MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, June 27, 2019, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The June 27, 2019 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 Bamba at 3:11 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:
Brian J. Bamba
Donald I. Weakley
Lucy M. Alcorn
Zeron E. Belanger
Rosie R. Tainatongo
Doyon A. Morato

Directors Absent:
Gurvinder Sobi (excused)

Offices or positions:
Chairman
Vice Chairman

GIAA Officials:
Thomas C. Ada
John M. Quinata
John A. Rios
Jean M. Arriola
Edward Muna
Vince Naputi
Raymond Santos
Victor Cruz
Rolenda Faasuamalie
Henry Cruz
Joseph Javellana

Janalynn C. Damian, Esq.
Eduardo Calvo, Esq.
Genevieve Rapadas, Esq.
Frank R. Santos

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Air Terminal Manager, Acting
Chief, Airport Police
Assistant Chief, GIAA ARFF
Engineering Supervisor
Airport Marketing Administrator
Management Analyst I
Program Coordinator IV
GIAA Legal Counsel
GIAA Legal Counsel
GIAA Legal Counsel
GIAA Consultant

Chairman Bamba welcomed Airport tenants, stakeholders, and members of the public who are noted in a sign-in sheet attached to these minutes.
2. **APPROVAL OF AGENDA**

Chairman Bamba suggested to delete Item (E), under New Business. Motion to amend the agenda as suggested duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed.

3. **APPROVAL OF MINUTES**

   A. April 30, 2019 Regular Meeting

On motion duly made by Director Weakley, seconded by Director Alcorn, the following resolution was unanimously passed:

   **Resolution No. 19-43**
   The Board hereby approves the minutes of the April 30, 2019 regular meeting, subject to corrections.

   A. June 14, 2019 Special Meeting

On motion duly made by Director Tainatongo, seconded by Director Weakley, the following resolution was unanimously passed:

   **Resolution No. 19-44**
   The Board hereby approves the minutes of the June 14, 2019 special meeting, subject to corrections.

4. **CORRESPONDENCE**

Executive Manager Ada had no Correspondence to report.

5. **OLD BUSINESS**

Executive Manager Ada announced that there was no Old Business to discuss.

6. **NEW BUSINESS**

   A. Approval of Award for Insurance Broker Services - RFP No. RFP-005-FY19

The first item discussed was the approval of award for Insurance Broker Services. Airport Services Manager, Ms. Jean Arriola, 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 ten (10) firms showed their interest by obtaining the RFP package. An evaluation committee was
established to evaluate the two (2) proposals that were submitted before the established deadline. The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms were found to be responsible and responsive and the firms in order of their ranking are as follows:

1. Offeror A
2. Offeror B

The term of the contract is for a period of three (3) years with two (2) options to extend for a period of one (1) year each at GIAA's discretion, not to exceed a total contract period of five (5) years, subject to the availability of funding. Said contract will be funded under the Administrations Division's O&M Budget.

Management recommended that the Board approve the ranking results and the contract award to Offeror A for Insurance Broker Services, subject to negotiation of fair and reasonable fees to be submitted by the highest ranked Offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked Offeror, the Executive Manager or his designee, may enter into negotiations with the next most qualified Offeror, consistent with the Guam Procurement Law & Regulations.


Chairman Bamba inquired on the contract period. Ms. Jean Arriola replied that the term of the contract is for three (3) years with two (2) options to extend for a period of one (1) year each at GIAA's discretion.

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

**Resolution No. 19-45**

The Board hereby approves the ranking results as presented and the contract award to Offeror A for Insurance Broker Services - RFP No. RFP-005-FY19, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Offeror A is AM Insurance.

**B. Approval of Award for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension – RFP No. RFP-004-FY19**

The next item discussed was the approval of award for A/E services for the design of the Cargo Aprons and Fuel System Extension. Ms. Arriola 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-two (22) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the six (6) proposals that were submitted before the established deadline.

Upon review of the proposals submitted, it was discovered that Offerors A, D, and E included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. Pursuant to the Procurement Regulations, the Executive Manager or his designee may conduct discussions with the Offerors to determine such Offeror's qualifications for further consideration. Executive Manager Ada found that Offeror A, D, and E's submission of a signed Tax Certification indicated their intent to comply with the RFP requirements and their failure to mark the appropriate box was an inadvertent oversight.

In addition, the RFP requires that Offerors must include with their offers a signed Acknowledgement of Receipt Form for all addenda issued. Offeror C did not include in its proposal submission a copy of its signed Acknowledgement of Receipt Form for Addendum A, although Offeror C previously submitted an acknowledgement of receipt for Addendum A at the time Addendum A was issued.

The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms were found to be responsible and responsive and the firms in order of their ranking are as follows:

1. Offeror B
2. Offeror E
3. Offeror A
4. Offeror C
5. Offeror F
6. Offeror D

The term of the contract is for a period of five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. The referenced contract will be funded with GIAA CIF, and is a reimbursable expense should GIAA's application for the AIP grant be successful.

Management recommends that the Board allow Offeror's A, D, E to submit their completed Tax Certifications, and that the Board accept Offeror C's previous submission of a signed Acknowledgement of Receipt Form for Addendum A. Management further recommends that the Board approve the ranking results and the contract award to Proposer B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension, subject to negotiations of fair and reasonable fees to be submitted by the highest ranked Offeror at a time and in format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked Offeror, the Executive Manager or designee, may enter into
negotiations with the next most qualified Offeror, consistent with the Guam Procurement Law & Regulations.

Director Weakley inquired the Offerors who had not submitted all documents. Ms. Arriola replied that the Offerors are requested to provide the corrected documents because in the event that negotiations prove unsuccessful with the highest ranked Offeror, negotiations may continue with the next highest ranked Offeror and so forth.

As a new Board Member, Director Morato inquired about how much information a board member needs before taking action on a matter. Brief discussion followed, with Director Alcorn adding that the Board is provided with all of the documents and Management’s recommendation to review, and that the Board may ask any questions. Executive Manager Ada explained that the Procurement Law has a self policing mechanism in the protest process. Executive Manager Ada assured the Board that the process was carried out properly and according to the Procurement Regulations.

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

**Resolution No. 19-46**

The Board hereby approves the ranking results and three (3) part recommendation as presented and the contract award to Offeror B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension – RFP No. RFP-004-FY19, subject to Management’s negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Offeror B is EMPSCO Engineering Consultants.

Executive Manager informed the Board of the importance of this project, stating that with this project the cargo services to Guam should increase.

Chairman Bamba inquired on the capabilities and response times from ARFF in the event of an emergency with regard to the upgrades to the fuel system and additional capacity. GIAA Consultant, Mr. Frank Santos, replied that all of the fuel tanks have their own fire suppression system and that GIAA’s ARFF unit is capable of responding in three (3) minutes.

C. Approval of Procurement Solicitation Model for Food & Beverage (F&B) Concessions and Custodial Services and Ground Maintenance

Next on the agenda was Solicitation Models for Food Concessions, Custodial Services and Ground Maintenance. Executive Manager Ada informed the Board that Management is requesting for direction from the Board with regard to the solicitation process for the F&B Concession and Custodial and Ground Maintenance services. Executive Manager Ada gave brief background information on the three areas:
1. F&B Concessions: F&B concessions in the concourse consist of eleven (11) different vendors, and contracts, generating approximately $6.8M.

2. Custodial Services: There are five areas that custodial services are provided and five (5) different contracts. Total cost annually is $1.2M. Good contracts, however we do not have good quality assurance.

3. Ground Maintenance (Grass cutting): Five (5) Contractors. Total cost annually is $400,000.00. Good contracts, however we do not have good quality assurance.

Director Alcorn inquired on the inclusion of small businesses in the F&B concession contract. Discussion followed with Executive Manager Ada noting that it could be one of the requirements in the master food concession contract.

Chairman Bamba expressed the importance of quality assurance and level of service. He suggested that Management put together a solicitation for F&B and come bring back to the Board for approval.

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

**Resolution No. 19-48**

The Board hereby approves proceeding with a Master Food and Beverage Concession Model, subject to board approval of the details recommended by Management, including a requirement for small business.

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

**Resolution No. 19-50**

The Board hereby approves proceeding with the Alternate Bid Model for Custodial and Ground Maintenance services, subject to legal review.

D. Approval of Board Resolution No. 19-47: GIAA's Bank Signatories

The next agenda item was a Board resolution to revise GIAA's Bank Signatories. The revisions are the inclusion of Chairman Bamba and Vice Chairman Sobti.

After further discussion, on motion duly made by Director Alcorn, seconded by Director Weakley, the following resolution was unanimously approved:
Resolution No. 19-47

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") has several bank accounts and desires to designate the individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

E. Approval of Board Resolution No. 19-49: Agreement for Legal Services

The next item discussed was the extension of the Agreement for Legal Services with Torres Law Group, conflicts counsel. Executive Manager Ada informed the Board that the one (1) year extension would be the fourth and final to extend.

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

Resolution No. 19-49

WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") and Torres Law Group ("Torres") (the "Torres Agreement"); and
WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

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. The report included brief updates on Airport operations, CIPs and Regulatory updates. Executive Manager Ada elaborated on the International Arrivals Corridor project, reporting that the project is progressing well, delays have been minimized and cost impact of change orders are actively reviewed with weekly meetings. Completion date still at August 2020. Cost to date $117M, although change orders will increase this cost by an additional $5M-$10M.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of May 31, 2019. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by -
2.0%, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by -9.7% and -3.9%, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by -5.8%. Year-to-date Total Operating Revenues Actual of $50.5M is -4.9% below the budget estimate of $53.1M. Year-to-date Total Operating Expenses are below budget by -9.6%. Components of this line item include a -12.6% decrease in Personnel Service, a -0.6% decrease in Contractual Services, a -65.33% decrease in Materials & Supplies and a -86.5% decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of $20.3M reflects an increase of 3.0% over the year-to-date budgeted amount of $19.7M. Mr. Rios reported that the year-to-date Debt Service Coverage is at 1.45 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 Alcorn, seconded by Director Tainatongo, and unanimously approved, the Board recessed to convene into Executive Session at 5:03 p.m.

The Board convened into Executive Session at 5:07 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Bamba, Weakley, Alcorn, Belanger, Tainatongo and Morato, Executive Manager Ada, and Legal Counsels, Janalynn Damian, Eduardo Calvo and Genevieve Rapadas. Also present was the court reporter who will prepare a transcript of the Executive session.

Due to conflicts of interest, Chairman Bamba did not participate in discussion during Executive Session and exited the conference room at 5:10 p.m.

Chairman Bamba re-enters the conference room at 5:52 p.m.

Executive Session adjourned at 5:54 p.m., at which time the Board reconvened regular session at 5:58 p.m.

As a result of discussion during Executive Session, legal counsel announced that there was a matter for Board approval, and presented the matter to the Board.

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

Resolution No. 19-51

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for the general matters legal fees incurred in April 2019 that exceed the monthly cap in the amount of
$21,748.24 and the general matters legal fees incurred in May 2019 that exceed the monthly cap in the amount of $27,896.60.

10. PUBLIC COMMENTS

There were no Public Comments.

Chairman Bamba at this time for the record announced his conflict of interest and recusal regarding any matter involving DFS.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed. The meeting was adjourned at 6:00p.m.

Dated this 30th day of July, 2019.

[Signature]
Brian J. Bamba
Chairman

Attest:

[Signature]
Donald I. Weakley
Board Secretary

Prepared and Submitted By:

[Signature]
Amanda O'Brien-Rios
Corresponding Secretary
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-47

RELATIVE TO AUTHORIZING SIGNATORIES ON
ANTONIO B. WON PAT INTERNATIONAL AIRPORT
AUTHORITY, GUAM'S BANK ACCOUNTS

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT
AUTHORITY, GUAM ("GIAA") has several bank accounts and desires to designate the
individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA
hereby designates two of the following individuals together to execute checks, drafts, or other
orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of
the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive
Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals
to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to
authorized expenditures of GIAA and as is consistent with the execution of their respective
duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals
supersedes all prior designations by the Board of Directors of GIAA on file at all banking
institutions at which GIAA maintains its accounts.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE
JUNE 27, 2019 REGULAR BOARD MEETING.

