

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE  
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Thursday, January 26, 2023, 3:00 p.m.  
GIAA CONFERENCE ROOMS 1 & 2**

**1. CALL TO ORDER AND ATTENDANCE**

The January 26, 2023 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 3:00 p.m. at the GIAA Terminal Conference Rooms 1 & 2, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

**Directors Present:**

Gurvinder Sobti  
Donald I. Weakley  
Lucy M. Alcorn (Via VTC)  
Doyon A. Morato  
Rosie R. Tainatongo (Via VTC)  
Jesse G. Garcia

**Offices or positions:**

Vice Chairman  
Board Secretary

**Directors Absent:**

Brian J. Bamba (Excused)

Chairman

**GIAA Officials:**

John M. Quinata  
Artemio R. Hernandez, Ph.D.  
Jean M. Arriola  
Juan S.A. Reyes, A.C.E.  
Danielle E. Camacho  
Vince Naputi  
Ken McDonald  
Rolenda Faasumalie  
Henry Cruz  
Joseph Javellana  
Audie Artero  
Anthony Quidachay

Executive Manager  
Deputy Executive Manager  
Airport Services Manager  
Air Terminal Manager  
Acting Assistant Controller  
Airport Police, Chief  
P&F Superintendent  
Marketing Administrator  
Procurement  
Property Management Office  
Engineering Supervisor  
Safety Administrator

William Brennan  
Frank R. Santos

Arriola Law Firm, GIAA Legal Counsel  
TMG, 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 Secretary Weakley, seconded by Director Garcia, the following resolution was unanimously passed via roll call vote:

### **Resolution No. 23-13**

The Board hereby approves the agenda of the January 26, 2023 regular meeting, as presented.

## **3. APPROVAL OF MINUTES**

### **A. December 29, 2022 - Regular Meeting**

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

### **Resolution No. 23-14**

The Board hereby approves the minutes of the December 29, 2022 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 to the Board.

## **6. NEW BUSINESS**

### **A. Approval of Air Service Development – RFP-001-FY23**

The next item requiring Board action was the award for Air Service Development - RFP-001-FY23. Deputy Executive Manager Hernandez, 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 fourteen (14) firms showed their interest by obtaining the RFP package, and two (2) firms submitted a proposal before the established deadline. An evaluation committee was established to evaluate the proposals that were submitted based on the evaluation criteria set forth in the RFP. The evaluation Committee appointed by the Executive Manager completed their evaluations of the proposals and the evaluations were based on the criteria set forth in the RFP. As a result of the tabulation, the Evaluation Committee selected two (2) of the two (2) submitted proposals. The score sheets were tabulated by the Procurement Office. The firms in the order of their ranking are as follows:

1. Offeror B
2. Offeror A

Upon Board approval, an agreement will be forwarded to Legal Counsel for review and approval as to form. The term of each agreement is for a period of three (3) years with two (2) one-year options to extend at the sole discretion of GIAA, subject to the availability of funding. The Air Service Development contract will be funded under the Administration Division's O&M Budget.

Management recommends that the Board approve the ranking results and the contract award to Offerors B and A, for the Air Service Development contract, subject to negotiation of fair and reasonable fees to be submitted by the proposer 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 and the RFP.

The Deputy Executive Manager informed the Board that the referenced Request for Proposals (RFP) solicited interest from qualified firm(s) and/or individual(s) to assist GIAA in securing new international air service to regional and world markets by existing or new air carriers being serviced to or from Guam, along with other related services as may be requested by GIAA to include facilities and business planning associated with any airport projects or programs, on an "as needed" basis.

Brief discussion followed relative to fees. The Deputy Executive Manager advised the Board that negotiations will take place upon Board approval.

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. 23-16**

The Board hereby approves the ranking results as presented and the contract award to Offerors 'B' and 'A' for Air Service Development – RFP-001-FY23, subject to Management's negotiation of fair and reasonable fees and review by Legal Counsel.

Deputy Executive Manager Hernandez announced that Offeror 'B' was Intervistas Consulting, Inc., and Offeror 'A' was Informa Princeton, LLC dba: Airport Strategy Marking Limited.

Director Alcorn inquired if GIAA had done business with either firm. The Deputy Executive Manager advised that both firms have been used in previous contracts.

**B. Board Resolution No. 23-15 – Bank Signatories**

Deputy Executive Manager Hernandez presented the next agenda item for the Board's consideration, a Board resolution to revise GIAA's Bank Signatories. The revisions include, the

removal of former Acting Comptroller, Ms. Antoniette Bautista due to retirement, and the inclusion of Ms. Danielle Camacho, Acting Assistant Controller.

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

**Resolution No. 22-15**

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. John M. Quinata, Executive Manager;
2. Artemio R. A. Hernandez, Deputy Executive Manager
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Danielle E. Camacho, Acting Assistant Controller
6. Jean M. Arriola, Airport Services Manager

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 Acting Assistant Controller.

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.

**C. Common Use Ticket Counters Fee Adjustment – Airport Tariff Schedule**

The next item discussed was Common Use Ticket Counters Fee Adjustment, which Deputy Executive Manager (DEM) Hernandez presented. The DEM informed the Board that Management would like to apprise the Board of discussions with GIAA's Signatory Airlines related to Common Use Ticket Counter Fee assessed by GIAA under the GIAA's Airport Tariff Schedule. Airlines pay Common Use Ticket Counter Fees. GIAA has been in discussions with Signatory Airlines regarding the services said fees cover to include, Baggage Message Service and MUSE, Common Use Ticket Counter Services. In light of certain GIAA and Airline Club

agreements expiring February 28, 2023 for airport systems that service the airlines and passengers, GIAA held meetings with the Signatory Airlines to discuss alternatives and the best path forward for the handling of these services. The objective was to assess opportunities for efficiencies and economies of scale that can be achieved through the consolidation of these services.

