

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM**

**Thursday, May 24, 2018, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The May 24, 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 3:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Ricardo C. Duenas
Gurvinder "Bic" Sobti
Martin J. Gerber
Rosalinda A. Tolan
Deedee S. Camacho

Offices or positions:

Chairman
Board Secretary

Directors Absent:

Katherine C. Sgro (Excused)
Lucy M. Alcorn (Excused)

Vice Chairperson

GIAA Officials:

Pedro R. Martinez
John A. Rios
Jean M. Arriola
Raymond Mantanona
Edward Muna
Victor Cruz
Rolenda Faasuamalie
Henry Cruz

Deputy Executive Manager
Comptroller
Airport Services Manager
ARFF Chief
Superintendent of Operations
Engineering Supervisor
Airport Marketing Administrator
Management Analyst I

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 Sobti; motion unanimously passed.

3. APPROVAL OF MINUTES

A. April 26, 2018 Regular Meeting

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

Resolution No. 18-28

The Board hereby approves the minutes of the April 26, 2018 regular meeting, subject to corrections.

4. CORRESPONDENCE

Deputy Executive Manager Martinez had no Correspondence to report.

5. OLD BUSINESS

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

Mr. Frank Santos, Consultant, provided brief highlights on Capital Improvement Projects for FY2018.

- International Arrivals Corridor with Building Seismic Upgrades: Construction on Pod 2 is being completed. The steel structure is going up at Gate 6. Work is progressing on time.
- ARFF Facility-Design/Construction Phase 1/2: Currently out for bid. All of the approvals were for the full demolition of the hangar

6. NEW BUSINESS

A. Approval of Award for Timekeeping and Attendance System - RFP No. RFP-004-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 twenty-three (23) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the five (5) 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 B
2. Proposer C/Proposer D

3. Proposer A
4. Proposer E

Management recommends the approval of the ranking results and the contract award to ProposerB, the highest ranked proposer, subject to negotiations of fair and reasonable fees.

The Deputy Executive Manager informed the Board that the initial term of the agreement shall be for five (5) years, and may be renewed at the sole discretion of GIAA by written notice, for three (3) additional one (1) year terms, not to exceed a total of eight (8) years.

The Timekeeping and Attendance System services will be funded under the FY18 Administration O&M Budget.

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

Resolution No. 18-29

The Board hereby approves the ranking results as presented and the contract award to Proposer B, for Timekeeping and Attendance System - RFP No. RFP-004-FY18, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Deputy Executive Manager Martinez informed the Board that Proposer 'B' is NovaTime Technology, Inc.

B. Ratification of Quarterly Travel

Deputy Executive Manager Martinez presented the quarterly travel from January to March 2018 for ratification by the Board.

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

Resolution No. 18-30

The Board hereby ratifies the FY2018 2nd quarter travel report from January to March 2018 as presented.

7. REPORT OF THE EXECUTIVE MANAGER

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

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **April 30, 2018**. Mr.

Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by - **6.9%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **2.2%** and **-15.0%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **28.9%**. Year-to-date Total Operating Revenues Actual of **\$45.4M** is **2.1%** above the budget estimate of **\$38.4M**. Year-to-date Total Operating Expenses are below budget by **-4.4%**. Components of this line item include a **-3.5%** decrease in Personnel Service, a **3.1%** increase in Contractual Services, a **-74.1%** decrease in Materials & Supplies and a **16.4%** increase in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$17.4M** reflects an increase of **13.9%** over the year-to-date budgeted amount of **\$15.3M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.44** 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 Tolan, seconded by Director Camacho, and unanimously approved, the Board recessed to convene into Executive Session at 3:29 p.m.

The Board convened into Executive Session at 3:40 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Duenas, Sobti, Gerber, Tolan and Camacho, Deputy Executive Manager Martinez, and Legal Counsel, Michael A. Pangelinan and Eduardo A. Calvo. Also present was the court reporter who will prepare a transcript of the Executive session. Executive Session adjourned at 3:57 p.m., at which time the Board reconvened the regular session.

As a result of discussion during Executive Session, Chairman Duenas announced that there were a number of matters still to approve, and asked that Legal Counsel present those matters to the Board.

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

Resolution No. 18-31

The Board hereby approves the Settlement Agreement relative to the District Court Case - Joshua Mesa vs. GIAA, CV17-00071, as presented during Executive Session.

Legal counsel, Mr. Michael Pangelinan requested for the Board to approve and authorize payment to Calvo Fisher & Jacob LLP, for invoices from March, April and May 2018, for general legal matters that exceed the monthly cap of \$45,000.00. Attorney Pangelinan announced that for the past three (3) months, the legal fees have exceeded the cap due to an increase in cases

that have come up. He went on to add that due to the increased litigation work on the Crawford case that billing for May will not be issued until the end of the month, and anticipates an estimated amount of \$55,000 above the cap for the month of May.

Chairman Duenas inquired if the Comptroller had reviewed the referenced invoices for March and April. The Comptroller replied yes, he had reviewed them.

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

Resolution No. 18-32

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for the general matters legal fees incurred in March and April 2018 that exceed the monthly cap in the amount of \$33,288.05 and \$58,677.66 respectively; and an anticipated amount of \$55,000 over the cap for May 2018.


10. PUBLIC COMMENTS

There were no Public Comments

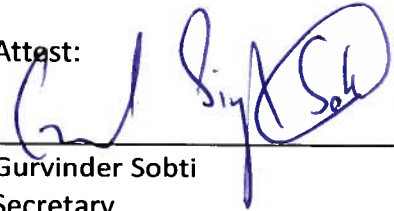
11. ADJOURNMENT

Motion to adjourn duly made by Director Gerber, seconded by Director Sobti; motion unanimously passed. The meeting was adjourned at 4:01 p.m.

Dated this 28th, day of June, 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, May 24, 2018
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice

First Notice:

Guam Daily Post – May 17, 2018

Notice to Media – May 17, 2018

Second Notice:

Guam Daily Post – May 22, 2018

Notice to Media – May 22, 2018

AGENDA


1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. April 26, 2018 Regular Meeting
4. Correspondence
5. Old Business
 - A. Status Updates of Capital Improvement Projects
6. New Business
 - A. Approval of Award for Timekeeping & Attendance System – RFP No. RFP-004-FY18
 - B. Ratification of Quarterly Travel
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Regular Meeting
3:00 p.m., Thursday, May 24, 2018
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1.	<i>E. Faguanche</i>	<i>MKT</i>
2.	<i>Sen A.</i>	<i>GIAA</i>
3.	<i>Henry Jones</i>	<i>GIAA</i>
4.	<i>Michael Fangelman</i>	<i>CFS</i>
5.	<i>VICTOR J. COTIZ</i>	<i>GIAA</i>
6.	<i>Raymond T. Mantecosa</i>	<i>AARF</i>
7.	<i>Dan Quiroga</i>	<i>GIAA</i>
8.	<i>FRANK SANTOS</i>	<i>TMG</i>
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		

CURRENCY EXCHANGE RATES On May 16, \$1 was worth:	Keep posted and get more data and details online. Log on to see real time market data with our stock market tool at postguam.com/stock_market .							
	52.270 PHP	110.22 JPY	1,077.90 KRW	29.871 TWD NT\$	6.3718 CNY	1.3362 AUD A\$	0.8448 EUR €	

DPW to set up portable truck scales by August

By Louella Losinio

louella@postguam.com

After the implementation of penalties at the Truck Enforcement Screening Station in July last year, the Department of Public Works plans to set up portable scales in strategic locations all over the island.

