sweeper Services - IFB No. GIAA-006-FY17

Deputy Executive Manager Martinez provided background information to the Board on the referenced IFB. Eleven (11) firms/individuals purchased bid packages and only one (1) firm submitted a bid before the submission deadline. The one (1) firm was evaluated and determined to be acceptable. As required by the Guam Procurement Regulations, the bid was publicly opened and read aloud in the presence of the bidder. The bid price submittal is as follows:

<table>
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<tr>
<th>Hawaiian Rock Products:</th>
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<td>Item No.</td>
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<td>1.b</td>
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<tr>
<td>Total Unit Price for Item 1 (a+b):</td>
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</table>
Deputy Executive Manager Martinez informed the Board that Hawaiian Rock Products has been determined to have met the standards of 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:

The total contract award is for Item 1 (a+b) in the unit amount of $0.90 per square foot for contaminant removal and $0.02 per gallon for disposal services, and for Item 2 in the unit amount of $0.05 per square foot for sweeper services. The firm's extended bid price for Item 1 (a) (Work Order No. 1) in the amount of $175,980.00. Funding for this bid is available under the O & M Budget for FY2017.

Mr. Gerard Bautista, Air Terminal Manager, briefed the Board on the locations and process, stating that the rubber build-up was quite a concern and GIAA was only able to remove one (1) layer of build-up at a time, due to the process being so time consuming. With the new services, the process will be expedited and the hazardous waste will be disposed of in an environmentally safe manner.

Director Sobti inquired on the schedule for these services. Mr. Bautista replied that he is anticipating twice a year.

Director Gerber inquired as to the reason for only one (1) firm providing a bid. Mr. Bautista believed that it was the lack of understanding with regard to the pavement contaminants. Vice Chairperson Sgro inquired on the funds available for this project under the O & M budget. Legal counsel clarified that all services under the contract shall be by work orders that will be issued whenever the services are required, based on the unit prices contained in the bid.

Director Gerber inquired on the purchasing of equipment. Ms. Jean Arriola, Airport Services Manager, added that the contract terms would be one year with the option to extend, leaving that opportunity open. Mr. Frank Santos also added that the Airport's own equipment is currently providing the sweeping services to the runway, however both machines are down, the contract would eliminate purchasing, operating and maintenance.

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

**Resolution No. 17-33**
The Board hereby approves the contract award for Airfield Pavement Contaminant Removal and Sweeper Services - IFB No. GIAA-006-FY17 to Hawaiian Rock Products, Item 1 (a+b) in the unit amount of $0.90 per square foot for contaminant removal and $0.02 per gallon for disposal.
services, and for Item 2 in the unit amount of $0.05 per square foot for sweeper services, subject to review by legal counsel.

B. Approval of Award for Creative Design, Production, and Passenger and Customer Service Programs - RFP No. GIAA-005-FY17

Deputy Executive Manager Martinez 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 seventeen (17) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the four (4) 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 D
3. Proposer A
4. Proposer B

Management recommends the approval of the ranking results and the contract award to Proposers C and D, the highest ranked proposers, 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.

The Chairman inquired on the services. Ms. Rolenda Faasualalie, Airport Marketing Administrator, replied that the creative services fall under the Marketing division, and business prospectus and corporate profile development, videography and graphic support, and for customer service programs, there are plans to do surveys at passenger touch points to evaluate performance and find ways to increase passenger satisfaction.

Vice Chairperson Sgro asked if any of these programs are related to the International Arrivals Corridor project. Ms. Faasualalie replied that signage for the International Arrivals Corridor project will be included. Vice Chairperson Sgro went on to inquire if there was an established budget. Ms. Faasualalie informed the Board that a budget was submitted as part of the O & M budget for FY2017. Ms. Jean Arriola added that the contract includes approximately 7-8 service areas, and work will be assigned on a task order basis. Yearly recurring tasks include GIAA's Annual Report, GIAA Website and other collateral materials. The annual budget is about $250,000.00 - $300,000.00. The Deputy Executive Manager informed the Board that the contract is for a period of three (3) years with two (2) one (1) year options to renew.

After further discussion, on motion duly made by Vice Chairperson Sgro, seconded by Director Gerber, the following resolution was unanimously approved:
Resolution No. 17-34
The Board hereby approves the ranking results as presented and the contract award to Proposers C & D for Creative Design, Production, and Passenger and Customer Service Programs - RFP No. GIAA-005-FY17, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Deputy Executive Manager Martinez informed the Board that Proposer 'C' is Big Fish Creative and Proposer 'D' is Ruder Integrated Marketing Strategies.

C. Approval of Award for Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction - RFP No. GIAA-006-FY17

Deputy Executive Manager Martinez 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 twenty-three (23) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the seven (7) 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 G
2. Proposer E
3. Proposer F
4. Proposer A
5. Proposer D
6. Proposer B
7. Proposer C

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

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

Resolution No. 17-35
The Board hereby approves the ranking results as presented and the contract award to Proposer G for Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction - RFP No. GIAA-006-FY17, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.
Deputy Executive Manager Martinez informed the Board that Proposer 'G' is Lyon Associates, Inc.

D. Approval of Board Resolution No. 17-36: Agreement for Legal Services

Director Sobti and Director Gerber chose not to participate in the discussion on the referenced extension to Legal Services Agreement because of conflict of interest with Torres Law Group.

Due to the lack of a quorum to vote on the matter, Chairman Duenas announced that this item would be tabled until the next Board meeting.

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 May 31, 2017. Ms. Bautista reported that year-to-date Total Signatory Revenues are above budgeted revenues by 4.5%, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by -0.6% and above budget by 6.2%, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by 28.4%. Year-to-date Total Operating Revenues Actual of $51.9M is 8.5% above the budget estimate of $47.9M. Year-to-date Total Operating Expenses are below budget by -4.8%. Components of this line item include a -2.4% decrease in Personnel Service, a -1.1% decrease in Contractual Services, a -58.0% decrease in Materials & Supplies and a -61.5% decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of $22.6M reflects an increase of 32.7% over the year-to-date budgeted amount of $17.1M. Ms. Bautista reported that the year-to-date Debt Service Coverage is at 1.59 versus the requirement of 1.25.