The Airline Club which consists of all Signatory Airlines engaged potential vendors in the industry to discuss opportunities for enhancements and cost efficiencies. As a result, the Airline Club found it to be most beneficial and agreed to assume responsibilities for all services including Gate Management, Common Use Ticket Counters, and Baggage Message Services commencing 1 March 2023. Additionally, Departure Gate Biometrics is estimated to begin within six (6) months or upon Notice to Proceed by the Airline Club. GIAA will continue to maintain responsibilities for the assignment of Departure Gates and Common Use Ticket Counters. There is no cost to the Airport at this time and results in a cost avoidance.

Brief discussion ensued, with Executive Manager Hernandez informing the Board that it is simply the Airline Club consolidating all systems under one provider.

## **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 flight operations, CIPs and Regulatory updates.

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

Deputy Executive Manager Hernandez reported on the revenues and expenses of the Authority as of **December 31, 2022**. The Deputy Executive Manager reported that year-to-date Total Signatory Revenues are below budgeted revenues by **20.9%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **3.3%** and **29.0%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **7.0%**. Year-to-date Total Operating Revenues Actual of **\$13.8M** is **11.6%** below the budget estimate of **\$15.6M**. Year-to-date Total Operating Expenses are above budget by **3.1%**. Components of this line item include a **5.3%** decrease in Personnel Services, a **15.3%** increase in Contractual Services, a **43.6%** decrease in Materials & Supplies, and a **0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$2.8M** reflects a decrease of **43.0%** over the year-to-date budgeted amount of **\$5.0M**. The Deputy Executive Manager reported that the year-to-date Debt Service Coverage is at **1.82** versus the requirement of **1.25**.

## **9. EXECUTIVE SESSION**

Executive Manager Quinata announced there would be no Executive Session.

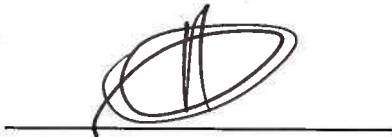
**10. PUBLIC COMMENTS**

There were no Public Comments.

**11. ADJOURNMENT**

Motion to adjourn duly made by Secretary Weakley, seconded by Director Garcia; motion unanimously passed. The meeting was adjourned at 3:53 p.m.

Dated this 28th, day of March, 2023.

A stylized, cursive signature of Brian J. Bamba, consisting of a large loop followed by a vertical stroke and a horizontal line.

Brian J. Bamba  
Chairman

Attest:

A cursive signature of Donald I. Weakley, featuring a large initial 'D' followed by several loops and a horizontal line.

Donald I. Weakley  
Board Secretary

Prepared and Submitted By:

A cursive signature of Amanda O'Brien, with a large initial 'A' followed by a horizontal line.

Amanda O'Brien  
Corresponding Secretary



**ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
BOARD OF DIRECTORS RESOLUTION NO. 23-15**

**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. John M. Quinata, Executive Manager;
2. Artemio R. A. Hernandez, Deputy Executive Manager
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Danielle E. Camacho, Acting Assistant Controller
6. Jean M. Arriola, Airport Services Manager

**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 Acting Assistant Controller.

**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 JANUARY 26, 2023 REGULAR BOARD MEETING.**

ABSENT

\_\_\_\_\_  
**BRIAN J. BAMBA, Chairman**

  
\_\_\_\_\_  
**GURVINDER SOBTI, Vice Chairman**

Board Resolution No. 23-15  
Relative to Authorizing Signatories  
On GIAA Bank Accounts



**DONALD I. WEAKLEY, Board Secretary**



**LUCY M. ALCORN**



**DOYON A. MORATO**



**ROSIE R. TAINATONGO**



**JESSE G. GARCIA**

**ATTEST:**



**DONALD I. WEAKLEY, Board Secretary**





## **BOARD OF DIRECTORS REGULAR MEETING**

**3:00 p.m., Thursday, January 26, 2023**

**GIAA CONFERENCE ROOMS 1 & 2**

Videoconference and Live Streamed via: <https://www.guamairport.com> or  
<https://www.guamairport.com/corporate/about-our-airport/board-of-directors/airport-board-meeting>

### Public Notice

#### First Notice:

Pacific Daily News – January 19, 2023

Notice to Media – January 19, 2023

#### Second Notice:

Pacific Daily News – January 24, 2023

Notice to Media – January 24, 2023

## **AGENDA**

- 1. Call to Order and Attendance**
- 2. Approval of Agenda**
- 3. Approval of Minutes**
  - A. December 29, 2022 Regular Meeting**
- 4. Correspondence- None**
- 5. Old Business- None**
- 6. New Business**
  - A. Approval of Air Service Development - RFP-001-FY23**
  - B. Board Resolution No. 23-15 – Bank Signatories**
  - C. Common Use Ticket Counters Fee Adjustment – Airport  
Tariff Schedule**
- 7. Report of Executive Manager**
- 8. Report of the Comptroller**
- 9. Executive Session - None**
- 10. Public Comments**
- 11. Adjournment**

**BOARD OF DIRECTORS REGULAR MEETING**  
**3:00 p.m., Thursday, January 26, 2023**  
**GIAA Terminal Conference Rooms 1 & 2**

**SIGN-IN SHEET**

	<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>	<u>CONTACT NO./EMAIL</u>
1.	NORMAN TAYLOR	DAILY POST	797-1710
2.	John Ann	GIAA	
3.	Anthony Bridgman	GIAA	
4.	Robert Fausch		
5.	VINCE NAPUN	APD	
6.	AUDIE ARTERO	GIAA	
7.	John Baker	"	
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20.			

