

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE  
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Tuesday, November 24, 2020, 3:00 p.m.  
GIAA TERMINAL CONFERENCE ROOM #3**

**1. CALL TO ORDER AND ATTENDANCE**

The November 24, 2020 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 3:05 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

**Directors Present:**

Brian J. Bamba (Via VTC)  
Gurvinder Sobti (Via VTC)  
Donald I. Weakley (Via VTC)  
Zenon E. Belanger  
Doyon A. Morato (Via VTC)  
Rosie R. Tainatongo (Via VTC)

**Offices or positions:**

Chairman  
Vice Chairman  
Board Secretary

**Directors Absent:**

Lucy M. Alcorn (Excused)

**GIAA Officials:**

John M. Quinata  
Artemio R. Hernandez, Ph.D.  
John A. Rios  
Jean M. Arriola  
Vincent Naputi  
Raymond Mantanona  
Victor Cruz  
Henry Cruz  
Rolenda Faasuamalie (Via VTC)  
Raymond Quintanilla  
Vanessa Pangindian

Executive Manager  
Deputy Executive Manager  
Comptroller  
Airport Services Manager  
Airport Police Chief  
ARFF Chief  
Engineer Supervisor  
Supply Management Administrator  
Airport Marketing  
Operations Duty Manager  
Management analyst III

Anita Arriola, Esq. (Via VTC)  
Nicole Cruz, Esq. (Via VTC)  
Fred Tupaz

Arriola Law Firm, GIAA Legal Counsel  
Arriola Law Firm, GIAA Legal Counsel  
TMG, 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**

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

### **Resolution No. 21-09**

The Board hereby approves the agenda of the November 24, 2020 regular meeting, as presented.

## **3. APPROVAL OF MINUTES**

### **A. October 29, 2020 - Regular Meeting**

On motion duly made by Director Weakley, seconded by Vice Chairman Sobti, the following resolution was unanimously passed via roll vote:

### **Resolution No. 21-10**

The Board hereby approves the minutes of the October 29, 2020 regular meeting, subject to corrections.

## **4. CORRESPONDENCE**

Executive Manager Quinata advised there was no Correspondence to report.

## **5. OLD BUSINESS**

Executive Manager Quinata advised there was no Old Business to present.

## **6. NEW BUSINESS**

### **A. CIP Contract Modifications**

The first matter discussed was modifications to the Construction Manager (CM) Services and A/E Services for the GIAA Aircraft Rescue & Firefighting Facility. Mr. Victor Cruz, Engineering Supervisor informed the Board that there are two (2) contract modifications for the Board to consider and gave brief background.

- 1) Contract modification of contract for CM Services was submitted by KHLG, in the amount of \$584,693.03, extending services to cover the period of September 1, 2020 to February 28, 2021. Subject to FAA's review and approval.

Director Belanger inquired of the rates are the same as prior approved work orders. Mr. Cruz replied yes. Director Belanger asked when is the completion date. Mr. Cruz replied September

6, 2021.

Vice Chairman Sobti inquired on funding availability. Mr. Cruz replied that funding is available under existing grants.

Director Morato inquired if the GIAA team finds the delays in the project justified and reasonable. Mr. Cruz replied that the project is on schedule, the last change order was relative to the foundation. There were no real delays.

Chairman Bamba asked if the team foresees any delays due to the pandemic and recent cases with the contractor. Mr. Cruz informed the Board that there was a period of approximately one (1) week that construction shut down due to the pandemic, and that if future cases arise that they will deal with it as necessary, however the contractor is currently moving quickly to save on time.

After further discussion, on motion duly made by Director Belanger, seconded by Vice Chairman Sobti, the following resolution was unanimously approved via roll call vote:

**Resolution No. 21-11**

The Board hereby approves Work Order No. KHLG-20-06 for Construction Management services for GIAA Aircraft Rescue & Firefighting (ARFF) Facility Construction Phase II, in the amount of \$584,693.03, subject to FAA approval.

- 2) Contract modification of contract for A/E Services was submitted by Taniguchi Ruth Makio Architects (TRMA), in the amount of \$163,533.58, for Post Construction Contract Administration Services (PCAS), extending services to cover the period of July 20, 2020 to February 28, 2021. Subject to FAA's review and approval.

After further discussion, on motion duly made by Director Weakley, seconded by Director Morato, the following resolution was unanimously approved via roll call vote:

**Resolution No. 21-12**

The Board hereby approves Work Order No. TRMA 09 for A/E services for GIAA Aircraft Rescue & Firefighting (ARFF) Facility Design and Construction, in the amount of \$163,533.58, subject to FAA approval.

**B. Medical Services**

The next matter requiring Board action was the award for Medical Services for GIAA ARFF personnel done on an annual basis, fitness for duty examinations, physical examinations for vehicle operations and other tasks required by GIAA. Air Service Manager, Ms. Jean Arriola presented the RFP, providing 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 seven (7) firms showed

their interest by obtaining the RFP package. An evaluation committee was established to evaluate the one (1) proposal that was submitted before the established deadline, based on the evaluation criteria set forth in the RFP. As a result of the committee's evaluation, the selected firm was found to be responsible and responsive. The firms in order of their ranking are as follows:

**1. Offeror A**

The term of the contract is for a period of three (3) years with additional two (2) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding. The said contract will be funded under the Administration Division's O&M Budget.

Management recommends that the Board approve the ranking results and the contract be awarded to Offeror A for Medical Services, subject to re-submission of a completed U.S. DOL Wage Determination form with an attached most recent wage determination applicable to Guam issued by the U.S. DOL, and Management's negotiations of fair and reasonable fees, to be submitted by the Offerors at a time and in a format determined by GIAA. Although Offeror A failed to submit a recent wage determination applicable to Guam with its U.S. DOL Wage Determination form, a written determination was made that such failure was a minor discrepancy that did not affect the merits of Offeror A's proposal. Offeror A was identified as International Health Providers ("IHP").

Chairman Bamba inquired on the current provider. Ms. Arriola informed the Board that the current provider is IHP. Chairman Bamba inquired on the previous process. Ms. Arriola informed the Board, that in the past GIAA has proceeded under a small purchase procurement arrangement, blanket purchase orders with up to three (3) companies for various medical services the Airport may require.

After further discussion, on motion duly made by Director Weakley, seconded by Vice Chairman Sobti, the following resolution was approved via roll call vote.

**Resolution No. 21-13**

The Board hereby approves the ranking results as presented and that the contract be awarded to Offeror 'A' for Medical Services - RFP No. RFP-001-FY21, as presented, subject to re-submission of a completed U.S. DOL Wage Determination form with an attached most recent wage determination applicable to Guam issued by the U.S. DOL, and Management's negotiations of fair and reasonable fees.

**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 Quinata. The report included brief updates on Airport operations, CIPs and Regulatory updates. Included with the report was an update relative to COVID-19.

Director Weakley inquired if Black Construction is back on project site at the Airport. Executive Manager Quinata informed the Board that Black Construction workers were supposed to be back to work today, however are awaiting documents from Department of Public Health. Brief discussion on possible delay to the contract with Black Construction. Chairman Bamba suggested that this discussion be taken up at the CIP Sub-Committee meeting as guidance from Legal Counsel is probable.

## **8. REPORT OF THE COMPTROLLER**

Mr. John Rios reported on the revenues and expenses of the Authority as of **October 31, 2020**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-54.1%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-177.6%** and **-89.4%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **5.0%**. Year-to-date Total Operating Revenues Actual of **\$2.9M** is **4.8%** above the budget estimate of **\$2.8M**. Year-to-date Total Operating Expenses are below budget by **-2.5%**. Components of this line item include an **11.5%** increase in Personnel Service, a **-17.4%** decrease in Contractual Services, a **486.2%** increase in Materials & Supplies and a **100%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$-52.6M** reflects a decrease of **-79.8%** over the year-to-date budgeted amount of **\$-259.8M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **0.38** versus the requirement of **1.25**.

Chairman Bamba asked of the Comptroller sees growth in the area of cargo revenue, and further tasked Management to research what it would take for the Airport to develop that area of revenue. Brief discussion ensued.

Chairman Bamba asked that Management share with the Board some of the ongoing cost reduction efforts. Deputy Executive Manager Hernandez shared GIAA's efforts to cut costs including: fourteen (14) service contracts at the Airport that GIAA has reduced the scope of work, in turn reducing monthly payments paid out to the vendors, yielding approximately \$1.5M in preliminary savings. Chairman Bamba applauded Management on their efforts.

At this time Deputy Executive Manager Hernandez advised the Board that Management would like to discuss a number of requests for rent relief received from tenants and airline partners. The Deputy Executive Manager informed the Board that the rent relief to be considered would be either/or an abatement or deferral of rent, with the assurance of the Airports operational continuity.

Management is requesting authorization to meet and discuss rent relief options with the Airport stakeholders, subject to the insurance of the Airport's ability to meet financial obligations while providing rent relief up until the end of the fiscal year of fiscal year.

Discussion ensued, relative to the timeframe to offer relief. Deputy Executive Manager provided clarification to the Board, stating that the request is for the Board to authorize

Management to the make the determination during the fiscal year. Director Weakley announced that he would be comfortable with that. Chairman Bamba expressed his recommendation of deferral rather than abatement. Discussion followed relative to the Board's support.

After further discussion, on motion duly made by Director Morato, seconded by Director Weakley, the following resolution was approved via roll call vote.

**Resolution No. 21-14**

The Board hereby delegates Management during the period of November 2020 through September 2021 to meet with Signatory Airlines and tenants to discuss and provide rent relief options such as deferral of rent relief; further, that Management provide the Board with a monthly report outlining any actions Management has taken relating to rent relief, subject to the Airport's ability to meet financial obligations, FAA requirements and financial assurances.

**9. EXECUTIVE SESSION**

There was no Executive Session.