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Sobti, seconded by Vice Chairperson Sgro, and unanimously approved, the Board recessed to convene into Executive Session after the recess at 3:42 p.m.
The Board convened into Executive Session at 3:48 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Duenas, Sgro, Sobti and Gerber, Deputy Executive Manager Martinez, and Legal Counsel, Janalynn Cruz Damian. Also present was the court reporter who will prepare a transcript of the Executive Session.

Executive Session adjourned at 4:11 p.m., at which time the Board reconvened the regular session.

At this time Chairman Duenas announced that relative to the civil lawsuit brought on by Mr. Joshua Mesa against the Airport and GIAA Police Officer Vincent Castro, the Board requests that Legal Counsel work with Management on all issues relating to that lawsuit.

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

Resolution No. 17-36
The Board hereby directs and authorizes Legal Counsel to work with GIAA Management on all issues relating to the civil lawsuit brought on by Mr. Joshua Mesa versus the Airport and GIAA Police Officer Vincent Castro.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Director Sobti, seconded by Director Gerber; motion unanimously passed. The meeting was adjourned at 4:12 p.m.

Dated this 27th day of July, 2017.

Ricardo C. Duenas
Chairman

Gurvinder Sobti
Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

Attest:
BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, July 6, 2017
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
Guam Daily Post — June 28, 2017
Notice to Media — June 28, 2017

Second Notice:
Guam Daily Post — July 3, 2017
Notice to Media — July 3, 2017

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   A. May 25, 2017 Regular Meeting
4. Correspondence
5. Old Business
   A. Status Updates of Capital Improvement Projects
6. New Business
   A. Approval of Award for Airfield Pavement Containment Removal and Sweeper Services - IFB No. GIAA-006-FY17
   B. Approval of Award for Creative Design, Productions, and Passenger and Customer Service Programs - RFP No. GIAA-005-FY17
   C. Approval of Award for Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction - RFP No. GIAA-006-FY17
   D. Approval of Board Resolution No. 17-36: Agreement for Legal Services
7. Report of Executive Manager
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, July 6, 2017
GIAA Terminal Conference Room #3

SIGN-IN SHEET

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<thead>
<tr>
<th>PRINT NAME</th>
<th>COMPANY/AGENCY</th>
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<tbody>
<tr>
<td>1. Tricia Beranove</td>
<td>Sen. Agnon's office</td>
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<td>2. Antonio Iwaguy</td>
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<td>3. Frank P. Taitano</td>
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<td>4. Ray Santos</td>
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<td>5. Dan Quinones</td>
<td>GIAA - Proc.</td>
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<td>6. J. Savelona</td>
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<td>7. Nestor Licanto</td>
<td>KVAM</td>
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<td>8. Victor J. Cruz</td>
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<td>10. John Vazquez</td>
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<td>11. Lehua Law-Beingy</td>
<td>Lotte-Duty Free</td>
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<td>12. Lara Otaki</td>
<td>Glimpses Publications</td>
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<td>13. Kyle Moore</td>
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<td>14. Gerard Bautista</td>
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<td>15. Ann Pautista</td>
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<td>16. Frankie Santos</td>
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Cargo captain: Fitzgerald failed to heed warnings

(Reuters) - A U.S. warship struck by a container vessel in Japanese waters failed to respond to warning signals or take evasive action before a collision that killed seven of its crew, according to a report of the Incident by the Philippine cargo ship's captain.

Multiple U.S. and Japanese investigations are under way into how the guided missile destroyer USS Fitzgerald and the much larger ACX Crystal container ship collided in clear weather south of Tokyo Bay in the early hours of June 17.

In the first detailed account from one of those directly involved, the cargo ship's captain said the ACX Crystal had signaled with flashing lights after the Fitzgerald "suddenly" steamed on to a course to cross its path.

The container ship steered hard to starboard (right) to avoid the warship, but hit the Fitzgerald 10 minutes later at 1:30 a.m., according to a copy of Captain Ronald Advincula's report to Japanese ship owner Dainichii Investment Corporation that was seen by Reuters.

The U.S. Navy declined to comment and Reuters was not able to independently verify the account.

The collision tore a gash below the Fitzgerald's waterline, killing seven sailors in what was the greatest loss of life on a U.S. Navy vessel since the USS Cole was bombed in Yemen's Aden harbor in 2000.

Those who died were in their berthing compartments, while the Fitzgerald's commander was injured in his cabin, suggesting that no alarm warning of an imminent collision was sounded.

A spokesman for the U.S. Navy's Seventh Fleet in Yokosuka, the Fitzgerald's home port, said he was unable to comment on an ongoing investigation.

The incident has spurred six investigations, including two internal hearings by the U.S. Navy and a probe by the United States Coast Guard (USCG) on behalf of the National Transportation Safety Board. The Japan Transport Safety Board, the JCG and the Philippine government are also conducting separate investigations.

Spokesmen from the Japan Coast Guard (JCG), U.S. Coast Guard and ship owner, Dainichii Invest, also declined to comment. Reuters was not able to contact Advincula, who was no longer in Japan.

The investigations will examine witness testimony and electronic data to determine how a naval destroyer collided with a merchant vessel more than three times its size.

Another focus of the probes has been the length of time it took the ACX Crystal to report the collision. The JCG said it first notified at 2:25 a.m., nearly an hour after the accident.

In his report, the ACX Crystal's captain said there was "confusion" on its ship's bridge, and that it turned around and returned to the collision site after continuing for 6 nautical miles (11 km).

Shipping data in Thomson Reuters Eikon shows that the ACX Crystal, charted by Japan's Nippon Yusen KK, made a complete U-turn between 12:58 a.m. and 2:46 a.m.

Japan mulls putting air-to-surface missiles on F-35s

TOKYO (The Japan News/Yomiuri) - The government is considering equipping cutting-edge F-35 stealth fighters with air-to-surface missiles, which are capable of striking remote targets on land, and plans to deploy these fighters to the Air Self-Defense Force.

The Yomiuri Shimbun has learned.

It will become the first introduction of such missiles for the Self-Defense Forces.

The government hopes to allocate relevant expenses in the fiscal 2018 budget, according to sources close to the government.

The main purpose of the introduction is to prepare for emergencies on remote Japanese islands.

Some experts believe the government is also eyeing possession of the capability of attacking targets such as enemy bases for the purpose of defending the country.