# CLASSIFIEDS

Place an ad **online** TODAY!  
 PDN Lobby Hours: **Monday–Friday 8am–5pm**  
 GuamPDN.com/Classifieds  
 Or call (671)472-1PDN (1736)



**Jobs**  
 Find a new job  
 or career

**Homes  
& Rentals**  
 Discover your  
 new home

**Auto**  
 Turn here for  
 your next vehicle

**Stuff**  
 Household,  
 Furniture,  
 Pets & Stuff

## SUPER CLASSIFIED DEALS

For all categories except employment and real estate.  
 There are no line limits

**Good:** Text only. 3 days in print/7 days online **\$35**  
**Better:** Text with border. 5 days in print/10 days online **\$45**  
**Best:** Text with border & image. 8 days in print/14 days online **\$60**

### CATEGORIES

**Animals for Sale:** Livestock / Pets • **Automotive:** Cars/  
 Motorcycles/Pickups and SUVs • **Celebrations • Fundraisers**  
**• Goods for Sale:** Auto Parts/Baby Items/Computers/Electronics/  
 Exercise Equipment/Furniture/Household Goods/Miscellaneous/  
 Musical Instruments/Sports and Outdoors Equipment/Tool • **Lost  
 and Found • Heavy Equipment • Repairs and Installation:** Air  
 Conditioning/Appliances/Cellphones/Computers/Electrical/Electronics/  
 Plumbing/Repair and Installation Services Needed • **Services:** Child  
 and Elderly Care/Educational/Lawn Care or Yardwork/Other Services/  
 Therapeutic Massage/Tutoring/Cleaning Services • **Wanted to Buy**  
**• Watercraft:** Boats/Personal Water Craft

## EMPLOYMENT CLASSIFIED PACKAGES

There are no line limits

**Good:** Text only. 3 days in print and 7 days online **\$99**  
**Better:** Text with border. 5 days in print/10 days online **\$114**  
**Best:** Text with border & image. 8 days in print/14 days online **\$120**

### CATEGORIES

**Help Wanted Full Time • Help Wanted Part Time**

## REAL ESTATE CLASSIFIED PACKAGES

There are no line limits

**Good:** Text only. 3 days in print / 7 days online **\$81**  
**Better:** Text with border. 5 days in print / 10 days online **\$96**  
**Best:** Text with border & image. 8 days in print/14 days online **\$105**

### CATEGORIES

**Businesses for sale • For Lease Land • For Rent Commercial**  
**• For Rent Residential • For Sale Commercial • For Sale**  
**Residential • For Sale Land • Rooms for Rent**

## OPEN RATE LINERS

Priced per line

All liners come with digital. There are no Print Only options.

### Private Party Open Rate Liners

\*\* Applies to all categories except for Employment and Real Estate

**\$14.45** per line/per day for print and 3 days online.

**\$50** 5 days online – No Line Limit

### Employment Open Liners

**\$16.50** per line/per day for print and 3 days online.

**\$75** 5 days online – No Line Limit

### Real Estate Open Liners

**\$14.70** per line/per day for print and 3 days online.

**\$85** 5 days online – No Line Limit

### Optional Adds for Open Liners

• **Bold:** \$2 • **Border:** \$7 • **Image:** \$7

All classified ads are subject to the applicable rate card, copies of which are available from our Advertising Dept. All ads are subject to approval before publication. The Pacific Daily News/Pacific Sunday News reserves the right to edit, refuse, reject, classify or cancel any ad at any time. Errors must be reported in the first day publication. The Pacific Daily News/Pacific Sunday News shall not be liable for any loss or expense that results from an error in or omission of an advertisement. No refunds for early cancellation of order.

## Online Classifieds at GuamPDN.com

To place your ads,  
 please:

1  
 Log onto  
 GuamPDN.com

2  
 Click on  
 "Place an ad"  
 under the  
 Quick Links on  
 the left blue  
 side bar

3  
 Click on  
 "Start Creating  
 Your Ad Now"

4  
 Complete  
 the form and  
 Make Payment

Pacific Daily News

## REGULAR MONTHLY BOARD MEETING

Thursday, January 26, 2022 at  
 3:00 PM in Terminal  
 Conference Rooms 1 & 2 and  
 by Videoconference and Live  
 Streamed via GIAA website:  
[www.guamairport.com](http://www.guamairport.com) or  
<https://www.guamairport.com/corporate/about-our-airport/board-of-directors/airport-board-meeting>

### AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
  - A. December 29, 2022 Regular Meeting
4. Correspondence - None
5. Old Business - None
6. New Business
  - A. Approval of Air Service Development - RFP-001-FY23
  - B. Board Resolution No. 23-15 - Bank Signatories
  - C. Common Use Ticket Counters Fee Adjustment - Airport Tariff Schedule
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session - None
10. Public Comments
11. Adjournment

Parking is available in the Public Parking Lot. Call the Board Office at 642-4717/18 for special accommodations. This ad is paid for by GIAA.