DPW is targeting Aug. 1 to begin issuing fines using the portable scales.

The passage of Public Law 33-106 supports the enforcement of penalties at the screening station. The statute applies weight limits and safe operations of commercial vehicles on Guam's highways, and establishes penalties for violations as well as permit requirements.

The facility is located on Route 11 near the Port Authority of Guam. It has been used to weigh and inspect commercial vehicles operating on the island's roads. With the new portable scales, the weighing process will be done in select locations throughout the island.

Brady Nodell, consultant for DPW, provided updates on the enforcement of the new truck weighing program during a membership meeting of the Guam Contractors Association on Wednesday.

"DPW started to collect fines from violators in July of last year. But the weight facility is at the port and it does not capture all of the truck traf-



WEIGH TO GO: A truck pulls up to the Guam Department of Public Works Truck Enforcement Screening Station at Commercial Port in June 2017. DPW is preparing to set up portable scales in strategic locations all over the island. Post file photo

fic around the island so now DPW is moving forward with the program of putting portable scales around the island, outside the port," Nodell said.

The department recently acquired solar-powered PT300 portable load scales for the program.

"The scales communicate with each other. You put one scale under one tire. You put the other scale under the axle and they communicate and they give you the axle weight," Nodell said.

Select locations

According to Nodell, DPW is plan-

ning to implement the portable scales in the following preliminary locations by Aug. 1:

- Route 15, northbound, near the Mangilao golf course;
- Route 15, southbound, near Eagles field;
- Route 1, southbound, near the GCIC building;
- Route 1, northbound, near Harley-Davidson in Asan; and
- Route 1, northbound, near the Yigo fire station.

Prior to the enforcement of fines in August, the department will test the

portable scales in select locations.

"This week we will be in West Hagåtña by the GCIC building. Next week, we will be in Yigo by the fire station. The week after that, in Asan on Route 1, and then Mangilao by the mayor's office. We will repeat those locations next month."

According to Nodell, between now and Aug. 1, the department will be working out the kinks with the portable scales. During this period, truck owners can have their vehicles weighed in the designated scales locations without getting fined should it exceed the allowable weight limit.

What the law says

Under the law, when the distance between the first and last axle of the vehicle is 40 inches or less, the load shall not exceed 20,000 pounds. If the distance is more than 40 inches but not more than 8 feet, the tandem weight imposed shall not exceed 34,000 pounds.

The law also applies the "bridge formula" to determine whether the total gross weight of "any axle group on a vehicle combination" does not exceed the total overall gross weight of 80,000 pounds. According to the Federal Highway Administration, the bridge formula "limits the weight-to-length ratio of a vehicle crossing a bridge." Concerns about this requirement have been raised by local businesses when the local bill was passed.



Guam Contractors Association officials take office

SWEARING IN: The Guam Contractors Association held a swearing-in ceremony for its new board of directors at the Westin Resort Guam on Wednesday in Tumon. From left are Vice Chairwoman Jessica Barrett; past Chairwoman Chit Bathán; Mark Cruz; Camilo Lorenzo; Secretary/Treasurer Peter Errett; Jeffrey Larsen; Harold Cultic; John Sage; and Joe Roberto. David Castro/The Guam Daily Post

GUAM HOUSING AND URBAN RENEWAL AUTHORITY

Board of Commissioners Meeting
12:00 P.M., Thursday, May 24, 2018

GHURA Main Office
1st Floor Conference Room
117 Bien Venida Avenue, Sinajana

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



The Honorable
EDDIE B. CALVO
Governor

The Honorable
RAY TENORIO
Lt. Governor



PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Thursday, May 24, 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, April 26, 2018, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3**

1. CALL TO ORDER AND ATTENDANCE

The April 26, 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 3:08 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
Lucy M. Alcorn*
Rosalinda A. Tolan
Deedee S. Camacho

Offices or positions:

Chairman
Vice Chairperson
Board Secretary

Directors Absent:

Martin J. Gerber (Excused)

GIAA Officials:

Pedro R. Martinez	Deputy Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Edward Muna	Superintendent of Operations
Antonio Taitingfong	Airport Assistant Chief of Police
Victor Cruz	Engineering Supervisor
Joseph Javellana	Program Coordinator IV
RolendaFaasuamalie	Airport Marketing Administrator
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 Tolan; motion unanimously passed.

3. APPROVAL OF MINUTES

A. March 22, 2018 Regular Meeting

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

Resolution No. 18-26

The Board hereby approves the minutes of the March 22, 2018 regular meeting, subject to corrections.

4. CORRESPONDENCE

Deputy Executive Manager Martinez had no Correspondence to report.

5. OLD BUSINESS

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

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

- International Arrivals Corridor with Building Seismic Upgrades: Update on the project was provided to all Airport stakeholders on April 10, 2018. Contractor is in the process of finalizing Pod 2 as well as the corridor from Gate 5 to Gate 7. A completion ceremony for the Pod is expected to be in July 2018. Impact is mainly to boutiques as early next month. The contractor will work on one boutique at a time.
- SSCP Improvements: A design has been agreed upon with the Transportation Security Administration (TSA) regarding the expansion of the Security Screening Checkpoint, increasing the number of lanes from five (5) to seven (7), possibly eight (8) lanes. Awaiting a number of reviews from various divisions, once reviewed, notice to proceed will be given to the designer to finalize. Completion of the project expected in January 2019.
- ARFF Facility-Design/Construction Phase 1/2: Full approval from the State Historic Preservation Office was granted. Security fencing has been installed by the contractor. The bid for Phase 2, for construction of the new building, is anticipated for the end of April.

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. John Rios reported on the revenues and expenses of the Authority as of **March 31, 2018**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-6.6%**, year-to-date. Total Concession Revenues and Passenger Facility Charges are above and below budget by **2.9%** and **-15.1%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **28.8%**. Year-to-date Total Operating Revenues Actual of **\$39.4M** is **2.4%** above the budget estimate of **\$38.4M**. Year-to-date Total Operating Expenses are below budget by **-4.4%**. Components of this line item include a **-4.9%** decrease in Personnel Service, a **3.8%** increase in Contractual Services, a **76.3%** decrease in Materials & Supplies and a **26.1%** increase in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$15.2M** reflects an increase of **15.6%** over the year-to-date budgeted amount of **\$13.1M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.45** versus the requirement of **1.25**.

