

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, January 25, 2018, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The January 25, 2018 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 3:06 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

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

Offices or positions:

Chairman
Vice Chairperson

Directors Absent:

Gurvinder "Bic" Sobti (Excused)

Board Secretary

GIAA Officials:

Charles H. Ada II
Pedro R. Martinez
John A. Rios
Jean M. Arriola
Gerard Bautista
Robert Camacho
Daniel Stone
Rolenda Faasuumalie
Joseph Javellana
Daniel Quitigua

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Air Terminal Manager
Airport Chief of Police
Airport Fire Chief
Airport Marketing Administrator
Program Coordinator IV
Buyer Supervisor

Michael A. Pangelinan, Esq.
Frank R. Santos

GIAA Legal Counsel
GIAA Consultant

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

2. APPROVAL OF AGENDA

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

3. APPROVAL OF MINUTES

A. December 28, 2017 Regular Meeting

No corrections or changes recommended. On motion duly made by Director Alcorn, seconded by Director Tolan, the following resolution was unanimously passed:

Resolution No. 18-14

The Board hereby approves the minutes of the December 28, 2017 regular meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada had no Correspondence to report.

5. OLD BUSINESS

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

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

- International Arrivals Corridor with Building Seismic Upgrades: There is significant progress, and this would be a great time to schedule a project tour for the Board members.
- Parking Expansion: To be further explained and discussed at future Board meeting is the relocation of the accounting department from the space to be used for the parking expansion. Once the accounting department is relocated there will be another bid for the demolition of the building. The bid package for the parking deck has not been compiled at this time. Mr. Santos provided details on the location of the parking deck.

6. NEW BUSINESS

A. Approval of Award for Airport Terminal Office Renovation - IFB No. GIAA-C01-FY18

Executive Manager Ada provided background information to the Board on the referenced IFB. Fourteen (14) firms/individuals purchased bid packages and two (2) firms submitted a bid

before the submission deadline. The two (2) firms were 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 submittals are as follows:

Bidder/Firm's Name	Amount
Clayarch Inc.	\$312,000.00
BME & Sons	\$283,938.93

Executive Manager Ada informed the Board that BME & Sons 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 BME & Sons be awarded the contract in the amount of \$283,938.93 for the referenced project.

The renovation includes the relocation of the accounting department to the ground floor of the terminal. Funding for this project is under the CIP fund.

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

Resolution No. 18-15

The Board hereby approves the contract award for Airport Terminal Office Renovation - IFB No. GIAA-C01-FY18 to BME & Sons for a total contract amount of \$283,938.93, subject to review by legal counsel.

B. Storage and Fuel Through-Put Rate Adjustment

Executive Manager Ada provided a brief background on the Fuel System, stating that Supreme Group Guam LLC ("Supreme") has maintained and operated the Fuel System on behalf of GIAA since 2013. Concerns have been raised by Supreme on the revenue shortfall as they are unable to generate revenues sufficient to cover operational and maintenance (O&M) costs as anticipated under the agreement. Reasons for the shortfall include: CAPEX projects for the fuel system normally funded by GIAA are now funded on GIAA's behalf; and revenue loss due to reduced refueling volumes compared to the original budget forecast. To meet their operating expenditures, an estimated monthly volume of four (4) million gallons was anticipated.

At the Signatory Airline Meeting held on January 5, 2018, the proposed adjustment to the sliding scale was discussed without any objections from the carriers. Executive Manager Ada added that the adjustment to the Sliding Scale will be implemented by Supreme, effective October 1, 2017, providing sufficient financial coverage for O&M costs and anticipated capital projects at a reasonable rate of return to Supreme. A listing of CAPEX projects from 2016 and moving forward was provided for the Board's information.

Executive Manager Ada informed the Board that prior to the contract with Supreme, GIAA was contracting the previous operator on a month to month basis, and added that the long term partnership with Supreme has seen great improvements, with an increased capacity of operational storage tanks from two (2) to three (3) currently.

Chairman Duenas inquired on the length of the contract with Supreme. Executive Manager Ada replied five (5) years, at which time the contract may be renewed for an additional five (5) years. Chairman Duenas inquired if the CAPEX projects were included in the original contract and if so was the basis of Supreme's bid submission. Executive Manager Ada replied yes, the projects were included. Mr. Santos added that the CAPEX expenditures were previously funded by GIAA from the Authority's Capital Project funding (CIF), due to funding now being directed to the 3rd floor isolation project. These projects will now be funded by Supreme through the Airlines' rates and charges. Discussion followed relative to the factors for the reduction in refueling volume.

Director Gerber inquired on Legal's review on the referenced item. Legal Counsel informed the Board that there is a clause within the contract that allows for adjustment. Mr. Santos added that further adjustments may be made at the time of reviewing Supreme's annual operating budget.

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

Resolution No. 18-16

The Board hereby approves the adjustment to the Sliding Scale to be implemented by Supreme, effective October 1, 2017 as presented, subject to further adjustment and review by legal counsel.

C. Social Media Policy

Executive Manager Ada provided the Board with a draft Social Media Policy, requesting for the Board's input as it is being developed with legal counsel. Executive Manager Ada informed the Board that with GIAA's media campaign launching soon it is extremely important that the Authority have a very sound social media policy.

Vice Chairperson Sgro agreed that it is necessary to have such a policy. Ms. Jean Arriola expressed her concern of GIAA already being heavily involved in social media. It would be wise for the Board to take a look at the draft policy and provide direction.

Legal Counsel added that the language contained in the policy is brief and condensed and includes disclaimers and messages to the public to include: The Airport's social media accounts shall be maintained and monitored by certain individuals authorized by Executive Manager Ada, and these account administrators are the only individuals authorized to post information on

behalf of the Airport, information posted on the Airport's social media accounts regarding commercial products or services does not constitute the Airport's endorsement of such products and services, posting of communications/messages on the Airport's social media accounts does not constitute an official communication to the Airport, among other important disclaimers. Discussion followed relative to details of the policy.

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

Resolution No. 18-17

The Board hereby approves the draft Social Media Policy, subject to further review by Management and legal counsel and further authorizes Management to implement the Policy once finalized.

7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by Executive Manager Ada. There was discussion on the incentive program proposal to attract more flights/routes to Guam. The Board will review the proposal and consider it at the next board meeting.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **December 31, 2017**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-3.8%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **1.1%** and **-17.5%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **36.4%**. Year-to-date Total Operating Revenues Actual of **\$19.7M** is **4.7%** above the budget estimate of **\$18.8M**. Year-to-date Total Operating Expenses are below budget by **-12.2%**. Components of this line item include a **-15.3%** decrease in Personnel Service, a **-1.6%** decrease in Contractual Services, a **-82.8%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$8.6M** reflects an increase of **39.3%** over the year-to-date budgeted amount of **\$6.2M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.56** versus the requirement of **1.25**.

9. EXECUTIVE SESSION

Chairman Duenas announced there would be no Executive Session.


10. PUBLIC COMMENTS

There were no Public Comments

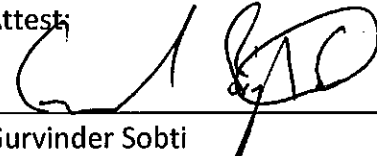
11. ADJOURNMENT

Motion to adjourn duly made by Director Tolan, seconded by Director Alcorn; motion unanimously passed. The meeting was adjourned at 3.48 p.m.

Dated this 27th, day of February, 2018.




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., Thursday, January 25, 2018

GIAA TERMINAL CONFERENCE ROOM #3

Public Notice

First Notice:

Guam Daily Post – January 18, 2018

Notice to Media – January 18, 2018

Second Notice:

Pacific Daily News – January 23, 2018

Notice to Media – January 23, 2018

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. December 28, 2017 Regular Meeting
4. Correspondence
5. Old Business
 - A. Status Updates of Capital Improvement Projects
6. New Business
 - A. Approval of Award for Airport Terminal Office Renovation - IFB No. GIAA-C01-FY18.
 - B. Storage and Fuel Through-Put Rate Adjustment
 - C. Social Media Policy
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

ATURIDAT PUETTON BATKON
AIREN GUAHAN ENTENASIONAT

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

Board of Directors Regular Meeting

3:00 p.m., Thursday, January 25, 2018

GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Jim Amick	GUAM
2.	Dan Stone	ARFF
3.	Michael Pangelman	CFS
4.	Letitia Law-Byerly	Lotte D.F.
5.	Dan Couture	GIAA
6.	R. Fransumbe	GIAA MKT
7.	J. Savellana	@IAA
8.	Darrel Dela Paz	Supreme
9.	Gerard Bautista	ATM
10.	FRANK SALTOS	TMG
11.		
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House Republicans mull funding extension; 'Dreamer' deal not set

WASHINGTON (Reuters) - House Republicans considered on Tuesday a stopgap bill to fund the U.S. government through Feb. 16 to avert a shutdown, but the measure would not include Democrats' demands for protections for young people brought to the United States illegally as children.