# REPORT FOR AMERICA

Now 4 years old, Report for America is deploying 300 talented, service-oriented journalists to report on under-covered topics such as health, education, immigration, poverty, climate and justice.

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Joseph T. Duenas  
 CCU Chairman

## GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUÁHAN

P.O. BOX 2977, HAGÁTÑA, GUAM U.S.A. 96932-2977

Telephone Nos. (671) 648-3045/55 or Facsimile (671) 648-3165



John M. Benavente, P.E.  
 General Manager

## FINAL ADVERTISEMENT INVITATION FOR BID

This notice is paid for by the GUAM POWER AUTHORITY REVENUE FUNDS  
 Public Law 26-12

BID NO.:	PRE-BID/SITE VISIT (NON-MANDATORY)	TIME:	DUE DATE:	TIME:	DESCRIPTION:
GPA-019-23	01/26/2023	9:00 A.M.	02/09/2023	10:00 A.M.	Grounds Maintenance Services at Various Locations (O&M)
Multi-Step GPA-023-23	01/26/2023	10:00 A.M.	02/23/2023	4:00 P.M.	Performance Management Contract (PMC) Yigo Diesel Generators (O&M)

Bid packages may be picked up at the GPWA Room 101, Procurement Office, 1st Floor, Gloria B. Nelson Public Services Building, 688 Route 15, Mangilao, Guam 96913. All interested firms should register with our GPA's Procurement Division to be able to participate in the bid. Please call our office at (671) 648-3045 / 3055 to register. Registration is required to ensure that all "Amendments and Special Reminders" are communicated to all bidders throughout the bid process. Procurement instructions are posted on the Authority's web site at <https://go.opengovguam.com/bids/available/gpa>.



Joseph T. Duenas  
 CCU Chairman

## GUAM POWER AUTHORITY

ATURIDÁT ILEKTRESEDÁT GUÁHAN

P.O. BOX 2977

HAGÁTÑA, GUAM U.S.A. 96932-2977

Telephone Nos. (671) 648-3054/55  
 or Facsimile (671) 648-3165



John M. Benavente, P.E.  
 General Manager

## FINAL ADVERTISEMENT REQUEST FOR PROPOSALS

This notice is paid for by the GUAM POWER AUTHORITY REVENUE FUNDS  
 Public Law 26-12

BID NO.:	DUE DATE:	TIME:	DESCRIPTION:
GPA-RFP-23-002	02/09/2023	4:00 P.M.	Medical Review Officer (MRO) Services (O&M)
GPA-RFP-23-003	02/09/2023	4:00 P.M.	Land Title Insurance and Escrow Services (O&M)

Copies of the general scope of work may be picked up at the GPWA Procurement Office, Room 101, 1st Floor, Gloria B. Nelson Public Service Building, 688 Route 15, Mangilao, Guam 96913. All interested firms should register with GPA's Procurement Division to be able to participate in the RFP. Please call our office at (671) 648-3054 / 3055 to register. Registration is required to ensure that all "Amendments and Special Reminders" are communicated to all proponents throughout the RFP process. Procurement instructions are posted on the Authority's web site at <https://go.opengovguam.com/bids/available/gpa>.



# Bengals return to AFC championship

ORCHARD PARK, N.Y. (AP) — Joe Burrow and the Cincinnati

ti Bengals threw a big wrench into the highly anticipated travel plans of the Buffalo Bills, their fans and perhaps even the NFL offices.

Burrow threw two touchdown passes and Cincinnati's defense swarmed Josh Allen on a snow-slicked field in a 27-10 win Sunday to send the Bengals to the AFC championship game for the second straight year.

And it'll be in Kansas City again — instead of in Atlanta, the neutral site where the game would've been played if Buffalo had beaten Cincinnati.

"Better send those refunds," Burrow said,



AP PHOTO

Cincinnati Bengals wide receiver Ja'Marr Chase (1) and Cincinnati Bengals running back Joe Mixon (28) motion for a touchdown against the Buffalo Bills during the third quarter of an NFL division round football game Jan. 22, 2023, in Orchard Park, New York.

referring to the 50,000 or so tickets already sold for a game that will never be played.

"See y'all in Atlanta," one Bengals player was heard yelling sarcastically while the team made its way to the locker room, where cornerback Eli Apple and a couple of

teammates conducted interviews smoking cigars.

The Bengals entered the game already feeling disrespected when the NFL began selling tickets for a would-be game at Atlanta, that was dependent on the Bills and Chiefs winning this weekend.

The league decided on the first of its kind conference championship neutral site setting because the Bills (13-3) finished the season a half-game behind the Chiefs (14-3) after their game at Cincinnati was canceled on Jan. 2 when Bills safety Damar Hamlin went into cardiac arrest and had to be resuscitated on the field.

Hamlin's inspirational presence while watching the game from an end-zone suite was not enough to spark the Bills.

Instead, it was "Joe Cool" showing poise while playing in a persistent snowfall.

## Mahomes sustains high ankle sprain

KANSAS CITY, Mo. (AP) — Patrick Mahomes sustained a right high ankle sprain in the Kansas City Chiefs' divisional playoff win over the Jaguars, a person familiar with the nature of the injury told The Associated Press on Sunday, though the All-Pro quarterback expects to

play against Cincinnati in next week's AFC championship game.

Mahomes was hurt late in the first quarter Saturday when a Jacksonville defender landed on him. X-rays taken during the game came back negative, and Mahomes returned after

halftime to lead Kansas City to the 27-20 victory.