[Signatures]

Absent
GURVINDER SOBTI, Vice Chairman

DONALD I. WEAKLEY

LUCY M. ALCORN
ZENON E. BELANGER

DOYON A. MORATO

ROSIE R. TAINATONGO

ATTEST:

DONALD I. WEAKLEY, Board Secretary
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-49

RELATIVE TO THE EXTENSION OF THE
AGREEMENT FOR LEGAL SERVICES - CONFLICTS COUNSEL
WITH TORRES LAW GROUP

WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") and Torres Law Group ("Torres") (the "Torres Agreement"); and

WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

Duly and regularly adopted by the Board of Directors of the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM at the JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman

Absent

GURVINDER SOBTI, Vice Chairman

1
DONALD I. WEAKLEY

ZENON E. BELANGER

DOYON A. MORATO

LUCY M. ALCORN

ROSIE R. TAINATONGO

ATTEST:

DONALD I. WEAKLEY, Board Secretary
BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, June 27, 2019
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
Guam Daily Post – June 20, 2019
Notice to Media – June 20, 2019

Second Notice:
Guam Daily Post – June 25, 2019
Notice to Media – June 25, 2019

AGENDA

1. Call to Order and Attendance

2. Approval of Agenda

3. Approval of Minutes
   A. April 30, 2019 Regular Meeting
   B. June 14, 2019 Special Meeting

4. Correspondence

5. Old Business

6. New Business
   A. Approval of Award for Insurance Broker Services - RFP No. RFP-005-FY19
   B. Approval of Award for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension - RFP No. RFP-004-FY19
   C. Approval of Procurement Solicitation Model for Food Concessions, Custodial Services and Ground Maintenance
   D. Approval of Board Resolution No. 19-47: GIAA’s Bank Signatories
   E. Approval of Board Resolution No. 19-48: Bond Restructuring
   F. Approval of Board Resolution No. 19-49: Agreement for Legal Services

7. Report of Executive Manager


9. Executive Session

10. Public Comments

11. Adjournment
## SIGN-IN SHEET

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Trudeau, caught between environmental, economic concerns greenlights $5.5 billion pipeline expansion

By Emily Rauhala
The Washington Post

Canadian Prime Minister Justin Trudeau is an icon of progressive politics who has promised to "put a price on pollution." Last week, to much applause, he proposed a ban on single-use plastics. On Monday night, his government declared a national "climate emergency."

He's also now the public face of a Canadian plan to expand a pipeline that would triple the amount of crude oil that moves from the Alberta Tar Sands to the Pacific Coast each day for shipment around the world.

Such is his dilemma - and Canada's. Trudeau's Liberal government announced Tuesday it will push ahead with the stalled Trans Mountain Pipeline expansion, a $5.5 billion project that has long pitted the country's energy sector against the concerns of environmental and some indigenous groups.

The move will be welcomed by the country's struggling oil sector and the many Canadians whose fortunes are tied to it. Landlocked Alberta produces four-fifths of Canada's crude, but struggles to get it abroad, leading to steep discounts against global benchmarks - and hitting the province hard.

But many Canadians - including environmentalists, and some indigenous communities - have protested the long-stalled pipeline, out of concern for oil spills, and the continuing promotion of climate-changing fossil fuels. They question whether this is the moment to up Canadian shipments of oil.

Trudeau has been left to walk a tightrope between the two sides, taking heat from both as he limps toward a federal election this fall.

Janet Brown, an independent pollster and political analyst in Calgary, Alberta, said the prime minister's challenge will be positioning the decision as a safe path between Conservatives on the right and the New Democratic Party on the left.

"The message going forward will be the Conservatives don't understand the environment and the NDP don't understand the economy," she said. "We, the Liberals, are the party that could do both."

Though he remains popular, his government has been hit hard this year by questions about its handling of the prosecution of a construction firm from his home province and the subsequent expulsion of two high-profile and popular cabinet members, Jody Wilson-Raybould - Canada's first indigenous attorney general - and Jane Philpott.

The scandal exposed Trudeau to the toughest criticism of his short political career. The pipeline decision could make things worse.

Pipeline politics get at a very Canadian conundrum: How do you become a global leader on climate when your economy relies so heavily on the extraction of fossil fuels?

The Liberal government has long argued that in order for Canada to tackle climate change, its country needs a strong energy sector - using revenue from today to fund the projects of tomorrow.

So far, that has been a tough sell, at least when it comes to pipelines. Trudeau first gave the go-ahead for the expansion in 2016. The decision to move ahead spurred legal challenges and protests, including a demonstration at which two members of Canada's parliament were arrested.

Johnson extends lead in race to lead Britain's Conservatives

LONDON (Deutsche Presse-Agentur) - Outspoken former Foreign Secretary Boris Johnson on Tuesday extended his lead in the race to become the next leader of Britain's Conservative party.

Johnson won 126 of 313 votes in the second round of voting on Tuesday, in which six candidates were vying to become Prime Minister Theresa May's successor as party leader.

His nearest rival, Foreign Secretary Jeremy Hunt, received just 46 votes. Hunt progresses to the next round of voting along with Environment Secretary Michael Gove, Interior Minister Sajid Javid and bard card Rory Stewart, a rising center-ground candidate.

Former Brexit Minister Dominic Raab was eliminated from the race.

Pro-Brexit Johnson, who has a reputation for being gaffe-prone, took part in his first television debate with the other four remaining contenders on Tuesday evening.

According to British media, there was no clear winner after the debate, which centered on Brexit, Islamophobia and climate change.

Russia, China delay US push for halt to NKorea fuel imports

UNITED NATIONS (Reuters) - Russia and China on Tuesday delayed a U.S. request for a United Nations Security Council sanctions committee to demand an immediate halt to deliveries of refined petroleum to North Korea over accusations Pyongyang violated a U.N. cap, diplomats said.

The United States, backed by a dozen allies, told the committee last week that there had been at least 79 illegal deliveries of fuel in 2019 - mainly through transfers between ships at sea - and concluded that North Korea had breached an annual U.N. cap of 500,000 barrels imposed in December 2017.

North Korea's U.N. mission has not responded to a request for comment on the accusations.

Washington wanted the 15-member U.N. Security Council North Korea sanctions committee to issue a demand for an immediate halt to deliveries of refined petroleum to North Korea.

But the committee operates by consensus and on Tuesday, Pyongyang allies Russia and China delayed Washington's request for action by putting a so-called "hold" on it, diplomats said.

They told the committee they believed the current situation was still in line with the relevant Security Council resolution, diplomats said.

"We need more details as usual because they provided generalized information," Russian U.N. Ambassador Vassily Nebenzia told Reuters.

China and Russia placed a similar U.S. request in 2018, saying they needed more details on Washington's accusations then of illicit fuel imports by North Korea in the first five months of 2018.
SENIORS continued from page 1

Chamber of Commerce board of directors cautioned there could be "a huge impact."

"I appreciate (the senators') concerns. I have the same concerns about the environment and our resources," said Chairman Joe Arnett. "At the same time, I've looked at everything (the military) is doing and they're doing a lot more than any government has ever done, or any building project that I know about on Guam.

"If that's the will of the Legislature, so be it. (However), I would hope they focus on more important problems like health and safety," Arnett said.

The Guam Contractors Association has taken no position on the senators' call, said GCA President James Martinez. But in the unlikely event that the military did agree to a pause, "it'll cost more money to get the job done," Arnett said. He acknowledged that there will be layoffs and a loss of tax revenue for the government of Guam.

The Live Fire Training Range Complex is a $78 million military construction project that was awarded to Black Construction in August 2017. Black Construction Vice President Mark Manczacz did not return calls for comment.

Resolution to halt work

Thirteen of Guam's 15 senators in the 35th Guam Legislature endorsed the resolution that calls on Gov. Lou Leon Guerrero to ask the military to "pause" all construction on the Live Fire Training Range Complex on North Union Field at Andersen Air Force Base.

The governor, last week, said she would send a letter to Joint Region Marianas making the official request to a partial stop to the construction for a six-month period as they awaited the DNA test results for a mature Guam rare tree, the Serianthes nelsonii, in an area adjacent to the Live Fire Training Range Site. Late Monday afternoon, JRM officials said they had not yet received the correspondence.

During the press conference, each senator was given an opportunity to explain why they think construction on the fire range complex should be paused.

"I support a pause so that we can allow professionals to assess the environmental findings," said Sen. Theresa Terlaje who was the first senator to call for a pause in May. "And to reassess whether this is an area that should be preserved in place."

JRM response

On Friday, Joint Region Marianas deputy public affairs officer Christian Hodge said construction had already been stopped in compliance with the program agreement that establishes legally binding rules for the preservation of Guam's environmental and cultural heritage at military buildups sites.

In a written response Hodge stated, "the contractor, guided by an archaeologist, has established "a high-visibility fence" ... including a 30-meter buffer around each of the areas where artifacts have been found Northwest Field since December 2018.

However, he said, "overall project construction continues in parallel to the site-specific historic preservation process."

"That's the concern - this continued clearing ... where we already know they have so far had inadvertent discoveries," Terlaje said. "They cleared the area and they did not preserve it in site. That's why we are asking in addition to the programmatic agreement for an additional pause so that the sites can be better assessed."

On Monday, response to the senators' resolution, Hodge responded in an email to the Post: "We are in close communication with our elected officials and are committed to working towards a mutually beneficial agreement that balances our military mission with the concerns of the community."

He also said the military will continue to engage in open and transparent dialogue with the governor and her office. "However, at this time, the Navy has not received a formal request. Therefore, it would be premature to comment," Hodge said.

The resolution will be scheduled for a public hearing and then sent to the floor for a vote. If passed and approved by the governor, it's impact will be mostly symbolic. It will not carry the force of law.

GPA continued from page 1

throughout the early morning hours of Aug. 31, 2015. The resulting fire rendered the units unsuitable, depriving GPA of its two more efficient generators that provided a combined 78 megawatts of power and plunged the island into periods of load shedding.

The suit was filed on Aug. 27, 2018. An amended complaint came in February 2019. GPA has requested time to file a second amended complaint.

While the incident was ruled accidental and the root cause left undetermined, GPA blamed for the explosion, fire and damage resulted from work performed by KEMP, a contractor called PM Control Systems PTE Ltd. and the other unnamed companies, according to the complaint.

There were two major projects performed at the power plant prior to the explosion.

In 2012, KEMP initiated and oversaw a redesign of the Cabras 4 generator control system. KEMP contracted PM Controls and other companies for the project, the lawsuit stated. The same was done during a mechanical overhaul of the Cabras 4 generator in early 2015.

The suit would later accuse the company of failing to properly implement various safety features and generally failing to properly perform the control system and mechanical overhauls.

The generator began experiencing control failures beginning on Aug. 30, 2015. The five GPA-employed operators at the power plant attempted to control the Cabras 4 generator's electrical output without success, the suit stated.

Cabras 4 continued to increase energy production. The operators attempted to contact the KEMP operations manager, who was required to be on-call, but the manager did not answer and could not reach the suit stated.

Consequently, the GPA operators implemented measures to stop the Cabras 4 generator as they had previously, at KEMP's direction, the suit added.

The measures failed and operators began implementing emergency stop procedures. At around 2:30 a.m. on Aug. 31, 2015, the generator overloaded, causing a fire and extensive damage to the plant and Cabras 3.

The GPA employees escaped alive but the explosion presented a risk of personal injury and death, the suit stated.

RARE TREE continued from page 1

Tina Muha Barnes on Monday said the resolution raises two key issues: the protection of historical sites, and the rare tree.

"Calling for a temporary pause in the buildups does not mean I am anti-military, it just means that as a government, we have to continue to do our due diligence. We need to quickly regroup, fully understand the impact, as well as the responsibilities, duties, and obligations of our government of Guam," Barnes stated.

James McConnell, a professor of ornamental horticulture at the University of Guam College of Natural and Applied Sciences, said the mature tree has been the focus of much attention these last few weeks has been mature since the 1960s or 1970s, and has been protected through a variety of efforts, primarily by the Department of Defense.

However, it has some heart rot, McConnell said.

He said the tree is "getting weaker and weaker" and the concern is whether it could withstand the next major storm. In 2017, the U.S. National Wildlife Refuge received funding from a cooperative recovery initiative through the U.S. Fish and Wildlife Service to keep the Serianthes nelsonii from going extinct on Guam.

It involved propagating, outplanting and monitoring the trees on the refuge itself, said Tammy Summers, manager for the local refuge site.

Summers noted that the effort to save endangered trees and fauna endemic to Guam has continued over the years with the help of various people from different educational, environmental, military and local government agencies.

McConnell said he and a team of scientists did start a genetic study to look at the trees in Rota and Guam, to see if they could use the Rota trees to help revitalize the population here.

The same species of Serianthes nelsonii is thriving in Rota and their seedlings are "vigorously." He said part of their study is to determine whether it is OK to mix the two without "losing" the specific genetic information of the tree found here.