Partisan finger-pointing over immigration policy on Tuesday left Congress and the White House stumbling closer to a possible federal government shutdown by the end of the week.

Republicans who control Congress are expected to try to push another stopgap funding bill and get it to President Donald Trump's desk before a midnight Friday deadline when existing money for federal agencies expires.

The bill would not include protections for the young people described as "Dreamers," Republican Representative Mike Simpson told reporters after his party's closed-door meeting.

Many Democrats in Congress have insisted that immigration be a component of the temporary spending bill.

But Democrats, under the plan being developed in the House, would win an unrelated high-priority item: a six-year reauthorization of the Children's Health Insurance Program (CHIP), according to lawmakers. It was unclear whether the House Republican leadership would get enough votes to pass the measure in that chamber.

The conservative House Freedom Caucus was to meet late on Tuesday and its head, Representative Mark Meadows, told reporters he did not know if



IMMIGRATION PROTESTS: Protesters calling for an immigration bill addressing the so-called Dreamers, young adults who were brought to the United States as children, walk through the Hart Office Building on Capitol Hill in Washington D.C., Jan. 16. Joshua Roberts/Reuters

a "compelling" case had been made for another temporary spending bill that would fail to bring the big increases in defense spending his group is seeking.

Republicans were also discussing delaying three Affordable Healthcare Act taxes: two-year delays of a medical device and a "Cadillac" tax for high-end insurance plans and a one-year delay in 2019 of another health insurance tax.

Meanwhile, Senate Majority Leader Mitch McConnell warned that a government funding bill should not be held "hostage" to the immigration debate. And the White House director of legislative affairs, Marc Short, told reporters there was "no artificial timeline" for a deal on so-called Dreamers and that it would be "herculean" to get it done by this week.

The negotiating climate has become increasingly poisonous after a sudden halt last week in talks toward a deal to shield the Dreamers from deportation.



FATAL COLLISION: The U.S. Navy guided-missile destroyer USS John S. McCain is seen after a collision, in Singapore waters Aug. 21, 2017. Ahmad Masood/Reuters

Ex-US Navy officers face negligent homicide charges over ship collisions

WASHINGTON (Reuters) - The commanding officers of two U.S. Navy destroyers involved in deadly collisions last year in the Pacific Ocean face courts-martial and military criminal charges including negligent homicide, the U.S. Navy said in a statement on Tuesday.

Filing charges against the officers marks the Navy's latest effort to address the problems that led to collisions involving its warships in Asia, in which 17 sailors were killed.

The Navy has already dismissed several senior officers, including the commander of the Seventh Fleet, as a result of the collisions.

Evidence supporting the charges against the commanders and several lower-ranking officers who served on the ships will be reviewed soon in investigative hearings, according to the Navy's statement.

"The announcement of an Article 32 hearing and referral to a court-martial is not intended to and does not reflect a determination of guilt or innocence related to any offenses," the state-

ment added.

The commanding officer of the USS John S. McCain guided missile destroyer, which collided with a merchant ship near Singapore in August, faces charges of dereliction of duty, hazarding a vessel and negligent homicide, the statement said.

The commanding officer and three other officers on the USS Fitzgerald guided missile destroyer, which collided with a Philippine container ship in June, face charges including dereliction of duty, hazarding a vessel and negligent homicide, the Navy said.

Results from Navy investigations released in November found that both accidents were the result of human error by sailors aboard the ships, but determined that no single person could be blamed for the accidents.

Beyond the courts-martial, the Navy is conducting additional administrative actions for members of both crews, including non-judicial punishment for four crewmembers of each vessel, according to the Navy statement on Tuesday.



DEPARTMENT OF
LABOR

DIPATIMENTON HUMOTNAT • Sam Mabini, Ph.D., Director • Cecile B. Suda, Deputy Director

EDDIE BAZA CALVO
Governor
RAY TENORIO
Lieutenant Governor

PUBLIC HEARING NOTICE

The Guam Department of Labor (GDOL) is seeking public input in the update of the Guam Registered Apprenticeship Program Demand Occupations Listing.

A public hearing will be conducted on **Thursday, January 25, 2018, at 10:00 a.m.**, in the GDOL conference room, located on the 3rd floor of the GCIC Building in Hagåtña. The public is invited to attend and provide testimony on which areas need additional professional and skilled technical trade workers. Written testimony may also be sent via email to apprenticeship@dol.guam.gov or by fax to 475-6811 until close of business on **January 25, 2018**.

Copies of the prior year's approved Guam Registered Apprentice Program Demand Occupations Listing are on file and available for examination at the Guam Department of Labor Director's Office located on the 4th floor of the GCIC Building in Hagåtña.

For more information, please contact GDOL at 300-4572. Requests for reasonable accommodations must be made at least 72 hours in advance.

This ad is paid with government funds by the Guam Department of Labor



The Honorable
EDDIE B. CALVO
Governor

The Honorable
RAY TENORIO
Lt. Governor



PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Thursday, January 25, 2018 at 3:00 p.m. in Terminal Conference Room No. 3. In addition to regular matters, pursuant to 5 G.C.A. §8111(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.

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

(This ad paid for by GIAA)

MARIANAS SPORTS OFFICIALS ASSOCIATION

Financial Statements
Year Ended December 31, 2017
(Unaudited)

Cash	\$	10,873
Accounts receivable - IIAAG, GDOE & others		19,241
TOTAL ASSETS	\$	30,114
LIABILITIES AND MEMBERS' EQUITY		
Liabilities: Accounts payable - members	\$	13,858
Members' equity:		
Beginning balance, January 1, 2017	17,366	
Operations - year ended December 31, 2017	(1,110)	16,256
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$	30,114
INCOME:		
Officiating fees	\$	189,209
Membership dues		1,585
TOTAL INCOME		190,794
DIRECT COSTS - officials' fees		183,829
GROSS PROFIT		6,965
OPERATING EXPENSES		8,292
LOSS FROM OPERATIONS		(1,327)
Interest and other income		217
NET LOSS	\$	(1,110)

Former mayor gets probation; indecent exposure charge dropped



BLAS: Former Mangilao Mayor Nito Blas is pictured. Post file photo

By Andrew Roberto
andrew@postguam.com

Former Mangilao Mayor Nito Blas will spend the next two years on probation after accepting a plea offer in a case involving indecent exposure, bribery and official misconduct.

Previously filed court documents state in 2015, a woman performing court-ordered community service in the mayor's office had alleged Blas offered her \$10 if she would massage his left leg. She alleged that Blas then led her into a back room, removed his pants and exposed himself.

Blas has previously said it was "an accident."

Blas' attorney, Gloria Rudolph, confirmed for The Guam Daily Post that Superior Court Judge Michael Bordallo accepted a deferred plea agreement that orders Blas to pay a \$1,000 fine in addition to probation.

Blas was originally charged with official misconduct as a misdemeanor, receiving and giving a bribe as a third-degree felony, bribery of a witness as a third-degree felony and indecent exposure as a misdemeanor.

The bribery and indecent exposure charges were dropped by the government as part of the plea acceptance.

\$1M in tax refunds mailed

More than 360 tax refund checks were processed last week and mailed out over the weekend to Guam residents – for 2016 tax returns.

This batch of refunds was for taxpayers who filed up to Sept. 11, 2017, the governor's office announced yesterday.

The checks amounted to about \$1 million.

This year's tax filing season will officially start next Monday.

The Department of Revenue and Taxation is still waiting for tax filing instructions from the IRS.

(Daily Post Staff)

Federal shutdown's impact on education limited

By John O'Connor
john@postguam.com

The nationwide federal shutdown set on its second day in Washington, D.C., as lawmakers scramble to approve a spending plan for fiscal year 2018.

Among millions of affected military and civilian federal personnel are more than 90 percent of 3,934 U.S. Department of Education employees, according to The New York Times.

The immediate effect on the local education sector is minimal, if anything, according to local officials, but a prolonged shutdown may lead to serious ramifications.

According to Guam Department of Education Superintendent Jon Fernandez, a prolonged shutdown could delay federal reimbursements for certain services as well as impact time frames for filing grant applications.

GDOE receives about \$60 million annually in federal grants and certain employees are paid with federal monies through a reimbursement process to the education department.

"In the case where we cannot draw down funds for an extended period, then we would have issues sustain-



CLASSROOM: Superintendent Jon Fernandez and Principal Carla Masnayan check out one of the former offices that was converted into a classroom at Simon Sanchez High School on the first day of school, last year. Guam public schools haven't seen major disruptions as a result of the federal shutdown, for now. Post file photo

ing operations and would have to consider measures to stop services," Fernandez said.