**10. PUBLIC COMMENTS**

Mr. John Borlas, IT&E Overseas, Inc. announced that he had a public comment for the Board. He added that IT&E Overseas, Inc. had a lease with the Airport, which is the land that the restaurant Papa's is on. The company recently closed down the restaurant due to COVID-19 conditions. Mr. Borlas made a recommendation to sub-lease the property that was previously leased by the company, as there is interest. The lease contract under section six (6), allows for sub-leasing with the consent from the Airport.

Executive Manager Quinata confirmed the receipt of the referenced company's letters regarding the sub-leasing, and further advised that he will schedule a meeting with Mr. Borlas in the near future. The Chairman thanked Mr. Borlas for his comments.

At this time, Chairman Bamba encouraged everyone to remain vigilant with containing the spread of COVID-19, and wished everyone a Happy Thanksgiving.

**11. ADJOURNMENT**

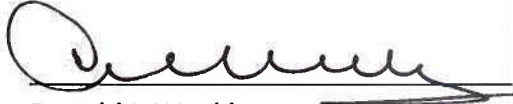
The meeting was adjourned at 4:21 p.m.

Dated this 26th, day of February, <sup>2021</sup>~~2020~~



Brian J. Bamba  
Chairman

Attest:



Donald I. Weakley  
Board Secretary

Prepared and Submitted By:



Amanda O'Brien-Rios  
Corresponding Secretary

**BOARD OF DIRECTORS REGULAR MEETING**  
**3:00 p.m., Tuesday, November 24, 2020**  
**GIAA TERMINAL CONFERENCE ROOM #3**

Public Notice

First Notice:

Pacific Daily News – November 17, 2020

Notice to Media – November 17, 2020

Second Notice:

Pacific Daily News – November 20, 2020

Notice to Media – November 20, 2020

**AGENDA**

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
  - A. October 29, 2020 Regular Meeting
4. Correspondence
5. Old Business
6. New Business
  - A. CIP Contract Modifications
  - B. Medical Services
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Board of Directors Regular Meeting  
3:00 p.m., Tuesday, November 24, 2020  
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Fred Tuzet	TMC
2.	VICTOR J. CRUZ	GIAA
3.	Raymond Mantasua	ARFF
4.	AUSTIN GRANT	GIAA
5.	VINCE NAPUTI	APD
6.	Ray Quintanilla	CPS
7.	Henry Cruz	GIAA
8.	ZOOM:	
9.	Tricia Granillo	AM Insurance
10.	Ann Marie Muna	AM Insurance
11.	Anita Arriola	Arriola Law Firm
12.	Nicole Cruz	Arriola Law Firm
13.	Rolenda Faasumalie	GIAA
14.	Vanessa Pangindian	GIAA
15.	TELEPHONE:	
16.	Gerry Partido	PNC
17.	John Borlas	IT&E Overseas
18.	Andrew Scanlon	Kimley-Horn
19.		
20.		

# SPORTS

## BRIEFS

### Hall of Fame Dodgers manager Lasorda hospitalized in ICU

Hall of Fame manager Tom Lasorda has been hospitalized in Southern California.

The Los Angeles Dodgers said Sunday that their 93-year-old former manager was in intensive care and resting comfortably at a hospital in Orange County. Lasorda lives in Fullerton.

He attended the team's Game 6 victory over the Tampa Bay Rays on Oct. 27 in Texas that clinched the Dodgers' first World Series title since 1988.

Lasorda had a record of 1,599-1,439 while managing the Dodgers from 1976-96, guiding them to World Series championships in 1981 and '88. The franchise won four National League pennants and eight division titles under Lasorda. He had a heart attack in June 1996 and retired from managing the Dodgers following month.

In 2000, Lasorda managed the U.S. Olympic baseball team to a gold medal at the Sydney Games.

In 2012, Lasorda was hospitalized in New York after having a heart attack.

### AP Top 25: Tulsa in at 25; Indiana set for top-10 matchup

No. 25 Tulsa is ranked in



**Hall of Fame manager Tom Lasorda has been hospitalized in Southern California. The Los Angeles Dodgers said Sunday that their 93-year-old former manager was in intensive care and resting comfortably at a hospital in Orange County.** DAMIAN DOVARGANES/AP

The Associated Press college football poll for the first time in 10 years and No. 9 Indiana is set to play the first top-10 matchup in program history.

The AP Top 25 was mostly stagnant Sunday after four of the top five teams did not play and only one ranked team lost this weekend.

Alabama is No. 1 for the second straight week, with 60 first-place votes. No. 2 Notre Dame received one first-place vote and No. 3 Ohio State got the other. The rest of the top eight was unchanged: Clemson is No.

4, followed by Texas A&M, Florida, Cincinnati and BYU.

Indiana moved up one spot to ninth – the Hoosiers' best ranking since they were fourth in the 1967 poll – heading into a matchup with Ohio State on Saturday.

Tulsa moved into the rankings after beating American Athletic Conference rival SMU, knocking the Mustangs from the Top 25.

The Golden Hurricane were last ranked in the final poll of the 2010 season at No. 24. The last time Tulsa was ranked during the regular season was two years before that, when coach Todd Graham had the Golden Hurricane as high as No. 19.

### AP source: Lakers on verge of acquiring Dennis Schröder

The NBA offseason, such as it was, is over. A wild few days of decisions and player movement await.

Teams may begin making trades Monday, according to a memo sent to teams and obtained early Sunday by The Associated Press. And the first deal known to be tentatively agreed upon would send guard Dennis

Schröder from Oklahoma City to the champion Los Angeles Lakers for Danny Green and the No. 28 pick in Wednesday's draft, a person with knowledge of that agreement told the AP.

That trade is likely to be finalized after the draft, the person said Sunday on condition of anonymity because the swap cannot be formally announced until it is completed and has league approval. ESPN first reported the details of the trade.

The "temporary transaction moratorium" across the league ends Monday at noon Eastern, the league told teams. Also officially due Monday: All-NBA forward Anthony Davis' decision on his \$28.7 million option year with the Lakers, one that he will formally decline in favor of signing a long-term and huge money contract with that club.

Nicolas Batum's \$27.1 million option decision with Charlotte is also due Monday. Most other player and team options around the league are due Thursday. Free agent talks can formally begin Friday at 6 p.m. Eastern, and signings may begin Sunday, Nov. 22.

### Cavs guard Kevin Porter Jr. arrested on weapons charges

The Cleveland Cavaliers said they have spoken to guard Kevin Porter Jr. following his arrest early Sunday on weapons possession.

Porter, a 2019 first-round draft pick, faces charges of improperly handling firearms in a vehicle, according to Mahoning County sheriff records. He was released on \$4,000 bond.

In a statement, the Cavaliers said: "We are aware of the situation involving Kevin Porter Jr. and are in the process of gathering information. We have spoken with Kevin and will continue to address this privately with him as the related process evolves."

Porter's attorney, Alex Spiro, said in an email to the Associated Press that his

client "was issued a summons for a petty offense and released. We are gathering information and will have further comment at a later point."

The 20-year-old Porter emerged as a bright spot last season for the Cavs, whose year included a coaching change after the All-Star break before being halted by the coronavirus pandemic. He averaged 10 points, 3.2 rebounds and 2.2 assists in 50 games.

Cleveland selected him with the No. 30 overall pick.

### AP source: Bucs team flight to Charlotte delayed 6½ hours

A person familiar with the situation says the Tampa Bay Buccaneers' team flight to Charlotte, North Carolina, on Saturday was delayed about 6½ hours due to mechanical issues and the team didn't arrive at its hotel until just before midnight.

The person spoke to The Associated Press on Sunday on condition of anonymity because the team does not release details of its travel itinerary.

The Bucs play NFC South rival Carolina at 1 p.m. ET Sunday.

The flight, which scheduled to leave at an executive airport connected to Tampa International Airport, was scheduled to leave at 2:30 p.m. ET on Saturday but players remained on the tarmac for more than five hours waiting for the plane to depart. They eventually deplaned and boarded a different plane and left immediately for Charlotte, arriving at 11:15 p.m., where they were taken to a downtown hotel.

It was a rough start to the weekend for the Buccaneers (6-3), who are looking to bounce back from a 38-3 shellacking last week at the hands of the New Orleans Saints. The Panthers (3-6) are looking to snap a four-game losing streak.

— Wire services

TUESDAY, NOVEMBER 17, 2020 | GUAMPDN.COM



The Honorable  
**Loures A. Leon Guerrero**  
Governor



The Honorable  
**Joshua F. Tenorio**  
Lt. Governor

## PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Tuesday, November 24, 2020 at 3:00 p.m. in Terminal Conference Rooms No. 1 & 2. In light of COVID19 public health emergency, GIAA will adhere to social distancing orders. For those who wish to participate telephonically, please call 642-4717 or email [arios@guamairport.net](mailto:arios@guamairport.net) for further information. Parking is available in the Public Parking Lot.

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

(This ad paid for by GIAA)

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### RENTALS

**GOOD:** 3 Lines, 3 Consecutive Days.....\$78.00  
**BETTER:** 3 Lines, 7 Consecutive Days.....\$99.00  
**BEST:** 3 Lines, 10 Consecutive Days.....\$115.00

### ROOMMATES

**Conditions/Restrictions:** \*Roommate  
 a person who shares a room or apartment with  
 another or others.  
**GOOD:** 3 Lines, 7 Consecutive Days.....\$57.00  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$73.00

### AUTOMOTIVE PACKAGES

• Automotive • Trucks • Bikes • Boats • Motorcycles  
**Conditions/Restrictions:** One vehicle per ad  
**Ad format:** Make, Model, Year.  
**GOOD:** 3 Lines, 7 Consecutive Days.....\$58.00  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$68.50  
**BEST:** 4 Lines, 14 Consecutive Days.....\$79.00

### SUPER DEALS

**Personal Items below \$500 in total value**  
**GOOD:** 3 Lines, 7 Consecutive Days.....\$24.50  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$33.00  
**BEST:** 3 Lines, 14 Consecutive Days.....\$40.00  
 \*Price must be included in the ad to qualify.