Chairman Duenas announced there would be a brief recess.

On motion duly on motion duly made by Director Tolan, seconded by Director Camacho, and unanimously approved, the Board recessed at 3:31 p.m.

Recess ended at 3:46 p.m., at which time the Board reconvened regular session.

**Chairman Duenas announced the arrival of Director Alcorn.*

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Vice Chairperson Sgro, seconded by Director Tolan, and unanimously approved, the Board convened into Executive Session at 3:47 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, Alcorn, Tolan and Camacho, Deputy Executive Manager Martinez, and Legal Counsel, Janalynn Cruz Damian, Eduardo A. Calvo and Genevieve P. Rapadas. Also present was the court reporter who will prepare a transcript of the Executive session.

Director Tolan and Director Camacho did not participate in the second portion of Executive Session due to conflicts of interest. The Board members were excused from the remainder of the Board meeting and exited the conference room at 4:00 p.m.

Executive Session adjourned at 4:58 p.m., at which time the Board reconvened the regular session.

Chairman Duenas, Vice Chairperson Sgro, Director Sobti and Director Alcorn present in the conference room.

As a result of discussion during Executive Session, Chairman Duenas announced that there were a number of matters still to approve, and asked that Legal Counsel present those matters to the Board.

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

Resolution No. 18-27

The Board hereby approves the Mediation Term Sheet entered into with Lotte Duty Free Guam, LLC that was approved by Management and presented during Executive Session. The Board further directs Management to work with Legal Counsel on any updates that result from the said Mediation Term Sheet.

Legal Counsel, Janalynn Damian announced that as a result of a reassessment of previously disclosed conflicts of interest, Director Sobti was found to have no conflicts of interest pertaining to matters involving DFS. Therefore Director Sobti did participate in discussion of the previous matter during Executive Session.

10. PUBLIC COMMENTS

There were no Public Comments

11. ADJOURNMENT

Motion to adjourn duly made by Director Sobti, seconded by Director Alcorn; motion unanimously passed. The meeting was adjourned at 5:00 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 05/24/18

		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	36,137,188	83,297,759
3	AIP 93	Noise Mitigation Program 65 DNL & Higher - Phase		2,000,000	200,000	2,200,000	218,586	1,981,414
4	AIP 94	Miscellaneous Airport Improvements - Ph 5		785,281	78,453	863,734	681,056	182,678
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	118,314	61,686
7	AIP 98 AIP 101	ARFF Facility-Design/Construction Phase 1/2	422,472	4,500,000	488,889	5,411,361	780,741	4,630,620
8	AIP 99 AIP 102	Apron Rehabilitation - Design		1,810,000	192,112	2,002,112	436,341	1,565,771
9	AIP 103	Rehabilitation Runway 6L - Design		750,000	83,334	833,334	1,944	831,390
10		Hold Bag Screening Relocation	5,369,933	24,899,330	418,508	30,687,771	30,052,494	635,277
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)			2,527,582	2,527,582	2,236,366	291,216
16		Tiyan Land Acquisition & Redevelopment			725,604	725,604	703,703	21,901
17		Facilities Fire Alarm/Suppression System			3,223,301	3,223,301	3,126,675	96,626
18		Upgrades to Public Restrooms - Final Phase			2,929,937	2,929,937	2,545,168	384,769
19		Maintenance Equipment			101,625	101,625	101,625	-
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	\$ 57,194,611	\$ 23,122,812	\$ 184,900,866	\$ 86,713,900	\$ 98,186,966

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

**REQUEST FOR PROPOSAL RFP-004-FY18
TIMEKEEPING AND ATTENDANCE SYSTEM**

May 24, 2018

Purpose

Board action is requested to approve the ranking results based on the evaluation process performed through the Request for Proposals RFP-004-FY18 for Timekeeping and Attendance System.

Background

The referenced RFP solicits proposals from professional firms to provide Timekeeping and Attendance System services to GIAA including but not limited to: provision of a timekeeping and attendance software with supplemental hardware and maintenance and infrastructure technical support services.

Procurement Background

The above referenced RFP was advertised in the local newspaper on March 27 and April 3 & 5, 2018. The established deadline to submit proposals was on April 27, 2018.

A total of Twenty-Three (23) firms showed their interest by obtaining the RFP package; and five (5) 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 B
2. Proposer C / Proposer D
3. Proposer A
4. Proposer E

Legal Review

Upon Board approval, a contract will be forwarded to Legal Counsel for review and approval as to form. The initial term of the agreement shall be for five (5) years. The agreement may be renewed at the sole discretion of GIAA by written notice, for three (3) additional one (1) year terms, not to exceed a total of eight (8) years.

Financial Review

The Timekeeping and Attendance System services will be funded under the FY18 Administration O&M Budget.


Recommendation

Management recommends the approval of the ranking results and the contract award to **Proposer B** for the Timekeeping and Attendance System services contract subject to negotiations of fair and reasonable fees.

May 15, 2018

MEMORANDUM:

TO: Charles H. Ada II
Executive Manager

FROM:  Daniel A. Quitugua
Buyer Supervisor I, Acting

SUBJECT: **Evaluation and Recommendation
Request for Proposal – RFP-004-FY18
Timekeeping and Attendance System**

The referenced Request for Proposal (RFP) solicits interests from firms or individuals to provide for a Timekeeping and Attendance System. The advertisement for this RFP was published in the local newspaper for the months of March & April. The deadline to submit the proposals was on April 27, 2018.

A total of Twenty-Three (23) firms/individuals acknowledged receipt of the package and five (5) firms submitted proposals before the submission deadline.

Evaluation and Selection

Pursuant to Basis for Evaluation of the RFP package, after receipt of all proposals, the GIAA Evaluation Committee conducted an independent evaluation for the purpose of selecting the most responsive and responsible offeror based on the evaluation criteria. The committee which Management established to evaluate the firms' qualifications included the following:

1. Danny Cepeda, Data Processing Manager
2. Ann Bautista, General Accounting Supervisor
3. Arleen Torres-Sanchez, Systems Programmer
4. Virginia Molo, Personnel Specialist IV

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 selected in the order of their ranking are as follows:

1. Proposer B
2. Proposer C / Proposer D
3. Proposer A
4. Proposer E

Recommendation

Based on the tabulation of the proposers ranking, it is determined that **Proposer B**, ranked highest and the best qualified firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of our review of the submitted required documents, the firm has been deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations.