Mahomes underwent an MRI exam Sunday to better determine the extent of the injury, the person told AP, speaking on condition of anonymity because the team did not announce the results.

### Guam Board of Examiners for Optometry Regular Board Meeting

Tuesday, January 31, 2023 8:30 AM Guam (ChST)

#### Join Zoom Meeting

<https://us06web.zoom.us/j/83097045136?pwd=dTY4YWhmeEszMEFhTGozZHQ4QIQ5Zz09>

Meeting ID: 830 9704 5136  
Passcode: 406123

#### Meeting Agenda

- I. Call to Order
- II. Roll Call
- III. Election: Chairperson, Vice Chairperson, Secretary, Treasurer
- IV. Proof of Publication
- V. Approval of Agenda
- VI. Approval of Minutes
- VII. Treasurer's Report
- VIII. HPLO Administrator's Report
- IX. Old Business
  - (a) The Practice Act Revision
  - (b) Rules and Regs Proposed Revision 2.0
  - (c) Shops dispensing colored contacts without prescription
- X. Announcements
- XI. Adjournment

To view the names of the applicants being considered go to <https://guamoptometry.org>  
To View live Streaming visit <http://facebook.com/HPLOGuam>

This advertisement was paid for by DPHSS/Health Professional Licensing Office-Local Funds.

For more information, please contact the Board office at 735-7404/10 thru 12. Persons needing telecommunication device for the Hearing/Speech Impaired (TDD) may contact 475-8339.

### REGULAR MONTHLY BOARD MEETING

Thursday, January 26, 2022 at 3:00 PM in Terminal Conference Rooms 1 & 2 and by Videoconference and Live Streamed via GIAA website: [www.guamairport.com](http://www.guamairport.com) or <https://www.guamairport.com/corporate/about-our-airport/board-of-directors/airport-board-meeting>

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7. Report of Executive Manager
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9. Executive Session - None
10. Public Comments
11. Adjournment

Parking is available in the Public Parking Lot. Call the Board Office at 642-4717/18 for special accommodations. This ad is paid for by GIAA.



### GUAM POWER AUTHORITY

ATURIDAT ILEKTRESEDAT GUAHAN  
P.O. BOX 2977  
HAGATNA, GUAM U.S.A. 96932-2977  
Telephone Nos. (671) 648-3045/55  
or Facsimile (671) 648-3165



John M. Benavente, P.E.  
General Manager

#### INVITATION FOR BID

This notice is paid for by the GUAM POWER AUTHORITY REVENUE FUNDS.  
Public Law 26-12

BID NO.:	PRE-BID DATE:	(NON-MANDATORY)	TIME:	DUE DATE:	TIME:	DESCRIPTION:
RE-BID						
GPA-051-22(2)	02/01/2023		9:00 A.M.	02/22/2023	10:00 A.M.	Piti 7 Gas Turbine Power Plant with Replacement of New and/or Refurbished Starting Diesel Engine and Crank Shaft Pulley (CIP)
GPA-020-23	N/A		N/A	02/08/2023	10:00 A.M.	Pole Mounted Transformers (Revenue)

Bid packages may be picked up at the GPA Procurement Office, 1ST Floor, Gloria B. Nelson Public Service Building, 688 Route 15, Mangilao, Guam 96913. All interested firms should register with GPA's Procurement Division to be able to participate in the bid. Please call our office at 1 (671) 648-3054 / 3055 to register. Registration is required to ensure that all "Amendments and Special Reminders" are communicated to all bidders throughout the bid process. Procurement instructions are posted on the Authority's web site at <https://go.opengovguam.com/bids/available/gpa>.



COLLEGE OF NATURAL & APPLIED SCIENCES  
Cooperative Extension & Outreach

#### REQUEST FOR CONSULTANT SERVICES

The University of Guam College of Natural and Applied Sciences/ Cooperative Extension & Outreach is looking to establish an applicant pool of content experts interested in contributing to the study of community impacts related to compact migration by performing the following services, but not limited to: Conducting a comprehensive cost benefit analysis and assessment; Development of statistical models with the use of secondary data; Conducting surveys for data collection and analysis; Providing infographics/data visualizations to support findings; Presentation and technical writing of reports.

Interested content experts are encouraged to submit a curriculum vitae and a sample of prior research via electronic submission to [cofa.cba-im@triton.uog.edu](mailto:cofa.cba-im@triton.uog.edu) by **February 3, 2023, at 4:00 p.m.** For more information send an email to [cofa.cba-im@triton.uog.edu](mailto:cofa.cba-im@triton.uog.edu) or call 671-735-2051.

University of Guam is an Equal Opportunity Employer and Provider.  
This Advertisement is paid for by University of Guam Funds.