An extended shutdown may also stall communications between the education department and its federal counterparts, affecting discussions around GDOE's request for reconsideration of its high risk status -

something Fernandez is hoping to initiate soon.

Certain education functions will remain despite the shutdown.

Contingency plan

According to a contingency plan from USDOE, programs with mandatory funding can make obligations and payments during this shutdown.

These programs include Pell Grants and Federal Direct Student Loans - programs part of student financial aid for higher education.

These aid programs could continue as normal for some time, according to USDOE.

"Approximately 30 nonmandatory programs have advance funds appropriated in (spending year) 2017 and/or remaining unobligated balances from (spending year) 2017, multi-year, or no-year discretionary appropriations and/or advance funds appropriated in FY 2017," the plan stated. "Obligations and payments from these programs may continue, dependent on the length of the lapse."

The Guam Community College has not been affected by the shutdown. All grant money has been drawn down, stated Jayne Flores, assistant director of the communications and promotions program at the college.

The University of Guam is similarly unaffected.

Jonas Macapinlac, director of integrated marketing communications at UOG, said university employees and programs remain unaffected and student aid will continue to be administered. An extended shutdown may adversely affect the university, however.



PORT OF GUAM
ATURIDAT I PUETTON GUAHAN
Jose D. Leon Guerrero Commercial Port
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Telephone: 671-477-5931/35 Facsimile: 671-477-2689/4445
Website: www.portguam.com



Eddie Bazo Calvo
Governor of Guam
Ray Tenorio
Lieutenant Governor

The Port Authority of Guam Board of Directors will hold its Regular Board meeting on **Thursday, January 25, 2018 at 11:45 a.m.**, at the Board Conference Room, Port Authority of Guam, Cabras Island, Piti. Individuals with disabilities who may need special accommodations may contact Mr. Simeon Delos Santos, ADA Coordinator at 477-5931/4, ext. 430.



The Honorable
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PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Thursday, January 25, 2018 at 3:00 p.m. in Terminal Conference Room No. 3. In addition to regular matters, pursuant to 5 G.C.A. §8111(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.

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

(This ad paid for by GIAA)

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

1. CALL TO ORDER AND ATTENDANCE

The December 28, 2017 regular meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") was called to order by Chairman Duenas at 3:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

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

Offices or positions:

Chairman
Vice Chairperson
Board Secretary

Directors Absent:

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

GIAA Officials:

Charles H. Ada II	Executive Manager
Pedro R. Martinez	Deputy Executive Manager
Jean M. Arriola	Airport Services Manager
Robert Camacho	Airport Chief of Police
Daniel Stone	Airport Fire Chief
Victor Cruz	Engineering Supervisor
Ann Bautista	General Accounting Supervisor
Rolenda Faasuamalie	Airport Marketing Administrator
Joseph Javellana	Program Coordinator IV
Janalynn C. Damian, Esq.	GIAA Legal Counsel
Frank R. Santos	GIAA Consultant

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

2. APPROVAL OF AGENDA

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

3. APPROVAL OF MINUTES

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

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

Resolution No. 18-11

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

4. CORRESPONDENCE

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

5. OLD BUSINESS

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

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

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

6. NEW BUSINESS

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

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

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

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

Resolution No. 18-12

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

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

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

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

1. Proposer C
2. Proposer A

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

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

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

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

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

Resolution No. 18-13

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

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

7. REPORT OF THE EXECUTIVE MANAGER

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

8. REPORT OF THE COMPTROLLER

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

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

9. EXECUTIVE SESSION

Chairman Duenas announce there would be no Executive Session.

10. PUBLIC COMMENTS

There were no Public Comments

11. ADJOURNMENT

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

Dated this _____, day of _____, 2018.

Attest:

Ricardo C. Duenas
Chairman

Gurvinder Sobti
Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
CAPITAL IMPROVEMENT PROJECTS FOR FISCAL YEARS THROUGH 2018
as of 01/25/18

		PROJECT NAME	Bond	Federal	CIF	Total	Payment	Balance
I. ONGOING								
1	AIP 97 AIP 100	Int'l Arrivals Corridor w/Bldg Seismic Upgrades	96,108,007	22,200,000	1,126,940	119,434,947	26,015,341	93,419,606
2	AIP 91	Acquire ARFF Truck/RIV - Pkg 2		1,251,000	139,000	1,390,000	1,171,046	218,954
3	AIP 93	Noise Mitigation Program 65 DNL & Higher - Phase		2,000,000	200,000	2,200,000	127,681	2,072,319
4	AIP 94	Miscellaneous Airport Improvements - Ph 5		706,077	78,453	784,530	681,056	103,474
5	AIP 95	Wildlife Management Assessment		100,000	10,000	110,000	95,625	14,375
6	AIP 96	Safety Management System		150,000	30,000	180,000	44,317	135,683
7	AIP 98 AIP 101	ARFF Facility-Design/Construction Phase 1/2	422,472	4,500,000	488,889	5,411,361	320,998	5,090,363
8	AIP 99 AIP 102	Apron Rehabilitation - Design		1,810,000	192,112	2,002,112	317,176	1,684,936
9	AIP 103	Rehabilitation Runway 6L - Design		750,000	83,334	833,334		833,334
10		Hold Bag Screening Relocation	5,369,933	24,899,330	0	30,269,263	28,418,321	1,850,942
11		Parking Expansion	1,654,912		904,881	2,559,793	1,654,912	904,881
12		Upgrade Airport IT & FMS	389,118		1,000,000	1,389,118	563,259	825,859
13		SSCP Improvements			1,600,000	1,600,000	18,403	1,581,597
14		Art Program	639,000		-	639,000	-	639,000
15		Improve Leasehold Facilities (GSE, Tech, HC-5)			2,646,082	2,646,082	1,999,023	647,059
16		Tiyan Land Acquisition & Redevelopment			787,415	787,415	703,703	83,712
17		Facilities Fire Alarm/Suppression System			3,223,301	3,223,301	3,126,675	96,626
18		Upgrades to Public Restrooms - Final Phase			2,593,937	2,593,937	2,467,681	126,256
19		Maintenance Equipment			114,225	114,225	-	114,225
20		Airport Facilities Upgrades, Phased			4,971,711	4,971,711	4,809,764	161,948
21		Painting & Exterior Surface Improvements and Replace Roofing Systems			2,509,934	2,509,934	2,431,734	78,200
		Totals:	\$ 104,583,442	\$ 58,366,407	\$ 22,700,215	\$ 185,650,064	\$ 74,966,714	\$ 110,683,350

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

**INVITATION FOR BID IFB NO. GIAA-C01-FY18
AIRPORT TERMINAL OFFICE RENOVATION**

January 22, 2018

Purpose

Board action is requested to approve the bid award of the above project under the Invitation for Bid No. GIAA-C01-FY18.

Background

The project is to provide reconfiguration and expansion of existing Airport Terminal Office space to include but not to limited to demolition and new construction of interior spaces.

Procurement Background

The solicitation announcement was advertised through the local newspaper on December 6, 11, 13 & 27, 2017 The bid submission deadline and bid opening took place on January 11, 2018.

Fourteen (14) firms/individuals downloaded bid packages and two (2) firms submitted bids before the submission deadline. The firms were evaluated and all 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:

Bidder/Firm's Name	Amount:
Clayarch Inc	\$312,000.00
BME & Sons	\$283,938.93

Legal Review

Upon receipt of the required Performance and Payment Bonds, contract documents will be forwarded to legal counsel for review prior to execution and issuance of Notice to Proceed.

Financial Review

The lowest responsive, responsible total bid amount received is \$283,938.93 or 13% above the government estimate of \$250,766.56 Funding for this project is available under the Capital Improvement Program Funding.

Recommendation

Management recommends the contract award of **\$283,938.93** to **BME & Sons**, who has been determined to have met the standards of responsibility and responsiveness outlined in Guam Procurement Regulation.

January 22, 2018

MEMORANDUM

TO: Charles H. Ada II
Executive Manager

via  Jean M. Arriola
Airport Services Manager

FROM: Daniel A. Quitugua
Buyer Supervisor

**SUBJECT: Bid Evaluation and Recommendation – Invitation for Bid
Airport Terminal Office Renovation
IFB No. GIAA-C01-FY18
Project No. GIAA-FY17-02-1**

Procurement Background:

The above referenced Invitation For Bid was publicly announced through the local newspaper on December 6, 11, 13, 27, 2017. The bid submission deadline and bid opening took place on January 11, 2018 at 2:00 p.m.