"I don't know what the big issue is about the DNA study. It's the same species as the one at Rota," McConnell said. "Having genetic variation doesn't mean anything unique. It's the same species. All the remaining plants have some difference in the genetics, just like all plants and animals. The genetic variation is what you'd find in a normal population of any species."

He said Fish & Wildlife is funding one student's efforts to study the genetics of the tree. The student is working on the project as part of her doctoral study, which may be completed in December.

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, June 27, 2019 at 3:00 p.m., in the Terminal Conference Room No. 3. In addition to regular matters, pursuant to 5 G.C.A. §111(g)(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.

PUBLIC NOTICE ANNOUNCEMENT

The Guam Visitors Bureau will hold a Regular Meeting and an Executive Session of the Board of Directors on Thursday, June 27, 2019 at 3:30 p.m. in GVB's Main Conference Room. Any individuals needing special accommodations are requested to contact GVB at 646-5278 for assistance.
MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Tuesday, April 30, 2019, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The April 30, 2019 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 Sobti at 3:18 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present: 
Gurvinder Sobti
Lucy M. Alcorn
Zenon E. Belanger
Donald I. Weakley

Directors Absent: 
None

GIAA Officials:
Thomas C. Ada
John M. Quinata
John A. Rios
Jean M. Arriola
Gerard Bautista
Raymond Mantanona
Edward Muna
Joseph Javellana
Janalynn C. Damian, Esq.
Todd Thompson, Esq.
Frank R. Santos

Offices or positions:
Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Air Terminal Manager
Chief, GIAA ARFF
Operations Superintendent
Program Coordinator IV
GIAA Legal Counsel
GIAA Counsel
GIAA Consultant

Chairman Sobti 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

Executive Manager Ada suggested a number of amendments to the agenda - to convene into Executive Session after Correspondence and to table Item 6 (F), Alan Searle Market Study. Motion to amend the Agenda as suggested duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed.
3. APPROVAL OF MINUTES

A. February 28, 2019 Regular Meeting
B. March 25, 2019 Special Meeting

On motion duly made by Director Alcorn, seconded by Director Weakley, the following resolution was unanimously passed:

**Resolution No. 19-33**

The Board hereby approves the minutes of the February 28, 2019 regular meeting and the minutes of the March 25, 2019 special meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada announced that the Airport received correspondence from Governor Lourdes Leon Guerrero, informing the Board of her appointment of Ms. Doyon Morato to serve on the Board of Directors. The Executive Manager informed the Board that Ms. Morato’s confirmation hearing has not been scheduled at this time. Chairman Sobti welcomed Ms. Morato, who was in attendance for the meeting, but did not participate.

5. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Alcorn, seconded by Director Belanger, and unanimously approved, the Board recessed to convene into Executive Session at 3:22 p.m.

The Board convened into Executive Session at 3:22 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Sobti, Alcorn, Belanger and Weakley, Executive Manager Ada, and Legal Counsels, Janalynn Damian, Genevieve Rapadas and Todd Thompson. Also present was the court reporter who will prepare a transcript of the Executive session.

Todd Thompson excused himself from Executive Session at 3:33 p.m.

On motion duly made by Director Alcorn, seconded by Director Weakley, Executive Session adjourned at 4:01 p.m., at which time the Board reconvened regular session at 4:06 p.m.

6. OLD BUSINESS

Executive Manager Ada announced that there was no Old Business to discuss.
7. NEW BUSINESS

A. Approval of Award for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation - RFP No. RFP-002-FY19

The first item discussed was the approval of award for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation. Airport Services Manager, Ms. Jean Arriola 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-two (22) firms showed their interest by obtaining the RFP package and five (5) firms responded by submitting proposals on or before the submission deadline. An evaluation committee appointed by Executive Manager Ada was established to evaluate the five (5) proposals.

The proposal was evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee’s evaluation, the selected firms in order of their ranking are as follows:

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

The term of the contract is up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. Said contract will be funded under an AIP grant, with a cost share of 90% by FAA, and 10% by GIAA.

Management recommends that the Board allow Proposers A & B to submit their completed Tax Certifications. Management recommends that the Board approve the ranking results and the contract award to Proposer A, subject to Proposer A’s submission of a completed Tax Certification and negotiation of fair and reasonable fees to be submitted by the proposer at a time and format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked proposer, the Executive Manager or designee, may enter into negotiations with the next most qualified proposer, consistent with the Guam Procurement Law Regulations.

Brief discussion followed on the term of the project, with Director Belanger asking if there is a possibility of the project being delayed or extended. Mr. Frank Santos informed the Director that assuming no changes, it will be for 365 days plus thirty (30) to sixty (60) days for close out. However there are discussions with the FAA on increasing to thirty (30) months. Should the project be delayed, negotiations with the construction manager would take place.
Chairman Sobti inquired if an extension occurs, does it require Board approval. The Board was informed that if there is no appropriation to cover the extension then Board approval is required. The Comptroller added that funds have to be available.

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

**Resolution No. 19-34**

The Board hereby approves the ranking results as presented and the contract award to Proposers A for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation - RFP No. RFP-002-FY19, subject to Proposer A’s submission of a completed Tax Certification, Management’s negotiation of fair and reasonable fees, and review by legal counsel.

Ms. Arriola informed the Board that Proposer A is HTD Pacific.

**B. Approval of Award for Construction Management Services for Runway 6L/24R Rehabilitation – RFP No. RFP-003-FY19**

The next item discussed was the approval of award for Construction Management Services for Runway 6L/24R Rehabilitation. Ms. Arriola 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 eighteen (18) firms showed their interest by obtaining the RFP package and three (3) firms responded by submitting proposals on or before the submission deadline. An evaluation committee was established to evaluate the three (3) proposals. The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms in order of their ranking are as follows:

1. Proposer A
2. Proposer C
3. Proposer B

The term of the contract is up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. The referenced contract will be funded under an AIP grant, with a cost share of 90% by FAA, and 10% by GIAA.

Management recommends that the Board approve the ranking results and the contract award to Proposer A, subject to negotiations of fair and reasonable fees to be submitted by the proposer at a time and format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked proposer, the Executive Manager or designee, may enter into negotiations with the next most qualified proposer, consistent with the Guam Procurement Law Regulations.
After further discussion, on motion duly made by Director Weakley, seconded by Director Belanger, the following resolution was unanimously approved:

**Resolution No. 19-35**

The Board hereby approves the ranking results as presented and the contract award to Proposer A for Construction Management Services for Runway 6L/24R Rehabilitation – RFP No. RFP-003-FY19, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Proposer A is SSFM International, Inc.

C. Approval of Board Resolution No. 19-36: Bond Refunding

Next on the agenda was the refunding of GIAA Bonds, which was presented by the Comptroller. Mr. Rios informed the Board that currently GIAA's enabling statute allows for the refunding of all prior bonds. The resolution approves the amendment of GIAA’s enabling statute to allow for partial refunding as opposed to all bonds being refunded. The partial refunding is worth $2M in present value savings, 9.38%, the amount of callable bonds to be refunded is $21.4M. The GEDA Board has authorized GEDA Management to pursue the refunding.

Executive Manager Ada announced that this Board action is necessary because the Legislature will not entertain a bill to amend GIAA’s enabling statute unless there is a resolution from the Board authorizing such amendment.

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

**Resolution No. 19-36**

WHEREAS, Section 1216 of GIAA’s enabling statute (Guam Code Annotated, Title 12, Chapter 1) provides that the Antonio B. Won Pat International Airport Authority, Guam (the “GIAA”), is authorized to incur indebtedness by the issuance of general revenue bonds for the purpose of refunding any general revenue bonds of GIAA then outstanding;

WHEREAS, Section 1208 of GIAA’s enabling statute provides that no general revenue bonds of GIAA shall be issued unless authorized by the Board in a bond resolution adopted by it and approved by I Magalahan Guahan and unless I Liheslaturan Guahan approves the terms and conditions of the bonds;

WHEREAS, Section 50103 of Title 12 of the Guam Code Annotated provides that public corporations of the government of Guam, including GIAA, shall issue bonds and other obligations only by means of, and through the Guam Economic Development Authority (“GEDA”), and that GEDA shall not sell any bond without the approval by I Liheslaturan Guahan of the terms and conditions of the bonds;
WHEREAS, based on low interest rates and current market conditions, GIAA expects to be able
to refund all or a portion of its outstanding General Revenue Bonds, 2013 Series A, General
Revenue Bonds, 2013 Series B and/or its General Revenue Bonds, 2013 Series C (the “2013
Bonds”) for debt service savings;

WHEREAS, in addition, GIAA anticipates that opportunities may arise to refund all or a portion
of additional GIAA general revenue bonds in the future for debt service savings (collectively
with the 2013 Bonds, the “prior bonds”); and

WHEREAS, in order to benefit the airport and the tourism industry that depends on the airport,
the Board has determined that it is necessary to amend GIAA’s enabling statute to authorize
the issuance of revenue bonds by GIAA to refund all or a portion of its prior bonds, subject to
approval by I Maga’lahen Guahan and the Board of Directors of GEDA in accordance with law;
and

WHEREAS, Management, in consultation with GEDA and bond counsel, has prepared draft
legislation amending GIAA’s enabling statute to authorize the issuance of revenue bonds by
GIAA to refund all or a portion of its prior bonds, subject to approval by I Maga’lahen
Guahan and the Board of Directors of GEDA in accordance with law, which draft legislation is
attached hereto as Attachment 1.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby approves the
amendment of GIAA’s enabling statute as set forth in Attachment 1, and further authorizes the
Executive Manager to take such action as is necessary to carry out the amendment of GIAA’s
enabling statute as approved in this resolution.

D. Approval of Board Resolution No. 19-37: GIAA's Bank Signatories

The next agenda item was a Board resolution to revise GIAA's bank signatories. The revisions
include the removal of former Chairman, Ricardo Duenas and the addition of Chairman,
Gurvinder Sobti, and Deputy Executive Manager, John M. Quinata.

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

Resolution No. 19-37
WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM (“GIAA”)
has several bank accounts and desires to designate the individuals authorized to execute
checks, drafts, or other orders for and on behalf of GIAA.
NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John Quinata, Deputy Executive Manager;
3. Gurvinder Sobti, Chairman of the Board;
4. Jean M. Arriola, Airport Services Manager
5. John A. Rios, Comptroller; and

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

E. Approval of Deputy Executive Manager Compensation

Next on the agenda for Board consideration was the compensation for newly appointed Deputy Executive Manager, Mr. John M. Quinata. Based on review of Mr. Quinata's qualifications and experience, Management recommends that the Deputy Executive Manager's salary be set at $140,066.00 per annum.

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

Resolution No. 19-38
The Board hereby approves the annual salary of $140,066.00 for Mr. John M. Quinata as the Deputy Executive Manager of the A.B. Won Pat International Airport Authority, Guam, effective April 25, 2019.

F. Alan Searle Market Study – TABLED
G. Ratification of Quarterly Travel

Executive Manager Ada presented the quarterly travel from January to March 2019 for ratification by the Board.

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

**Resolution No. 19-39**
The Board hereby ratifies the FY2018 4th quarter travel report from January to March 2019 as presented.

8. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager’s Report included as part of the Board’s packet. The report included brief updates on the 3rd Floor International Arrivals Corridor project. When the project began in 2014 the cost of the contract was $107.6M, as of 2019, the cost is at $120M. Executive Manager Ada added that there are change orders currently being reviewed and negotiated. Weekly coordination meetings are helpful in keeping the project on track. Executive Manager Ada assured the Board that with the current Construction Manager, the project is progressing and back on track.

Chairman Sobti inquired if the 3rd Floor International Arrivals Corridor project will be delayed. Executive Manager Ada replied that the initial date of completion on the contract was September 2019, the new projected date of completion is July 2020. The Chairman inquired on which areas will be reopened first. Mr. Gerard Bautista provided a brief update with regard to operations, stating that the plan is to get the West Wing operational as part of the first phase.

9. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of March 31, 2019. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by -2.9%, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by -8.9% and -4.6%, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by -6.9%. Year-to-date Total Operating Revenues Actual of $38.4M is -5.4% below the budget estimate of $40.6M. Year-to-date Total Operating Expenses are below budget by -12.3%. Components of this line item include a -9.8% decrease in Personnel Service, a -7.5% decrease in Contractual Services, a -73.7% decrease in Materials & Supplies and a 0.0% decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of $15.9M reflects an increase of 6.3% over the year-to-date budgeted amount of $15.0M. Mr. Rios reported that the year-to-date Debt Service Coverage is at 1.51 versus the requirement of 1.25.
10. **PUBLIC COMMENTS**

There were no Public Comments.