Therefore, management recommends the approval of the ranking results and the contract award to **Proposer B**, as the highest ranked proposer for the Timekeeping and Attendance System 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:


CHARLES H. ADA II
Executive Manager

Attachments

cc: Evaluation Committee
Procurement File



AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF _____)
 _____) ss.
 Rancho Cucamonga, CA)

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]*:

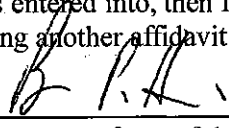
- ☐ The offeror is an individual or sole proprietor and owns the entire (100%) interest in the offering business.
- ☒ The offeror is a corporation, partnership, joint venture, or association known as *[please state name of offeror company]* NOVAtime Technology, Inc., and the persons, companies, partners, 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>
N/A		

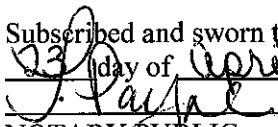
B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows *[If none, please so state]*:

<u>Name</u>	<u>Address</u>	<u>Compensation</u>
N/A		

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
23 day of April, 2018

 NOTARY PUBLIC
 My commission expires:



THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE CONTAINING THE PROPOSAL.



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

RFP No. RFP-004-FY18
Timekeeping and Attendance System

NAME OF FIRM/PROPOSER	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	Score	Rank	
Proposer A	90	2	91	2	95	5	93	3	3
Proposer B	91	1	94	1	98	2	91	4	1
Proposer C	76	3	81	3	97	4	98	1	1.5
Proposer D	75	4	61	4	99	1	96	2	1.5
Proposer E	70	5	50	5	98	2	89	5	4

Evaluators	
No. 1:	Danny Cepeda, Data Processing Manager
No. 2:	Arlene M. Torres-Sanchez, Systems Programmer
No. 3:	Virginia Molo, Personnel Specialist IV
No. 4:	Ann Bautista, General Accounting Supervisor

FY 2018 TRAVEL REPORT

BOARD RATIFICATION - January - March

TA NO.	NAME	COST	TRAVEL DATES	PURPOSE	DESTINATION
18-03-51	Sgro, Katherine C.	\$3,388.76	03/17/2018 - 03/21/2018	Traveller attended Routes Asia holding discussions with network planners for real traction in air service development for GIAA.	Brisbane, Australia
18-02-52-A	Duenas, Ricardo C.	\$4,856.97	02/05/2018 - 02/09/2018	Traveller attended the China Mission Guam Delegation and TA was amended to change departure date out of Guam from February 4, 2018 to February 5, 2018	Shanghai, China
18-02-57	Il Ada, Charles H.	\$904.49	02/01/2018 - 02/02/2018	Traveller attended the Inagural Marianas Working Group Business Meeting.	Saipan

AIRLINE ISSUES

UNITED AIRLINES

Extra Summer Sections

From August 2 – 27, 2018, the airline will run 20 additional flights between Japan and Guam, 13 of which will service the Tokyo route, and the remaining 7 will operate to/from Nagoya. Aircraft to be utilized will be the B737-700 aircraft with 120 seats, as well as the B737-800 aircraft with 166 seats.

50 Years of Service

United Airlines celebrated their 50th anniversary serving Guam and the region, via their predecessor Continental Airlines/Continental Micronesia with various activities at the Gates that included special greeting to arriving passengers, a honorary water spray on the island hopper departing flight and recognition banners of this milestone on Airport Road and within the terminal.

JIN AIR

Scheduled Summer Service

Jin Air will be adding daily scheduled charter service between Tokyo Narita – Guam, utilizing B737 800 aircraft with a 189-seat capacity. This daily service will operate from July 21 through October 27, 2018. In total, these will be 99 additional flights, and subject to our “Japan Only” incentive program.

REGULATORY ISSUES

GIAA Evaluators at Regional Full Scale Emergency Exercises

Several GIAA managers and employees lent their expertise as evaluators in Part 139 Emergency Exercises in the region. GIAA was asked to participate as a leader in the region and to share best practices. CNMI and Yap conducted emergency exercises in April and Palau in May.

Western Pacific Conference

GIAA will also be presenting at the Western Pacific Conference at the Western Pacific Conference from June 11 – 14, 2018, with all airports in the Western Pacific region that includes Honolulu, Micronesia, Marianas and Alaska.

FAA Aerodrome Certification Workshop

The 2nd FAA Aerodrome Certification Workshop hosted by Pohnpei Port Authority will take place in Kolonia, Pohnpei on August 7-10, 2018. These Aerodrome workshops are FAA sponsored to assist our region airports in the certification preparation and programs, and our airport is asked to participate to share best practices and guidance.

FAR Part 139 Certification Inspection

FAA has scheduled Guam's FAR Part 139 inspection for the week of September 17 through 21, 2018. All divisions are working towards another record breaking “0” discrepancy report, for a four year streak!

FINANCIAL ISSUES

GIAA is preparing for the refund of 2013 Series C Bonds with meetings with bond counsel and bond underwriters scheduled in July and August. GIAA is fully engaged with the process led by GEDA.

Additionally, the FY2019 budget process has commenced internally with each division submitting their preliminary budget requests. The projected date for signatory airline review and comment is July 1, 2018 as required by the Signatory Leases and Operating Agreements.

LEGISLATIVE ISSUES

Bill No. 206-34, An Act to amend S51102(a)(3) of Chapter 51, Title 17, relative to including Department Heads of the Department of Youth Affairs and the Aircraft Rescue and Firefighting Unit as Members of the Peace Officer standards and Training (POST) Commission, was signed into law and is now Public Law 34-90, thereby subjecting the ARFF Fire Chief and Asst. Fire Chief to meet the requirements of (POST) standards. The law came into effect on May 14, 2018.

PROCUREMENT ISSUES

IFBs

GIAA ARFF Facility Phase II – Construction

Announced: May 11, 2018
Pre-Bid Meeting: May 21, 2019 @ 10:00am
Deadline: June 11, 2018 @ 2pm

ANNOUNCEMENTS

- In conformance with Public Law 30-127, the Airport's Citizen Centric Report was published and transmitted to the Office of the Public Auditor, the Speaker of the Legislature both electronically and by hard copy on May 22, 2018. This is in line with the law requirement to publish a 4 page document summarizing financial performance and other agency highlights for public audiences, within 60 days of the approval of an agency financial audit of the prior fiscal year. A hard copy is provided for each Board member for your reference.
- The **2018 Relay for Life** will be held on Friday, May 25, 2018 at the GW High School Field in Mangilao starting at 6pm and ending at midnight, May 26, 2018. GIAA's Team Hulo' will be participating in the Opening Ceremony, Survivor and Caregiver Walks, Parade of Teams, Luminaria Ceremony, and our Agency Slot Time of 10pm to 12pm that evening.
- **GIAA Remembers Local Aviator and Freedom Air Owner Joaquin L. Flores** and issued this statement: "The island lost a pioneer of aviation, a real trailblazer in a challenging industry, and great contributor to regional travel," GIAA Executive Manager Charles "Chuck" H. Ada II stated, in regard to the passing of Mr. Joaquin L. Flores. Mr. Flores was the owner of Freedom Air, a commuter airline operation serving Guam and the CNMI since 1974. "Everyone who travelled on

Freedom Air remembers the S360, 30-seat aircraft, the friendly staff and pilots, and the experience of seeing the islands from the plane windows, it made you excited to fly. The adventure flight is something Joaquin Flores provided to islanders, some of which would never have had experienced, if not for his commuter operations between the Mariana islands. "He was truly inspirational, and a visionary in the development of regional travel. We extend our deepest sympathy to his family, friends and colleagues, and thank them for the service Mr. Flores provided to the people of Guam and to our Airport. We offer the following poem in memory of his service, his passion, and dedication to one of the very few local aviators to date."