Ten (14) firms/individuals purchased the bid package and Two (2) firms submitted a bid on the bid submission deadline. The bid submittal was opened in the presence of the bidder, several GIAA representatives. The bid offer was read aloud by the Buyer Supervisor and tabulated by a Procurement staff.

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

Bidder/Firm's Name	Amount:
Clayarch Inc	\$312,000.00
BME & Sons	\$283,938.93

Bid Analysis and Evaluation:

Pursuant to Section 8 of the Instructions to Bidders, the contract is to be awarded to the lowest responsible, 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.

Clayarch Inc.: The firm submitted a total bid price \$312,000.00. The submitted Bidder's Qualification Statement form included lists of projects from 2013-2016 with resumes. The bidder submitted a copy of their Guam Contractor's License # C-0617-0459. All other required documents are complete and in conformance with the Invitation for Bid.

BME & Sons: The firm submitted a total bid price \$283,983.93. The submitted Bidder's Qualification Statement form included lists of projects from 2013-2016 with resumes. The bidder submitted a copy of their Guam Contractor's License # C-0717-0032. 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 responsible, responsive bidder**. BME & Sons 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.

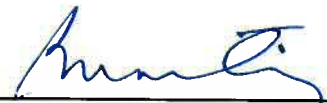
Therefore, it is recommended that **BME & Sons** be awarded the contract in the amount of **\$283,938.93** for this project.

Should you have any questions or concerns, I am available at your request.



Daniel A. Quitugua
Buyer Supervisor

APPROVED:



CHARLES H. ADA II
Executive Manager

Attachment

cc: Admin/Proc/Eng

AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF MANGILAO)
) ss.
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]* BME & SonS, Inc., 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>
<u>BERNIE V. MARANAN</u>	<u>112 ORCHID LANE LATTE HEIGHTS</u>	<u>70</u>
<u>BERNADETTE P. MARANAN</u>	<u>112 ORCHID LANE LATTE HEIGHTS</u>	<u>10</u>
<u>DANNY P. NATIVIDAD</u>		<u>20</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 *[If 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
10th day of January, 2018

LEONIE N. SAGUN
 NOTARY PUBLIC

My commission expires:

LEONIE N. SAGUN
 NOTARY PUBLIC
 In and for Guam, U.S.A.
 My Commission Expires: **SEPT. 14, 2021**
 124 W Banalo Ct. Dededo, Guam 96929

INVITATION NUMBER: GIAA-C01-FY18

Airport Terminal Office Renovation



Antonio B. Won Pat
International Airport Authority, Guam
BID ABSTRACT

Opening Date:
11-Jan-18
Opening Time:
2:15 P.M.

Page 14 of 14 pages
No. of Invitation Issued: 14
No. of Bids Received: 2

DESCRIPTION OF SUPPLIES OR SERVICES:

	BIDDER'S NAME	Special Reminder to Prospective Bidders	Bid Form	BID SECURITY CC - Cashiers Check LOC - Letter of Credit BB - Bid Bond	Designation of Sub	Financial Statement	Qualifications	Affidavit Ownership & Commissions	Affidavit Gratuities & Kickbacks	Affidavit Contingent Fees	Affidavit Contingent Fee	Title <u>II</u>	Ethical Standards	DOL Wage Deter	Acknowledgement & Addendums A & B	Total Bid Price
1	Clayarch, Inc.	✓	4857163 (BB) 15%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$ 312,000.00
2	BME + Sons	✓	BB 212 4857163 15%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	\$ 283,938.93
3																
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.

[Signature]
SIGNATURE

TABULATED BY:

[Signature]
SIGNATURE

BASIS FOR AWARD:

☒ LOWEST RESPONSIVE BIDDER
☐ HIGHEST RESPONSIVE BIDDER
☐ OTHER AWARD
☐ TIE BID
☐ COMBINED TOTAL
☐ ITEM PER ITEM

Cont. Est. : \$ 250,766.72

EXECUTIVE SUMMARY

Storage & Fuel Through-Put Rate Adjustment

Purpose:

Board action is requested to approve the adjustment of the Fuel Storage & Throughput Rate as proposed by Supreme Group, Guam LLC.

Background:

On March 25, 2013, the A.B. Won Pat International Airport Authority, Guam ("GIAA") and Supreme Group Guam LLC ("Supreme") entered into the **Airport Fuel System Lease and maintenance Operation Management Services Agreement**. Supreme maintains and operates the Fuel System on behalf of GIAA and charges fuel system users a per gallon fee. GIAA approved a Storage and Throughput Rate Sliding Scale (Sliding Scale), effective August 1, 2013 as part of this Agreement.

Pursuant to Article 17, Supreme's Cost of Recovery, Section 17.7 of the Agreement, *"the rate per gallon that Supreme establishes for the recovery as provided above (including, without limitation, fuel delivery fee, throughput fee, flowage fee, or hydrant utilization fee) for the use of the Fuel System shall be approved in writing in advance by GIAA"*

Supreme has raised concerns on the revenue shortfall as they are unable to generate revenues sufficient to cover O&M costs as anticipated under the agreement for the following reasons:

1. Revenue Loss due to reduced refuelling volumes in comparison to original budget forecast. An estimated monthly volume of 4 million gallons was anticipated to meet their operating expenditures.
2. CAPEX that was normally funded by GIAA will now be funded by the operator. See attached for completed and proposed projects.

GIAA and Supreme discussed the proposed adjustment to the sliding scale at a Signatory Airline Meeting held on January 5, 2018 without objections from the carriers.

Recommendation:

Accordingly, Board's action is requested to approve the attached Sliding Scale to be implemented by Supreme, effective October 1, 2017. This would provide sufficient financial coverage for operational & maintenance costs and anticipated capital projects at a reasonable rate of return to Supreme.

A.B. Won Pat International Airport Authority, Guam
Storage and Thru-Put Rate Sliding Scale
Effective October 1, 2017

Unit Measure	Gross Price	Scale
Per Gallon	0.0438	1 - 3,000,000
Per Gallon	0.043	3,000,001 - 3,250,000
Per Gallon	0.0438	3,250,001 - 3,500,000
Per Gallon	0.0435	3,500,001 - 3,750,000
Per Gallon	0.0432	3,750,001 - 4,000,000
Per Gallon	0.043	4,000,001 - 4,250,000
Per Gallon	0.0428	4,250,001 - 4,500,000
Per Gallon	0.0425	4,500,001 - 4,750,000
Per Gallon	0.0422	4,750,001 - 5,000,000
Per Gallon	0.0420	5,000,001 - 5,250,000
Per Gallon	0.0418	5,250,001 - 5,500,000
Per Gallon	0.0416	5,500,001 - 5,750,000
Per Gallon	0.0394	5,750,001 - 6,000,000
Per Gallon	0.0374	6,000,001 - 6,250,000
Per Gallon	0.032	6,250,001 - 6,500,000
Per Gallon	0.0305	6,500,001 - 6,750,000
Per Gallon	0.0291	6,750,001 - 7,000,000
Per Gallon	0.0278	7,000,001 - 7,250,000
Per Gallon	0.0266	7,250,001 - 7,500,000
Per Gallon	0.0255	7,500,001 - 7,750,000
Per Gallon	0.0245	7,750,001 - 8,000,000
Per Gallon	0.0236	8,000,001 - and over

Approved:

Charles H. Ada II
Executive Manager

RECEIVED
11/14/17



Supreme Group Guam LLC
134 West Soledad Avenue
Bank of Hawaii Bldg., Suite 401
Hagåtña, Guam
info@supreme-group.net

cc: Amy
Charles
Am
E. Sals
H. M.

Mr. Charles Ada II
Executive Manager
Won Pat International Airport Authority, Guam
P.O. Box 8770
Tamuning, GU 96931



A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY GUAM

NOV 17 2017

TIME:

REC'D BY:

9:40am
[Signature]

Dear Mr. Ada:

As previously discussed, we request that we implement the revised sliding scale with an effective date of 1 October 2017. In discussions with your office, the sliding scale was adjusted to incorporate enhancement / improvement projects which were previously managed on a cost reimbursable basis. We understand that GIAA has limited CAPEX funding to continue this process.

We have enclosed the list of projects together with the renewed sliding scale bands. The list of projects was reviewed by the Air Terminal Manager and the TMG representative.

We appreciate your approval so we can process the invoice as of the month of October 2017. The Sliding Scale is valid from 1 October 2017 to 30 October 2018.

Should the Supreme contract not be renewed for the extension period, the balance of project work which has not yet been reimbursed will have to be paid off as one invoice.

Please let me know if you need any further information.