### PRIVATE PARTY PLEASERS

**Personal Items below \$2,500 in total value**  
**GOOD:** 3 Lines, 7 Consecutive Days.....\$33.00  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$43.50  
**BEST:** 3 Lines, 14 Consecutive Days.....\$54.00  
 \*Price must be included in the ad to qualify.

**Personal Items below \$2,501 in total value**  
**GOOD:** 3 Lines, 7 Consecutive Days.....\$59.00  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$70.00  
**BEST:** 3 Lines, 14 Consecutive Days.....\$80.00  
 \*Price must be included in the ad to qualify.

### GARAGE SALE

• Fundraising • Rummage • Yard Sale  
**Conditions/Restrictions:** 3 Consecutive Days  
**Ad format:** Village, Date, Time  
**Garage Sale:** Private residence  
**Rummage:** School or Non-profit organization  
**GOOD:** 3 Lines, 3 Consecutive Days.....\$24.50  
**BETTER:** 3 Lines, 7 Consecutive Days.....\$33.00

### PETS

**GOOD:** 3 Lines, 3 Consecutive Days.....\$24.50  
**BETTER:** 3 Lines, 10 Consecutive Days.....\$33.00  
**BEST:** 3 Lines, 14 Days.....\$40.00

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 Location: Mechanical  
 Engineers, Plumbers-2 plus  
 yrs' experience with cast iron  
 and copper must have tools.  
 Sheet metal workers-min. 2  
 plus yrs' experience installing  
 HVAC duct work. Insulator/  
 lagger-Min. 1 year experience  
 on commercial projects  
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 We are an EQE, drug free  
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### Assorted

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## Stuff

all kinds of things...

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 w/Rails, 8 Windows 4x4,  
 2 Windows 3x3, 2 Doors  
 \*\*\*SOLD\*\*\*SOLD\*\*\*SOLD\*\*\*



The Honorable  
Lourdes A. Leon Guerrero  
Governor

The Honorable  
Joshua F. Tenorio  
Lt. Governor



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(This ad paid for by GIAA)

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Jon A. Visosky, Esq.  
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 Tel: (671) 646-1222  
 Fax: (671) 646-1223  
[visosky@guamlawoffice.com](mailto:visosky@guamlawoffice.com)

Attorneys for Petitioner  
 Duyen Phan Martin

### IN THE SUPERIOR COURT OF GUAM

Estate of  
 Anh Dien Au Duong  
 Decedent.

PROBATE CASE NO.  
 PR0060-20

### Notice to Creditors

Within sixty (60) calendar  
 days of the first publication  
 of this Notice to creditors  
 of the Decedent above,  
 and all persons having  
 claims against the Estate  
 or against Decedent, must  
 either file their claims with  
 the necessary supporting  
 documents with the Clerk  
 of the Superior Court of  
 Guam, or present their  
 claims to the Administrator  
 or his attorneys, Roberts  
 Fowler & Visosky LLP, 865  
 South Marine Corps Drive,  
 Suite 201, Tamuning, Guam  
 96913.

Date: November 12, 2020

Roberts Fowler & Visosky LLP

By: /s/ Jon A. Visosky  
**Jon A. Visosky**  
 Attorneys for Administrator  
 Duyen Phan Martin

Jon A. Visosky, Esq.  
 ROBERTS FOWLER  
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Attorneys for Administrator  
 Kristina P. Galman

### IN THE SUPERIOR COURT OF GUAM

Estate of  
 Perfecto Trinidad Galman,  
 Decedent.

PROBATE CASE NO.  
 PR0016-20

### Notice of Sale

Administrator Kristina P.  
 Galman pursuant to 15  
 GCA § 2341 intends to sell  
 the Estate's interest in the  
 following real property (the  
 "Property") at private sale:

**Lot Number 141-53,**  
**Mongmong Toto Maite,**  
 Guam, Estate Number 53077,  
 Suburban, as said Lot is  
 described in that Property Map  
 Toto Village Subdivision of Lot  
 141, as shown on Drawing  
 Number MA-10056, recorded  
 on 15 August 50 under  
 Instrument No. 22122 at Land  
 Management.

For informational purposes  
 only, the above referenced  
 map indicates the property  
 contains an area of 556.20±  
 square meters.

Last Certificate of Title Number:  
 90315 - Roy T. Damian and  
 Teresita C. Damian.

The sale shall occur on or after  
 December 11, 2020. Bids or  
 offers will be received at:

Elizabeth "Liz" C. Duenas,  
 RE/MAX Diamond Realty  
 238 E. Marine Corps Drive  
 Suite 202  
 Hagatna, Guam 96910  
 Phone: (671) 479-8843  
 Cell: (671) 687-0911  
[lduenas@remaxguam.com](mailto:lduenas@remaxguam.com)

or

Jon A. Visosky  
 Roberts Fowler & Visosky LLP  
 865 South Marine Corps Drive,  
 Suite 201  
 Tamuning, Guam 96913  
 Tel: (671) 646-1222  
 Fax: (671) 646-1223  
[visosky@guamlawoffice.com](mailto:visosky@guamlawoffice.com)

The sale is subject to  
 confirmation by the Superior  
 Court of Guam.

Dated: November 11, 2020

**Roberts Fowler & Visosky LLP**

By: /s/ Jon A. Visosky  
 Attorneys for Administrator  
 Kristina P. Galman

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE  
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Thursday, October 29, 2020, 3:00 p.m.  
GIAA TERMINAL CONFERENCE ROOM #3**

**1. CALL TO ORDER AND ATTENDANCE**

The October 29, 2020 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 Vice Chairman Sobti at 3:12 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

**Directors Present:**

Gurvinder Sobti  
Donald I. Weakley  
Lucy M. Alcorn (Via VTC)  
Zenon E. Belanger  
Doyon A. Morato (Via VTC)  
Rosie R. Tainatongo (Via VTC)

**Offices or positions:**

Vice Chairman  
Board Secretary

**Directors Absent:**

Brian J. Bamba (Excused)

Chairman

**GIAA Officials:**

John M. Quinata  
Artemio R. Hernandez, Ph.D.  
John A. Rios  
Jean M. Arriola  
Ken McDonald  
Victor Cruz  
Daniel Cepeda  
Henry Cruz  
Anthony Quidachay  
Elfrie Koshiba

Executive Manager  
Deputy Executive Manager  
Comptroller  
Airport Services Manager  
Airport Facilities & Equipment Superintendent  
Engineer Supervisor  
MIS Administrator  
Supply Management Administrator  
Safety Administrator  
Airport Marketing

Anita Arriola, Esq.  
Janalynn C. Damian, Esq.  
Frank R. Santos

GIAA Legal Counsel  
GIAA Legal Counsel  
GIAA Consultant

Vice 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**

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

### **Resolution No. 21-01**

The Board hereby approves the agenda of the October 29, 2020 regular meeting, as presented.

## **3. APPROVAL OF MINUTES**

### **A. September 24, 2020 - Regular Meeting**

On motion duly made by Director Weakley, seconded by Director Belanger, the following resolution was unanimously passed via roll vote:

### **Resolution No. 21-02**

The Board hereby approves the minutes of the September 24, 2020 regular meeting, subject to corrections.

## **4. CORRESPONDENCE**

Executive Manager Quinata advised there was no Correspondence to report.

## **5. OLD BUSINESS**

Executive Manager Quinata advised there was no Old Business to present.

## **6. NEW BUSINESS**

### **A. Approval of Award for Legal Services, Conflicts Counsel - RFP No. RFP-005-FY20**

The first matter requiring Board action was the award for Legal Services for Conflicts Counsel.

Vice Chairman Sobti announced that he had a conflict of interest and would like to abstain from voting. Director Weakley now presides over the meeting.

Deputy Executive Manager Hernandez presented the referenced RFP, providing 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 seven (7) 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, based on the evaluation criteria set forth in the RFP. 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 A

The term of the contract is for a period of two (2) years with additional three (3) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding. The said contract will be funded under the Administration Division's O&M Budget.

Management recommends that Board approve the ranking results and the contract be awarded to Offeror B and Offeror A for Legal Services (Conflicts Counsel), subject to Management's negotiations of fair and reasonable fees to be submitted by the offerors at a time and in a format determined by GIAA, and approval by the Office of the Attorney General of Guam.

After further discussion, on motion duly made by Director Morato, seconded by Director Belanger, the following resolution was approved via roll call vote, with Directors Weakley, Alcorn, Belanger, Morato and Tainatongo voting in favor; and Vice Chairman Sobti abstaining:

**Resolution No. 21-03**

The Board hereby approves the ranking results as presented and that the contract be awarded to Offeror 'B' and Offeror 'A' for Legal Services, Conflicts Counsel - RFP No. RFP-005-FY20, as presented, subject to Management's negotiations of fair and reasonable fees, and subject to review and approval by the Office of the Attorney General of Guam.

**A. Mutual Release and Settlement - MUSE Services**

The second matter discussed was the Mutual Release and Settlement with ARINC Incorporated. Ms. Janalynn Damian, Legal Counsel presented the item for consideration, informing the Board that ARINC Incorporated (ARINC), who provides its proprietary common use terminal emulation (CUTE) system, known as the Multi-User System Environment (MUSE) and related equipment used at all GIAA gate podiums and ticket counters to process passengers.

In 2017, GIAA procured services from ARINC for the Airports sixty-two (62) common-use ticket counters. Said services have since expired in January 2020. GIAA worked to get a new purchase order in place. ARINC raised questions in March 2020, regarding the contract terms. GIAA and ARINC proceeded to negotiate the new contract for the MUSE software system, however due to the pandemic those negotiations were delayed. ARINC has continued to provide services to the Airport.

The settlement and mutual release covers services provided by ARINC for the period of February 1, 2020 through August 30, 2020. The original claim amount by ARINC was \$196,434.00, however the Airport has negotiated an amount of \$169,952.00.