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE  
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
Thursday, December 29, 2022, 3:00 p.m.  
GIAA CONFERENCE ROOMS 1 & 2**

**1. CALL TO ORDER AND ATTENDANCE**

The December 29, 2022 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 3:02 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

**Directors Present:**

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

**Offices or positions:**

Chairman  
Vice Chairman  
Board Secretary

**Directors Absent:**

Lucy M. Alcorn (Excused)  
Jesse G. Garcia (Excused)

**GIAA Officials:**

John M. Quinata  
Artemio R. Hernandez, Ph.D.  
Jean M. Arriola  
Antoniette Bautista  
Juan S.A. Reyes, A.C.E.  
Danielle E. Camacho  
Vince Naputi  
Raymond Mantanona  
Peter Torres  
Joseph Javellana  
Audie Artero  
Virginia Molo  
Tony Lanio  
Elfrie Koshiba

Executive Manager  
Deputy Executive Manager  
Airport Services Manager  
Comptroller, Acting  
Air Terminal Manager  
Acting Assistant Controller  
Airport Police, Chief  
ARFF, Chief  
P&F Superintendent, Acting  
Property Management Office  
Engineering Supervisor  
Personnel Administrator  
Engineering  
Airport Marketing

Anita Arriola (Via VTC)  
Frank R. Santos

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**

Executive Manager Quinata announced that a correction on agenda item 6A was required, and requested that the agenda be amended to correct the typo. Item 6A should read: Approval of Legal Services Invoice No. 80831 and 80832 (CFJ). The Board had no objection.

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

### **Resolution No. 23-08**

The Board hereby amends the agenda of the December 29, 2022 regular meeting of the Board of Directors to revise New Business Item 6A, to Approval of Legal Services Invoice No. 80831 and 80832 (CFJ), as recommended by Management.

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

### **Resolution No. 23-09**

The Board hereby approves the agenda of the December 29, 2022 regular meeting, as amended.

Director Morato advised the Board that there was a request from media personnel, Ms. Joleen Toves on zoom, to record the meeting. After directing the question to Legal Counsel, Anita Arriola, Chairman Bamba announced that due to the meeting being recorded by GIAA anyway, Ms. Toves may be given a copy, via the normal process after the meeting.

## **3. APPROVAL OF MINUTES**

### **A. November 28, 2022 - Regular Meeting**

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

### **Resolution No. 23-10**

The Board hereby approves the minutes of the November 28, 2022 regular meeting, subject to corrections.

## **4. CORRESPONDENCE**

Executive Manager Quinata advised there was no Correspondence to report.

## **5. OLD BUSINESS**

**A. CIP Modification – Rehabilitate Runway 6L/24R Phases 1a and 1b – Proposed Change Order No. 6**

Mr. Santos, GIAA Consultant, presented the CIP modification relative to Rehabilitate Runway 6L/24R Phases 1a and 1b project with Hawaiian Rock Products Corporation (HRPC), for the Boards consideration. Mr. Santos gave brief background information on the referenced project and advised the Board that the modification is a proposed change order (CO) to clean and refresh the runway with new striping and markings. CO No. 6 is in an amount not to exceed \$886,766.75, rounded to \$900,000.00, and subject to FAA concurrence and grant amendment at a 90/10, FAA/GIAA share. Mr. Santos provided details of the funding, stating the amount of the CO will be based on what the FAA makes available, and construction management (CM) services will need to be taken into consideration. Mr. Santos explained that in order to accelerate the process, the Contractor will be using GIAA's supply of paint and glass beads to complete the process and will then reimburse GIAA with a similar amount of materials based on original bid price. Brief discussion followed relative to the funding and the grant amendment.

Director Morato inquired on the longevity of one coat of paint versus two coats. Mr. Santos replied that GIAA typically does a single coat, and one coat will suffice as there is existing asphalt.

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

**Resolution No. 23-11**

The Board hereby approves Change Order No. 6 for Construction Services to Rehabilitate Runway 6L/24R Phases 1a and 1b, in an amount not to exceed \$900,000.00 to Hawaiian Rock Products Corporation, subject to FAA approval.

**6. NEW BUSINESS**

**A. Approval of Legal Services Invoice No. 80831 and 80832 (CFJ)**

The next item discussed was invoices from Calvo Fisher & Jacob, LLP (CFJ) relative to legal services fees incurred in October 2022. Deputy Executive Manager Hernandez advised the Board that CFJ submitted invoices for general legal services relating to:

1. Invoice No. 80831: Legislative Issues
2. Invoice No. 80832: DFS Guam L.P. Arbitration Claim

Brief discussion ensued relative to the Boards meeting packet not including the invoices, with Director Morato asking that the invoices be included for future meetings.



Both legal services invoices total an amount of \$12,179.90. Due to the referenced services exceeding CFJ's monthly cap of \$10,000.00, Board action is required to authorize the additional amount of \$2,179.90 above the cap.

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

**Resolution No. 23-12**

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob, LLP for legal fees incurred in October 2022 pertaining to Legislative Issues (Invoice No. 80831) and DFS Guam L.P. Arbitration Claim (Invoice No. 80832) that exceed the monthly cap of \$10,000.00 in the amount of \$2,179.90, for a total invoice amount of \$12,179.90.

**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 flight operations, CIPs and Regulatory updates.

Executive Manager Quinata announced the retirement of Ms. Antoniette Bautista, who has been in an Acting Comptroller position since the retirement of Mr. John Rios. The Board congratulated Ms. Bautista.

**8. REPORT OF THE COMPTROLLER**

Ms. Danielle E. Camacho, Acting Assistant Controller reported on the revenues and expenses of the Authority as of **November 30, 2022**. Ms. Camacho reported that year-to-date Total Signatory Revenues are below budgeted revenues by **23.1%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **3.4%** and **38.3%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **12.6%**. Year-to-date Total Operating Revenues Actual of **\$8.9M** is **14.2%** below the budget estimate of **\$10.3M**. Year-to-date Total Operating Expenses are below budget by **0.2%**. Components of this line item include a **5.3%** decrease in Personnel Services, a **9.7%** increase in Contractual Services, a **54.9%** decrease in Materials & Supplies, and a **0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$1.6M** reflects a decrease of **48.1%** over the year-to-date budgeted amount of **\$3.1M**. Ms. Camacho reported that the year-to-date Debt Service Coverage is at **1.45** versus the requirement of **1.25**.