Sincerely,

[Signature: Sabine Peral]

Sabine Peral
Operations Director

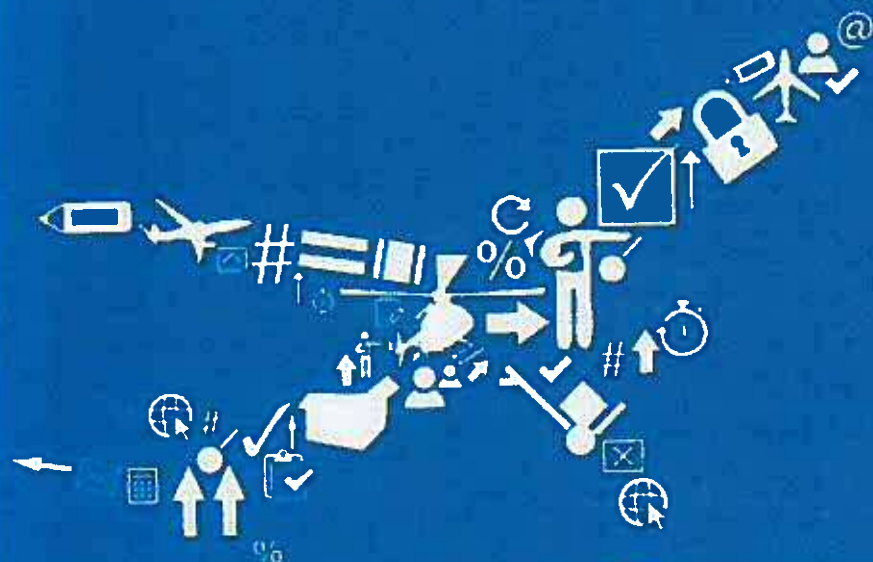
Fuels Guam

US Gallons	US Gallons	US Dollars Per Gallon (Current Price)	US Dollars Per Gallon (Price with Capex)	% increase vs Current Price
1	3,000,000	0.0428	0.0828	93%
3,000,001	3,250,000	0.0425	0.0802	89%
3,250,001	3,500,000	0.0422	0.0765	81%
3,500,001	3,750,000	0.0420	0.0710	69%
3,750,001	4,000,000	0.0418	0.0663	59%
4,000,001	4,250,000	0.0416	0.0621	49%
4,250,001	4,500,000	0.0394	0.0585	48%
4,500,001	4,750,000	0.0374	0.0552	48%
4,750,001	5,000,000	0.0354	0.0523	48%
5,000,001	5,250,000	0.0336	0.0497	48%
5,250,001	5,500,000	0.0320	0.0473	48%
5,500,001	5,750,000	0.0305	0.0452	48%
5,750,001	6,000,000	0.0291	0.0432	48%
6,000,001	6,250,000	0.0278	0.0414	49%
6,250,001	6,500,000	0.0266	0.0398	50%
6,500,001	6,750,000	0.0255	0.0382	50%
6,750,001	7,000,000	0.0245	0.0368	50%
7,000,001	7,250,000	0.0236	0.0355	50%
7,250,001	7,500,000	0.0226	0.0343	52%
7,500,001	7,750,000	0.0219	0.0331	51%
7,750,001	8,000,000	0.0212	0.0321	51%
8,000,001	And Over	0.0206	0.0311	51%

Sum of Cost	Column Labels			
Row Labels	FY 16 17	FY 17 18	FY 18 19	Grand Total
Emergency repairs to Hydrant system pump	12,901.44			12,901.44
Crane to remove and return motor	1,200.00			1,200.00
Emergency repairs to circuit breaker	1,500.00			1,500.00
Fabricate 8-inch spool	2,000.00			2,000.00
GE coil replacement and freight	2,051.60			2,051.60
Project Management	2,299.84			2,299.84
Rewind Motor	3,850.00			3,850.00
Pilot valve for Hydrant		20,000.00		20,000.00
Replace pilot valve on hydrant valves		20,000.00		20,000.00
Tank 3 repairs		41,562.50		41,562.50
Tank 3 painting		33,250.00		33,250.00
Tank 3 Project Management		8,312.50		8,312.50
Hydrant line upgrade		50,000.00		50,000.00
Line drain pump		50,000.00		50,000.00
Terminal upgrade		523,907.37	486,400.00	1,010,307.37
2 meters and software application		54,460.00		54,460.00
Receiving Pumps and Motor		80,000.00		80,000.00
Velcon filters		12,300.00		12,300.00
Gate valves		20,428.27		20,428.27
Water defence		9,441.00		9,441.00
New Mechanical design		56,101.00		56,101.00
New soft start and stop motor		100,000.00		100,000.00
New pumps and motor		191,177.10		191,177.10
Pump controller system			150,000.00	150,000.00
Construction and installation			150,000.00	150,000.00
Leak detection system			150,000.00	150,000.00
Demo and disposal			36,400.00	36,400.00
Grand Total	12,901.44	635,469.87	486,400.00	1,134,771.31

Sum of Cost Row Labels	Column Labels	
	Pending	Grand Total
FY 15-16 16 17		
Emergency repairs to Hydrant system pump	12,901.44	12,901.44
Crane to remove and return motor	1,200.00	1,200.00
Emergency repairs to circuit breaker	1,500.00	1,500.00
Fabricate 8-inch spool	2,000.00	2,000.00
GE coil replacement and freight	2,051.60	2,051.60
Project Management	2,299.84	2,299.84
Rewind Motor	3,850.00	3,850.00
Tank 3 repairs	41,562.50	41,562.50
Tank 3 painting	33,250.00	33,250.00
Tank 3 Project Management	8,312.50	8,312.50
FY 16-17 17 18		
Hydrant line upgrade	50,000.00	50,000.00
Line drain pump	50,000.00	50,000.00
Terminal upgrade	332,950.00	332,950.00
Demo and disposal	36,400.00	36,400.00
New Mechanical design	17,400.00	17,400.00
New pumps and motor	86,850.00	86,850.00
New soft start and stop motor	100,000.00	100,000.00
Project Management	0.00	0.00
Receiving Pumps and Motor	80,000.00	80,000.00
Velcon filters	12,300.00	12,300.00
Pilot valve for Hydrant	20,000.00	20,000.00
Replace pilot valve on hydrant valves	20,000.00	20,000.00
FY 17-18 18 19		
Terminal upgrade	250,000.00	250,000.00
Pump controller system	100,000.00	100,000.00
Construction and installation	150,000.00	150,000.00
Pipeline Leak detection	150,000.00	150,000.00
(blank)	150,000.00	150,000.00
Replace pump controller	150,000.00	150,000.00
(blank)	150,000.00	150,000.00
FY 18-19		
Terminal upgrade	100,000.00	100,000.00
Leak detection system 19 20	100,000.00	100,000.00
Grand Total	1,107,413.94	1,107,413.94

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SUPREME GROUP GUAM LLC

FUELS OPERATIONS

Document No: OPS-TRG-FU-PTT-001 | Version No: 1 | Version Date: 2013.06.16



SUPREME GROUP GUAM LLC

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2. Revenue
 - FY 2014-2015
 - FY 2015-2016 YTD
3. Propose Sliding Scale adjustments
4. Q & A

BUDGET VS ACTUALS

le: Guam Airport Authority

Budget vs Actuals

	Year 2	FY 2014-2015	Year 3 YTD	FY 2015-2016	Total Budgeted	Total Actuals
Profit & Loss						
Revenue - Signatory Airlines	1,989,991	1,936,509	1,039,499	1,115,307	3,029,490	3,051,917
Revenue - Non Signatory Airlines	104,736		54,711		159,447	
Commission on Gross Receipts @4%	(80,566)	(77,464)	(42,085)	(44,612)	(122,651)	(122,077)
Revenue 3rd Party (Net of Tax)	2,014,161	1,859,145	1,052,125	1,070,695	3,066,286	2,929,840
Gross Profit	2,014,161	1,859,145	1,052,125	1,070,695	3,066,286	2,929,840
Total Operating Expenses	(1,768,808)	(1,898,098)	(922,916)	(1,559,788)	(2,689,724)	(3,455,884)
Total	247,353	(36,951)	129,208	(489,093)	376,562	(526,044)
Total Taxes	(36,831)		(38,479)		(75,310)	
Profit After Tax	210,522	(36,951)	90,729	(489,093)	301,252	(\$526,044.14)



Revenue Fiscal Year 2014-2015

Row Labels	Values	
	Sum of Gross Qty (Gal.)	Sum of USD
Oct-14	3797007	\$ 158,714.89
Nov-14	3968054	\$ 165,864.66
Dec-14	4557698	\$ 170,457.91
Jan-15	4431229	\$ 174,590.42
Feb-15	4003795	\$ 166,557.87
Mar-15	4033766	\$ 167,804.67
Apr-15	3238721	\$ 137,645.64
May-15	3466654	\$ 146,292.80
Jun-15	3513622	\$ 147,572.12
Jul-15	3802658	\$ 158,951.10
Aug-15	4218161	\$ 175,475.50
Sep-15	4006770	\$ 166,681.63
Grand Total	47038135	\$ 1,936,609.21