Impressions of a Pilot

Flight is freedom in its purest form,
To dance with the clouds which follow a storm;

To roll and glide, to wheel and spin,
To feel the joy that swells within;

To leave the earth with its troubles and fly,
And know the warmth of a clear spring sky;

Then back to earth at the end of a day,
Released from the tensions which melted away.

Should my end come while I am in flight,
Whether brightest day or darkest night;

Spare me your pity and shrug off the pain,
Secure in the knowledge that I'd do it again;

For each of us is created to die,
And within me I know,
I was born to fly.

— Gary Claud Stokor



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

VISION HULO'

Vision Hulo' was adopted by the Board of Directors to guide development and economic opportunity.

Find out more on PAGE 2.

OUR PERFORMANCE

Our Fiscal Year 2017 performance and operational statistics tell the story in numbers.

References on PAGE 3.

CAPITAL IMPROVEMENTS

Things are looking up in our capital improvement program. Millions in projects are detailed.

Read more on PAGE 4.

Setting the HIGH Standard

VALUES Our organization is founded on the values of integrity and commitment to excellence. We value our people and our partners! We are fully committed to providing the best experience to our customers and maintaining exemplary business practices with our partners. We share in our success!

VISION Our vision is to set the standard in excellence as a world-class airport and premier aviation hub of the Western Pacific region.

MISSION Our mission continues to be ensuring the safety and security of the traveling public, while maintaining a superior and reliable level of airport services for island and regional residents and tourists, and supporting the development of air linkages and support facilities integral to the economic growth of Guam.

After 41 years, Guam's only civilian airport continues to play a significant role in the growth and development of our island paradise. 2017 was yet another year of great achievements for the Antonio B. Won Pat International Airport Authority, Guam (GIAA).

Overcoming hurdles and reaching major milestones in the agency's growth over the past year, the men and women who work at our airport are to be commended for continuing to build an enduring and resilient organization, which has become a true role model for the

government of Guam in high standards of management and performance.

CONGRATULATIONS are definitely in order to the Airport for pulling off another perfect FAA airport certification inspection. As an integral arm of Guam's government, the Airport Authority continues to lead the way in "best financial and management practices" by maintaining prudent financial controls over all its operations producing clean financial audits that are a governance showcase. This third straight year's clean audit speaks volumes of the airport board

and management. Recognition on an international scale was endorsed with top global rating agencies Moody's and Standard & Poor acknowledging the airport's ability to maintain a fairly stable operating performance in our economy. With the Vision HULO' program supporting major capital improvements, things continue to "look up" at the Guam International Airport. Kudos to all who are a part of the Airport team of excellence!





What is Vision HULO'?

"Vision **HULO'**" is an all-encompassing campaign of initiatives the Airport had undertaken in July 2017 to create future growth, development and opportunities for the Airport and for Guam. **HULO'** in our native Chamorro language means "up" in English, and it is clear, that in regard to our completed and ongoing projects and our efforts to enhance airport operations in every aspect that for Guam's Airport, the only direction is UP... or **HULO'**!

From our capital improvement projects, to new revenue programs, increased air services and enhanced operations, Vision **HULO'** ultimately expands economic contribution to Guam's economy, while balancing planned development and sustainability of Guam's only civilian airport and the welcome mat for Guam's

vibrant tourism industry. In a 2014 study, the impact of Airport operations on Guam's economy concluded the following on annual basis:

- **\$2.28 Billion generated and infused in the economy**
- **\$787 Million in Payroll**
- **23,363 in Jobs**
- **Over \$600 Million invested in Airport Facilities**

"Vision **HULO'**" also extends to our relationship with our airlines and key airport partners who have a stake in the island's future growth and development in aviation. Along with our sister agencies involved in tourism and business development, we intend to make these initiatives work for the Airport and for Guam. **The only direction is up!**

"Vision **HULO'** is critical to the success and continued growth of our island. Airport activities infuse a valuable \$2.3 billion annually into the island's local economy. We continue to raise the performance bar to better serve the people of our island and all who travel to and through the A. B. Won Pat International Airport, Guam!



OUR PERFORMANCE

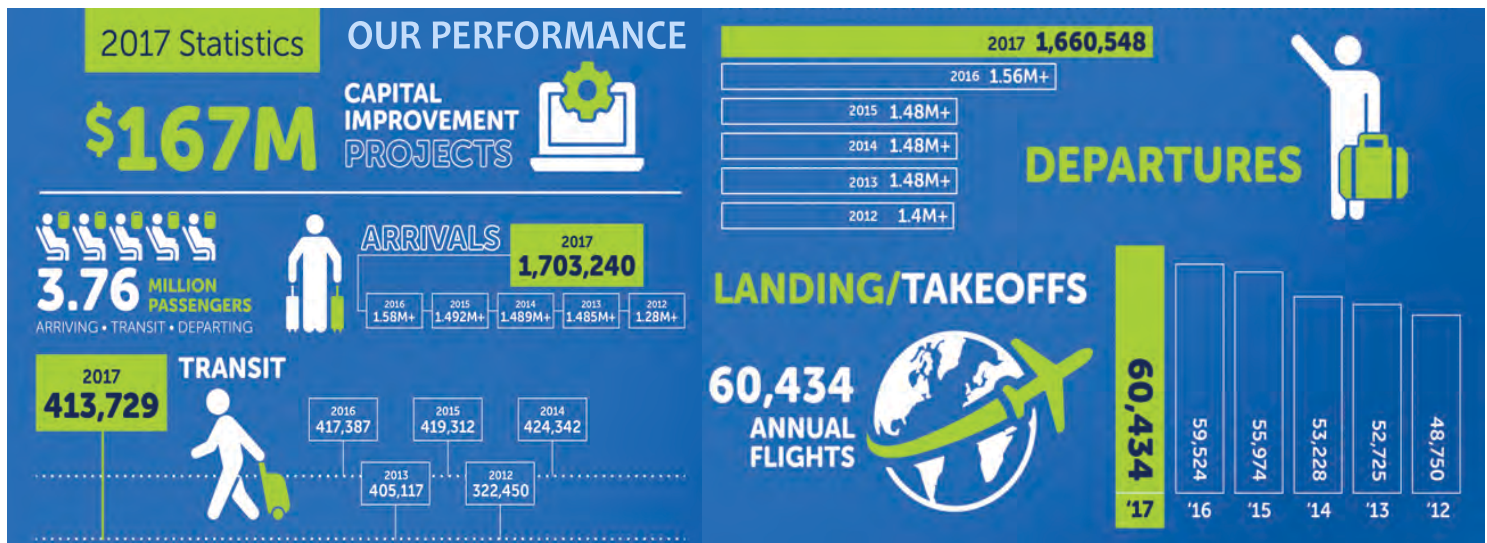
The Office of Public Accountability (OPA) commended GIAA for achieving a low risk auditee status for the third year in a row. For three consecutive years, there have been no questioned costs or unresolved prior year audit findings, which speaks volumes of the Airport's fiscal prudence and quality financial management. FY2017 was the second consecutive record-breaking year for the Airport, with enplanements increasing to 1,858,379 over FY2016, with a total 1,774,590 enplanements, representing 4.7% growth, the highest number of enplanements.