According to the sources, F-35 fighter jets that will replace the ASDF's F-4 fighter aircraft are employed by U.S. forces and others.

The F-35 aircraft has an advanced stealth capability that makes the aircraft less visible on enemy radar.

The ASDF plans to introduce a total of 42 units of the F-35 and gradually deploy them to the Misawa Air Base in Aomori Prefecture starting at the end of this fiscal year.

The government is considering introducing some additional capabilities for the aircraft.

GSATouch (Ahsal) Slihten Hirn (Hira) Department of Administration Government of Guam

146 Route 1 Marine Drive, P.O. Guam 99915
Tel: 472-7297-13 Fax: 472-4277-1727

THIS ADVERTISEMENT WAS PAID WITH GOVERNMENT FUNDS BY:

BUREAU OF STATISTICS & PLANS

A non-refundable fee of $10.00 per bid package will be assessed.
Certified Check, Cashier's Check, Cash will be accepted. No personal checks will be accepted.
Payment for bid package will be accepted if postmark of date of advertisement.

INVITATION FOR BID

BID NO.: GSA-040-17
FOR:
GLOBAL NAVIGATION SATELLITE SYSTEM (GNSS) REFERENCE STATION WITH REAL TIME BROADCAST, GEOSTATtical SERVICES FOR THE INSTALLATION, CONFIGURATION, SURVEY, AND REPORT OF THE REFERENCE STATION, EQUIPMENT REFRESH, AND TIMETILE MAPPING GS UNCERTIFIED TRAINING

Opening Date: July 13, 2017
Time: 10:00AM
Place: GENERAL SERVICES AGENCY, P.O. GUAM

Note: Bid packages could be picked up at the General Services Agency located to P.O. Guam next to the fire station or may be acquired in the GSA Website: gsa.doi.gov.gu; please follow the instructions once downloaded.

The bid package will be submitted in a sealed envelope, with the name of the company on the outside of the envelope, or electronically by email to the email address above. The bid must be received by the specified time and date stated above or at the time of advertisement and may be mailed to the GSA website: gsa.doi.gov.gu from the date of advertisement.

GSA recommends that prospective bidders register current contact information with GSA to ensure they receive any notices regarding any changes or updates to the RFP. The procuring agency and GSA will not be liable for failure to provide notice to any party who did not register current contact information.

By: CLAIRE S. ALEFILIE
Chief Procurement Officer
HK residents march; China draws a 'red line'

HONG KONG (The Washington Post) - Tens of thousands of Hong Kong residents marched through the streets in defense of their cherished freedoms Saturday, in the face of what many see as a growing threat from mainland China, exactly two decades after the handover from British rule.

Earlier in the day, China's president, Xi Jinping, marked the 20th anniversary of the handover with his sternest warning yet to the territory's people: You can have autonomy, but don't do anything that challenges the authority of the central government or undermines national sovereignty.

Under the terms of the 1997 handover, China promised to grant Hong Kong a high degree of autonomy for at least 50 years, but Xi said it was important to have a "correct understanding" of the relationship between one country and two systems.

"One country is like the roots of a tree," he told Hong Kong's elite after swearing in a new chief executive to govern the territory, Carrie Lam. "For a tree to grow and flourish, its roots must run deep and strong. The concept of one country, two systems was advanced first and foremost to realize and uphold national sovereignty."

Many people in Hong Kong accused China of violating the territory's autonomy in 2015 by seizing five publishers who were putting out glossy books about the Chinese leadership and allegedly distributing them in the mainland.

Some are also angry that Beijing intervened to disqualify newly elected pro-democracy lawmakers who failed to correctly administer the oath of office last year. Many people are worried about a steady erosion of press freedom, and that in a range of areas China is increasingly determined to call the shots.

But Xi made it clear that challenges to Beijing's authority would not be allowed.

"Any attempt to endanger China's sovereignty and security, challenge the power of the central government, and the authority of the Basic Law of the Hong Kong Special Administrative Region, or use Hong Kong for infiltration or sabotage activities against the mainland, is an act that crosses the red line and is absolutely impermissible," he said.

"But I still have hope. Seeing all the people around me today, the people of Hong Kong are still fighting for what we value."

- Anson Woo, 19.

But that message didn't appear to go down well on the streets of Hong Kong. Organizers said more than 60,000 people joined Saturday's annual march, which they said was meant to deliver a message to the Chinese president.

"He's threatening Hong Kong's people, saying he has the power to make us do what he wants," said student Anson Woo, 19. "But I still have hope. Seeing all the people around me today, the people of Hong Kong are still fighting for what we value."

A poll by the Chinese University of Hong Kong showed people here attach even greater importance to judicial independence and freedom of the press than to economic development. Any notion that Hong Kong as a city is only about making money is clearly not accurate.

"We have to take the chance to express our views while we still can," said student Chan Sui Yan, 15. "They say it is one country, two systems, but right now we are losing a lot of the rights we value."

Some chanted slogans demanding democracy, criticizing the territory's ruling elite or the Communist Party, many called for the release of Nobel laureate and democracy icon Liu Xiabo, imprisoned in China since 2008 and this week taken to a hospital under close guard for treatment for advanced liver cancer.

"We want to show the mainland there are other voices, outside the official voice," said teacher Tong Siu, 53. "We want to safeguard the core values of Hong Kong."

In his speech, China's leader said that if the concept of one country, two systems was a great success, and should be implemented "unswervingly" and not be "bent or distorted."

NOTICE OF GOVERNMENT MEETING

The Contractors License Board will hold a special board meeting to be held on Wednesday, July 05, 2017 at 10:00 a.m. at the Contractors License Board conference room, located at 542 North Marine Corps Drive in Upper Tumon.

For any special accommodations, please contact our office at 649-2211/9676.
1. CALL TO ORDER AND ATTENDANCE

The May 25, 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 3:02 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:  
Ricardo C. Duenas   Chairman  
Katherine C. Sgro   Vice Chairperson  
Gurvinder "Bic" Sobti   Board Secretary  
Martin J. Gerber  
Rosalinda A. Tolan  
Deedee S. Camacho

Directors Absent:  
Lucy M. Alcorn (Excused)

GIAA Officials:  
Pedro R. Martinez   Deputy Executive Manager  
John A. Rios   Comptroller  
Jean M. Arriola   Airport Services Manager  
Daniel Stone   Airport Fire Chief, Acting  
Edward Muna   Operations Superintendent  
Rolenda Faasumalie   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. APPROVAL OF AGENDA

Chairman Duenas informed the Board that report on the Updates of Capital Improvement Projects will be presented at the next meeting, therefore this item will be tabled until next Board meeting.
Motion to accept the change to the agenda duly made by Director Tolan, seconded by Director Sobti; motion unanimously passed.