3IAA Budget Target	\$ 2,012,000.00
Variance	\$ (75,390.79)

Revenue Fiscal Year 2015-2016

Row Labels	Values	
	Sum of Gross Qty (Gal.)	Sum of USD
Oct-15	3490842	\$ 147,313.53
Nov-15	3656092	\$ 153,555.86
Dec-15	4116122	\$ 171,230.68
Jan-16	4367428	\$ 172,076.66
Feb-16	3945173	\$ 164,908.23
Mar-16	3934245	\$ 164,451.44
Apr-16	3359500	\$ 141,770.90
Grand Total	26869402	\$ 1,115,307.31

GIAA Budget Target YTD \$ 1,173,666.67

Variance \$ (58,359.36)

Proposed Sliding Scale adjustments

US Gallons	US Gallons	US Dollars
1	3,000,000	0.0428
3,000,001	3,250,000	0.0425
3,250,001	3,500,000	0.0422
3,500,001	3,750,000	0.0420
3,750,001	4,000,000	0.0418
4,000,001	4,250,000	0.0416
4,250,001	4,500,000	0.0394
4,500,001	4,750,000	0.0374
4,750,001	5,000,000	0.0354
5,000,001	5,250,000	0.0336
5,250,001	5,500,000	0.032
5,500,001	5,750,000	0.0305
5,750,001	6,000,000	0.0291
6,000,001	6,250,000	0.0278
6,250,001	6,500,000	0.0266
6,500,001	6,750,000	0.0255
6,750,001	7,000,000	0.0245
7,000,001	7,250,000	0.0236
7,250,001	7,500,000	0.0226
7,500,001	7,750,000	0.0219
7,750,001	8,000,000	0.0212
8,000,001 And Over		0.0206

US Gallons	US Gallons	US Dollars
1	3,000,000	0.0438
3,000,001	3,250,000	0.043
3,250,001	3,500,000	0.0438
3,500,001	3,750,000	0.0435
3,750,001	4,000,000	0.0432
4,000,001	4,250,000	0.043
4,250,001	4,500,000	0.0428
4,500,001	4,750,000	0.0425
4,750,001	5,000,000	0.0422
5,000,001	5,250,000	0.0420
5,250,001	5,500,000	0.0418
5,500,001	5,750,000	0.0416
5,750,001	6,000,000	0.0394
6,000,001	6,250,000	0.0374
6,250,001	6,500,000	0.032
6,500,001	6,750,000	0.0305
6,750,001	7,000,000	0.0291
7,000,001	7,250,000	0.0278
7,250,001	7,500,000	0.0266
7,500,001	7,750,000	0.0255
7,750,001	8,000,000	0.0245
8,000,001 And Over		0.0236

A.B. Won Pat International Airport, Guam

January 22, 2018

SOCIAL MEDIA POLICY (DRAFT)

The use of social media sites such as Facebook, Twitter, YouTube, Instagram, and LinkedIn by the Antonio B. Won Pat International Airport Authority, Guam (“Airport”) is to facilitate an ongoing dialogue with the public on the latest news regarding the Airport, security, flights, the air travel industry and other related topics.

The Airport’s social media accounts shall be maintained and monitored by certain individuals authorized by the Executive Manager. These account administrators are the only individuals authorized to post information on behalf of the Airport. Authorized administrators will normally include staff from the Airport’s Marketing Section and may include individuals from a contracted social media agency.

The Airport’s website, www.guamairport.com, will remain the Airport’s primary Internet presence. Wherever possible, content posted to the Airport’s social media sites will also be available on the Airport’s webpage. Content posted to the Airport’s social media sites should contain links directing users back to the Airport’s official website for in-depth information, forms, documents or online services necessary to conduct business with the Airport.

The Airport does not guarantee or warrant that any information posted by individuals on the Airport’s social media sites is accurate or correct and disclaims liability for any loss or damage resulting from reliance on such information. The Airport does not endorse, sponsor, support, or otherwise promote any private or commercial entity or the information, products, or services posted on the Airport’s social media sites. Any references to commercial entities, products, or services on the Airport’s social media sites are provided solely for the information of individuals using the sites and are not intended to reflect the opinion of the Airport regarding the significance, priority, or importance to be given any referenced entity, product, or service.

The Airport’s social media sites will be monitored for comments and questions. While comments are very important to the Airport and the Airport strives to address posted concerns promptly, social media is not the best forum for resolving complaints. Therefore, all complaints should be submitted to the Airport by phone at (671) 646-0300, or by email to GIAA representative as designated by GIAA Executive Manager.

The Airport’s social media sites should not be used to report criminal activity. Questions regarding specific cases should not be posted on any of the Airport’s sites. Unsolicited proposals or other business ideas or inquiries should not be submitted to the Airport’s social media sites nor should any form of legal and/or administrative notice or process or the submission of any claims, whether formal or informal. In no event shall any communication made through any social media site constitute legal notice to the Airport,

or to any of its officers, employees, agents, or representatives (including but not limited to legal notice required by federal or Guam laws, rules, or regulations) with respect to any existing or potential claim or cause of action against the Airport or any of its officers, employees, agents, or representatives.

To protect users' privacy, users should not include personally identifiable information, such as Social Security numbers, phone numbers, or addresses, on any posts. Posted messages and comments are public. Those posting are responsible for the content of their comments. Comments posted to Airport social media accounts may be subject to Guam's Sunshine Act or otherwise subject to disclosure pursuant to applicable law.

While comments and questions are encouraged, the Airport reserves the right to remove inappropriate comments including those that:

- Have obscene language or sexual content
- Threaten or defame any person or organization
- Violate the legal ownership interest of another party
- Support or oppose political candidates or ballot propositions
- Promote illegal activity
- Promote commercial services or products
- Are not topically related to the particular posting

These guidelines must be displayed to users or made available by hyperlink on GIAA's website. The Airport reserves the right to modify this policy at any time.

AIRLINE ISSUES

DELTA AIRLINES

Delta Airlines suspended its more than 36 years of service on Guam with the last flight out on January 8, 2018. It is anticipated that Delta code share flights will be available via Korean Airlines, under the SkyTeam Alliance.

AIR SERVICE DEVELOPMENT

CHINA TRADE MISSION

A GIAA delegation, together with GVB representatives will be meeting prospective airline operators in Beijing China from Feb. 5 – 8, 2018. United Airlines is the sole provider of direct flights to mainland China twice weekly to Shanghai, providing 7,850 seats per month. Dynamic Airlines has also operated seasonal charters during peak seasons from various cities in mainland China.

ROUTES ASIA

A GIAA delegation will also be meeting with airline network planners at the Annual Routes Asia Forum scheduled for March 18-20, 2018 in Brisbane. This is one of two annual forums where GIAA officials are able to speak directly to network planners to consider routes to Guam. Route incentives and prospective markets are discussed intently in these meetings.

AIRPORT SISTER RELATIONS

Guam Airport is expanding its network of sister airports with the upcoming establishment of formal relations with Korea Airports Corporation in March 2018. Korea Airports Corporation oversees Gimpo, Gimhae and Jeju International Airports in Korea. President & CEO Mr. Sung Il-hwan will be on Guam for this event March 5 – 8, 2018. KAC Airports will join Sendai Airport and Clark Air Base airports in our network of allied airports upon adoption of the MOU by the GIAA Board.

REGULATORY ISSUES

FAA, TSA and USCBP Operations

Guam Airport operations of the FAA, TSA and USCBP TSA are unaffected by the federal budget impasse. Operations have continued as usual at the Guam International Airport.

FINANCIAL ISSUES

Fiscal Year 2017

Pending the results of the actuarial reports and audits of pension schedules & COLA (GASB 68/73) by the Retirement Fund, GIAA has discussed with the OPA and E&Y to extend GIAA's financial audit completion date to no later than February 2017. It is noted that the GIAA Bond Indenture Agreement requires year end financial audits to be completed on or before March of each year (180 days following the fiscal year end).

LEGISLATIVE ISSUES

GIAA received a legislative resolution for the 42nd anniversary of the Airport as a Government of Guam autonomous agency. The resolution provides a timeline of milestones from its inception in 1975.

PROCUREMENT ISSUES

RFPs and IFBs are still in development at this time.