Total revenues increased 5.5% to \$92.6 M in FY2017 vs. the \$87.8 M in FY2016. The \$4.8M variance may be attributed mainly to the \$7.5% increase in operational revenues of \$70.5 M vs. the \$65.6 for the same period, and accounted for 76.1% of GIAA's total revenues. Total expenses were up 3.0% to \$83.1M vs. the \$80.6M compared to FY2016. Much of the expenses were attributed to contractual services. Operating expenses account for 52.5% of GIAA's expenses, with depreciation and amortization equaling to \$26.8M accounting for 32.3%, and non-operating expenses covering the remaining 15.2% of approximately \$12.6M. Summarily, the Airport closed FY2017 with an increase in net position of \$9.6M up from \$7.1M in FY2016.

Antonio b. Won Pat International Airport Authority, Guam
(A Compound Unit of the Government of Guam)

Statement of Revenues, Expenses and Changes in Net Position

	Year ended September 30	
	2017	2016
		(as restated)
Revenues (Note 5):		
Facilities and systems usage charges (Note 3)	\$ 29,005,148	\$ 27,014,514
Concession fees (Notes 3 and 9)	24,259,069	24,226,811
Rental income (Note 9)	11,618,961	11,023,891
Miscellaneous	<u>5,185,865</u>	<u>2,952,068</u>
	70,069,043	65,217,284
Provision for bad debts	---	(552,772)
	<u>70,069,043</u>	<u>64,664,512</u>
Operating costs and expenses:		
Contractual services (Notes 9 and 11)	23,996,751	19,800,537
Personnel services	18,267,920	18,597,812
Materials and supplies	<u>1,365,208</u>	<u>1,405,940</u>
Total operating costs and expenses	<u>43,629,879</u>	<u>39,804,289</u>
Income from operations before depreciation and amortization	26,439,164	24,860,223
Depreciation and amortization	(26,830,443)	(27,848,304)
Operating loss	<u>(391,279)</u>	<u>(2,988,081)</u>
Non-operating revenues (expenses):		
Passenger facility charge income	7,286,165	7,058,805
Interest income	1,269,029	906,469
Grants from the United States Government	421,580	390,277
Grant from Government of Guam - Office of Highway Safety (OHS)	28,968	24,218
Interest expense	(11,281,416)	(12,394,123)
Other expenses, net	<u>(1,366,697)</u>	<u>(97,221)</u>
Total non-operating expenses, net	<u>(3,642,371)</u>	<u>(4,111,575)</u>
Loss before capital grants	<u>(4,033,650)</u>	<u>(7,099,656)</u>
Capital grants from the United States Government	<u>13,586,533</u>	<u>14,217,549</u>
Increase in net position	9,552,883	7,117,893
Net position at beginning of year (Note 13)	<u>315,404,197</u>	<u>308,286,304</u>
Net position at end of year	<u>\$ 324,957,080</u>	<u>\$ 315,404,197</u>



CAPITAL IMPROVEMENT

The A.B. Won Pat International Airport serves as the island's "aerotropolis", leveraging our centrally located, urban airport for commercial development and economic growth. Continual planning and construction is critical to meet the needs of Guam's tourism driven economy, all the while safeguarding air travel and ensuring passenger service and processing are seamless and on par with international standards.

Key projects in 2017 include:

Airport Safety Management System

(\$180,000) The FAA-funded Safety Management System (SMS) is a formal top-down organization-wide approach to managing safety risk and assuring safety risk controls.

In-Line Baggage Handling System

(\$30.3 Million) The Transportation Safety Administration (TSA) Recapitalization and Optimization –baggage conveyance system at the Guam Airport is 100% automated with 4 CTX 9800 x-ray baggage screening technology and a throughput capacity screening of up to 1,992 bags per hour.

Upgrade Airport IT & FMS (\$1.3

Million) This project encompasses technological improvements throughout the terminal and the GIAA's financial management system.

Facilities Fire Alarm/Suppression

Systems (\$3.23 Million) This terminal-wide project upgrades fire alarm and suppression systems.

Painting & Exterior Surface Improvements and Replace Roofing

Systems (\$2.5 Million) Terminal-wide project replaces roofing systems, and enhances exterior terminal aesthetics with a modern, fresh look.

Airport Facilities Upgrades (\$4.97

Million) Investments resulted in phased upgrades to various facilities within the Airport footprint have.

Improve Leasehold Facilities (\$2.5

Million) Various facility improvements to leased facilities on the South Ramp.



International Arrivals Corridor with Seismic Upgrade

(\$119 Million) The International Arrivals Corridor adds a 3rd level to the current terminal. Arriving passengers will be transported up to the third level and led directly to the US Customs and Border Protection Hall, completely separated from departing passengers on the 2nd level. The corridor will feature spectacular views of our tropical paradise to excited arriving passengers upon arrival.

UPCOMING PROJECTS

New Aircraft Rescue and Firefighting (ARFF) Building (\$5.4 Million) A new fire fighting facility will be constructed to replace the aged facility built in the 1970's. The new ARFF barn will be fully compliant with FAA standards and the modern floor plan and layout promotes efficiency in rapid response and deployment of ARFF resources and personnel.

Apron Rehabilitation Design (\$2 Million) Design work will proceed for the rehabilitation of apron areas of the Terminal.

Runway 6L Rehabilitation- Design (\$800,000) Design work will proceed for the rehabilitation of Apron areas of the Terminal.

Passenger Screening Lane Expansion (\$1.6 Million) Additional security screening lanes for TSA processing of passengers.



May 21, 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 April 30, 2018

Attached herewith is GIAA's Operating Results Report for the month ending April 30, 2018. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended April 30, 2018.