Director Weakley at this time brought up concerns regarding the Arrivals Area and the need to focus on that area as a place of first impression for the traveling public.

Director Belanger raised the high parking fees incurred when residents see their loved ones off, and the possibility of not charging.

11. **ADJOURNMENT**

Motion to adjourn duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed. The meeting was adjourned at 4:52 p.m.

Dated this __________, day of __________________, 2019.

Attest:

__________________________  __________________________
Brian J. Bamba                  Donald I. Weakley
Chairman                        Board Secretary

Prepared and Submitted By:

__________________________
Amanda O’Brien-Rios
Corresponding Secretary
MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE  
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Friday, June 14, 2019, 3:00 p.m.  
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The June 14, 2019 special 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 Sobti at 3:09 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present: 
Gurvinder Sobti  
Lucy M. Alcorn  
Zenon E. Belanger  
Donald I. Weakley  
Rosie Tainatongo  
Brian Bamba  
Doyon A. Morato

Directors Absent: 
None

GIAA Officials: 
Thomas C. Ada  
John M. Quinata  
Jean M. Arriola  
Raymond Mantanona  
Vince Naputi  
Victor Cruz  
Henry Cruz  
Janalynn C. Damian, Esq.  
Frank R. Santos  
Executive Manager  
Deputy Executive Manager  
Airport Services Manager  
Chief, GIAA ARFF  
Chief, GIAA Police  
Engineering Supervisor  
Procurement  
GIAA Legal Counsel  
GIAA Consultant

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

Before moving on with the meeting, Chairman Sobti took this time to congratulate and welcome the new Board members.
2. **APPROVAL OF AGENDA**

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

3. **NEW BUSINESS**

A. **Election of Officers**

Chairman Sobti called for nominations for the position of Chairman of the Board. Director Weakley announced that he would like to nominate Director Bamba to the position of Chairman of the Board.

No further nominations being made, on motion duly made by Director Weakley, seconded by Director Tainatongo, the following motion was unanimously approved:

**Resolution No. 19-40**

The Board hereby approves the nomination of and elects Director Brian Bamba as Chairman of the Board of the A.B. Won Pat International Airport Authority, Guam Board of Directors.

Chairman Bamba now presides over the Board meeting.

Chairman Bamba called for nominations for the position of Vice Chairman. Director Alcorn announced that he would like to nominate Director Sobti to the position of Vice Chairman.

No further nominations being made, on motion duly made by Director Alcorn, seconded by Director Belanger, the following motion was unanimously approved:

**Resolution No. 19-41**

The Board hereby approves the nomination of and elects Director Gurvinder Sobti to the position of Vice Chairman of the A.B. Won Pat International Airport Authority, Guam Board of Directors.

Chairman Bamba called for nominations for the position of Secretary. Director Alcorn announced that she would like to nominate Director Weakley to the position of Secretary.

No further nominations being made, on motion duly made by Director Alcorn, seconded by Director Tainatongo, the following motion was unanimously approved:

**Resolution No. 19-42**

The Board hereby approves nomination of and elects Director Donald Weakley to the position of Secretary of the A.B. Won Pat International Airport Authority, Guam Board of Directors.
4. **ADJOURNMENT**

Motion to adjourn duly made by Director Alcorn, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 3:12p.m.

Dated this _______, day of ________________, 2019.

Attest:

__________________________  ____________________________
Brian J. Bamba            Donald I. Weakley
Chairman                  Board Secretary

Prepared and Submitted By:

__________________________
Amanda O'Brien-Rios
Corresponding Secretary
Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-005-FY19 for Insurance Broker Services (“RFP”).

Background

The RFP solicits proposals from qualified firms and/or individuals to provide professional insurance brokerage services to GIAA.

The preliminary scope of work includes, but is not limited to, preparing summary reports of GIAA insurance policies and their coverages, developing a plan and the implementation thereof for renewing GIAA’s insurance policies, developing a notification plan to implement in the event of loss, advising GIAA management of any changes in exposure that would require revisions to existing insurance schedules or coverages, preparing written monthly status reports on insurance related activities, advising GIAA management on any insurance related incidents and work with outside claims adjusters as required, and ensuring GIAA is in compliance with all applicable insurance law and regulations.

The Firm or Consultant is required to be licensed to conduct said professional insurance brokerage services in Guam at the time of contract signing.

Procurement Background

The RFP was advertised in the local newspapers on May 31, June 4 and June 14, 2019. The established deadline to submit the proposals was June 21, 2019, 4 p.m.

A total of ten (10) firms showed their interest by obtaining the RFP package and two (2) firms responded by submitting their proposal before the submission deadline.

Proposal Analysis and Evaluation

The Evaluation Committee appointed by me completed their evaluations of the two (2) proposals based on the evaluation criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office and the evaluation results in the order of ranking are as follows:
The two (2) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP. The two (2) offerors’ proposals were determined to be responsive.

Based on the tabulation of the evaluation ranking, Offeror A is ranked as the best qualified, responsive firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of analysis of the offeror’s submitted required documents, Offeror A has been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

**Legal Review**

Upon Board approval, a contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract is for a period of three (3) years with two (2) options to extend for a period of one (1) year each at GIAA’s discretion, not to exceed a total contract period of five (5) years, subject to the availability of funding.

**Financial Review**

The Insurance Broker Services contract will be funded under the Administration Division’s O&M Budget.

**Recommendation**

I recommend the Board approve the ranking results and the contract award to Offeror A for the Insurance Broker Services contract, subject to negotiation of fair and reasonable fees to be submitted by the offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or his designee, may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations.
June 26, 2019

MEMORANDUM

TO: Thomas C. Ada  
   Executive Manager

VIA: Jean M. Arriola  
    Airport Services Manager

FROM: GI AA Procurement Section

SUBJECT: Evaluation and Recommendation - Request For Proposal (RFP)  
Insurance Broker Services,  
RFP No. RFP-005-FY19

The referenced Request for Proposal (“RFP”) solicits interests from qualified firms and/or individuals to provide professional insurance brokerage services for GI AA. The advertisement for this RFP was published in the local newspaper on May 31, June 4 and June 14, 2019. The deadline to submit proposals was established at June 21, 2019, 4 p.m.

A total of ten (10) firms and/or individuals acknowledged receipt of the RFP package and two (2) firms submitted proposals before the submission deadline.

Proposal Review for Responsiveness

The two (2) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP, as reflected in the attached Proposal Responsiveness Evaluation. The two (2) offerors’ proposals were determined to be responsive.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Proposer and Proposal of Basic Information of the RFP documents, after receipt of all proposals, the GI AA Evaluation Committee established by the Executive Manager shall conduct an independent evaluation of the proposals based on the evaluation criteria set forth in the RFP for the purpose of determining if the offerors have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

The committee included the following individuals

1. Jean M. Arriola, Airport Services Manager
2. John A. Rios., Comptroller
3. Elizabeth M. Blas, Program Coordinator III

I have reviewed the evaluation committee members’ evaluations and find them to be based only on the evaluation criteria set forth in the RFP. 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. Offeror A
2. Offeror B
Attached is the summary of the committee’s evaluation scores based on the evaluation criteria set forth in the RFP for your reference. Should you have any questions or would like to discuss this matter further, I am available at your request.

**Recommendation**

Based on the tabulation of the evaluation ranking **Offeror A** is ranked as the best qualified, responsive 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 offeror’s submitted required documents, **Offeror A** has been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

Therefore, it is recommended to approve the ranking results and the contract award to **Offeror A** for **Insurance Broker Services**, subject to negotiation of fair and reasonable fees. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations.

**APPROVED:**

[Signature]

Henry M. Cruz

THOMAS C. ADA
Executive Manager

Attachments

cc: Evaluation Committee / Procurement File
## PROPOSAL RESPONSIVENESS EVALUATION

**RFP No. RFP-005-FY19**

**INSURANCE BROKER SERVICES**

### REQUIRED FORMS:

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<th>SPECIAL REMINDER TO PROSPECTIVE BIDDERS</th>
<th>ACKNOWLEDGEMENT OF RECEIPT FORM</th>
<th>AFFIDAVIT RE OWNERSHIP &amp; COMMISSIONS</th>
<th>AFFIDAVIT RE NO-COLLUSION</th>
<th>AFFIDAVIT RE NO GRATUITIES OR KICKBACKS</th>
<th>AFFIDAVIT RE CONTINGENT FEES</th>
<th>AFFIDAVIT RE ETHICAL STANDARDS</th>
<th>DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED)</th>
<th>TITLE IV SOLICITATION NOTICE</th>
<th>TITLE VI CLAUSES FOR COMPLIANCE W/ NONDISCRIMINATION REQUIREMENTS</th>
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**Proposals Downloaded:** 10  
**Proposals Submitted:** 2
### Antonio B. Won Pat International Airport Authority, Guam

**Evaluation Score Tally Sheet**  
**RFP No. RFP-005-FY19**  
**Insurance Broker Services**

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**Evaluators**

**No. 1:** Jean M. Arriola, Airport Services Manager  
**No. 2:** John A. Rios, Comptroller  
**No. 3:** Elizabeth M. Blas, Program Coordinator III
Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-004-FY19 for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension (“RFP”).

Background

The RFP solicits proposals from qualified firms and/or individuals to provide professional architectural/engineering services for the design of cargo aprons, connecting taxiway, and extension of GIAA’s fuel hydrant into-plane fuelling system to accommodate operations at GIAA’s Integrated Air Cargo Facility. This work will be performed and constructed under a Federal Aviation Administration (FAA) Airport Improvement Program (AIP) grant to the airport.

The preliminary scope of work includes, but is not limited to, professional design for construction of cargo aprons to service GIAA’s Integrated Air Cargo Facility. The design is expected to allow for apron and taxiway configuration to maximize capacity, site preparation of aprons and connecting taxiways, site drainage, into-plane hydrant facilities, oil/water separators, ancillary pavement, apron lighting and signage, security fencing, and other infrastructure and utilities necessary to accommodate all-cargo freighter aircraft servicing GIAA’s Integrated Air Cargo Facility footprint. In addition, consultant will provide design for the extension of GIAA’s fuel hydrant into-plane fuelling system to supply fuelling services to aircraft at the Integrated Air Cargo Facility.

The designer is required to have particular expertise in civil, electrical, structural, and geotechnical engineering services in conformance with FAA AC 150/5320-6F, Airport Pavement Design and Evaluation

Procurement Background

The RFP was advertised in the local newspapers on May 17, May 21 and June 7, 2019. The established deadline to submit the proposals was June 17, 2019, 4:00 p.m.
A total of twenty-two (22) firms showed their interest by obtaining the RFP package and six (6) firms responded by submitting their proposal before the submission deadline.

**Proposal Analysis and Evaluation**

**Certification of Proposer Regarding Tax Delinquency and Felony Convictions** - A Certification of Proposer Regarding Tax Delinquency and Felony Convictions was included as part of the RFP (“Tax Certification”). Pursuant to the FAA Guidelines, inclusion of the Tax Certification is “required,” meaning it is a provision that must be incorporated into procurement documents.

Section 3114 of the Procurement Regulations, which govern hiring of professionals, provides that the Executive Manager, as the head of the purchasing agency or a designee “shall evaluate all proposals submitted and may conduct discussions with any offeror. The purposes of such discussions shall be to: (A) determine in greater detail such offeror’s qualifications …” 2 GARR Div. 4 § 3114(i)(1)(A).

Upon review of the proposals submitted, it was discovered that Offerors A, D, and E included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. As the Procurement Regulations permit the Executive Manager or his designee to conduct discussions with offerors to “determine such offeror’s qualifications for further consideration,” see 5 GCA § 5216(d), I find that it is necessary to have Offeror A, Offeror D and Offeror E complete their Tax Certifications to determine their qualification to provide the solicited services. I further find that Offeror A, D and E’s submission of a signed Tax Certification indicates their intent to comply with the RFP requirements and their failure to mark the appropriate box on the Tax Certification was an inadvertent oversight that will not prejudice other offerors if corrected.

**Acknowledgment of Receipt Form – Addendum A** – The RFP provides that offerors must include a signed Acknowledgment of Receipt Form for all addenda issued. Requiring offerors to include their signed Acknowledgment of Receipts for all addenda issued ensures that the offerors have received and considered all addenda as part of their proposal submission. Offeror C did not include in its proposal submission a copy of its signed Acknowledgement of Receipt form for Addendum A. Offeror C did, however, complete, sign and submit the Acknowledgement of Receipt form for Addendum A prior to the RFP submission deadline to the single point of contact of the RFP via email dated June 12, 2019.