Vice Chairman Sobti inquired on the funding for the referenced services. Deputy Executive Manager Hernandez replied that the expense is covered under the common use ticket counters recovered from the Airlines.

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

**Resolution No. 21-04**

The Board hereby authorizes the Authority to issue payment to ARINC Incorporated under the Settlement and Mutual Release between ARINC Incorporated and A.B. Won Pat International Airport Authority, Guam in the amount of \$169,952.00.

With regards to New Business Item A, Deputy Executive Manager Hernandez announced that the Offerer 'B' was Torres Law Group, and Offeror 'A' was the Law Office of Jacques G. Bronze.

**C. Approval of Award for Baglink and MUSE Services**

**a. Management and Infrastructure Support Services for the Baggage Sortation Interface System**

The next matter discussed was the approval of award for Baglink and MUSE Services. Deputy Executive Manager Hernandez announced that Board action is requested to approved the sole source award of the BagLink System contract to ARINC Incorporated. The Deputy Executive Manager provided background information to the Board on both services. The BagLink is a baggage sortation interface system proprietary to ARINC Incorporated (ARINC). The BagLink system is necessary to translate passenger baggage information from the Multi-User System Environment (MUSE) System to GIAA's Baggage Handling System (BHS). The MUSE system was discussed in the prior agenda item, and was continuously used by the airlines, at all ticket counters and gate podiums to process passengers. The MUSE system must be fully integrated and compatible with GIAA's BHS.

In February 2020, the Executive Manager deemed ARINC the sole source contractor to provide software and infrastructure support services for the baggage sortation interface system at GIAA, ARINC's proprietary system, BagLink. BagLink is the only baggage sortation interface system that is fully compatible with the MUSE system being used by the Airlines at ticket counters and gate podiums.

It is determined that sole source procurement is authorized pursuant to Section 3112, of the Guam Procurement Regulations. The term of the agreement will be two (2) years, plus one (1) year option to be exercised at the sole discretion of GIAA and subject to availability of funding. GIAA conducted negotiations via video conference during the months of August and September 2020. As a result, GIAA has determined the following proposed pricing schedule to be fair and reasonable in accordance with the scope of work, subject to availability of funding:

<b>Contract Term:</b>	<b>Annual Pricing:</b>
Year 1	\$101,042.00
Year 2	\$118,812.00

Year 3 (Option Year)	\$118,812.00
<b>Total Contract Amount:</b>	<b>\$338,666.00</b>

Management recommends that the Board approve the sole source award of the Management and Infrastructure Support Services for the Baggage Sortation Interface System contract to ARINC Incorporated for the total contract amount of \$338,666.00, subject to the availability of funding.

Director Morato inquired if ARINC has local maintenance and service providers. Executive Manager Quinata replied that the firm does have local providers, but will also bring in off-island technicians if required. Director Morato also asked if ARINC had offered any reduction in costs due to the struggles that the Airport and Airlines are facing at this time. Ms. Jean Arriola replied, stating that ARINC offered a 10% reduction in costs.

Director Alcorn inquired on costs for flying in technicians from off-island, if this is included in the contract amount. Ms. Jean Arriola replied, maintenance services are paid under the contract. If repair or upgrade is needed, a proposal would be submitted for additional services required. Discussion followed on the length of time the system has been used by the Airport, with Ms. Jean Arriola informing the Board that the system has been in place since the new terminal was built, the Airlines acquired the service directly from the vendor, and due to the Airport converted from exclusive counter positions to common-use counters, the MUSE system was phased in, and the Airport took over the responsibility for the services, which is then recovered through the Airlines rates and charges.

Director Weakley inquired on ARINC's business license. Ms. Jean Arriola replied that their license expired August 31, 2020, the renewal has been delayed due to the pandemic.

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

**Resolution No. 21-05**

The Board hereby approves the sole source award for Management and Infrastructure Support Services for the Baggage Sortation Interface System contract to ARINC Incorporated in the amount of \$338,666.00, subject to the availability of funding and confirmation of contractor's renewal of its Guam Business License.

**b. MUSE System**

Deputy Executive Manager Hernandez presented the next matter for Board action. MUSE is a common use terminal emulation (CUTE) system used to process passengers at all the ticket counters and gate podium that proprietary to ARINC. As mentioned under New Business agenda item B, in 2017, GIAA procured services from ARINC for the Airports sixty-two (62) common-use ticket counters. At that time, the Airlines were using the MUSE system at the ticket counters and gate podium positions, which was procured independently and chosen by the Airlines. ARINC has continued to provide services to the Airport.

It is crucial that the system used by the Airlines to process passengers at the ticket counters and gate podiums are fully integrated with the Authority's baggage sortation interface, BagLink. To effectively translate and the interface the data from baggage tags to the Authority's baggage handling system, the Authority must utilize a compatible system.

Management recommends that the Board approve the sole source award of the Management and Infrastructure Support Services for the MUSE System contract to ARINC Incorporated for the total contract amount of \$353,041.98, subject to the availability of funding.

Director Morato inquired on the contract dates. Deputy Executive Manager Hernandez replied that both the BagLink and MUSE System contracts will begin on September 1, 2020. Brief discussion followed relative to the contract, with Deputy Executive Manager Hernandez informing the Board that the MUSE System contract is for a period of eighteen (18) months. Director Morato asked why the two (2) contracts will not expire at the same time. Ms. Jean Arriola explained that the Airline Committee that represents the Signatory carriers, negotiates directly with ARINC. The term was extended for only eighteen (18) months as they are still in discussions. The Airport relies on their negotiations, and chose to keep the term at eighteen (18) months, pending the discussions between the Airlines and ARINC. Brief discussion followed.

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

**Resolution No. 21-06**

The Board hereby approves the sole source award for Management and Infrastructure Support Services for the MUSE System contract to ARINC Incorporated in the amount of \$353,041.98, beginning September 1, 2020 and expiring March 20, 2022, subject to the availability of funding, and confirmation of contractor's renewal of its Guam Business License.

**D. CIP Contract Modifications**

The next matter discussed was modifications to the Construction Manager (CM) contract for Runway 6L/24R Rehabilitation Project, Phase 1b. Mr. Frank Santos informed the Board that there is a modification for the Board to consider and gave brief background. Phase 1B was approved in the amount of \$11,193,087.00 at the June 2, 2020 Board meeting at 100% FAA funded. Mr. Santos presented a Work Order for Boards approval from the Construction Management firm, SSFM International, Inc. (SSFM) in the amount of \$799,021.00, subject to concurrence by the FAA. Discussion followed relative to selection of CM's.

After further discussion, on motion duly made by Director Morato, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 21-07**

The Board hereby approves Work Order No. 02 for the Construction Management services for Runway 6L/24R Rehabilitation Project, Phase 1B, in the amount of \$799,021.00, as presented.

**E. CFJ Invoices - Legal Services**

The next item discussed was the Invoices from Calvo Fisher & Jacob, LLP relative to legal services incurred in September, 2020. Executive Manager Quinata presented invoices from CFJ for general legal services in the amount of \$8,606.00, and legal services for the DFS Guam L.P. Arbitration in the amount of \$3,176.50. Due to services exceeding CFJ's monthly cap of \$10,000.00, Board action is required to authorize the additional amount of \$1,782.50 above the cap.

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

**Resolution No. 21-08**

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for legal fees incurred in September 2020 pertaining to general matters and DFS Guam L.P. Arbitration that exceed the monthly cap of \$10,000.00, in the amount of \$1,782.50.

**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 Quinata. The report included brief updates on Airport operations, CIPs and Regulatory updates. Included with the report was an update relative to COVID-19.

**8. REPORT OF THE COMPTROLLER**

Mr. John Rios reported on unaudited financial results of the Authority for FY20 as of **September 30, 2020**. Mr. Rios reported that Total Signatory Revenues are below budgeted revenues by **-45.3%**. Enplaned passengers are below budget by **-55.2%**. Cost per enplaned passenger, is **\$21.27**, above budget by **22.1%**. Concession below budget by **-40.5%**. Total Concession Revenues and Passenger Facility Charges are below budget by **-40.5%** and **-62.3%**, respectively. Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **-14.6%**. Total Operating Revenues Actual of **\$46.090M** is **-39.6%** below the budget estimate of **\$76.364M**. Total Operating Expenses are below budget by **-19.8%**. Components of this line item include a **-9.2%** decrease in Personnel Service, a **-25.1%** decrease in Contractual Services, a **-57.3%** decrease in Materials & Supplies and a **0.00%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$3.996M** reflects a decrease of **-83.3%** below the year-to-date budgeted amount of **\$23.870M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.53** versus the requirement of **1.25**.

Mr. Rios informed the Board that a surveillance on bonds is done annually by Moody's and S&P. Moody's recently did a review, but did not take a rating action, S&P however downgraded the Authority from BBB+ to BB+. Fortunately, It will not impact bonds that the GIAA is currently paying, but when GIAA decides to go back out the market, that is when the BB+ will be looked at. Deputy Executive Manager Hernandez elaborated more on the downgrade, with discussion following on bond legislation and loss of revenue.

#### **9. EXECUTIVE SESSION**

There was no Executive Session.

#### **10. PUBLIC COMMENTS**

There were no Public Comments.

Vice Chairman Sobti took this time to thank Management and the hard working employees of the GIAA for their dedication and long hours during this pandemic and further asked that if there is anything that the Board members are able to do or to contribute to please let the Board know.

Executive Manager Quinata congratulated Vice Chairman Sobti on his recent confirmation to the GIAA Board of Directors by the Guam Legislature.

#### **11. ADJOURNMENT**

Motion to adjourn duly made by Director Belanger, seconded by Director Alcorn; motion unanimously passed. The meeting was adjourned at 4:46 p.m.

Dated this \_\_\_\_\_, day of \_\_\_\_\_, 2020.