3. APPROVAL OF MINUTES

A. April 27, 2017 Regular Meeting

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

Resolution No. 17-31
The Board hereby approves the minutes of the April 27, 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 - TABLED

6. NEW BUSINESS

Deputy Executive Manager Martinez had no New Business to present.

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

Mr. Rios reported on the revenues and expenses of the Authority as of April 30, 2017. Mr. Rios reported that year-to-date Total Signatory Revenues are above budgeted revenues by 4.8%, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by -0.7% and above budget by 5.3%, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by 27.0%. Year-to-date Total Operating Revenues Actual of $45.4M is 8.3% above the budget estimate of $42.0M. Year-to-date Total Operating Expenses are below budget by -6.6%. Components of this line item include a -4.8% decrease in Personnel Service, a -2.6% decrease in Contractual Services, a -57.4% decrease in Materials & Supplies and a -61.5% decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of $19.9M reflects an increase of 35.9% over the year-to-date budgeted amount of
$14.7M. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.60** versus the requirement of **1.25**.

9. **EXECUTIVE SESSION**

Chairman Duenas announced that there would be no Executive Session.

10. **PUBLIC COMMENTS**

There were no Public Comments.

11. **ADJOURNMENT**

Motion to adjourn duly made by Director Tolan, seconded by Vice Chairperson Sgro; motion unanimously passed. The meeting was adjourned at 3:10 p.m.

Dated this __________, day of __________________, 2017.

Attest:

_________________________________________  ______________________________________
Ricardo C. Duenas                      Gurvinder Sobti
Chairman                               Secretary

Prepared and Submitted By:

______________________________  ______________________________________
Amanda O'Brien-Rios                 Prepared and Submitted By:
Corresponding Secretary
INVITATION FOR BID
AIRFIELD PAVEMENT CONTAMINANT REMOVAL AND SWEEPER SERVICES
IFB NO. GIAA-006-FY17
July 6, 2017

Purpose

Board action is requested to approve the bid award of the above purchase under the Invitation For Bid No. GIAA-006-FY17.

Background

The bid is for the airfield pavement contaminant removal and sweeper services for the airport facility.

Procurement Background

The solicitation announcement was advertised through the local newspapers during the months of May & June 2017. The bid submission deadline and bid opening took place on June 20, 2017.

Eleven (11) firms/individuals purchased bid package and only one (1) firm submitted bid proposal before the submission deadline. The proposal was evaluated and determined that the firm to be acceptable. As required by the Procurement Rules and Regulations, the bids were publicly opened and read aloud in the presence of the bidder.

The submitted bid is presented below:

<table>
<thead>
<tr>
<th>Hawaiian Rock Products:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Item No.</strong></td>
<td><strong>Estimated Quantity for Work Order No. 1</strong></td>
</tr>
<tr>
<td>1.a</td>
<td>195,534 Sq. Ft.</td>
</tr>
<tr>
<td>1.b</td>
<td>Disposal of waste</td>
</tr>
<tr>
<td><strong>TOTAL UNIT PRICE FOR ITEM 1 (a+ b):</strong></td>
<td><strong>$0.92</strong></td>
</tr>
<tr>
<td><strong>TOTAL EXTENDED PRICE FOR ITEM 1.a.</strong></td>
<td><strong>$</strong></td>
</tr>
</tbody>
</table>
Exec Summary
Airfield Pavement Contaminant Removal & Sweeper Services
Page 2

<table>
<thead>
<tr>
<th></th>
<th>Sweeper services</th>
<th>Square Feet</th>
<th>$0.05</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

TOTAL UNIT PRICE FOR ITEM 2: $0.05

**Legal Review**

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

**Financial Review**

The total contract award for Item 1(a+b) in the amount of $0.92/s.f. for contaminant removal and disposal services, and for Item 2 in the amount of $0.05/s.f. for sweeper services. Funding for this bid is available under the O & M Budget for FY2017.

**Recommendation**

Management recommends the contract award to Hawaiian Rock Products, who has been determined to have met the standards of responsibility and responsiveness outlined in Guam Procurement Regulation.
MEMORANDUM

TO: Charles H. Ada II, Executive Manager
FROM: Franklin P. Taitano, Supply Management Administrator
SUBJECT: Bid Evaluation and Recommendation “Invitation For Bid” Airfield Pavement Contaminant Removal and Sweeper Services IFB No. G1AA-006-FY17

Procurement Background:
The above referenced Invitation For Bid was publicly announced through the local newspaper during the months of May and June 2017. The bid submission deadline and bid opening took place on June 20, 2017.

Eleven (11) firms/individuals purchased the bid package and only one (1) firm submitted proposal before the bid submission deadline. The bid submittal was opened in the presence of the bidder and several G1AA 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>Hawaiian Rock Products:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Item No.</strong></td>
<td><strong>Estimated Quantity for Work Order No. 1</strong></td>
</tr>
<tr>
<td>1.a</td>
<td>195,534 Sq. Ft.</td>
</tr>
<tr>
<td>1.b</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL UNIT PRICE FOR ITEM 1 (a+ b):</strong></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL EXTENDED PRICE FOR ITEM 1.a.</strong></td>
<td></td>
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<tr>
<td>2.</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL UNIT PRICE FOR ITEM 2:</strong></td>
<td></td>
</tr>
</tbody>
</table>
Bid Analysis and Evaluation:
Pursuant to Section 9.1 of the Instructions to Bidders, the Contract will be awarded, if it is to be 
awarded, as soon as possible to the responsible bidder with the lowest responsive unit price bid 
per Item No., provided the bid is reasonable and is in the interest of GIAA to accept it. Thus, two 
awards will be made – (1) to the lowest responsible and responsive total unit price bid for Item 1 
(a + b), and (2) to the lowest responsible and responsive total unit price bid for Item 2. 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.