I find that Offeror C’s failure to include an Acknowledgement of Receipt for Addendum A with its proposal submission was a non-material mistake and that Offeror C’s previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact evidences that Offeror C considered Addendum A as part of its proposal submission. I find that Offeror C complied with the RFP requirement that offerors provide proof of receipt of all addenda.
The Evaluation Committee appointed by me completed their evaluations of the six proposals based on the evaluation criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office and the evaluation results in the order of ranking are as follows:

1. Offeror B  
2. Offeror E  
3. Offeror A  
4. Offeror C  
5. Offeror F  
6. Offeror D

**Legal Review**

Upon Board approval, a contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract is for period up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding.

**Financial Review**

The Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension contract will be funded with GIAA CIF, and is a reimbursable expense should GIAA’s application for the AIP grant be successful.

**Recommendation**

I recommend that the Board allow Offerors A, D & E to submit their completed Tax Certifications. I further recommended that the Board accept Offeror C’s previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact. I further recommend that the Board approve the ranking results and the contract award to Offeror B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension contract, subject to negotiation of fair and reasonable fees to be submitted by the offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror and so forth, consistent with the Guam Procurement Law & Regulations.
June 25, 2019

MEMORANDUM

TO: Thomas C. Ada
   Executive Manager

VIA: Jean M. Arriola
     Airport Services Manager

FROM: GIAA Procurement Section

SUBJECT: Evaluation and Recommendation - Request For Proposal (RFP)
Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension,
RFP No. RFP-004-FY19
Project No. GIAA-FY19-01-5
AIP No. 3-66-0001-TBD

The referenced Request for Proposal (RFP) solicits interests from qualified firms and/or individuals to provide professional architectural/engineering services for the design of cargo aprons, connecting taxiway, and extension of GIAA’s fuel hydrant into-plane fuelling system to accommodate operations at GIAA’s Integrated Air Cargo Facility. The advertisement for this RFP was published in the local newspaper on May 17, May 21 and June 7, 2019, 2019. The deadline to submit proposals was established at June 17, 2019, 4 p.m.

A total of twenty-two (22) firms and/or individuals acknowledged receipt of the RFP package and six (6) firms submitted proposals before the submission deadline.

Proposal Review for Responsiveness

The six (6) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP, as reflected in attached Proposal Responsiveness Evaluation. The six (6) offerors were determined to be responsive subject to the following:

Certification of Proposer Regarding Tax Delinquency and Felony Convictions - A Certification of Proposer Regarding Tax Delinquency and Felony Convictions was included as part of the RFP (“Tax Certification”). Pursuant to the FAA Guidelines, inclusion of the Tax Certification is “required,” meaning it is a provision that must be incorporated into procurement documents.

Section 3114 of the Procurement Regulations, which govern hiring of professionals, provides that the Executive Manager, as the head of the purchasing agency or a designee “shall evaluate all proposals submitted and may conduct discussions with any offeror. The purposes of such discussions shall be to: (A) determine in greater detail such offeror’s qualifications ...” 2 GARR Div. 4 § 3114(i)(1)(A).

Upon review of the proposals submitted, it was discovered that Offerors A, D, and E included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. As the Procurement Regulations permit the Executive Manager or his designee to conduct discussions with offerors to “determine such offeror’s qualifications for further consideration,” see 5 GCA § 5216(d), it is recommended that the Executive Manager request that Offeror A, Offeror D and Offeror E complete their Tax Certifications to determine their qualification to provide the solicited services. It appears that Offeror A, D and E’s submission of a signed Tax
Certification indicates their intent to comply with the RFP requirements and their failure to mark the appropriate box on the Tax Certification was an inadvertent oversight that will not prejudice other offerors if corrected.

Acknowledgment of Receipt Form – Addendum A – The RFP provides that offerors must include a signed Acknowledgement of Receipt Form for all addenda issued. Requiring offerors to include their signed Acknowledgment of Receipts for all addenda issued ensures that the offerors have received and considered all addenda as part of their proposal submission. Offeror C did not include in its proposal submission a copy of its signed Acknowledgement of Receipt form for Addendum A. Offeror C did, however, complete, sign and submit the Acknowledgement of Receipt form for Addendum A prior to the RFP submission deadline to the single point of contact of the RFP via email dated June 12, 2019.

Therefore, it is recommended to the Executive Manager that Offeror C’s failure to include an Acknowledgement of Receipt for Addendum A was a non-material mistake and that Offeror C’s previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact evidences that Offeror C considered Addendum A as part of its proposal submission.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Proposer and Responsive Proposal of Basic Information of the RFP documents, after receipt of all proposals, the GIAA Evaluation Committee established by the Executive Manager shall conduct an independent evaluation of the proposals based on the evaluation criteria set forth in the RFP for the purpose of determining if offerors have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

The evaluation committee included the following individuals:

1. Victor Cruz, Engineering Supervisor
2. Antonio O. Laniog, Jr., Engineer III
3. Frank Santos, Airport Consultant

I have reviewed the evaluation committee members’ evaluations and find them to be based only on the evaluation criteria set forth in the RFP. 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. Offeror B
2. Offeror E
3. Offeror A
4. Offeror C
5. Offeror F
6. Offeror D

Attached is the summary of the committee’s evaluation scores based on the evaluation criteria set forth in the RFP for your reference. Should you have any questions or would like to discuss this matter further, I am available at your request.

Recommendation

It is recommended that the Executive Manager allow Offerors A, D, and E to complete their Tax Certifications to confirm their qualification to provide the solicited services. It is further recommended that the Executive Manager find that Offeror C’s failure to include an Acknowledgement of Receipt for Addendum A was a non-material mistake and that Offeror C’s previous submission of a signed Acknowledgement of Receipt for
Addendum A to the single point of contact evidences that Offeror C considered Addendum A as part of its proposal submission. If these recommendations are adopted, all offerors will be deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Law & Regulations and RFP.

Based on the tabulation of the evaluation ranking, it is determined that Offeror B is ranked as the best qualified, responsive firm to perform the required services in accordance with the criteria set forth in the RFP. Therefore, it is recommended to approve the ranking results and the contract award to Offeror B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension, subject to negotiations of fair and reasonable fees. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror and so forth, consistent with the Guam Procurement Law & Regulations.

APPROVED:

[Signature]

Henry M. Cruz

THOMAS C. ADA
Executive Manager

Attachments

cc: Evaluation Committee / Procurement File
### PROPOSAL RESPONSIVENESS EVALUATION

**RFP No. RFP-004-FY19**  
**PROJECT No. GIAA-FY19-01-5**  
**AIP No. 3-66-0001-TBD**

**ARCHITECTURAL/ENGINEERING SERVICES FOR DESIGN OF CARGO APRONS AND FUEL SYSTEM EXTENSION**

#### REQUIRED FORMS:

| OFFEROR LISTED DESIGNATION | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |
|-----------------------------|-----------------------------|-----------------------------------------|----------------------------------|--------------------------------------|-----------------------------|---------------------------------|-------------------------------|---------------------------------------------------------------|-----------------------------|---------------------------------------------------------------|---------------------------------------------------------------|--------------------------------------------------------|-----------------------------|---------------------------------|---------------------------------|---------------------------------------------------------------|---------------------------------|---------------------------------------------------------------|
| OFFEROR A                   | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |
| OFFEROR B                   | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |
| OFFEROR C                   | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |
| OFFEROR D                   | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |
| OFFEROR E                   | OFFER OR LETTER DESIGNATION | SPECIAL REMINDER TO PROSPECTIVE BIDDERS | ACKNOWLEDGEMENT OF RECEIPT FORM | AFFIDAVIT RE OWNERSHIP & COMMISSIONS | AFFIDAVIT RE NON-COLLUSION | AFFIDAVIT RE CONFLICT OF INTERESTS | AFFIDAVIT RE ETHICAL STANDARDS | DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED) | TITLE IV SOLICITATION NOTICE | TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS | TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES | TRADE RESTRICTION CERTIFICATION | CERTIFICATION RE DEBARMMENT & SUSPENSION | CERTIFICATION RE LOBBYING | NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION CERTIFICATION | CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS | CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES |

*NOTES:

- Offeror submitted form; form not complete
- Business License, Civil/Structural, & CM Services
- Offshore submitted form; form not complete
- Civil/Structural & CM Services
- Civil/Structural, Electrical, and Mechanical Services
- Business License, Civil/Structural, and Land Surveying Services

**Proposals Submitted:** 6  
**Submittals:** 22
## Evaluation Score Tally Sheet

### RFP No. RFP-004-FY19
### Project No. GIAA-FY19-01-5
### AIP No. 3-66-0001-TBD

A/E Services for Design of Cargo Aprons and Fuel System Extension

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</table>

### Evaluators

- **No. 1: Victor Cruz, Engineering Supervisor**
- **No. 2: Antonio O. Laniog, Jr., Engineer III**
- **No. 3: Frank Santos, Airport Consultant**
Food & Beverage Concessions Program – Contracting Approach

Purpose

Board action is requested to establish GIAA policy for the preferred contracting approach for the food & beverage ("F&B") concession at the Antonio B. Won Pat International Airport, Guam.

Background

As part of GIAA’s overall objectives in enhancing the passenger experience & conveniences, GIAA has developed a F&B concession program and will soon be offering opportunities under a competitive solicitation process. The current footprint of the F&B vendor locations span the terminal at landside (departure level) and airside (central, east & west concourse) as depicted in the attached drawings. Currently there are total of 14 locations, 11 of which are operational, while 3 pads remain vacant post 9-11.

The focus of this concession program is to improve the existing concession offerings at our Airport, while continuing to provide world class amenities to the travelling public. To promote and continue to provide this level of world class service, GIAA has established the following objectives: achieve a high standard of customer satisfaction, achieve a high standard of excellence in F&B concessions, achieve a sense of place, and optimize revenue to GIAA.

The current vendors are operating under a direct leasing approach (base term of 7 years with 3 -1 year options and include the following vendors:

<table>
<thead>
<tr>
<th>Airside</th>
<th>Landside</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ramen/Soup</td>
<td>Tentakomai</td>
</tr>
<tr>
<td>Pizza</td>
<td>Domino’s</td>
</tr>
<tr>
<td>Burgers</td>
<td>Burger King</td>
</tr>
<tr>
<td>Bar</td>
<td>Big Nama</td>
</tr>
<tr>
<td>Bar</td>
<td>Clippers</td>
</tr>
<tr>
<td>Coffee Shop</td>
<td>Micronesian Munchies</td>
</tr>
<tr>
<td></td>
<td>Vacant Airside</td>
</tr>
</tbody>
</table>
Hot Dog       Weinerschnitzel       1 West/ 2 East
Ramen Ya      Oasis
Rice Bowls    Golden Bowl
Snacks/Drinks Tu're Express

The term of these contracts are for a base term of 7 years with 3 one year options, and currently operating on a month-to-month tenancy.

The total gross revenues are approaching $6.8 million per annum with share revenues as follows: 15% food and non-alcohol, 20% alcohol, 22.5% merchandise sales & in store advertising. GIAA’s share is $1.021 million per annum. The average passenger spend is $3.82.

**Contracting Options**

Option 1 - Direct Leasing. A Direct Lease is an agreement effectuated by individual F&B vendors directly with GIAA. This is the approach GIAA currently has in place with F&B operators. This approach offers the airport operator the opportunity to plan the use of terminal concession areas, identify the spaces for leasing and select the best F&B operator. This approach provides the greatest amount of control over its concessionaire program.

Option 2 - Master Concessionaire. A Master Concessionaire is an agreement effectuated by a single F&B management company with the Airport who then takes on all F&B locations and either self operates and/or sublets the space to qualified F&B vendors. The Master Concessionaire assumes all risks of operation and capital improvements.