Attest:

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Brian J. Bamba  
Chairman

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Donald I. Weakley  
Board Secretary

Prepared and Submitted By:

---

Amanda O'Brien-Rios  
Corresponding Secretary



# WORK ORDER


<b>TO:</b> KHLG & ASSOCIATES, INC. 137 Murray Blvd., Suite 203 Hagatna, GU 96910	<b>TODAY'S DATE:</b>  Nov. 20, 2020	<b>WORK ORDER NO.</b>  KHLG-20-06	<b>PAGE</b> <sup>1</sup> <b>of</b> <sup>2</sup> <small>(Attach Scope of Work, if necessary)</small>
<b>AMOUNT</b> \$584,693.03  <b>EFFECTIVE DATE OF WORK ORDER:</b> September 1, 2020  <b>COMPLETION DATE:</b> February 28, 2021	<b>CONTRACT TITLE/NO.:</b> Construction Management Services for GIAA Aircraft Rescue & Fire Fighting (ARFF) Facility Construction Phase 2: Project No. GIAA-FY15-04-5		
<b>SUBJECT:</b> KHLG ARFF Construction Management Services Contract Extension			
<b>SCOPE OF WORK (SOW):</b> <i>(If SOW requires additional space, please identify number of pages attached on the top right corner of form.)</i>  See attached Cost Proposal			
1. Work Order is issued pursuant to the cited Contract Title/No. stated above. 2. Performance shall be pursuant to terms of the Agreement, incorporated herein by reference. 3. Payment shall be made in accordance with the payment terms of the Agreement, after submission of an invoice and GIAA's acceptance of services as satisfactory.			
<b>ACCEPTED BY:</b>  <b>FIRM/COMPANY NAME</b> KHLG & ASSOCIATES, INC.  <b>By:</b> Kent C. Hsieh, P.E. Principal (Print)  <b>Signature:</b> _____  <b>Date:</b> _____	<b>AUTHORIZED BY:</b>  <b>By:</b> _____ John M. Quinata Executive Manager  <b>Date:</b> _____  <b>Certified Funds Available:</b>  <b>By:</b> _____ JOHN A. RIOS Certifying Officer  <b>Date:</b> _____		
<b>GIAA INTERNAL USE ONLY</b>			
<b>DIVISION:</b> Account #: _____  <b>ACCOUNTING:</b> <b>Obligation of funds:</b> _____ <b>Date:</b> _____ <small>(Print Name/Initial)</small> <b>Authorized by:</b> _____ <b>Date:</b> _____ <small>(Print Name/Initial)</small>	<b>PROCUREMENT:</b> Supply Management Administrator, <i>Acting</i> <b>Print/Sign Name:</b> _____ <b>Initial:</b> _____ <b>Date:</b> _____		

Project Name: **ARFF FACILITY CONSTRUCTION - PHASE 2**  
 Consultant Name: **KHLG & ASSOCIATES, INC.**  
 Time and Material - Cost Proposal (09/01/2020 - 02/28/2021)

Task Description		Principal / KHLG RME	Construction Manager	Document Control Specialist	Remediation Specialist	Resident Engineer / Construction Inspector	Construction Inspector						Amount
Directed Labor per Rate Schedule >>>>		\$125.00	\$56.00	\$24.00	\$36.00	\$44.00	\$36.00						
A	PRE-CONSTRUCTION ACTIVITIES												
1	Pre-Construction Services (2 Weeks)												\$0.00
Total Hours													
Sub-Total Preconstruction Activities													\$0.00
B	CONSTRUCTION PHASE 2 (26 Weeks)												
1	Project Controls & Support	130	1040	1040		1040	1040						\$182,650.00
C	POST CONSTRUCTION SERVICES (0 weeks)												
1	Project Close Out												\$0.00
Total Hours		130	1040	1040		1040	1040						
Sub-Total Construction Activities													\$182,650.00
Total Direct Labor													\$182,650.00
Approved Overhead Rate 1.651													\$301,555.15
Sub-Total Labor + Overhead													\$484,205.15
Profit 10%													\$48,420.52
Total Labor													\$532,625.67
D	OTHER DIRECT COSTS (ODC) - Allowance							Units	Rate		Amount		
Inspector vehicle includes monthly lease rate, fuel, insurance, maintenance (2 vehicles)								12	\$ 850.00		\$ 10,200.00		
Blue Beam Revue								0	\$ 400.00		\$ -		
SIDA Badges, Parking Decals, other security documentation								4	\$ 300.00		\$ 1,200.00		
2 x Laptops (Outright purchase; GIAA property after project completion)								0	\$ 1,500.00		\$ -		
4 x Cell/Radio Phones including monthly airway charges								24	\$ 95.00		\$ 2,280.00		
PROCORE								1	\$ 15,000.00		\$ 15,000.00		
Job Site Visitor Photography Web Hosting								0	\$ 2,000.00		\$ -		
Sub-total Other Direct Costs										\$28,680.00			
Total Other Direct Costs Allowance										\$ 28,680.00			
Total Labor + ODC										\$561,305.67			
Guam GRT 4.167%										\$23,387.36			
Prime Consultant SubTotal										\$584,693.03			
Subconsultant SubTotal										\$0.00			
Grand Total										\$584,693.03			



## WORK ORDER

<b>TO:</b> Taniguchi Ruth Makio Architects P.O. Box EA Hagatna, GU 96932		<b>TODAY'S DATE:</b>  11/20/20	<b>WORK ORDER NO.</b>  TRMA 09	<b>PAGE</b> <u>1</u> <b>of</b> <u>7</u> <small>(Attach Scope of Work, if necessary)</small>
<b>AMOUNT:</b> \$ 163,533.58 <b>EFFECTIVE DATE OF WORK ORDER:</b> 7/20/20 <b>COMPLETION DATE:</b> 2/28/21		<b>CONTRACT TITLE/NO.:</b> A/E Services for GIAA Aircraft Rescue & Firefighting Facility Desing and Construction documents. Agreement No. GIAA-17-007(D)		
<b>SUBJECT:</b> GIAA ARFF Post Construction Contract Administration Services (PCAS)				
<b>SCOPE OF WORK (SOW):</b> <i>(If SOW requires additional space, please identify number of pages attached on the top right corner of form.)</i> Extended A/E Services for Post Construction Contract Administration Services during the construction of the GIAA ARFF Facility. Refer to attached TRMA Scope of Work and Fee Proposal Letter, dated November 18, 2020.				
<ol style="list-style-type: none"><li>1. Work Order is issued pursuant to the cited Contract Title/No. stated above.</li><li>2. Performance shall be pursuant to terms of the Agreement, incorporated herein by reference.</li><li>3. Payment shall be made in accordance with the payment terms of the Agreement, after submission of an invoice and GIAA's acceptance of services as satisfactory.</li></ol>				
<b>ACCEPTED BY:</b>  <b>FIRM/COMPANY NAME</b>  <u>Taniguchi Ruth Makio Architects</u>  By: <u>Michael W. Makio, President</u> Principal (Print)  Signature: <u></u> Date: <u>11/20/2020</u>		<b>AUTHORIZED BY:</b>  By: <u>John M. Quinata</u> Executive Manager  Date: _____ <b>Certified Funds Available:</b> By: <u>JOHN A. RIOS</u> Certifying Officer  Date: _____		
<b>GIAA INTERNAL USE ONLY</b>				
<b>DIVISION:</b> Account #: _____  <b>ACCOUNTING:</b> Obligation of funds: _____ Date: _____ (Print Name/Initial)  Authorized by: _____ Date: _____ (Print Name/Initial)		<b>PROCUREMENT:</b> Supply Management Administrator Print/Sign Name: _____  Initial: _____ Date: _____		

November 18, 2020

John M Quinata, Executive Manager  
AB Won Pat Guam International Airport Authority  
355 Chalan Pasheru, Tamuning, Guam 96913

Subj: *GIAA ARFF Post Construction Contract Administration Services (PCAS) Extension  
Scope and Fees – Revised 11 19 2020*

Hafa Adai Mr Quinata,

*We are forwarding our revised proposal for the extension of Post Construction Award Services (PCAS) for the GIAA ARFF Facility for a seven (7) month period commencing July 20, 2020. Our original PCAS service arrangement expired on July 18, 2020.*

*Per discussions with GIAA & TMG we reviewed and revised the allocation of effort for the consultant DOR's during the PCAS phases. This reflects more autonomy on the part of the CM to review and resolve issues on the project and selectively involving the DOR's.*

*Effort is now estimated based upon the periods of higher demand per discipline and lower demand/less effort.*

We have provided a summary of the challenges which affected the completion date for the ARFF Facility for reference

The Designer or Record (DOR) services includes the Engineering Consultants for Electrical, Civil, Structural, Mechanical and Fire protection Services

## **BACKGROUND**

The ARFF Project experienced some issues and delays in the early months that have resulted in the extension of the project schedule. In summary the delay items included:

1. Resolution of the Buy American Clause and Steel.
2. The initiation of the Pile Driving program
3. The contractor's requests to alter the design / have additional design work provided for pile splicing – by the Structural engineers and Contractors evaluation of the splicing options for the piles resulting in the longer pile depths program was adopted to shift to a pile cutting program instead.
4. The redesign effort for the GIAA Industrial Park waterline pump and piping improvements - which redesigned the ARFF water tank, which was subsequently revised back to the original tank size. Reverting back to the original tank size entailed re-engineering to incorporate recent geotechnical information.
5. The pile work had three levels of impact:
  - a. Revision work related to the removal of the original hangar located at the ARFF site.
  - b. Additional Geotechnical Borings work to refine the issues with the deep probes.
  - c. Test Pile program
6. Access limitations related to AOA areas and the FAA facilities.

7. The additional permit approval issues from EPA who were somewhat hyper-vigilant this year. Their comments included additional provisions for stormwater management and percolation.
8. COVID-19 associated delays. Although GIAA and KHLG worked well to mitigate the effects and to keep the essential work/workers designation intact, many elements of construction were affected and slowed as personnel, communication & procurement issues occurred during the pandemic.