**Hawaiian Rock Products:** The firm has submitted a bid for Item 1(a+b) in the unit amount of 
$0.92 per s.f., and Item 2 in the unit amount of $0.05 per s.f.. The firm’s extended bid price for 
Item 1(a)(Work Order No.1) is $175,980.60. The bidder submitted a copy of their current Guam 
Business License #1618281. 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 
bemade to the lowest responsible, responsive bidder. Hawaiian Rock Products has been 
determined to have met the standards of responsibility and responsiveness outlined in the Guam 
Procurement Regulations and has deemed to be the lowest responsible, responsive bidder.

Therefore, it is recommended that **Hawaiian Rock Products** be awarded the contract for Item 1 
(a+b) in the amount of $0.92 / s.f. for contaminant removal and disposal services, and for Item 2 
in the amount of $0.05 / s.f. for sweeper services. All services under the contract shall be by 
work order based upon the unit prices.

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

Franklin P. Taitano

APPROVED:

[Signature]

**CHARLES H. ADA II**
Executive Manager

attachment
cc: Admin/Proc/P&F
AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF _HAGATNA____ )
) ss.
TERRITORY 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] HAWAIIAN ROCK PRODUCTS, 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>
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</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>
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</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.

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 20TH day of JUNE 2017

Maria S. Pangelinan
NOTARY PUBLIC
My commission expires: April 14, 2018
<table>
<thead>
<tr>
<th>Item</th>
<th>Company Name</th>
<th>BID Amount</th>
<th>%</th>
<th>Bond Amount</th>
<th>Bond Type</th>
<th>Status</th>
<th># of Items</th>
<th>Total Price</th>
<th>Total Int. Price</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Hawaiian Rock Products</td>
<td>$85,000</td>
<td>15%</td>
<td>$0.92</td>
<td>C</td>
<td>A (B)</td>
<td>3</td>
<td>$175,980.40</td>
<td>$175,980.40</td>
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</table>

Notes: Only bids received in response to informal invitation are open to public inspection; bid date of all bidders have been notified.

[Signature]

Date: 1/10/14

[Signature]
<table>
<thead>
<tr>
<th>Vendor No.</th>
<th>COMMENTS</th>
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<tbody>
<tr>
<td>1</td>
<td>(A) SUBCONTRACTOR &quot;NONE&quot; (B) PROJ LIST 2011 - 2016, NYDEPUPRSG (C) QUC #1289366, #2695477, #1803608 #1823369</td>
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Prepared By: ____________________________

Signature: ____________________________
Purpose

Board action is requested to approve the ranking results based on the evaluation process performed through the Request For Proposals (RFP) No. GIAA-005-FY17 for Creative Design, Production, and Passenger and Customer Service Programs.

Background

The referenced RFP solicits proposals from professional firms to provide professional expertise for creative design, production, and passenger and customer programs services.

Procurement Background

The above referenced RFP was advertised in the local newspapers throughout the months of May & June 2017. The established deadline to submit the proposals was on June 9, 2017.

A total of Seventeen (17) firms showed their interest by obtaining the RFP package; and four (4) 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 D
3. Proposer A
4. 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.

Financial Review

The Creative Design, Production, and Passenger and Customer Service Programs Agreement will be funded from the approved O & M Budget for Fiscal Year 2017.

Recommendation

Management recommends the approval of the ranking results and the contract award to Proposers C & D, as the highest ranked proposers for Creative Design, Production, and Passenger and Customer Service Programs subject to a fair and reasonable fees.
July 5, 2017

MEMORANDUM

TO: Charles H. Ada II, Executive Manager

FROM: Franklin P. Taitano, Supply Management Administrator

SUBJECT: Evaluation and Recommendation - Request For Proposal (RFP)
Creative Design, Production, and Passenger and Customer Service Programs
RFP No. GIAA-005-FY17

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide creative design, production and passenger customer service programs to airport. The advertisement for this RFP was published in the local newspaper for the months of May & June 2017. The deadline to submit the proposals was on June 9, 2017.

Seventeen (17) firms/individuals acknowledged receipt of the package and four (4) 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 two most responsive and responsible offeror based on the evaluation criteria. The committee which Management established to evaluate the firms' qualifications included the following:

a. Jean M. Arriola, Airport Services Manager
b. John Rios, Comptroller
c. Rolenda Faasauamalie, Airport Marketing Administrator
d. Frank R. Santos, Expansion Office

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

1. Proposer C
2. Proposer D
3. Proposer A
4. Proposer B
Recommendation

Based on the tabulation of the proposers ranking, it is determined that Proposers C & D, 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 C & D, as the highest ranked proposer for the Creative Design, Production, and Passenger and Customer Service Programs 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
CREATIVE DESIGN, PRODUCTION, AND PASSENGER
AND CUSTOMER SERVICE PROGRAMS
RFP NO. RFP-005-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>
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<tr>
<td>Proposer D</td>
<td>90</td>
<td>2</td>
<td>92</td>
<td>2</td>
<td>84</td>
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<tr>
<td>Proposer A</td>
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<td>3</td>
<td>77</td>
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<td>83</td>
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<tr>
<td>Proposer C</td>
<td>95</td>
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<td>93</td>
<td>1</td>
<td>93</td>
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<tr>
<td>Proposer B</td>
<td>78</td>
<td>4</td>
<td>64</td>
<td>4</td>
<td>57</td>
</tr>
</tbody>
</table>

Evaluators
No. 1: Jean M. Arriola
No. 2: John Rios
No. 3: Rolenda Faasualnie
No. 4: Frank R. Santos
Purpose

Board action is requested to approve the ranking results based on the evaluation process performed through the Request For Proposals (RFP) No. GIAA-006-FY17 for Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction.

Background

The referenced RFP solicits proposals from professional firms to provide construction management services for construction to the new aircraft rescue & fire fighting (ARFF) building.

Procurement Background

The above referenced RFP was advertised in the local newspapers throughout the months of May & June 2017. The established deadline to submit the proposals was on June 23, 2017.

A total of twenty three (23) firms showed their interest by obtaining the RFP package; and seven (7) 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 G
2. Proposer E
3. Proposer F
4. Proposer A
5. Proposer D
6. Proposer B
7. Proposer C
Legal Review

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

Financial Review

The Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction will be funded under the FAA AIP.