The key operating results for 7 month(s) of FY2018 ending April 30, 2018 – (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	\$ 2,371.1	\$ 19,280.2	\$ 17,942.2	-6.9%	\$ 31,964.7	-4.0%
Total Concession Revenues	\$ 1,596.4	\$ 11,540.7	\$ 11,794.1	2.2%	\$ 20,053.8	1.3%
Total PFC's	\$ 498.5	\$ 4,432.4	\$ 3,767.8	-15.0%	\$ 6,495.6	-9.3%
Total Other Revenues	\$ 1,508.0	\$ 9,296.6	\$ 11,979.9	28.9%	\$ 19,083.0	16.4%
Total Operating Revenues	\$ 5,974.0	\$ 44,549.9	\$ 45,484.0	2.1%	\$ 77,597.1	1.2%
Total Operating Expenses	\$ 3,806.7	\$ 29,249.7	\$ 28,055.6	-4.1%	\$ 46,123.9	-2.5%
Net Revenues from Operations	\$ 2,167.3	\$ 15,300.2	\$ 17,428.4	13.9%	\$ 31,473.2	7.3%
Non-Operating Expenses	\$ 40.9	\$ 715.0	\$ 490.2	-31.4%	\$ 490.2	-31.4%
Other Available Moneys/other sources of funds	\$ 544.5	\$ 3,944.2	\$ 3,884.9	-1.5%	\$ 6,702.2	-0.9%
Net Debt Service Coverage	1.30	1.28	1.44	12.6%	1.52	6.6%

Year-to-date Total Signatory Revenues for the month ending April 30, 2018 are below Budgeted revenues by **-6.9%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **2.2%** above budget while Passenger Facility Charges are below the budget estimate by **-15.0%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by **28.9%**.

Year-to-date Total Operating Revenues actual of **\$45.4M** is **2.1%** above the budget estimate of **\$44.5M**.

Year-to-date Total Operating Expenses are below budget by **-4.1%**. Components of this line item include a **-3.5%** decrease in Personnel Service, a **3.1%** increase in Contractual Services, a **-74.1%** decrease in Materials & Supplies and a **16.4%** increase in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$17.4M** represents a **13.9%** increase over the year-to-date budgeted amount of **\$15.3M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.44** 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 April 30, 2018

	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	313.2	-1.6%	3,820.0	2,192.4	2,227.9	2,253.7	1.2%	3,845.8	0.7%
Departure Fees	580.0	561.7	508.7	-9.4%	7,344.5	4,144.5	4,217.3	3,829.3	-9.2%	6,956.4	-5.3%
Arrival Fees	577.5	559.1	488.8	-12.6%	7,292.1	4,152.8	4,196.3	3,748.1	-10.7%	6,843.9	-6.1%
Immigration Inspection Fees	206.6	192.8	166.8	-13.5%	2,521.0	1,472.9	1,448.7	1,275.4	-12.0%	2,347.8	-6.9%
Loading Bridge Use Fees	493.5	579.0	531.5	-8.2%	7,300.0	3,510.3	4,261.3	3,941.6	-7.5%	6,980.3	-4.4%
Apron Use Fees	121.1	122.5	111.4	-9.1%	1,550.0	857.8	903.3	875.3	-3.1%	1,522.0	-1.8%
Landing Fees	241.4	274.7	250.8	-8.7%	3,475.2	1,701.3	2,025.4	2,018.8	-0.3%	3,468.6	-0.2%
Total Signatory Revenue	2,533.3	2,608.1	2,371.1	-9.1%	33,302.8	18,031.9	19,280.2	17,942.2	-6.9%	31,964.7	-4.0%
Enplaned Signatory Pax	126,400	150,416	139,531	-7.2%	1,966,786	1,042,323	1,129,361	1,030,242	-8.8%	1,867,668	-5.0%
Cost per Enplaned Pax	\$20.04	\$17.34	\$16.99	-2.0%	\$16.93	\$17.30	\$17.07	\$17.42	2.0%	\$17.11	1.1%
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	1,267.9	1,268.0	1,265.9	-0.2%	15,216.9	8,876.7	8,877.4	9,358.8	5.4%	15,698.3	3.2%
In-flight Catering	77.7	72.3	71.0	-1.8%	921.9	516.6	537.3	484.1	-9.9%	868.8	-5.8%
Food & Beverage	86.0	87.1	77.1	-11.5%	1,149.8	622.4	659.1	591.3	-10.3%	1,082.0	-5.9%
Rental Cars	120.4	137.3	115.3	-16.1%	1,715.0	851.3	972.4	856.8	-11.9%	1,599.4	-6.7%
Other Concession Rev	73.0	63.4	67.1	5.8%	796.7	458.9	494.5	503.1	1.7%	805.3	1.1%
Total Concession Revenues	1,625.0	1,628.2	1,596.4	-1.9%	19,800.4	11,325.9	11,540.7	11,794.1	2.2%	20,053.8	1.3%
Passenger Facility Charges	507.5	590.3	498.5	-15.5%	7,160.1	4,241.0	4,432.4	3,767.8	-15.0%	6,495.6	-9.3%
Other Revenue	1,670.5	1,242.4	1,508.0	21.4%	16,399.7	11,870.4	9,296.6	11,979.9	28.9%	19,083.0	16.4%
Total Operating Revenue	6,336.3	6,069.0	5,974.0	-1.6%	76,663.0	45,469.2	44,549.9	45,484.0	2.1%	77,597.1	1.2%
II. Operating Expenses:											
Personnel Services	1,825.6	1,567.9	1,671.8	6.6%	20,383.4	11,639.5	12,543.7	12,110.1	-3.5%	19,949.7	-2.1%
Contractual Services	1,892.6	2,123.4	2,047.1	-3.6%	24,480.6	13,288.3	14,942.6	15,406.4	3.1%	24,944.4	1.9%
Materials & Supplies	148.2	226.7	87.8	-61.3%	2,363.0	593.7	1,672.4	433.2	-74.1%	1,123.8	-52.4%
Equipment/Furnishings	0.0	7.0	0.0	0.0%	91.0	110.5	91.0	105.9	16.4%	105.9	0.0%
Total Operating Expenses	3,866.5	3,925.1	3,806.7	-3.0%	47,318.0	25,631.9	29,249.7	28,055.6	-4.1%	46,123.9	-2.5%
Net Revenues from Operations	2,469.8	2,144.0	2,167.3	1.1%	29,345.0	19,837.3	15,300.2	17,428.4	13.9%	31,473.2	7.3%

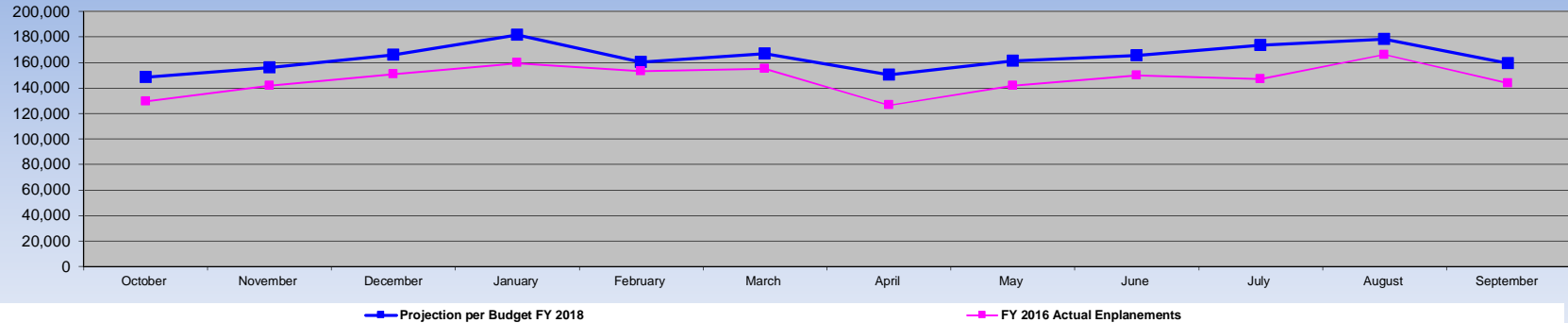
GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS (\$000's)
as of April 30, 2018