Brief discussion regarding the increased power bill, with Deputy Hernandez providing cost-cutting measures that GIAA is taking to assist with rising power costs.

**9. EXECUTIVE SESSION**

Executive Manager Quinata announced there would be no Executive Session.

**10. PUBLIC COMMENTS**

There were no Public Comments.

**11. ADJOURNMENT**

Motion to adjourn duly made by Secretary Weakley, seconded by Vice Chair Sobti; motion unanimously passed. The meeting was adjourned at 3:54 p.m.

Dated this \_\_\_\_\_, day of \_\_\_\_\_, 2022.

Attest:

\_\_\_\_\_  
Brian J. Bamba  
Chairman

\_\_\_\_\_  
Donald I. Weakley  
Board Secretary

Prepared and Submitted By:

\_\_\_\_\_  
Amanda O'Brien  
Corresponding Secretary



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

**EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSALS (RFP) NO. RFP-001-FY23**

**AIR SERVICE DEVELOPMENT**

**January 26, 2023**

**Purpose**

Board action is requested to approve the ranking results and award for Request for Proposals (RFP) No. RFP-001-FY23 for Air Service Development.

**Background**

The referenced Request for Proposals (RFP) solicits interest from qualified firm(s) and/or individual(s) to assist GIAA in securing new international air service to regional and world markets by existing or new air carriers being serviced to or from Guam. Other related services as may be requested by GIAA include facilities and business planning associated with any airport projects or programs.

**Procurement Background**

The advertisement for this RFP was published in the local newspapers on December 13, 15, 19 and 21, 2022 and January 3, 2023. The deadline to submit proposals was established for January 10, 2023, at 4:00 p.m.

A total of fourteen (14) firms and/or individuals downloaded the RFP package, and two (2) firms submitted a proposal before the submission deadline.

**Proposal Evaluation and Selection**

The proposals were reviewed to determine responsiveness, that is, whether or not the offeror submitted all documents required by the RFP. All offerors submitted the required documents and were determined to be responsive and responsible as outlined in the Guam Procurement Law & Regulations, subject to the following:

**Offeror A:**

Offeror A's proposal was deemed to be responsive based on the submittal of all required documentation set forth in the RFP.

**Offeror B:**

Offeror B's proposal was deemed to be responsive based on the submittal of all required documentation set forth in the RFP.

The Evaluation Committee appointed by me completed their evaluations of the proposals and the evaluations were based on the criteria set forth in the RFP. As a result of the tabulation, the Evaluation

**Executive Summary**

RFP No. RFP-001-FY23, Air Service Development

Page 2 of 2

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Committee selected two (2) of the two (2) submitted proposals. The score sheets were gathered and tabulated by the Procurement Office. The firms in the order of their ranking are as follows:

1. Offeror B
2. Offeror A

**Legal Review**

Upon Board approval, agreements will be forwarded to Legal Counsel for review and approval as to form. The term of each agreement is for period of three (3) years with two (2) one-year options to extend at the sole discretion of GIAA, subject to the availability of funding.

**Financial Review**

The *Air Service Development* services will be funded under the Administration Division's O&M Budget.

**Recommendation**

I recommend that the Board approve the ranking results and the contract award to Offerors B & A for the Air Service Development, subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.



January 17, 2023

**MEMORANDUM**

**TO:** JOHN M. QUINATA  
EXECUTIVE MANAGER

**FROM:** SUPPLY MANAGEMENT ADMINISTRATOR

**SUBJECT:** EVALUATION AND RECOMMENDATION - REQUEST FOR PROPOSALS (RFP)  
RFP-001-FY23, AIR SERVICE DEVELOPMENT

The referenced Request for Proposals (RFP) solicits interest from qualified firm(s) and/or individual(s) to assist GIAA in securing new international air service to regional and world markets by existing or new air carriers being serviced to or from Guam. Other related services as may be requested by GIAA include facilities and business planning associated with any airport projects or programs.

The advertisement for this RFP was published in the local newspapers on December 13, 15, 19 and 21, 2022 and January 3, 2023. The deadline to submit proposals was established for January 10, 2023, at 4:00 p.m. A total of fourteen (14) firms and/or individuals downloaded the RFP package, and two (2) firms submitted a proposal before the submission deadline.

**Proposal Review for Responsiveness**

The proposals were reviewed to determine responsiveness, that is, whether or not the offeror submitted all documents required by the RFP. All offerors submitted the required documents and were determined to be responsive and responsible as outlined in the Guam Procurement Law & Regulations as follows:

**Offeror A:**

Offeror A submitted all required documents set forth in the RFP.

**Offeror B:**

Offeror B submitted all required documents set forth in the RFP.