Recommendation

Management recommends the approval of the ranking results and the contract award to Proposers G, as the highest ranked proposers for Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction 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.
July 5, 2017

MEMORANDUM

TO: Charles H. Ada II, Executive Manager

FROM: Daniel Quitigua, Buyer II

SUBJECT: Evaluation and Recommendation - Request For Proposal (RFP) Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction RFP No. GIAA-006-FY17

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide construction management services for GIAA (ARFF) facility construction. The advertisement for this RFP was published in the local newspaper for the months of May & June 2017. The deadline to submit the proposals was on June 23, 2017.

Twenty Three (23) firms/individuals acknowledged receipt of the package and seven (7) 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. Jean M. Arriola, Airport Services Manager
b. Victor Cruz, Engineering Supervisor
c. Tony Laniog, Engineer III
d. Frank R. Santos, Expansion Office

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

1. Proposer G
2. Proposer E
3. Proposer F
4. Proposer A
5. Proposer D
6. Proposer B
7. Proposer C
Recommendation

Based on the tabulation of the proposers ranking, it is determined that Proposers G, 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 G, as the highest ranked proposer for the CM Services for GIAA (ARFF) Facility Construction 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:

Daniel Quinatau

CHARLES H. ADA II
Executive Manager

Attachments

CC: Evaluation Committee
Procurement File
CONSTRUCTION MANAGEMENT SERVICES FOR GIAA AIRCRAFT RESCUE &
FIRE FIGHTING (ARFF) FACILITY CONSTRUCTION
RFP NO. GIAA-006-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>
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<td></td>
<td>Score</td>
<td>Rank</td>
<td>Score</td>
<td>Rank</td>
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<tr>
<td>Proposer E</td>
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<tr>
<td>Proposer G</td>
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<tr>
<td>Proposer D</td>
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<td>2</td>
<td>86</td>
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<tr>
<td>Proposer C</td>
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<tr>
<td>Proposer A</td>
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<td>4</td>
<td>86</td>
<td>6.5</td>
<td>85</td>
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</table>

Evaluators
No. 1: Jean M. Arriola
No. 2: Victor Cruz
No. 3: Tony Laniog
No. 4: Frank R. Santos
AIRLINE ISSUES

United Airlines

United Airlines commemorated milestone years of service to a couple of destinations during the month of June and July:

On June 30, United celebrated **30 years of service to Fukuoka**. Flight 166 was greeted with a water salute and a lei greeting with Guam Beauty Queens and cultural dancers.

On July 3, United celebrated **35 years of direct service to Manila Philippines**, on the inbound flight. A similar celebration on the outbound was held at the Gate for UA 183 where passengers were treated to refreshments and cultural entertainment.

Jeju Airlines

GIAA welcomes new station manager, Mr. Sooyong Cha, to Guam. Mr. Cha started his appointment here on June 15, 2017. Jeju Airlines will also commence a second evening flight from Seoul. Jeju’s flights will depart Seoul, with the first flight leaving at 8:30pm and second flight at 9:35pm. The second evening flight will begin on July 6, 2017, serviced by a B737, with a seating capacity of 182.

Uzbekistan Airways

Uzbekistan Airways will once again conduct charter travel from Nagoya to Guam with 33 round trip service, beginning July 28 through August 28, 2017. Nagoya- Guam 33 round trip passenger service July 28 through August 29, 2017, utilizing an A320-200 with a seat capacity of 150 Passengers.

TEM Enterprises dba XTRAirways

XTRAirways, has filed for economic authority with the USDOT for a two-year period for air transport of persons, property and mail between Guam and the Northern Mariana Islands and Tinajin and Hangzhou China. In their application to the USDOT, they indicate their intention to operate sometime in 2017, on a B737-800, with 162 economy seats and 8 business class seats. XTRAirways is headquartered in Coral Gables, Florida. Interestingly, they also held a job fair on July 1, 2017.

GIAA FY2018 Operating Budget

The FY2018 budget has been through several internal reviews. Signatory Airlines will be provided the budget for review this week and a follow up meeting scheduled for the week of July 24, 2017.

LEGISLATIVE/REGULATORY ISSUES

Federal Aviation Administration

The FAA funded Safety Management System (SMS) program kicked off with a Workshop held from June 9 through 23, 2017, conducted by AECOMM, who bid for and was awarded the contract. The
SMS program is a formal top down organization wide approach to managing safety risk and assuring the effectiveness of safety risk controls. It includes systematic procedures, practices and policies for the management of safety risk.

**PROCUREMENT ISSUES**

**RFP- Construction Management Services for GIAA ARFF Facility Construction**
Announced: May 30, 2017
Submission Deadline: June 23, 2017 @4pm

**IFB – AIRFIELD PAVEMENT CONTAMINANT REMOVAL AND SWEEPER SERVICES**
Announced: May 23, 2017
Pre Bid Meeting: May 30, 2017, 10 am
Submission Date: June 20, 2017, 2pm

**IFB ARFF Facility Phase I – Demolition, Remediation and Site preparation**
Announced: June 5, 2017
Pre Bid Meeting: June 12, 2017@ 10am
Submission Deadline: July 6, 2017 @ 2pm

**ANNOUNCEMENTS**

- On June 20, 2017, the official BHS completion ceremony was held, and the airport and the Governor presented media with a new, state of the art Baggage Handling System tour, in back of ticket counters.
- The “International Arrivals Corridor” groundbreaking event is scheduled for July 19, 2017 @ 4pm. We look forward to your participation in the unique “Block Party”, that is planned to commemorate the third largest capital improvement by the Airport on the day and time above mentioned.
- GIAA Management congratulates Chairman Rick Duenas and Director Bic Sobti for their confirmation and swearing in ceremony held June 13, 2017 at the Governor’s chambers. We thank you for your past efforts and look forward to your continued service.
MEMORANDUM

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

From: John A. Rios  
Comptroller

Subject: Operating Results – Revenues and Expenses as of May 31, 2017

July 3, 2017

Attached herewith is GIAA’s Operating Results Report for the month ending May 31, 2017. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended May 31, 2017.