The following chart examines Direct Leasing and Master Concessionaire approach:

<table>
<thead>
<tr>
<th></th>
<th><strong>Direct Leasing</strong></th>
<th><strong>Master Concessionaire</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Revenue</strong></td>
<td>GIAA receives 15% of F&amp;B annual gross revenue. Average for last 5 years is 1.1M annually</td>
<td>GIAA receives 7 - 10% of F&amp;B annual gross revenue.</td>
</tr>
<tr>
<td><strong>2. Capital Investment</strong></td>
<td>GIAA invests in the construction and renovation of the food court, storage spaces back hallways and other common F&amp;B areas.</td>
<td>MC invests in all construction and renovation of the assigned F&amp;B spaces.</td>
</tr>
<tr>
<td><strong>3. Contract Management</strong></td>
<td>GIAA staff oversee and support all 11 vendor F&amp;B</td>
<td>MC will oversee all subtenants and their respective agreements.</td>
</tr>
<tr>
<td></td>
<td><strong>Direct Leasing</strong></td>
<td><strong>Master Concessionaire</strong></td>
</tr>
<tr>
<td>---</td>
<td>------------------</td>
<td>--------------------------</td>
</tr>
</tbody>
</table>
| 4. | **Support Services** | GIAA provides the following support services:  
- Janitorial  
- Waste Disposal  
- Pest Control  
- Engineering (project reviews)  
- P&F (maintenance)  
- Accounting (AP/AR; collections)  
- PMO (oversight, monitoring and support)  
- Marketing (publications)  
|   | | MC provides all needed support services for all its F&B subtenants, including professional oversight with design and construction projects. |
| 5. | **Vendor Replacement** | GIAA processes another competitive process to replace vendors; additional man hours and legal fees.  
|   | | MC can replace vendor on a timely basis. |
| 6. | **Footprint (T-Structure)** | GIAA’s footprint (T-Structure) requires F&B location to located either in the far west or east concourse, making it a challenge for DL vendors to make up the low volume and unprofitability of these locations  
Likewise, GIAA has limited ability to devise business terms and conditions (i.e. lower rent, business terms, build out commitments, operational times, etc.) for these “satellite” locations  
|   | | GIAA’s footprint (T-Structure) requires F&B location to located either in the far west or east concourse, making it a challenge for DL vendors to make up the low volume and unprofitability of these locations.  
Likewise, GIAA has limited ability to devise business terms and conditions (i.e. lower rent, business terms, build out commitments, operational times, etc.) for these “satellite” locations |
| 7. | **Experience &** | Limited  
<p>|   | | MC will have world class E&amp;E: |</p>
<table>
<thead>
<tr>
<th>Direct Leasing</th>
<th>Master Concessionaire</th>
</tr>
</thead>
</table>
| Expertise (E&E) | - to meet the F&B needs of an international market  
| |   - provide more innovative concepts  
| |   - access to a variety of brand name F&B vendors and services  
| |   - stronger revenue base/growth  
| |   - provide better support services  
| |   - financial stability (economies of scale  
| |   - enhance marketing opportunities with global reach |

8. Risk  
Shared.  
Assumes all risk.

**Recommendation**

I recommend that the Board adopt the Master Concessionaire contracting approach for the F&B Concession.
Antonio B. Won Pat International Airport Authority, Guam

Board of Directors

Executive Summary

June 27, 2109

Janitorial Services and Grass Cutting – Service Delivery Method

Purpose

Board action is requested to establish GIAA policy for the preferred service delivery method for janitorial services and grass cutting services.

Background

Janitorial services are required by GIAA for maintenance and upkeep of secured and non-secured areas in the Main Terminal Building, Light Aircraft Commuter Facility (“LACF”), GIAA accounting office, and TSA offices and facilities.

GIAA has procured janitorial services by dividing the services into five (5) general areas – Basement, Concourse, Apron, Other areas and TSA offices and facilities. Currently, GIAA contracts all janitorial services to five (5) contractors.

Grass cutting services are required by GIAA for the maintenance and upkeep of its grounds. GIAA has procured grass cutting services by dividing the services into five (5) general areas – North Tiyan, Air Operations Area, South Tiyan, Airport Industrial Park, and Maga Haga Highway. Currently, GIAA contracts all grass cutting services to four (4) contractors.

The scope of work for grass cutting includes mowing, edging, hedge/shrub trimming, fence line maintenance, pruning, tree removal, tree/shrub/bush cutting, cultivation, seeding, weeding, drainage maintenance, clearing, herbicide treatment, planting, and application of fertilizer.

Service Delivery Method Options

Janitorial and grass cutting services are up for re-bid in the 3rd quarter of 2019. Prior to issuing Invitations to Bid for these services, Management is seeking guidance from the Board on the preferred service delivery method. The following delivery method alternatives are presented to the Board for consideration.
Option 1 – Provision of service by multiple contractors. Under this option, GIAA solicits price bids based on service location and awards contracts for each service location to the lowest responsive and responsible bidder. This is GIAA’s current practice and may result in award to multiple bidders.

<table>
<thead>
<tr>
<th>PROS</th>
<th>GONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reduced risk to GIAA. If one contractor is in default, the one contractor can be replaced without losing service to other locations. Contractors are also susceptible to unexpected budgetary crisis, therefore, GIAA will have the option to use other contractors without having to deal with cost implications.</td>
<td>Requires more Management time. More time and effort in meeting with and ensuring all contractors are performing to contract standards.</td>
</tr>
<tr>
<td>Better quality. Increased competition among suppliers leads to better quality, lower price, better delivery.</td>
<td>Inconsistencies with services provided. Same type of service required for all locations, yet each contractor will likely handle and deliver the services differently.</td>
</tr>
<tr>
<td>Access to more diverse services. Using multiple contractors means gaining access to a wider choice of options</td>
<td>Likely requires more personnel for adequate quality assurance coverage.</td>
</tr>
<tr>
<td>Better account support. Single contractors are often less incentivized to offer superior support and attention</td>
<td></td>
</tr>
</tbody>
</table>

Option 2 – Provision of service by single contractor. Under this option, GIAA solicits a single lump sum price bid to provide the service (janitorial or grass cutting) to all areas. This approach will result in an award to the single bidder who submits the lowest responsive and responsible bid.

<table>
<thead>
<tr>
<th>PROS</th>
<th>CONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>More efficient. A sole contractor ensures that all parties involved in the process understand each other’s responsibilities, rather than having to deal with the performance of different contractors.</td>
<td>Increased risk of service interruption. Services may not be available at all times causing delay in customer service needs.</td>
</tr>
<tr>
<td>Greater accountability. A single contractor prevents blame on others for non-performance or delay in delivery.</td>
<td>Large contractors. Focus on profits, and may fail to oversee customer needs (complacency).</td>
</tr>
<tr>
<td>Require less management time. There is only one contractor to collaborate with, and a single relationship is easier to establish and maintain.</td>
<td>Small business participation. Reduces the opportunity for small businesses to participate.</td>
</tr>
<tr>
<td>Communication. Easier to set-up meetings and implement demands rather than with multiple vendors.</td>
<td></td>
</tr>
<tr>
<td>Ability to provide equipment and tools and recover these costs over a larger area.</td>
<td></td>
</tr>
</tbody>
</table>

Option 3 - Under this option, GIAA solicits alternative bids. Alternate Bid 1 is for price bids based on service location and Alternate Bid 2 is for a single lump sum bid for all locations. GIAA will award to the lowest of either the aggregate of Alternate Bid 1 or Alternate Bid 2. This approach allows GIAA to receive bids under the single contractor and multiple contractor approaches and awards based on lowest cost, whether to multiple bidders or a single bidder.

**Recommendation**

I recommend that the Board adopt Option 3 as its policy on the preferred service delivery method for janitorial and grass cutting services.
RELATIVE TO AUTHORIZING SIGNATORIES ON
ANTONIO B. WON PAT INTERNATIONAL AIRPORT
AUTHORITY, GUAM’S BANK ACCOUNTS

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT
AUTHORITY, GUAM (“GIAA”) has several bank accounts and desires to designate the
individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA
hereby designates two of the following individuals together to execute checks, drafts, or other
orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of
the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive
Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals
to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to
authorized expenditures of GIAA and as is consistent with the execution of their respective
duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals
supersedes all prior designations by the Board of Directors of GIAA on file at all banking
institutions at which GIAA maintains its accounts.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE
JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman                      GURVINDER SOBTI, Vice Chairman

DONALD I. WEAKLEY                               LUCY M. ALCORN
ZENON E. BELANGER

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary
WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM (“GIAA”) and Torres Law Group (“Torres”) (the “Torres Agreement”); and

WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman

GURVINDER SOBITI, Vice Chairman
DONALD I. WEAKLEY

LUCY M. ALCORN

ZENON E. BELANGER

ROSIE R. TAINATONGO

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary
Manager’s Report
Board of Director’s Meeting
June 27, 2019

1. Airport Operations:
   a. Timely Departures,
   b. Safe Arrivals
   c. Throughput of Arrivals challenged by:
      i. Construction activities requiring work-arounds,
      ii. Congestion at Immigration
      iii. Decrease in passenger open space and passage ways
      iv. Frequent failures of people movers (escalators & sidewalks)
   v. Mitigations:
      1) (soft) opening of West Concourse; full opn by Aug. 1
      2) Upgrading of equipment (weight scales, printers, computer monitors) at check-in counters.
      3) Bathrooms kept clean and operational and Improved cleanliness of facilities due to heightened QA efforts by GIAA.

2. CIPs:
   a. IAC is progressing well; delays minimized. Completion date still at August 2020.
      i. Review and disposition of PCOs (91) and its cost impact under active review; weekly meetings.
      ii. No major setbacks with exception of delay in receiving approval for Crane modification.
      iii. Cost to date: $117M; PCOs will increase this cost.
   b. ARFF Barn:
      i. Still awaiting Bldg Permit before construction can begin. Expect a breakthrough by next week.
      ii. Cost to date: $22M
   c. Apron & Taxiway Rehab bids have been received, and is being evaluated and negotiated w/ lowest bidder based on amount made available by FAA. After award is made, FAA concurrence with award is obtained, then contract is executed and NTP issued.
   e. Design of Cargo Apron. Board action to award, seek concurrence from FAA, negotiate with awardee on final award amount.

3. REGULATORY ISSUES
   a. FAA Visit
      • FAA ADO Manager Gordon Wong visited Guam May 20 following Aerodrome Workshop in Palau
      • Briefed and physically toured FAA funded CIP Projects
      • GIAA to host 2020 FAA Aerodrome Workshop in April
b. FAA Western Pacific Region – 10th Airports Conference
   - Management, Board and staff attended the above June 4-6
   - Guam International Airport wins Safest Airport Award!
   - Presented status of Guam’s FAA funded CIPs

c. FAA Facility Inspections – Outer Islands
   - 3 of GIAA personnel will participate in FAA FAR Part 139 inspections and emergency exercises of 4 outer island airports from August 7 through 23, 2019. The airports include Chuuk, Kosrae, Pohnpei, and Majuro.
The A. B. Won Pat International Airport Authority, Guam (GIAA) is an autonomous agency of the Government of Guam and manages the Guam International Airport Main Terminal, its runways, support facilities, roadways and surrounding properties.

Created in September 1975 by Public Law 13-57, GIAA generates its own funds through revenues generated by airport operations. The seven member Board of Directors, appointed by the Governor of Guam and confirmed by the Guam Legislature, sets policy that guide the activities of Airport divisions that include Administration, Accounting, Engineering, Property Management, Operations, Properties and Facilities, Airport Police and the Aircraft Rescue and Fire Fighting (ARFF) Unit. GIAA employees make up less than 10% of the workforce at Airport facilities. Total employees badged to work in various aspects of airport operations and support services just over 3,900 employees.

In Fiscal Year 2018, the airport received over 54,500 flights transporting over 3.4 million arriving, departing and transit passengers. Total revenue from Airport operations amounted to $87M dollars, covering all our operating and maintenance expenses, and most importantly, our bond payments, which along with federal funds, allow the Airport Authority to continue work on key expansion and development projects that address safety and security and passenger facilitation.

**MISSION**

The A. B. Won Pat International Airport Authority, Guam is charged with the mission to ensure the safety and security of the traveling public, maintain superior and reliable level of airport services, and support the development of air services and facilities which are integral to the island’s economic growth.

“Vision Hulo™” are initiatives undertaken to create future growth, development and opportunities for the Airport and for Guam that incorporates its capital improvement projects, revenue programs, increased services and enhanced operations.

**CONTENTS:**

- Your Airport
- Airline Partners
- Route Network
- Operational Performance
- Fiscal Notes
- Going Forward

**OUR AIRLINE PARTNERS**

The following Airlines offer regularly scheduled service, connecting Guam directly to 19 destinations:

- **UNited**
- **JAL**
- **t’way**
- **KOREAN AIR**
- **AIR BUSAN**
- **JEJU AIR**
- **AIR SEOUL**
- **cebupacific**
- **cHINA AIRLINES**
- **Philippine Airlines**
- **T’AIR**
- **STIR**
- **Asia Pacific Airlines**
- **UPS**
- **FedEx**
The Airport Community

It’s the +3,900 People that Keep Things Moving UP!