## **DESCRIPTION OF SERVICES**

The construction documents as defined by AIA Guidelines for the profession are graphic depictions of the scope, extent, and character of the Work to be performed by Contractor. They do not impinge on the contractor's means and methods which is the specific, tools and systems that the contractor will utilize to build. Contractors must prepare shop drawings and submittals, samples and mock-ups showing details of how they will build with the specific materials and methods they will use. Guam regulations state that the DOR's should be included in the CM team as they helped to establish the specifications, are familiar with the stakeholders expectations for the fit and finish and can help the CM identify unintentional variations or deviations that may result from the Shop drawings.

PCAS Services are submitted with the understanding that GIAA has commissioned a CM for the construction phase and the DOR's will support the CM with services as described here.

Please note that our proposal is for seven (7) month period. If the duration of the work is extended beyond 7 months then additional fee may be required.

### **Scope of Services:**

The Architectural scope includes shop drawings and submittal reviews described herein, with coordination involvement for the contractor and in support of the CM.

**A1 Review of test methods & test results of specific Systems:** Assist the CM with attendance/limited review at system testing and results. This is limited to systems such as Fire Sprinklers, Alarms, elevators, mechanized doors and similar features. Effort is limited to 2 reviews of submittals and shop drawings of particular systems and two site inspections.

*The CM shall ensure that the format of the submittals, timing and specificity of testing is as req'd by contract documents. Documents and approvals for items that have engineering calculations or analysis, code compliance or specific details related to engineering calculations/analysis enter code compliance may be sent to the DOR for review and approval.*

Additional fees will be charged for inspections after the failure of two tests episodes and after the second rejection for a shop drawing or submittal.

- A3 Submittal Review: Submittals shall be reviewed following the clearance by the CM attesting the submittal complies with the form and the schedule of submittals required by the specifications

*Per GIAA- the CM may autonomously review & approve simple Submittals, RFI's, reports or similar items. Review & approvals for items that have engineering calculations or analysis, code compliance or specific details related to engineering calculations/analysis or code compliance may be directed through the DOR for review and approval.*

- A4 Shop drawings, product data, samples, shall be reviewed following the clearance by the CM attesting the shop drawing is in proper form

*Per GIAA the CM shall autonomously review and approve simple Submittals, RFI's, reports or similar items. Documents and approvals for items that have engineering calculations or analysis, code compliance or specific details related to engineering calculations/analysis or code compliance may be directed through the DOR for review and approval.*

- A5 Field Consultation During Construction (FCDC): The DOR team shall participate in site observation visits during construction for the purpose of observations or consultation and as appropriate.

*The Consultant's field effort is based on the activity periods of each discipline's work in the construction schedule. Low periods of construction effort in a particular discipline have been adjusted accordingly and also reflect the CM's autonomy resolving minor issues directly.*

- A6 Substantial Completion Inspection (**carry over from original proposal**): The DOR's shall participate in a substantial completion inspection and in a follow up final inspection. Additional completion inspections shall be an additional charge at the rates found below

- A7 Review the Contractor documents and procedures for submitting close out documents and as-built drawings in the form as prescribed in the project manual (carry-over included provided for no additional fee).

**E. ELECTRICAL ENGINEERING SCOPE OF SERVICES (security systems, AV and alert systems):**

- E1 Electrical product data and shop drawings and submittals review  
E2. Performance and attendance at the project Construction meeting as required.  
E3 Months 1 - 7: Attendance of virtual or in-person construction meeting and inspections.

- E4 Attendance/performance of Substantial completion and Final Completion inspections.

#### **Post Construction Award Services – Telecommunications & Acoustical**

- TC1 Telecom and Acoustical Submittal reviews  
TC2 RCDD and Acoustical shop drawing reviews  
TC3 Attendance at the coordination meetings  
TC4 Months 1 - 7: Attendance of 1 construction meeting and performance of inspections.  
TC5 Attendance at Substantial completion and final completion inspection **(Carry over service provided for no additional fee).**  
TC6 Attend construction meetings and site visits. Provide direction in accordance with telecom CDs. Items requiring further clarification will be referred to the telecom DOR.

Manhour Rates:	Principal Electrical Engineer -	\$185.00
	Project Electrical Engineer -	\$152.00
	Electrical Engineer -	\$130.00
	Cadd Technician -	\$ 65.00
	Admin -	\$ 51.00

#### **Civil Engineering Services During Construction:**

- C1 Attend CM meetings/online meetings for months 1-7 as required.  
C2 Perform inspections at the project site during months 1-7 as necessary.  
C3 Review remaining shop drawings for submittals as outlined in the following specifications design submission: 02 82 33, 03 09 00, 03 11 13, 03 15 19, 03 21 00, 31 23 00, 31 23 19, 31 23 33, 31 25 00, 32 12 16, 32 13 13, 32 16 13, 32 16 23, 32 31 13, 32 91 13, 32 92 00 33 05 16, 33 11 13, 33 12 19, 33 31 11, 33 31 19, 33 40 00, 40 05 51, 40 05 61, 40 05 66  
C4 Perform substantial completion and final completion inspections and project meetings each during the project closeout **(carry over service provided for no additional fee).**

#### **Structural Services During Construction**

- S1 Attend construction meetings (including telephone conferences and online meetings)  
S2 Continue review structural shop drawings and material samples that are sufficiently critical or complex up to 20 submittals and shop drawings.  
S3. Respond to structural RFI's submitted through the Construction Manager (fee estimate for up to 20 RFI's @ 4 hours per RFI review/response).  
S4. Perform periodic field consultations as requested.  
S5 Attend the Substantial completion and final completion inspections **(Carry-over service included for no additional fee).**

Man-hour Rates	Structural Eng Sr PM/PIC	\$ 245/Hr
	Structural Engr Job Mgr	\$ 191/hr
	Structural Engineer	\$ 155/Hr
	Structural CADD	\$ 110/Hr
	Drafting Support	\$ 80/Hr
	Admin	\$ 65/Hr

**Architectural and Engineering DOR Fees from July 20, 2020 to Feb 20, 2021**

Architectural \$ 76,993.58

Civil Engineer	\$ 10,500.00
Structural	\$ 29,986.50
Electrical	\$ 13,330.50
RCDD	\$ 5,050.00
Acoustical	\$ 5,108.33
Mech/Plumb/FP	\$ 12,146.92

Subtotal	\$ 76,121.75	
	x 1.15 =	\$ 86,540.00
<b>TOTAL</b>		<b>\$ 163,533. 58</b>

Exclusions:

1. For construction services beyond the 7 month period, additional scope and fee can be provided.
2. Preparation of the As-built drawings is excluded. The AE team may review the contractor's submittal of as-built drawings, after a review by the CM that the form is acceptable and all field modifications are represented.
3. Construction Cost estimating and quantity survey are excluded

**Additional Work and Consultation:** Services beyond the work shown above shall be on an hourly basis at rates indicated-for the duration of the additional work. Change orders, value engineering and other consultation not shown above shall be charged on a time & material basis at the **Architectural** Man-Hour rates below or via Fee proposals for specific scope:

Principal	-	\$ 195/hour
Project Manager	-	\$ 150/hour
Associate III	-	\$ 90/hour
Cadd/Tech	-	\$ 65/hour
Admin		\$ 54/hour

We hope that the information above meets with your approval. We are of course exerting our best effort to bring your project to a successful conclusion.

Si Yu'os Ma'ase,

Taniguchi Ruth Makio Architects



Michael Blas Makio, AIA, Principal Architect

\_\_\_\_\_  
Signature affixed above indicates  
acceptance of the proposal and  
serves as notice to proceed.

\_\_\_\_\_  
Date



**ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
BOARD OF DIRECTORS**

**EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSAL NO. RFP-001-FY21  
MEDICAL SERVICES**

**November 24, 2020**

**Purpose**

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-001-FY21 for Medical Services (“RFP”).

**Background**

The referenced Request for Proposal (“RFP”) solicits proposals from firms and/or individuals, licensed to conduct business in Guam, to provide professional medical services in regards to, but not limited to, ARFF personnel annual medical evaluations, fitness for duty examinations (physical or psychological as required), medical physical examinations for vehicle operations and other tasks as required by GIAA.

**Procurement Background**

The RFP was advertised in the local newspapers on October 30 and November 2 and 11, 2020. The established deadline to submit the proposals was November 18, 2020, 4 p.m.

A total of seven (7) firms showed their interest by obtaining the RFP package and one (1) firm responded by submitting their proposal before the submission deadline.

**Proposal Analysis and Evaluation**

The Evaluation Committee appointed by me completed their evaluations of sole proposal 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 A**

The sole proposal was reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP. The sole proposal was determined to have met the standards of responsibility and responsiveness as outlined in the Guam Procurement Laws & Regulations, subject to the following:

With regard to the required Acknowledgement of Receipt form (“The Form”), it was determined that Offeror A submitted the form in their proposal as instructed by the RFP. However, upon further review, it appears Offeror A attempted to complete all required fields provided on the form,

however, they failed to complete the requested signature field. As this mistake is immaterial, a waiver of this mistake is justified pursuant to 2 GAR § 3109 (m) as such omission is insignificant and does not prejudice the other offeror and has a negligible effect on price, quantity, delivery or contractual conditions. Furthermore, there is no doubt that this was a clerical oversight and Offeror A was intended to be bound by all contractual documents of the RFP.

Additionally, Offeror A's proposal included a required executed Declaration Regarding Compliance with U.S. DOL Wage Determination form ("Declaration"). Offeror A, however, did not attach the required most recent wage determination applicable to Guam issued by the U.S. DOL to the executed Declaration as instructed. It is apparent that this is a clerical mistake made by Offeror A in submitting an executed Declaration without the required attachment. The mistake is also determined to be immaterial, not affecting price, quantity, quality, delivery, or contractual conditions. Therefore, pursuant to 5 GCA § 5211(f) and 2 GAR Div. 4 § 3109(m), GIAA will request that Offeror A correct this immaterial mistake and re-submit the Declaration with the correct attachment provided in the RFP documents.