The key operating results for 8 month(s) of FY2017 ending May 31, 2017 – (in $000's) are

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>Actual FY17 Current Month</th>
<th>Budget FY17 Y-T-D</th>
<th>Actual FY17 Y-T-D</th>
<th>% Variance Budget vs. Actual Y-T-D Current Month</th>
<th>Forecast for Full Year FY17</th>
<th>% Variance Budget vs. Estimate for Full Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Signatory Revenues</td>
<td>$ 2,540.9</td>
<td>$ 19,686.5</td>
<td>$ 20,572.8</td>
<td>4.5%</td>
<td>$ 31,062.1</td>
<td>2.9%</td>
</tr>
<tr>
<td>Total Concession Revenues</td>
<td>$ 1,624.2</td>
<td>$ 13,029.1</td>
<td>$ 12,950.1</td>
<td>-0.6%</td>
<td>$ 19,533.8</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Total PFC's</td>
<td>$ 667.2</td>
<td>$ 4,621.5</td>
<td>$ 4,908.2</td>
<td>6.2%</td>
<td>$ 7,446.8</td>
<td>4.0%</td>
</tr>
<tr>
<td>Total Other Revenues</td>
<td>$ 1,679.8</td>
<td>$ 10,554.6</td>
<td>$ 13,552.4</td>
<td>28.4%</td>
<td>$ 18,798.9</td>
<td>19.0%</td>
</tr>
<tr>
<td>Total Operating Revenues</td>
<td>$ 6,512.1</td>
<td>$ 47,891.7</td>
<td>$ 51,983.5</td>
<td>8.5%</td>
<td>$ 76,841.6</td>
<td>5.6%</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$ 3,849.4</td>
<td>$ 30,820.3</td>
<td>$ 29,334.2</td>
<td>-4.8%</td>
<td>$ 42,943.0</td>
<td>-3.3%</td>
</tr>
<tr>
<td>Net Revenues from Operations</td>
<td>$ 2,662.7</td>
<td>$ 17,071.4</td>
<td>$ 22,649.3</td>
<td>32.7%</td>
<td>$ 33,698.6</td>
<td>19.7%</td>
</tr>
<tr>
<td>Non-Operating Expenses</td>
<td>$ 42.8</td>
<td>$ 675.0</td>
<td>$ 530.4</td>
<td>-21.4%</td>
<td>$ 530.4</td>
<td>-21.4%</td>
</tr>
<tr>
<td>Other Available Moneys/other</td>
<td>$ 529.9</td>
<td>$ 4,506.3</td>
<td>$ 4,369.9</td>
<td>-3.0%</td>
<td>$ 6,623.0</td>
<td>-2.0%</td>
</tr>
<tr>
<td>Net Debt Service Coverage</td>
<td>1.49</td>
<td>1.25</td>
<td>1.59</td>
<td>26.6%</td>
<td>1.6</td>
<td>16.2%</td>
</tr>
</tbody>
</table>
Year-to-date Total Signatory Revenues for the month ending May 31, 2017 are above Budgeted revenues by 4.5%. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are -0.6% below budget while Passenger Facility Charges are above the budget estimate by 6.2%.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by 28.4%.

Year-to-date Total Operating Revenues actual of $51.9M is 8.5% above the budget estimate of $47.9M.

Year-to-date Total Operating Expenses are below budget by -4.8%. Components of this line item include a -2.4% decrease in Personnel Service, a -1.1% decrease in Contractual Services, a -58.0% decrease in Materials & Supplies and a -61.5% decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of $22.6M represents a 32.7% increase over the year-to-date budgeted amount of $17.1M.

Finally, our year-to-date results for Debt Service Coverage is at 1.59 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 May 31, 2017

<table>
<thead>
<tr>
<th>I. Signatory Airline Rents &amp; Fees</th>
<th>CURRENT MONTH FY2016</th>
<th>Actual FY2017</th>
<th>%Var Bud Vs Act(^1)</th>
<th>Budget Actual FY2016</th>
<th>Full Year FY2016</th>
<th>%Var Bud Vs Act(^1)</th>
<th>%Var Bud Vs Act(^1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Terminal Bldg Rentals</td>
<td>260.6</td>
<td>277.2</td>
<td>12.9%</td>
<td>3,326.7</td>
<td>2,068.6</td>
<td>2,217.8</td>
<td>13.0%</td>
</tr>
<tr>
<td>Departure Fees</td>
<td>511.1</td>
<td>587.8</td>
<td>0.0%</td>
<td>7,107.2</td>
<td>4,180.0</td>
<td>4,587.4</td>
<td>3.2%</td>
</tr>
<tr>
<td>Arrival Fees</td>
<td>511.8</td>
<td>576.2</td>
<td>-6.3%</td>
<td>7,056.5</td>
<td>4,347.6</td>
<td>4,554.2</td>
<td>3.0%</td>
</tr>
<tr>
<td>Immigration Inspection Fees</td>
<td>199.6</td>
<td>199.9</td>
<td>-2.9%</td>
<td>2,439.6</td>
<td>1,700.0</td>
<td>1,574.6</td>
<td>5.9%</td>
</tr>
<tr>
<td>Loading Bridge Use Fees</td>
<td>568.4</td>
<td>477.5</td>
<td>5.5%</td>
<td>5,848.8</td>
<td>4,511.2</td>
<td>3,848.5</td>
<td>4.3%</td>
</tr>
<tr>
<td>Apron Use Fees</td>
<td>78.5</td>
<td>119.6</td>
<td>9.3%</td>
<td>1,484.3</td>
<td>634.9</td>
<td>980.3</td>
<td>0.8%</td>
</tr>
<tr>
<td>Landing Fees</td>
<td>190.4</td>
<td>234.6</td>
<td>15.9%</td>
<td>2,912.7</td>
<td>1,539.9</td>
<td>1,923.8</td>
<td>2.6%</td>
</tr>
<tr>
<td>Total Signatory Revenue</td>
<td>2,320.3</td>
<td>2,472.9</td>
<td>2.8%</td>
<td>30,175.8</td>
<td>18,982.2</td>
<td>19,686.5</td>
<td>4.5%</td>
</tr>
<tr>
<td>Enplaned Signatory Pax</td>
<td>141,568</td>
<td>150,897</td>
<td>-0.1%</td>
<td>1,824,395</td>
<td>1,157,292</td>
<td>1,177,561</td>
<td>3.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>II. Operating Expenses</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel Services</td>
<td>1,769.4</td>
<td>1,528.6</td>
<td>16.9%</td>
<td>19,872.1</td>
<td>13,369.4</td>
<td>13,757.7</td>
<td>13,427.0</td>
</tr>
<tr>
<td>Contractual Services</td>
<td>1,477.6</td>
<td>1,797.6</td>
<td>10.5%</td>
<td>22,315.0</td>
<td>12,273.6</td>
<td>15,361.4</td>
<td>15,197.0</td>
</tr>
<tr>
<td>Materials &amp; Supplies</td>
<td>193.1</td>
<td>200.4</td>
<td>-2.4%</td>
<td>2,121.0</td>
<td>760.5</td>
<td>1,585.2</td>
<td>665.5</td>
</tr>
<tr>
<td>Equipment/Furnishings</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0%</td>
<td>121.0</td>
<td>0.0</td>
<td>116.0</td>
<td>44.7</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>3,440.0</td>
<td>3,526.6</td>
<td>9.2%</td>
<td>44,429.0</td>
<td>26,403.5</td>
<td>30,820.3</td>
<td>29,334.2</td>
</tr>
<tr>
<td>Net income from Operations</td>
<td>2,444.8</td>
<td>2,373.3</td>
<td>12.2%</td>
<td>28,320.7</td>
<td>21,151.3</td>
<td>17,071.4</td>
<td>22,649.2</td>
</tr>
</tbody>
</table>