The on-Airport workforce is comprised of many organizations and companies that keeps passengers moving, cargo and mail coming in, and key passenger services available. We are a community that deals first hand with the safety and security of passenger and facilitate the departure and arrival of travelers in and out of the Guam International Airport. Refer to employee categories and numbers employed on Airport property.

<table>
<thead>
<tr>
<th>Description</th>
<th>FY 2018</th>
<th>FY 2017</th>
<th>FY 2016</th>
<th>FY 2015</th>
<th>FY 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Air Cargo (Loaded &amp; Unloaded; in Metric Tons)</td>
<td>12,794</td>
<td>14,624</td>
<td>13,469</td>
<td>13,450</td>
<td>12,361</td>
</tr>
<tr>
<td>Passengers (Arrivals)</td>
<td>1,625,932</td>
<td>1,703,240</td>
<td>1,579,609</td>
<td>1,418,998</td>
<td>1,489,971</td>
</tr>
<tr>
<td>Passenger (Departures)</td>
<td>1,596,054</td>
<td>1,660,548</td>
<td>1,559,141</td>
<td>1,476,574</td>
<td>1,480,349</td>
</tr>
<tr>
<td>Passengers (Transit)</td>
<td>184,518</td>
<td>197,831</td>
<td>215,449</td>
<td>216,369</td>
<td>210,551</td>
</tr>
<tr>
<td>Incoming Mail (Metric Tons)</td>
<td>4,387</td>
<td>4,845</td>
<td>4,902</td>
<td>4,017</td>
<td>3,750</td>
</tr>
<tr>
<td>Outgoing Mail (Metric Tons)</td>
<td>2,085</td>
<td>1,967</td>
<td>1,741</td>
<td>1,438</td>
<td>1,110</td>
</tr>
<tr>
<td>Number of Flights</td>
<td>54,592</td>
<td>60,434</td>
<td>59,424</td>
<td>55,974</td>
<td>53,228</td>
</tr>
<tr>
<td>Gross Take-Off Weight (GTOW, 1,000 lbs.)</td>
<td>3,061,959</td>
<td>3,332,805</td>
<td>3,302,529</td>
<td>3,351,229</td>
<td>3,605,575</td>
</tr>
</tbody>
</table>

Safe, Secure and Most Efficient

In FY 2018, Guam’s Airport was recognized by the FAA Airports District Offices as a model airport that is 100% compliant in 123 fields of safety and security in its annual inspections. The Guam Airport also received recognition as “Most Efficient Airport under 10 Million Passengers” by the prestigious Air Transport Research Society in its annual global airport benchmarking report measures, with Guam ranking amongst 206 airports and 24 airport groups of various sizes and ownership throughout Asia Pacific, Europe and North America.

Operational Performance

Over 3.4 million passengers a year.
Over, 54,500 flights annually.
20,000 Tons of Cargo and Mail.

Our 16 air carriers flew in travelers and cargo from Honolulu, our neighboring islands and key Asian cities. Key operational numbers over the last five fiscal years are presented below and are good indicators of the level of commerce taking place at Guam’s Airport.

In a 2015 Economic Impact Study by Leigh Fisher & Assoc., Airport operations generates $2.3 Billion annually into the economy.
Fiscal Notes

An independent audit conducted by Ernst & Young painted the financial picture of airport operations for FY 2018. It was an eventful year for Airport Operations. US international relations in our region touched our shores with the heightened North Korean Missile Threat negatively influencing travel to Guam as a safe destination. Delta Air Lines announced its corporate decision for a complete withdrawal of service on Guam. Low cost carrier HK Express followed with its suspension of direct services to Hong Kong and Cape Air’s code share operations with United Airlines was terminated for service to Saipan, CNMI. As a result, the number of enplaned passenger arrivals decreased from 1.86M to 1.78M in FY 2018, a 4.2% decrease from the previous year.

Less passenger traffic and fewer flights negatively affected operational revenue derived from facilities and system use charges assessed per passenger and concession fees that include retail, ground transportation, food and beverage and inflight catering. The audit recorded operational revenue of $69.3M in FY 2018 from $70.4M in FY 2017, reflecting a 1.6% decrease.

Mitigating the projected decrease in passenger traffic, expenses were held in check and is reflected in the audit results of a decrease of 2.45% in operating expenses from $48.05M in FY 2017 to $46.87M in FY 2018.

Summariy, GIAA was able to maintain Debt Service Coverage of 1.51, sufficiently covering the 1.25 DSC required under Bond Covenants, and ended with slight increase in the Airport’s net position posting $281.5M in FY2018, up from $280.2M in FY 2017. See the complete FY 2018 audited Financial Statements at https://www.guamairport.com/our-business/reports/financials.

Our Financial Performance

Cost Per Enplaned Passenger

The Airport’s financial performance results in the cost assessed to airlines to do business at our Airport.

In Fiscal Year 2018, after all revenue and expenses were factored for airport operations and costs associated with construction and improvement of facilities, the cost per enplaned passenger was $17.21, a slight increase of 1.89% over Fiscal Year 2017.

Debt Service Coverage (DSC)

The Airport Authority’s financial performance is important to our bondholders and credit rating agencies. GIAA is required to meet a minimum 1.25 DSC on outstanding notes that are payable. Financial performance also determines our credit rating, which measures our stability in operations and influences the viability of future bond issuance for capital improvement projects. In Fiscal Year 2018, a DSC of 1.51 was achieved, well above the 1.25 required.
Going Forward

In Fiscal Year 2019, GIAA will continue with “Vision Hulo’” initiatives to develop programs and infrastructure that will create future opportunities for our island and communities throughout our region. Key capital improvement projects to improve passenger facilitation and meet safety and security mandates are in various stages of completion are described below:

International Arrivals Corridor

We’re building up, literally! Phase II of the International Arrivals Corridor project is well underway. A whole new level is being constructed on top of the existing concourse area. Upon completion, the new floor space will effectively separate all arriving passengers from departing passengers, thereby meeting the TSA mandate to separate passengers in what is now a shared concourse.

Aircraft Rescue and Firefighting Facility

A new Aircraft Rescue and Fire Fighting (ARFF) facility is being constructed to replace the current ARFF barn, constructed in the 1970s and transferred to the Airport Authority as part of the Naval Air Station Base Realignment and Closure Act in 1996.

TSA Security Checkpoint Expansion

Outbound passenger inspection lanes will increase from 5 to 7 lanes, facilitating the inspection process for departure.

Cargo Apron- Extend Fuel System Design

GIAA will be soliciting for Design services for extension of Fuel System to service the Integrated Air Cargo Facility.

Runway 6L Rehabilitation And Airport Aprons & Taxiway Rehabilitation

Rehabilitation of the Guam Airport’s primary Runway 6L, the Taxiway and Parking/Apron areas, are two separate projects critical to maintaining our capacity and ability to receive flights and is a key facility asset that generates revenue by flight operations.

VISIT US!

Physical Address: 355 Chalan Pasaheru, 3rd Floor Main Terminal, Tamuning, Guam
Mailing Address: P.O. Box 8770, Tamuning, Guam 96931
Telephone: 1(671)646-0300 Mon-Fri, 8am to 5pm, except holidays

Find us on Facebook and Instagram

A.B. Won Pat International Airport Authority, Guam FY2018 Citizen Centric Report
June 25, 2019

MEMORANDUM

To: Mr. Brian Bamba
   Chairman
   GIAA Board of Directors

From: John A. Rios
       Comptroller

Subject: Operating Results – Revenues and Expenses as of May 31, 2019

Attached herewith is GIAA’s Operating Results Report for the month ending May 31, 2019. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended May 31, 2019.

The key operating results for 8 month(s) of FY2019 ending May 31, 2019 – (in $000’s) are

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>Actual FY19</th>
<th>YEAR-TO-DATE</th>
<th>FORECAST FOR FULL YEAR-FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Current Month</td>
<td>Budget FY19 Y-T-D</td>
<td>Actual FY19 Y-T-D</td>
</tr>
<tr>
<td>Total Signatory Revenues</td>
<td>$ 2,661.4</td>
<td>$ 22,799.8</td>
<td>$ 22,349.0</td>
</tr>
<tr>
<td>Total Concession Revenues</td>
<td>$ 1,426.3</td>
<td>$ 12,907.1</td>
<td>$ 11,652.7</td>
</tr>
<tr>
<td>Total PFC's</td>
<td>$ 591.2</td>
<td>$ 4,993.7</td>
<td>$ 4,798.7</td>
</tr>
<tr>
<td>Total Other Revenues</td>
<td>$ 1,487.3</td>
<td>$ 12,436.1</td>
<td>$ 11,713.8</td>
</tr>
<tr>
<td>Total Operating Revenues</td>
<td>$ 6,166.1</td>
<td>$ 53,136.7</td>
<td>$ 50,514.2</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$ 3,771.0</td>
<td>$ 33,429.2</td>
<td>$ 30,223.6</td>
</tr>
<tr>
<td>Net Revenues from Operations</td>
<td>$ 2,395.1</td>
<td>$ 19,707.5</td>
<td>$ 20,290.5</td>
</tr>
<tr>
<td>Non-Operating Expenses</td>
<td>$ 51.7</td>
<td>$ 790.0</td>
<td>$ 881.1</td>
</tr>
<tr>
<td>Other Available Moneys/other sources of funds</td>
<td>$ 568.3</td>
<td>$ 4,506.9</td>
<td>$ 4,496.8</td>
</tr>
<tr>
<td>Net Debt Service Coverage</td>
<td>1.37</td>
<td>1.42</td>
<td>1.45</td>
</tr>
</tbody>
</table>
Year-to-date Total Signatory Revenues for the month ending May 31, 2019 are below Budgeted revenues by -2.0%. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are -9.7% below budget while Passenger Facility Charges are below the budget estimate by -3.9%.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by -5.8%.

Year-to-date Total Operating Revenues actual of $50.5M is -4.9% below the budget estimate of $53.1M.

Year-to-date Total Operating Expenses are below budget by -9.6%. Components of this line item include a -12.6% decrease in Personnel Service, a -0.6% decrease in Contractual Services, a -65.33% decrease in Materials & Supplies and a -86.5% decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of $20.3M represents a 3.0% increase over the year-to-date budgeted amount of $19.7M.

Finally, our year-to-date results for Debt Service Coverage is at 1.45 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
### Key Operating Results ($000's)