ANNOUNCEMENTS

- **Two Airport K-9 teams** were requested for and chosen from K-9 teams nationwide to support the 52nd Super Bowl by the Department of Homeland Security. Their selection is testament to the professionalism and certification of the dog and handler in ensuring safety of crowds in assigned areas. The game will be held at the Minneapolis US Bank Stadium on February 5, 2018.
- **Airport Week 2018**– Thank you to the Airport Week committee led by Edward Muna, Supt. Of Operations. The week was a complete success with sub-chairs of the 5K Fun Run, Softball Tournament, Golf , Bowling, Mass, and Tenant and Employee Appreciation Banquet pulling off each activity seamlessly. Still in play is the annual Basketball Tournament, with final games slated for February 5, 2018.

○

January 23, 2018

MEMORANDUM

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

From: John A. Rios
Comptroller

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

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

The key operating results for 3 month(s) of FY2018 ending December 31, 2017 – (in \$000's) are

CATEGORY	Actual FY18 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR- FY18	
		Budget FY18 Y-T-D	Actual FY18 Y-T-D	% Variance Budget vs. Actual	Actual Y-T-D FY18 Budget	% Variance Budget vs. Estimate for Full Year
				Y-T-D Current Month		
Total Signatory Revenues	\$ 2,717.6	\$ 8,058.7	\$ 7,752.5	-3.8%	\$ 32,996.5	-0.9%
Total Concession Revenues	\$ 1,722.3	\$ 4,905.1	\$ 4,960.7	1.1%	\$ 19,856.0	0.3%
Total PFC's	\$ 652.5	\$ 1,845.6	\$ 1,522.9	-17.5%	\$ 7,396.2	-4.2%
Total Other Revenues	\$ 1,918.2	\$ 4,002.8	\$ 5,461.0	36.4%	\$ 17,299.0	9.2%
Total Operating Revenues	\$ 7,010.6	\$ 18,812.2	\$ 19,697.1	4.7%	\$ 77,547.8	1.2%
Total Operating Expenses	\$ 3,685.7	\$ 12,630.5	\$ 11,088.6	-12.2%	\$ 45,776.1	-3.3%
Net Revenues from Operations	\$ 3,324.9	\$ 6,181.7	\$ 8,608.5	39.3%	\$ 31,771.8	8.3%
Non-Operating Expenses	\$ 42.9	\$ 415.0	\$ 320.6	-22.7%	\$ 620.6	-13.2%
Other Available Moneys/other sources of funds	\$ 530.1	\$ 1,690.4	\$ 1,619.7	-4.2%	\$ 6,690.8	-1.0%
Net Debt Service Coverage	1.80	1.2	1.56	29.4%	1.51	6.2%

Year-to-date Total Signatory Revenues for the month ending December 31, 2017 are below Budgeted revenues by **-3.8%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **1.1%** above budget while Passenger Facility Charges are below the budget estimate by **-17.5%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by **36.4%**.

Year-to-date Total Operating Revenues actual of **\$19.7M** is **4.7%** above the budget estimate of **\$18.8M**.

Year-to-date Total Operating Expenses are below budget by **-12.2%**. Components of this line item include a **-15.3%** decrease in Personnel Service, a **-1.6%** decrease in Contractual Services, a **-82.8%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$8.6M** represents a **39.3%** increase over the year-to-date budgeted amount of **\$6.2M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.56** 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 December 31, 2017

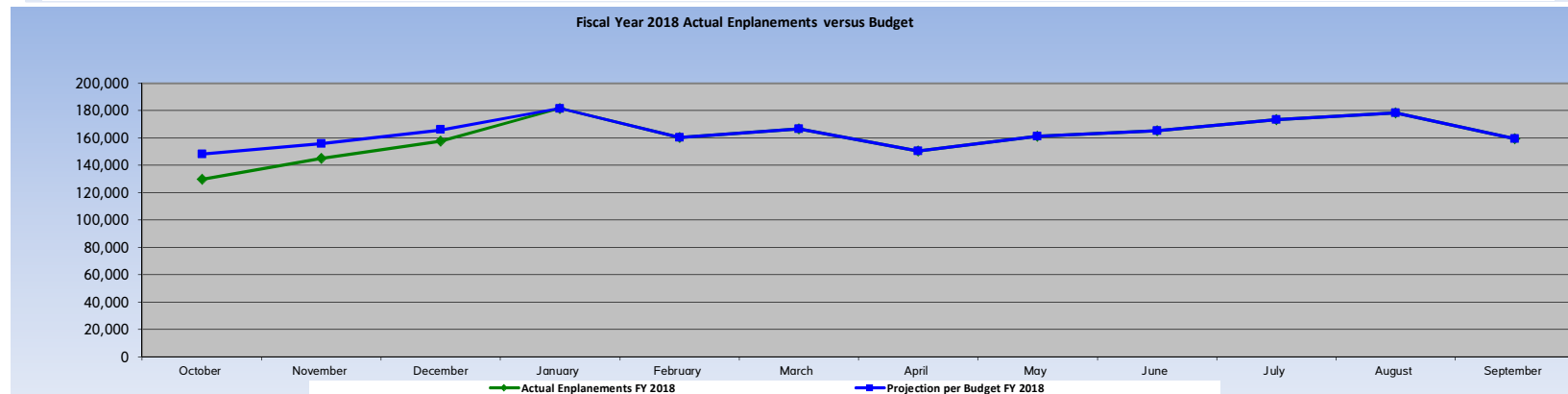
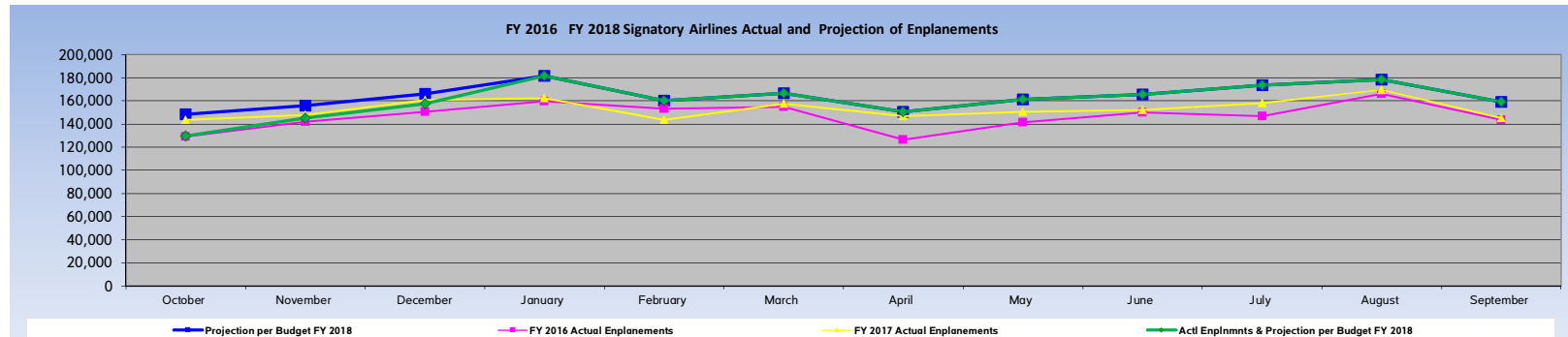
	CURRENT MONTH				Budget Full Year	YEAR TO DATE				FULL YEAR FORECAST	
	Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l		Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
I. Signatory Airline Rents & Fees											
Terminal Bldg Rentals	313.3	318.3	327.2	2.8%	3,820.0	938.9	954.1	981.6	2.9%	3,847.5	0.7%
Departure Fees	643.7	619.9	588.4	-5.1%	7,344.5	1,738.4	1,756.0	1,614.5	-8.1%	7,202.9	-1.9%
Arrival Fees	642.7	618.8	583.6	-5.7%	7,292.1	1,777.5	1,745.1	1,591.5	-8.8%	7,138.5	-2.1%
Immigration Inspection Fees	225.1	212.8	198.2	-6.8%	2,521.0	627.7	602.3	541.3	-10.1%	2,460.0	-2.4%
Loading Bridge Use Fees	527.0	612.4	578.1	-5.6%	7,300.0	1,501.2	1,776.7	1,740.0	-2.1%	7,263.2	-0.5%
Apron Use Fees	134.6	133.5	131.5	-1.5%	1,550.0	369.8	377.7	390.7	3.5%	1,563.0	0.8%
Landing Fees	274.3	299.2	310.7	0.0%	3,475.2	734.0	846.8	892.9	5.4%	3,521.3	0.0%
Total Signatory Revenue	2,760.7	2,814.9	2,717.6	-3.5%	33,302.8	7,687.5	8,058.7	7,752.5	-3.8%	32,996.5	-0.9%
Enplaned Signatory Pax	160,544	166,013	157,750	-5.0%	1,966,786	452,165	470,253	432,831	-8.0%	1,929,364	-1.9%
Cost per Enplaned Pax	\$17.20	\$16.96	\$17.23	1.6%	\$16.93	\$17.00	\$17.14	\$17.91	4.5%	\$17.10	1.0%
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	1,268.1	1,268.3	1,365.6	7.7%	15,216.9	3,804.1	3,804.7	3,937.5	3.5%	15,349.8	0.9%
In-flight Catering	76.9	76.1	67.8	-11.0%	921.9	219.0	217.2	201.3	-7.3%	906.1	-1.7%
Food & Beverage	92.8	91.1	92.0	1.0%	1,149.8	266.5	269.5	253.8	-5.8%	1,134.2	-1.4%
Rental Cars	113.8	142.7	122.2	-14.4%	1,715.0	332.6	406.8	353.5	-13.1%	1,661.6	-3.1%
Other Concession Rev	53.7	65.1	74.7	14.8%	796.7	169.0	206.9	214.6	3.7%	804.3	1.0%
Total Concession Revenues	1,605.3	1,643.4	1,722.3	4.8%	19,800.4	4,791.2	4,905.1	4,960.7	1.1%	19,856.0	0.3%
Passenger Facility Charges	643.8	651.5	652.5	0.1%	7,719.0	1,660.9	1,845.6	1,522.9	-17.5%	7,396.2	-4.2%
Other Revenue	1,745.2	1,348.8	1,918.2	42.2%	15,840.9	4,825.3	4,002.8	5,461.0	36.4%	17,299.0	9.2%
Total Operating Revenue	6,755.0	6,458.6	7,010.6	8.5%	76,663.0	18,964.9	18,812.2	19,697.1	4.7%	77,547.8	1.2%
II. Operating Expenses:											
Personnel Services	1,744.2	1,568.0	1,484.4	-5.3%	20,383.4	5,101.4	5,487.9	4,647.3	-15.3%	19,542.8	-4.1%
Contractual Services	1,941.0	2,332.5	2,186.3	-6.3%	24,480.6	5,272.4	6,426.2	6,323.2	-1.6%	24,377.6	-0.4%
Materials & Supplies	57.7	455.4	15.0	-96.7%	2,363.0	127.8	685.4	118.0	-82.8%	1,795.7	-24.0%
Equipment/Furnishings	0.0	22.5	0.0	0.0%	91.0	14.9	31.0	0.0	0.0%	60.0	-34.1%
Total Operating Expenses	3,742.8	4,378.3	3,685.7	-15.8%	47,318.0	10,516.4	12,630.5	11,088.6	-12.2%	45,776.1	-3.3%
Net income from Operations	3,012.2	2,080.2	3,324.9	59.8%	29,345.0	8,448.5	6,181.7	8,608.5	39.3%	31,771.8	8.3%

GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS (\$000's)
As of December 31, 2017

	CURRENT MONTH				Budget Full Year	YEAR TO DATE				FULL YEAR FORECAST	
	Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l		Actual FY2017	Budget FY2018	Actual FY2018	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
III. Other Revenues and Expenses											
Less: Non Operating Expense(Ret/DOI/OHS)	43.5	140.0	42.9	-69.4%	715.0	318.5	415.0	320.6	-22.7%	620.6	-13.2%
Add: Interest on Investments	57.1	66.0	0.1	-99.8%	792.1	168.4	198.0	0.2	-99.9%	594.3	-25.0%
Net Revenues	3,025.8	2,006.3	3,282.2	63.6%	29,422.1	8,298.4	5,964.7	8,288.1	-0.4	31,745.4	7.9%
Add: Other Sources of Funds	0.0	33.3	0.0	0.0%	400.0	11.2	100.0	29.3	0.6	329.3	-17.7%
Add: Other Available Moneys	529.9	530.1	530.1	0.0%	6,361.5	1,589.8	1,590.4	1,590.4	0.0%	6,361.5	0.0%
Net Revenues and Other Available Moneys	3,555.7	2,569.7	3,812.3	48.4%	36,183.6	9,899.4	7,655.1	9,907.8	29.4%	38,436.2	6.2%
Debt Service payments	2,119.8	2,120.5	2,120.5	0.0%	25,446.0	6,359.4	6,361.5	6,361.5	0.0%	25,446.0	0.0%
Debt Service Coverage	1.68	1.21	1.80	48.4%	1.42	1.56	1.20	1.56	29.4%	1.51	6.2%
Debt Service Requirement	1.25	1.25	1.25		1.25	1.25	1.25	1.25		1.25	

SUMMARY SIGNATORY AIRLINES

Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Projection per Budget FY 2018	148,343	155,897	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,966,786
FY 2010 Actual Enplanements	94,630	105,230	108,410	132,016	129,523	137,257	102,312	112,910	111,671	133,353	147,419	132,165	1,446,896
FY 2011 Actual Enplanements	112,043	117,861	115,206	137,595	131,263	128,645	90,184	99,827	100,434	119,730	140,999	123,086	1,416,873
FY 2012 Actual Enplanements	110,962	118,092	121,031	143,545	137,851	149,600	113,893	107,914	122,061	141,014	165,376	135,017	1,566,356
FY 2013 Actual Enplanements	131,910	135,518	138,186	150,971	148,524	164,380	124,701	120,751	132,315	142,773	165,026	138,907	1,693,962
FY 2014 Actual Enplanements	124,805	134,044	141,808	151,270	141,056	157,421	128,621	123,763	136,513	138,462	165,026	130,732	1,673,521
FY 2015 Actual Enplanements	123,934	133,207	141,209	154,559	149,186	163,468	126,645	125,235	131,500	136,967	159,054	138,298	1,683,262
FY 2016 Actual Enplanements	129,352	141,778	150,587	159,545	153,030	155,032	126,400	141,568	149,942	147,032	166,085	143,840	1,764,191
FY 2017 Actual Enplanements	143,619	148,002	160,544	162,303	143,720	157,735	146,779	150,775	151,974	158,139	169,547	145,108	1,838,245
FY 2018 Actual Enplanements/Projection	129,772	145,309	157,750	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,929,364
FY 2018 versus FY 2017 Monthly%	-9.64%	-1.82%	-1.74%	11.93%	11.46%	5.76%	2.48%	6.86%	8.81%	9.63%	5.17%	9.76%	4.96%
FY 2018 versus FY 2017 Monthly	-13,847	-2,693	-2,794	19,368	16,472	9,093	3,637	10,341	13,396	15,223	8,757	14,166	91,119
FY 2018 versus FY 2017 Cumulative	-13,847	-16,540	-19,334	34	16,506	25,599	29,236	39,577	52,973	68,196	76,953	91,119	91,119
	-9.64%	-11.18%	-12.04%	0.02%	11.48%	16.23%	19.92%	26.25%	34.86%	43.12%	45.39%	62.79%	4.96%



Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Actual Enplanements FY 2018	129,772	145,309	157,750	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,929,364
Projection per Budget FY 2018	148,343	155,897	166,013	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	1,966,786
Actual Enplanements Over/(Under) Projection	(18,571)	(10,588)	(8,263)	0	0	0	0	0	0	0	0	0	(37,422)
Cumulative Total	(18,571)	(29,159)	(37,422)	0	0	0	0	0	0	0	0	0	-1.9%
Percentage Over/(Under) Forecast													
% Monthly versus Projection	-12.5%	-6.8%	-5.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
% Cumulative Total	-12.5%	-9.6%	-8.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Month to Month Trend													
Actual Enplanements	129,772	145,309	157,750	181,671	160,192	166,828	150,416	161,116	165,370	173,362	178,304	159,274	
Month to Month Increase/(Decrease)		15,537	12,441	23,921	-21,478	6,636	-16,412	10,700	4,254	7,992	4,943	-19,031	
Month to Month Increase/(Decrease) in %		12.0%	8.6%	15.2%	-11.8%	4.1%	-9.8%	7.1%	2.6%	4.8%	2.9%	-10.7%	
Cost Per Enplanement FY2017 Actual versus Projected													
CPE													CPE FY18
Forecast Per FY2018 Budget	\$ 17.31	\$ 17.16	\$ 16.96	\$ 16.69	\$ 17.00	\$ 17.13	\$ 17.34	\$ 17.10	\$ 16.56	\$ 16.46	\$ 16.52	\$ 17.14	\$ 16.93
Actual CPE	\$ 19.12	\$ 17.58	\$ 17.23										
Variance	\$ (1.80)	\$ (0.42)	\$ (0.27)	\$ 16.69	\$ 17.00	\$ 17.13	\$ 17.34	\$ 17.10	\$ 16.56	\$ 16.46	\$ 16.52	\$ 17.14	\$ 16.93

CALVO FISHER & JACOB LLP

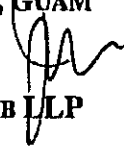
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RECOMMENDATION OF COUNSEL

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: January 18, 2018

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.