\(^{1}\) Budget vs actual.
### III. Other Revenues and Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2016</th>
<th>Budget FY2017</th>
<th>Actual FY2017</th>
<th>%Var Bud Vs Act'l</th>
<th>Budget Full Year</th>
<th>Actual FY2017</th>
<th>%Var Bud Vs Act'l</th>
<th>%Var Bud Vs Act'l</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less: Non Operating Expense(Ret/DOI/OHS)</td>
<td>40.6</td>
<td>0.0</td>
<td>42.8</td>
<td>0.0%</td>
<td>675.0</td>
<td>495.9</td>
<td>675.0</td>
<td>-21.4%</td>
</tr>
<tr>
<td>Add: Interest on Investments</td>
<td>49.5</td>
<td>44.0</td>
<td>3.2</td>
<td>-92.8%</td>
<td>528.0</td>
<td>475.9</td>
<td>352.0</td>
<td>21.6%</td>
</tr>
<tr>
<td>Net Revenues</td>
<td>2,453.7</td>
<td>2,417.3</td>
<td>2,623.1</td>
<td>8.5%</td>
<td>28,173.7</td>
<td>21,131.4</td>
<td>16,748.4</td>
<td>34.6%</td>
</tr>
<tr>
<td>Add: Other Sources of Funds</td>
<td>50.3</td>
<td>33.3</td>
<td>0.0</td>
<td>-100.0%</td>
<td>400.0</td>
<td>229.1</td>
<td>266.7</td>
<td>-51.1%</td>
</tr>
<tr>
<td>Add: Other Available Moneys</td>
<td>530.0</td>
<td>529.9</td>
<td>529.9</td>
<td>0.0%</td>
<td>6,359.4</td>
<td>4,240.3</td>
<td>4,239.6</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Net Revenues and Other Available Moneys</strong></td>
<td><strong>3,034.0</strong></td>
<td><strong>2,980.6</strong></td>
<td><strong>3,153.1</strong></td>
<td><strong>5.8%</strong></td>
<td><strong>34,933.1</strong></td>
<td><strong>21,254.7</strong></td>
<td><strong>26,916.9</strong></td>
<td><strong>26.6%</strong></td>
</tr>
<tr>
<td>Debt Service payments</td>
<td>2,120.2</td>
<td>2,119.8</td>
<td>2,119.8</td>
<td>0.0%</td>
<td>25,437.5</td>
<td>16,958.3</td>
<td>16,958.3</td>
<td>0.0%</td>
</tr>
<tr>
<td>Debt Service Coverage</td>
<td>1.43</td>
<td>1.41</td>
<td>1.49</td>
<td>5.8%</td>
<td>1.37</td>
<td>1.51</td>
<td>1.59</td>
<td>26.6%</td>
</tr>
<tr>
<td>Debt Service Requirement</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25%</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25</td>
<td>1.25%</td>
</tr>
</tbody>
</table>
### SUMMARY SIGNATORY AIRLINES

<table>
<thead>
<tr>
<th>Enplanements</th>
<th>October</th>
<th>November</th>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>August</th>
<th>September</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projection per Budget FY 2017</td>
<td>140,693</td>
<td>144,435</td>
<td>146,900</td>
<td>161,597</td>
<td>143,707</td>
<td>151,493</td>
<td>137,839</td>
<td>150,897</td>
<td>152,647</td>
<td>165,823</td>
<td>175,216</td>
<td>153,147</td>
<td>1,824,395</td>
</tr>
</tbody>
</table>

| FY 2010 Actual Enplanements | 94,630 | 105,230 | 108,410 | 132,016 | 129,523 | 137,309 | 107,914 | 122,061 | 141,014 | 165,376 | 135,017 | 1,566,356 |

| 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 | 127,031 | 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 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/Projection | 143,619 | 148,002 | 160,544 | 162,303 | 143,720 | 157,735 | 146,779 | 150,775 | 152,647 | 165,823 | 175,216 | 153,147 | 1,860,310 |

| FY 2017 versus FY 2016 Monthly% | 11.03% | 4.39% | 6.61% | 1.73% | -6.08% | 1.74% | 16.12% | 6.50% | 1.80% | 12.78% | 5.50% | 6.47% | 5.45% |

| FY 2017 versus FY 2016 Monthly | 14,267 | 6,224 | 9,957 | 2,758 | -9,310 | 2,703 | 20,379 | 9,207 | 2,705 | 18,791 | 9,131 | 9,307 | 96,119 |

| FY 2017 versus FY 2016 Cumulative | 14,267 | 20,491 | 30,448 | 33,206 | 23,896 | 26,599 | 46,978 | 56,185 | 58,890 | 77,681 | 86,813 | 96,119 | 1,860,310 |

| % | 11.03% | 14.45% | 20.22% | 20.81% | 15.62% | 17.16% | 37.17% | 39.28% | 52.83% | 52.27% | 66.82% | 5.45% |
RECOMMENDATION OF COUNSEL

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

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

FROM: Janalynn Cruz Damian
CALVO FISHER & JACOB LLP

DATE: June 27, 2017

SUBJECT: Executive Session

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