GUAM INTERNATIONAL AIRPORT AUTHORITY  
KEY OPERATING RESULTS ($000's)  
as of May 31, 2019

<table>
<thead>
<tr>
<th></th>
<th>CURRENT MONTH</th>
<th></th>
<th>%Var</th>
<th></th>
<th>YEAR TO DATE</th>
<th></th>
<th>%Var</th>
<th></th>
<th>FULL YEAR FORECAST</th>
<th>%Var</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. Signatory Airline Rents &amp; Fees</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Terminal Bldg Rentals</td>
<td>309.9</td>
<td>344.2</td>
<td>352.1</td>
<td>2.3%</td>
<td>4,140.8</td>
<td>2,563.6</td>
<td>2,753.0</td>
<td>3.4%</td>
<td>4,233.6</td>
<td>2.2%</td>
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<tr>
<td>Departure Fees</td>
<td>519.0</td>
<td>649.0</td>
<td>663.6</td>
<td>2.2%</td>
<td>8,333.2</td>
<td>4,348.3</td>
<td>5,569.6</td>
<td>-2.4%</td>
<td>8,198.3</td>
<td>-1.6%</td>
</tr>
<tr>
<td>Arrival Fees</td>
<td>484.3</td>
<td>629.8</td>
<td>625.6</td>
<td>-0.7%</td>
<td>8,273.8</td>
<td>4,232.4</td>
<td>5,528.4</td>
<td>-0.2%</td>
<td>8,260.7</td>
<td>-0.2%</td>
</tr>
<tr>
<td>Immigration Inspection Fees</td>
<td>165.3</td>
<td>221.2</td>
<td>219.4</td>
<td>-0.8%</td>
<td>2,800.4</td>
<td>1,400.7</td>
<td>1,913.7</td>
<td>1.6%</td>
<td>2,891.1</td>
<td>1.1%</td>
</tr>
<tr>
<td>Loading Bridge Use Fees</td>
<td>535.5</td>
<td>465.8</td>
<td>460.9</td>
<td>-1.1%</td>
<td>5,661.6</td>
<td>4,477.1</td>
<td>4,013.3</td>
<td>-6.9%</td>
<td>5,384.9</td>
<td>-4.9%</td>
</tr>
<tr>
<td>Apron Use Fees</td>
<td>110.8</td>
<td>105.4</td>
<td>101.1</td>
<td>-4.1%</td>
<td>1,347.0</td>
<td>986.2</td>
<td>935.6</td>
<td>-7.4%</td>
<td>1,277.9</td>
<td>-5.1%</td>
</tr>
<tr>
<td>Landing Fees</td>
<td>249.2</td>
<td>234.9</td>
<td>238.9</td>
<td>1.7%</td>
<td>3,000.8</td>
<td>2,268.0</td>
<td>2,086.1</td>
<td>-3.9%</td>
<td>2,920.3</td>
<td>-2.7%</td>
</tr>
<tr>
<td></td>
<td><strong>Total Signatory Revenue</strong></td>
<td></td>
<td><strong>2,374.1</strong></td>
<td><strong>2,650.3</strong></td>
<td><strong>2,661.4</strong></td>
<td><strong>0.4%</strong></td>
<td><strong>33,617.6</strong></td>
<td><strong>20,316.3</strong></td>
<td><strong>22,799.8</strong></td>
<td><strong>22,349.0</strong></td>
</tr>
<tr>
<td>Enplaned Signatory Pax</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td><strong>Cost per Enplaned Pax</strong></td>
<td></td>
<td><strong>$16.66</strong></td>
<td><strong>$18.38</strong></td>
<td><strong>$18.00</strong></td>
<td><strong>-2.0%</strong></td>
<td><strong>$18.15</strong></td>
<td><strong>$17.31</strong></td>
<td><strong>$18.08</strong></td>
<td><strong>$18.21</strong></td>
</tr>
<tr>
<td>Revenues from Sources other than Signatory Airlines Rents &amp; Fees</td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Concession Revenues</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Gen Mdse</td>
<td>1,091.0</td>
<td>1,239.4</td>
<td>1,091.0</td>
<td>-12.0%</td>
<td>14,872.3</td>
<td>10,449.8</td>
<td>9,943.6</td>
<td>-12.2%</td>
<td>13,657.1</td>
<td>-8.2%</td>
</tr>
<tr>
<td>In-flight Catering</td>
<td>70.7</td>
<td>64.6</td>
<td>68.5</td>
<td>6.1%</td>
<td>837.9</td>
<td>554.8</td>
<td>562.6</td>
<td>7.8%</td>
<td>881.7</td>
<td>5.2%</td>
</tr>
<tr>
<td>Food &amp; Beverage</td>
<td>82.3</td>
<td>85.2</td>
<td>88.1</td>
<td>3.4%</td>
<td>1,062.4</td>
<td>673.6</td>
<td>702.1</td>
<td>8.0%</td>
<td>1,048.1</td>
<td>-1.3%</td>
</tr>
<tr>
<td>Rental Cars</td>
<td>122.1</td>
<td>140.8</td>
<td>127.6</td>
<td>-9.4%</td>
<td>1,673.7</td>
<td>976.7</td>
<td>1,085.5</td>
<td>1.9%</td>
<td>1,694.8</td>
<td>1.3%</td>
</tr>
<tr>
<td>Other Concession Rev</td>
<td>67.7</td>
<td>75.1</td>
<td>51.1</td>
<td>-32.0%</td>
<td>935.0</td>
<td>570.8</td>
<td>613.3</td>
<td>-14.6%</td>
<td>845.3</td>
<td>-9.6%</td>
</tr>
<tr>
<td></td>
<td><strong>Total Concession Revenues</strong></td>
<td></td>
<td><strong>1,433.8</strong></td>
<td><strong>1,605.0</strong></td>
<td><strong>1,426.3</strong></td>
<td><strong>-11.1%</strong></td>
<td><strong>19,381.4</strong></td>
<td><strong>13,225.7</strong></td>
<td><strong>12,907.1</strong></td>
<td><strong>11,652.7</strong></td>
</tr>
<tr>
<td>Passenger Facility Charges</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Other Revenue</strong></td>
<td></td>
<td><strong>1,418.3</strong></td>
<td><strong>1,474.7</strong></td>
<td><strong>1,487.3</strong></td>
<td><strong>0.9%</strong></td>
<td><strong>18,877.6</strong></td>
<td><strong>13,416.7</strong></td>
<td><strong>12,436.1</strong></td>
<td><strong>11,713.8</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Total Operating Revenue</strong></td>
<td></td>
<td><strong>5,773.0</strong></td>
<td><strong>6,299.8</strong></td>
<td><strong>6,166.1</strong></td>
<td><strong>-2.1%</strong></td>
<td><strong>51,273.2</strong></td>
<td><strong>53,136.7</strong></td>
<td><strong>50,514.2</strong></td>
<td><strong>49,570.8</strong></td>
</tr>
<tr>
<td>II. Operating Expenses:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personnel Services</td>
<td>1,756.0</td>
<td>1,622.4</td>
<td>1,534.7</td>
<td>-5.4%</td>
<td>20,910.0</td>
<td>13,866.1</td>
<td>15,412.8</td>
<td>-12.6%</td>
<td>19,149.1</td>
<td>-9.2%</td>
</tr>
<tr>
<td>Contractual Services</td>
<td>2,088.5</td>
<td>2,133.5</td>
<td>2,158.0</td>
<td>1.2%</td>
<td>25,280.4</td>
<td>17,527.7</td>
<td>16,291.1</td>
<td>-6.0%</td>
<td>25,175.6</td>
<td>-0.4%</td>
</tr>
<tr>
<td>Materials &amp; Supplies</td>
<td>64.6</td>
<td>200.7</td>
<td>78.3</td>
<td>-61.0%</td>
<td>2,201.2</td>
<td>531.5</td>
<td>1,575.3</td>
<td>-65.3%</td>
<td>1,172.0</td>
<td>-46.8%</td>
</tr>
<tr>
<td>Equipment/Furnishings</td>
<td>26.8</td>
<td>0.0</td>
<td>0.0</td>
<td>0.0%</td>
<td>162.8</td>
<td>132.7</td>
<td>202.0</td>
<td>-86.5%</td>
<td>33.0</td>
<td>0.0%</td>
</tr>
<tr>
<td></td>
<td><strong>Total Operating Expenses</strong></td>
<td></td>
<td><strong>3,955.9</strong></td>
<td><strong>3,956.6</strong></td>
<td><strong>3,771.0</strong></td>
<td><strong>-4.7%</strong></td>
<td><strong>48,735.3</strong></td>
<td><strong>32,058.0</strong></td>
<td><strong>30,223.6</strong></td>
<td><strong>45,529.7</strong></td>
</tr>
<tr>
<td>Net Revenues from Operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>1,837.1</strong></td>
<td><strong>2,343.2</strong></td>
<td><strong>2,395.1</strong></td>
<td><strong>2.2%</strong></td>
<td><strong>30,458.1</strong></td>
<td><strong>19,215.2</strong></td>
<td><strong>19,707.5</strong></td>
<td><strong>20,290.5</strong></td>
<td><strong>3.0%</strong></td>
<td><strong>31,041.1</strong></td>
</tr>
</tbody>
</table>
### III. Other Revenues and Expenses

| Less: Non Operating Expense(Ret/DOI/OHS) | 42.8 | 0.0 | 51.7 | 0.0% | 790.0 | 533.0 | 790.0 | 881.1 | 11.5% | 881.1 | 11.5% |
| Add: Interest on Investments | 86.3 | 66.0 | 0.1 | -99.8% | 1,017.5 | 648.2 | 659.6 | 709.2 | 7.5% | 1,067.1 | 4.9% |
| **Net Revenues** | **1,880.6** | **2,409.2** | **2,343.5** | **-2.7%** | **30,685.6** | **19,330.4** | **19,577.1** | **20,118.6** | **2.8%** | **31,227.1** | **1.8%** |
| Add: Other Sources of Funds | 47.3 | 33.3 | 38.2 | 0.0% | 400.0 | 244.8 | 266.7 | 256.6 | -3.8% | 389.9 | -2.5% |
| Add: Other Available Moneys | 530.0 | 530.1 | 530.1 | 0.0% | 6,361.5 | 4,240.0 | 4,240.2 | 4,240.2 | 0.0% | 6,361.5 | 0.0% |
| **Net Revenues and Other Available Moneys** | **2,458.0** | **2,972.7** | **2,911.8** | **-2.0%** | **37,447.1** | **23,815.2** | **24,083.9** | **24,615.4** | **2.2%** | **37,978.5** | **1.4%** |

### Debt Service payments

| Debt Service payments | 2,119.8 | 2,120.5 | 2,120.5 | 0.0% | 25,446.0 | 8,479.2 | 8,482.0 | 8,482.0 | 0.0% | 25,446.0 | 0.0% |

### Debt Service Coverage

| Debt Service Coverage | 1.16 | 1.40 | 1.37 | -2.0% | 1.47 | 2.81 | 2.84 | 2.90 | 2.2% | 1.49 | 1.4% |

### Debt Service Requirement

| Debt Service Requirement | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 | 1.25 |
## SUMMARY SIGNATORY AIRLINES

<table>
<thead>
<tr>
<th>Enplanements</th>
<th>October</th>
<th>November</th>
<th>December</th>
<th>January</th>
<th>February</th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>July</th>
<th>August</th>
<th>September</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Projection per Budget FY 2019</td>
<td>157,551</td>
<td>160,972</td>
<td>172,607</td>
<td>170,142</td>
<td>152,811</td>
<td>164,175</td>
<td>138,541</td>
<td>144,226</td>
<td>144,896</td>
<td>148,545</td>
<td>154,340</td>
<td>143,065</td>
<td>1,851,871</td>
</tr>
<tr>
<td>FY 2017 Actual Enplanements</td>
<td>143,619</td>
<td>148,002</td>
<td>160,544</td>
<td>162,303</td>
<td>143,720</td>
<td>157,735</td>
<td>146,779</td>
<td>150,775</td>
<td>151,974</td>
<td>158,139</td>
<td>169,547</td>
<td>145,108</td>
<td>1,838,245</td>
</tr>
<tr>
<td>FY 2018 Actual Enplanements</td>
<td>129,772</td>
<td>145,309</td>
<td>157,750</td>
<td>155,969</td>
<td>145,088</td>
<td>157,932</td>
<td>145,477</td>
<td>147,720</td>
<td>153,951</td>
<td>162,801</td>
<td>129,698</td>
<td>1,767,087</td>
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</tr>
<tr>
<td>FY 2019 Actual Enplanements/Projection</td>
<td>137,359</td>
<td>149,055</td>
<td>164,554</td>
<td>172,617</td>
<td>155,215</td>
<td>137,139</td>
<td>147,855</td>
<td>144,896</td>
<td>148,545</td>
<td>154,340</td>
<td>143,065</td>
<td>1,823,700</td>
<td></td>
</tr>
</tbody>
</table>

### FY 2019 versus FY 2018

- **Monthly%**
  - October: 5.85%
  - November: 2.58%
  - December: 4.31%
  - January: 10.67%
  - February: 6.98%
  - March: 7.05%
  - April: -1.78%
  - May: 3.77%
  - June: -1.24%
  - July: -3.51%
  - August: -5.20%
  - September: 10.31%

- **Cumulative**
  - October: 7,587
  - November: 11,333
  - December: 18,137
  - January: 34,785
  - February: 44,912
  - March: 56,041
  - April: 53,560
  - May: 58,938
  - June: 57,114
  - July: 51,708
  - August: 43,247
  - September: 56,613

### Enplanements Over/(Under) Projection (FY 2019)

- October: (20,192)
- November: (11,917)
- December: (8,053)
- January: 2,475
- February: 2,404
- March: 4,886
- April: (1,402)
- May: 5,369
- June: 0
- July: 0
- August: 0
- September: 0

### Month to Month Trend

- % Monthly versus Projection: -12.8%
- % Cumulative Total: -12.8%

### Cost Per Enplanement FY2019 Actual versus Projected

<table>
<thead>
<tr>
<th>CPE FY19</th>
<th>Cost Per Enplanement FY2019 Actual versus Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forecast Per FY2019 Budget</td>
<td>Actual CPE</td>
</tr>
<tr>
<td>$18.35</td>
<td>$17.78</td>
</tr>
<tr>
<td>$19.05</td>
<td>$18.44</td>
</tr>
<tr>
<td>Variance</td>
<td>$0.70</td>
</tr>
</tbody>
</table>
RECOMMENDATION OF COUNSEL

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

CC: Mr. Thomas C. Ada
Executive Manager
ANTONIO B. WON PAT INTERNATIONAL
AIRPORT AUTHORITY, GUAM

FROM: Janalynn Cruz Damian
CALVO FISHER & JACOB LLP

DATE: June 18, 2019

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.