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, contingent on correction of above-note immaterial mistake, **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 additional two (2) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding.

### **Financial Review**

The *Medical 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 *Medical Services* contract, subject to re-submission of a completed U.S. DOL Wage Determination form with an attached most recent wage determination applicable to Guam issued by the U.S. DOL and 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 cancel and terminate the RFP in its entirety and re-solicit at a later time, consistent with the Guam Procurement Law & Regulations.



Email: [official@guamairport.net](mailto:official@guamairport.net)

November 19, 2020

**MEMORANDUM**

TO: JOHN M. QUINATA  
EXECUTIVE MANAGER

FROM: SUPPLY MANAGEMENT ADMINISTRATOR

SUBJECT: EVALUATION AND RECOMMENDATION - REQUEST FOR PROPOSAL (RFP)  
MEDICAL SERVICES, RFP No. RFP-001-FY21

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The referenced Request for Proposal ("RFP") solicits proposals from firms and/or individuals, licensed to conduct business in Guam, to provide professional medical services in regards to, but not limited to, ARFF personnel annual medical evaluations, fitness for duty examinations (physical or psychological as required), medical physical examinations for vehicle operations and other tasks as required by the Antonio B. Won Pat International Airport Authority, Guam ("GIAA"). The RFP was advertised in the local newspapers on October 30 and November 2 and 11, 2020. The deadline to submit proposals was established for November 18, 2020.

A total of seven (7) firms and/or individuals downloaded the RFP package and one (1) firm submitted a proposal before the submission deadline.

**Proposal Review for Responsibility and Responsiveness**

The sole proposal was reviewed to determine responsibility and responsiveness, that is, whether or not the offerors submitted all the documents required by the RFP. The sole proposal was determined to have met the standards of responsibility and responsiveness as outlined in the Guam Procurement Laws & Regulations, subject to the following:

**Offeror A:**

With regard to the required Acknowledgement of Receipt form ("The Form"), it was determined that Offeror A submitted the form in their proposal as instructed by the RFP. However, upon further review, it appears Offeror A attempted to complete all required fields provided on the form, however, they failed to complete the requested signature field. As this mistake is immaterial, a waiver of this mistake is justified pursuant to 2 GAR § 3109 (m) as such omission is insignificant and does not prejudice the other offeror and has a negligible effect on price, quantity, delivery or contractual conditions. Furthermore, there is no doubt that this was a clerical oversight and Offeror A was intended to be bound by all contractual documents of the RFP.

Additionally, Offeror A's proposal included a required executed Declaration Regarding Compliance with U.S. DOL Wage Determination form ("Declaration"). Offeror A, however, did not attach the required most recent wage determination applicable to Guam issued by the U.S. DOL to the executed Declaration as instructed. It is apparent that this is a clerical mistake made by Offeror A in submitting an executed Declaration without the required attachment. The mistake is also determined to be immaterial, not affecting price, quantity, quality, delivery, or contractual conditions. Therefore, pursuant to 5 GCA § 5211(f) and 2 GAR Div. 4 § 3109(m), GIAA will request that Offeror A correct this immaterial mistake and re-submit the Declaration with the correct attachment provided in the RFP documents.

### **Evaluation and Selection**

Pursuant to Section 8: Selection of Best Qualified Offeror and 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 the offerors have met the standards of responsiveness and responsibility as outlined in the Guam Procurement Law & Regulations.

The evaluation committee established by management was comprised of the following individuals:

1. Jean M. Arriola, Airport Services Manager
2. Vicente M.C. Naputi, Chief of Airport Police
3. Raymond G. Santos, Assistant Fire Chief

The committee completed their evaluations of the sole proposal based 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:

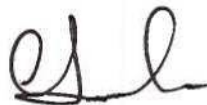
#### **1. Offeror A**

Attached for your reference is the summary of the committee's evaluation scores based on the evaluation criteria set forth in the RFP.

### **Recommendation**

If Offeror A's minor informality is waived and the above-note immaterial mistake in Offeror A's proposal is allowed to be corrected, the sole offeror will be deemed to have met the standards of responsiveness and responsibility as outlined in the Guam Procurement Law & Regulations. Therefore, it is recommended to approve the ranking results and the contract award to **Offeror A** for *Medical Services*, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of three (3) years with additional two (2) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract term of five (5) years and subject to the availability of funding.

Should you have any questions or would like to discuss this matter further, I am available at your request.



HENRY M. CRUZ

**APPROVED:**

  
**JOHN M. QUINATA**  
EXECUTIVE MANAGER

#### **Attachments**

cc: Evaluation Committee / Procurement File





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

RFP No. RFP-001-FY21

Medical Services

OFFEROR DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	
OFFEROR A	80	1	65	1	100	1	1

Evaluators:
No. 1: Jean M. Arriola, Airport Services Manager
No. 2: Vicente M.C. Naputi, Chief of Airport Police
No. 3: Raymond G. Santos, Assistant Fire Chief

## **AIRLINE ISSUES**

### **United Airlines**

#### December Passenger Flights

Honolulu – Daily  
Narita - Daily  
Manila – 3x weekly  
Saipan – 3 x weekly  
Koror – 2x monthly  
Pohnpei 2x monthly  
Chuuk – 1 x monthly

#### December Cargo Flights

Hong Kong - Daily  
Los Angeles - Daily  
San Francisco – 3x weekly  
Singapore – 3x weekly

### **Jin Air**

Operating Passenger Flight Incheon/Guam Flight 1x Weekly (Wednesdays)

### **Philippine Airlines continues**

#### December Passenger Flights

Manila – 3 x weekly

#### December Cargo Flights

SFO –2x weekly  
LAX 3x weekly  
HNL 2x weekly

### **Korean Air**

Operating Cargo Flight Incheon/Guam/Incheon 1x weekly (Thursdays)

### **Japan Airlines**

Operating 3 Passenger Flights (Dec. 23, Jan 3 and Jan. 23)

Continued pilot training scheduled for Nov. 16 – 25 and Nov. 30 – Dec. 12 on B737 aircraft

### **Cargo Operators**

- FedEx operating 1x weekly MD11; ANC/GUM/PVG cargo flts. every Sun. (Nov. 1, 8, 15, 22, 29)
- UPS operating 1x weekly B737; HNL/GUM/HKG cargo flts. every Sun. (Nov. 1, 8, 15, 22, 29)

### **Suspended Air Services to March 2021**

The following airlines have suspended services through March 2021

- China Airlines
- Jeju Airlines
- Air Busan

## **REGULATORY ISSUES**

### **Full Scale Exercise(FSE) and Annual Inspection**

The FSE was held on November 4, 2020. This year's exercise was modified by FAA HNL due to the ongoing impact of the COVID-19 pandemic. Real life victims were replaced with one hundred (100) dummy dolls to meet the required number of victims under our airport index. GIAA simulated the crash landing of a Corona Air flight #1104, a B737 aircraft with 100 souls and 4,200 lbs. of fuel on board. The simulated flight crashed on Runway (RW) 6L/24R after experiencing flight control issues upon approach into GIAA.

Under the leadership and coordination of ARFF, agencies and stakeholders participating included: the FAA ADO, FAA Air Traffic Control (ATC), Transportation Security Administration (TSA), Customs & Border Protection (CBP), Guam Customs & Quarantine Agency (CQA), Guam Homeland Security /Office of Civil Defense (GHS/OCD), United Airlines, Menzies Aviation, Guam Fire Department (GFD), Guam Police Department (GPD), Guam Memorial Hospital (GMH), the Department of Public Health and Human Services (DPHSS) and the Airport team from all eight (8) divisions. Some players participated in the exercise virtually, via Zoom.

We have also been advised by the FAA ADO that the annual certification inspection will be scheduled and conducted virtually.

## **FINANCIAL ISSUES**

### **FY 2020 Financial Audit**

The audit of the Authority's fiscal year 2020 financials is ongoing, with Entrance Meeting with the OPA held on November 9, 2020 and completion expected no later than January 31, 2021.

## **REQUEST FOR PROPOSALS/INVITATIONS TO BID**

None at this time.

## **ANNOUNCEMENTS:**

- The final inspection for Phase 1 of the International Arrivals Corridor (IAC) and ribbon cutting ceremony is delayed due to COVID -19 cluster infection of Black Construction Company. All construction work has ceased while workers isolate and quarantine. Work shall resume when Public Health issues the all clear for Black Construction to return to their projects.
- From the inception of the virus on Guam, 11 persons have tested positive for COVID-19 within the GIAA workforce. As positive cases are discovered, GIAA ensures notification to employees, tenants, and the general public for their awareness and protection.

November 23, 2020

**MEMORANDUM**

**To:** Mr. Brian Bamba  
Chairman  
GIAA Board of Directors

**From:** John A. Rios  
Comptroller



**Subject: Operating Results – Revenues and Expenses as of October 31, 2020**

Attached herewith is GIAA's Operating Results Report for the month ending October 31, 2020. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended October 31, 2020.