	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)	39.4	300.0	40.9	0.0%	715.0	487.6	715.0	490.2	-31.4%	490.2	-31.4%
Add: Interest on Investments	84.6	66.0	94.6	43.4%	792.1	425.1	462.0	561.8	21.6%	891.9	12.6%
Net Revenues	2,515.0	1,910.0	2,221.1	16.3%	29,422.1	19,774.8	15,047.2	17,500.0	16.3%	31,874.9	8.3%
Add: Other Sources of Funds	0.0	33.3	14.4	0.0%	400.0	2,353.4	233.3	174.0	-25.4%	340.7	-14.8%
Add: Other Available Moneys	530.0	530.1	530.1	0.0%	6,361.5	3,709.9	3,710.9	3,710.9	0.0%	6,361.5	0.0%
Net Revenues and Other Available Moneys	3,045.0	2,473.4	2,765.6	11.8%	36,183.6	25,838.1	18,991.4	21,384.9	12.6%	38,577.1	6.6%
Debt Service payments	2,119.8	2,120.5	2,120.5	0.0%	25,446.0	14,839.3	14,843.5	14,843.5	0.0%	25,446.0	0.0%
Debt Service Coverage	1.44	1.17	1.30	11.8%	1.42	1.74	1.28	1.44	12.6%	1.52	6.6%
Debt Service Requirement	1.25	1.25	1.25		1.25	1.25	1.25	1.25		1.25	

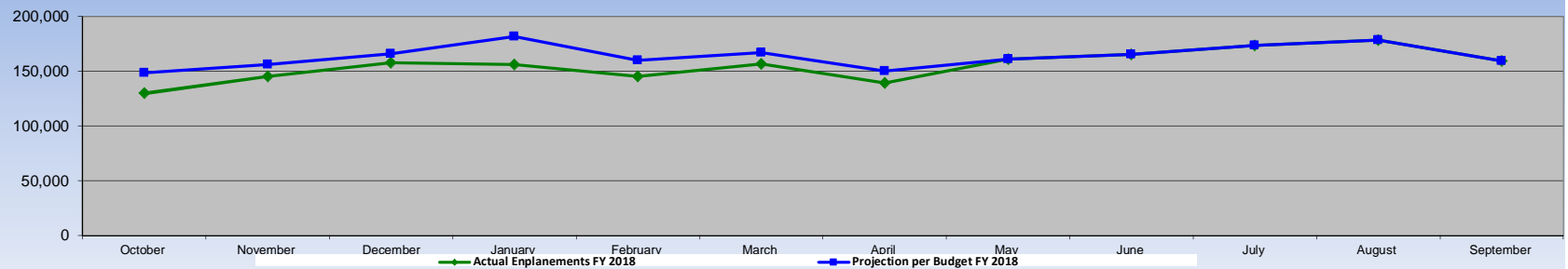
SUMMARY SIGNATORY AIRLINES

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 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	155,969	145,088	156,823	139,531	161,116	165,370	173,362	178,304	159,274	1,867,668
FY 2018 versus FY 2017 Monthly%	-9.64%	-1.82%	-1.74%	-3.90%	0.95%	-0.58%	-4.94%	6.86%	8.81%	9.63%	5.17%	9.76%	1.60%
FY 2018 versus FY 2017 Monthly	-13,847	-2,693	-2,794	-6,334	1,368	-912	-7,248	10,341	13,396	15,223	8,757	14,166	29,423
FY 2018 versus FY 2017 Cumulative	-13,847	-16,540	-19,334	-25,668	-24,300	-25,212	-32,460	-22,119	-8,723	6,500	15,257	29,423	29,423
	-9.64%	-11.18%	-12.04%	-15.81%	-16.91%	-15.98%	-22.11%	-14.67%	-5.74%	4.11%	9.00%	20.28%	1.60%

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



Fiscal Year 2018 Actual Enplanements versus Budget



Actual versus Forecast													
Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Actual Enplanements FY 2018	129,772	145,309	157,750	155,969	145,088	156,823	139,531	161,116	165,370	173,362	178,304	159,274	1,867,668
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)	(25,702)	(15,104)	(10,005)	(10,885)	0	0	0	0	0	(99,119)
Cumulative Total	(18,571)	(29,159)	(37,422)	(63,124)	(78,228)	(88,234)	(99,119)	0	0	0	0	0	-5.0%
Percentage Over/(Under) Forecast													
	October	November	December	January	February	March	April	May	June	July	August	September	
% Monthly versus Projection	-12.5%	-6.8%	-5.0%	-14.1%	-9.4%	-6.0%	-7.2%	0.0%	0.0%	0.0%	0.0%	0.0%	
% Cumulative Total	-12.5%	-9.6%	-8.0%	-9.7%	-9.6%	-9.0%	-8.8%	0.0%	0.0%	0.0%	0.0%	0.0%	
Month to Month Trend													
	October	November	December	January	February	March	April	May	June	July	August	September	
Actual Enplanements	129,772	145,309	157,750	155,969	145,088	156,823	139,531	161,116	165,370	173,362	178,304	159,274	
Month to Month Increase/(Decrease)		15,537	12,441	-1,781	-10,881	11,735	-17,292	21,585	4,254	7,992	4,943	-19,031	
Month to Month Increase/(Decrease) in %		12.0%	8.6%	-1.1%	-7.0%	8.1%	-11.0%	15.5%	2.6%	4.8%	2.9%	-10.7%	
Cost Per Enplanement FY2018 Actual versus Projected													
CPE													
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	CPE FY18 16.93
Actual CPE	\$ 19.12	\$ 17.58	\$ 17.23	\$ 17.03	\$ 16.66	\$ 16.85	\$ 16.99						
Variance	\$ (1.80)	\$ (0.42)	\$ (0.27)	\$ (0.34)	\$ 0.34	\$ 0.28	\$ 0.35	\$ 17.10	\$ 16.56	\$ 16.46	\$ 16.52	\$ 17.14	\$ 16.93

CALVO FISHER & JACOB LLP


259 MARTYR STREET, SUITE 100
HAGÅTÑA, GUAM 96910
P: 671.646.9355 F: 671.646.9403
WWW.CALVOFISHER.COM

writer's direct e-mail:
jdamian@calvofisher.com

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: May 15, 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.