The key operating results for 1 month(s) of FY2021 ending October 31, 2020 – (in \$000's) are

CATEGORY	Actual FY21 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR- FY21	
		Budget FY21 Y-T-D	Actual FY21 Y-T-D	% Variance Budget vs. Actual	Actual/ Estimate	% Variance Budget vs. Actual/ Estimate
				Y-T-D Current Month		
Total Signatory Revenues	\$ 533.4	\$ 1,162.8	\$ 533.4	-54.1%	\$ 23,862.7	-2.6%
Total Concession Revenues	\$ 1,372.6	\$ 494.4	\$ 1,372.6	177.6%	\$ 15,852.3	5.9%
Total PFC's	\$ 19.5	\$ 183.1	\$ 19.5	-89.4%	\$ 4,369.7	-3.6%
Total Other Revenues	\$ 974.9	\$ 928.1	\$ 974.9	5.0%	\$ 12,606.8	0.4%
Total Operating Revenues	\$ 2,900.4	\$ 2,768.4	\$ 2,900.4	4.8%	\$ 56,691.5	0.2%
Total Operating Expenses	\$ 2,953.0	\$ 3,028.3	\$ 2,953.0	-2.5%	\$ 41,892.5	-0.2%
Net Revenues from Operations	\$ (52.6)	\$ (259.8)	\$ (52.6)	-79.8%	\$ 14,799.0	1.4%
Non-Operating Expenses	\$ 63.4	\$ 436.0	\$ 63.4	-85.5%	\$ 427.4	-46.6%
Other Available Moneys/other sources of funds	\$ 360.1	\$ 1,852.5	\$ 360.1	-80.6%	\$ 8,738.0	-14.6%
<b>Net Debt Service Coverage</b>	<b>0.38</b>	<b>0.95</b>	<b>0.38</b>	<b>-59.7%</b>	<b>1.56</b>	<b>-2.9%</b>

Year-to-date Total Signatory Revenues for the month ending October 31, 2020 are below Budgeted revenues by **-54.1%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **177.6%** above budget while Passenger Facility Charges are below the budget estimate by **-89.4%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by **5.0%**.

Year-to-date Total Operating Revenues actual of **\$2.9M** is **4.8%** above the budget estimate of **\$2.8M**.

Year-to-date Total Operating Expenses are below budget by **-2.5%**. Components of this line item include a **11.5%** increase in Personnel Service, a **-17.4%** decrease in Contractual Services, a **486.2%** increase in Materials & Supplies and a **100%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$-52.6M** represents a **-79.8%** decrease over the year-to-date budgeted amount of **\$-259.8M**.

Finally, our year-to-date results for Debt Service Coverage is at **0.38** 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

**GUAM INTERNATIONAL AIRPORT AUTHORITY**  
**KEY OPERATING RESULTS (\$000's)**  
As of October 31, 2020

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2020	Budget FY2021	Actual FY2021	%Var Bud Vs Act'l		Actual FY2020	Budget FY2021	Actual FY2021	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
<b>I. Signatory Airline Rents &amp; Fees</b>											
Terminal Bldg Rentals	264.2	237.8	233.3	-1.9%	2,853.8	264.2	237.8	233.3	-1.9%	2,849.2	-0.2%
Departure Fees	571.5	268.5	29.2	-89.1%	6,646.8	571.5	268.5	29.2	-89.1%	6,407.5	-3.6%
Arrival Fees	558.0	245.9	18.1	-92.6%	6,056.2	558.0	245.9	18.1	-92.6%	5,828.5	-3.8%
Immigration Inspection Fees	205.7	97.9	2.9	-97.0%	2,378.4	205.7	97.9	2.9	-97.0%	2,283.3	-4.0%
Common Use Ticket Counter Fees	62.9	33.6	0.0	-100.0%	767.8	62.9	33.6	0.0	0.0%	734.2	-4.4%
Loading Bridge Use Fees	683.8	191.7	126.8	-33.9%	4,084.3	683.8	191.7	126.8	-33.9%	4,019.3	-1.6%
Apron Use Fees	120.9	68.4	94.4	38.1%	1,334.2	120.9	68.4	94.4	38.1%	1,360.3	2.0%
Landing Fees	270.9	19.0	28.8	0.0%	370.6	270.9	19.0	28.8	0.0%	380.4	0.0%
<b>Total Signatory Revenue</b>	<b>2,737.9</b>	<b>1,162.8</b>	<b>533.4</b>	<b>-54.1%</b>	<b>24,492.1</b>	<b>2,737.9</b>	<b>1,162.8</b>	<b>533.4</b>	<b>-54.1%</b>	<b>23,862.7</b>	<b>-2.6%</b>
Enplaned Signatory Pax	151,548	46,346	5,042	-89.1%	1,147,374	151,548	46,346	5,042	-89.1%	1,106,070	-3.6%
<b>Cost per Enplaned Pax</b>	<b>\$18.07</b>	<b>\$25.09</b>	<b>\$105.80</b>	<b>321.7%</b>	<b>\$21.35</b>	<b>\$18.07</b>	<b>\$25.09</b>	<b>\$105.80</b>	<b>321.7%</b>	<b>\$21.57</b>	<b>1.1%</b>
<b>Revenues from Sources other than Signatory Airlines Rents &amp; Fees</b>											
Concession Revenues											
Gen Mdse	1,098.2	396.4	1,237.9	212.3%	12,352.5	1,098.2	396.4	1,237.9	212.3%	13,193.9	6.8%
In-flight Catering	74.4	26.8	20.4	-23.7%	321.6	74.4	26.8	20.4	-23.7%	315.3	-2.0%
Food & Beverage	91.1	34.1	13.6	-60.0%	851.5	91.1	34.1	13.6	-60.0%	831.0	-2.4%
Rental Cars	124.0	16.9	85.2	402.6%	943.0	124.0	16.9	85.2	402.6%	1,011.2	7.2%
Other Concession Rev	53.4	20.2	15.5	-23.5%	505.6	53.4	20.2	15.5	-23.5%	500.8	-0.9%
<b>Total Concession Revenues</b>	<b>1,441.2</b>	<b>494.4</b>	<b>1,372.6</b>	<b>177.6%</b>	<b>14,974.1</b>	<b>1,441.2</b>	<b>494.4</b>	<b>1,372.6</b>	<b>177.6%</b>	<b>15,852.3</b>	<b>5.9%</b>
Passenger Facility Charges	550.5	183.1	19.5	-89.4%	4,533.3	550.5	183.1	19.5	-89.4%	4,369.7	-3.6%
Other Revenue	1,404.0	928.1	974.9	5.0%	12,560.1	1,404.0	928.1	974.9	5.0%	12,606.8	0.4%
<b>Total Operating Revenue</b>	<b>6,133.5</b>	<b>2,768.5</b>	<b>2,900.4</b>	<b>4.8%</b>	<b>56,559.6</b>	<b>6,133.5</b>	<b>2,768.5</b>	<b>2,900.4</b>	<b>4.8%</b>	<b>56,691.5</b>	<b>0.2%</b>
<b>II. Operating Expenses:</b>											
Personnel Services	1,570.1	1,514.2	1,687.9	11.5%	19,685.0	1,570.1	1,514.2	1,687.9	11.5%	19,858.7	0.9%
Contractual Services	2,009.4	1,511.3	1,248.9	-17.4%	20,446.9	2,009.4	1,511.3	1,248.9	-17.4%	20,184.6	-1.3%
Materials & Supplies	27.9	2.8	16.1	486.2%	1,685.9	27.9	2.8	16.1	486.2%	1,699.3	0.8%
Equipment/Furnishings	0.0	0.0	0.0	0.0%	150.0	0.0	0.0	0.0	-100.0%	150.0	0.0%
<b>Total Operating Expenses</b>	<b>3,607.3</b>	<b>3,028.3</b>	<b>2,953.0</b>	<b>-2.5%</b>	<b>41,967.8</b>	<b>3,607.3</b>	<b>3,028.3</b>	<b>2,953.0</b>	<b>-2.5%</b>	<b>41,892.5</b>	<b>-0.2%</b>
<b>Net income from Operations</b>	<b>2,526.2</b>	<b>-259.8</b>	<b>-52.6</b>	<b>-79.7%</b>	<b>14,591.8</b>	<b>2,526.2</b>	<b>-259.8</b>	<b>-52.6</b>	<b>-79.7%</b>	<b>14,799.0</b>	<b>1.4%</b>

GUAM INTERNATIONAL AIRPORT AUTHORITY  
KEY OPERATING RESULTS (\$000's)  
As of October 31, 2020

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2020	Budget FY2021	Actual FY2021	%Var Bud Vs Act'l		Actual FY2020	Budget FY2021	Actual FY2021	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
III. Other Revenues and Expenses											
Less: Non-operating/Non-recurring Expenses (Post Employment/Emergency)	271.0	436.0	63.4	-85.5%	800.0	271.0	436.0	63.4	-85.5%	427.4	-46.6%
Add: Interest on Investments	94.4	54.0	244.3	352.1%	648.3	94.4	54.0	244.3	352.1%	838.6	29.3%
<b>Net Revenues</b>	2,349.5	-641.8	128.2	-120.0%	14,440.1	2,349.5	-641.8	128.2	3.6	15,210.1	5.3%
Add: Other sources of funds (Federal Reimb)	27.5	1,533.3	40.9	0.0%	6,400.0	27.5	1,533.3	40.9	-97.3%	4,907.6	-23.3%
Add: Other available moneys	529.9	319.2	319.2	0.0%	3,830.4	529.9	319.2	319.2	0.0%	3,830.4	0.0%
<b>Net Revenues and Other Available Moneys</b>	<b>2,906.9</b>	<b>1,210.8</b>	<b>488.3</b>	<b>-59.7%</b>	<b>24,670.5</b>	<b>2,906.9</b>	<b>1,210.8</b>	<b>488.3</b>	<b>-59.7%</b>	<b>23,948.1</b>	<b>-2.9%</b>
Debt Service payments	1,261.7	1,276.8	1,276.8	0.0%	15,321.7	1,261.7	1,276.8	1,276.8	0.0%	15,321.7	0.0%
<b>Debt Service Coverage</b>	<b>2.30</b>	<b>0.95</b>	<b>0.38</b>	<b>-59.7%</b>	<b>1.61</b>	<b>2.30</b>	<b>0.95</b>	<b>0.38</b>	<b>-59.7%</b>	<b>1.56</b>	<b>-2.9%</b>
<b>Debt Service Requirement</b>	<b>1.25</b>	<b>1.25</b>	<b>1.25</b>		<b>1.25</b>	<b>1.25</b>	<b>1.25</b>	<b>1.25</b>		<b>1.25</b>	