**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 conducted an independent evaluation for the purpose of selecting the most responsive and responsible offeror based on the evaluation criteria set forth in the RFP. The committee appointed by the Executive Manager to evaluate the proposals included the following:

1. Juan S.A. Reyes, Jr., Airport Terminal Manager
2. Danielle E. Camacho, Acting Assistant Controller
3. Rolenda L. Faasuamalie, Airport Marketing Administrator
4. Joseph G. Javellana, Program Coordinator IV

The committee completed their evaluation, and the scores were tabulated as reflected on the attached summary worksheet. As a result of our tabulation, the evaluation committee has selected two (2) of the two (2) firms that submitted proposals. The selected firms are listed below in the order of their ranking as follows:

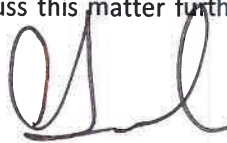
1. Offeror B
2. Offeror A

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

**Recommendation**

Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of Basic Information of the RFP, "GIAA reserves the right to award to one (1) or more firm(s) and/or individual(s) based on the Offerors' qualification ranking, subject to negotiations and mutual agreement of reasonable rates. It is recommended to approve the ranking results and the contract award to Offerors B & A for the Air Service Development, subject to negotiation of fair and reasonable fees. The term of this Agreement shall be for a period of three (3) years, with two (2) one-year options to extend at the sole discretion of GIAA, 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.



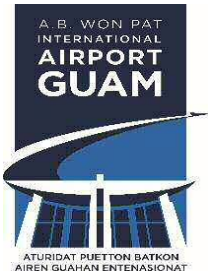
HENRY M. CRUZ

**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-FY23**  
**AIR SERVICE DEVELOPMENT**

OFFEROR DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Evaluator 4		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	Score	Rank	
OFFEROR A	80	2	91	2	85	1	79	2	2
OFFEROR B	85	1	94	1	77	2	80	1	1

<b>Evaluators:</b>
No. 1: Juan S.A. Reyes, Jr., Airport Terminal Manager
No. 2: Danielle E. Camacho, Acting Assistant Controller
No. 3: Rolenda L. Faasuamalie, Airport Marketing Administrator
No. 4: Joseph G. Javellana, Program Coordinator IV



**ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM  
BOARD OF DIRECTORS RESOLUTION NO. 23-15**

**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. John M. Quinata, Executive Manager;
2. Artemio R. A. Hernandez, Deputy Executive Manager
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Danielle E. Camacho, Acting Assistant Controller
6. Jean M. Arriola, Airport Services Manager

**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 Acting Assistant Controller.

**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 JANUARY 26, 2023 REGULAR BOARD MEETING.**

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**BRIAN J. BAMBA, Chairman**

---

**GURVINDER SOBTI, Vice Chairman**

Board Resolution No. 23-15  
Relative to Authorizing Signatories  
On GIAA Bank Accounts

\_\_\_\_\_  
**DONALD I. WEAKLEY, Board Secretary**

\_\_\_\_\_  
**LUCY M. ALCORN**

\_\_\_\_\_  
**DOYON A. MORATO**

\_\_\_\_\_  
**ROSIE R. TAINATONGO**

\_\_\_\_\_  
**JESSE G. GARCIA**

**ATTEST:**

\_\_\_\_\_  
**DONALD I. WEAKLEY, Board Secretary**



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

**EXECUTIVE SUMMARY**

**COMMON USE TICKET COUNTER FEE**

**January 26, 2023**

**Purpose**

To apprise the GIAA Board of discussions with our Signatory Airlines related to Common Use Ticket Counter Fee assessed by GIAA under the GIAA Airport Tariff and other related services - Gate Management, Common Use Ticket Counters, Baggage Message Service and Departure Gate Biometrics.

**Background**

In light of certain GIAA and Airline Club agreements expiring February 28, 2023 for airport systems that service the airlines and passengers, GIAA held meetings with the Signatory Airlines to discuss alternatives and the best path forward for the handling of these services. The objective was to assess opportunities for efficiencies and economies of scale that can be achieved through the consolidation of these services.

The Airline Club which consists of all Signatory Airlines engaged potential vendors in the industry to discuss opportunities for enhancements and cost efficiencies. As a result, the Airline Club found it to be most beneficial and agreed to assume responsibilities for all services including Gate Management, Common Use Ticket Counters, and Baggage Message Services commencing 1 March 2023. Additionally, Departure Gate Biometrics is estimated to be rolled out within 6 months or upon NTP by the Airline Club.

GIAA will continue to maintain responsibilities for the assignment of Departure Gates and Common Use Ticket Counters

**Procurement Background**

The above subject services were engaged directly and agreed to be assumed by the Airline Club, effective March 1, 2023.

**Legal Review**

GIAA will engage airport counsel for review of documents, as may be deemed necessary.

**Financial Review**

There is no cost to the Airport and results in a cost avoidance.

**Recommendation**

This matter is an advisory to the GIAA Board.

## EXECUTIVE MANAGER'S REPORT

### GIAA BOARD OF DIRECTORS MEETING

January 26, 2023

### AIRLINE UPDATES

#### February 2023 Passenger Flight Schedule

AIRLINE	ROUTE	FLIGHT NUMBER	OPERATING DAYS (Originating from Guam)
United Airlines	HNL	UA200	Daily
	NRT	UA196	Daily
		UA828	Tues, Thurs, Sat, Sun
		UA873	Tue, Thurs, Sun
	SPN	UA174	Daily
	MNL	UA183	Daily
	KIX	UA151	Wed, Sun
	FUK	UA165	Thur, Sun
	NGO	UA137	Mon, Fri
	ROR	UA157	Mon, Thurs, Sun
		UA193	Tue, Fri
	TKK	UA133	Wednesday
		UA155	Mon, Fri
	PNI	UA176	Saturday
	Yap	UA185	Feb 14 & 28 only
Suspended through Feb. 2023			
Japan Airlines	NRT	JL942	
Korean Air	ICN	KE422	Daily
Suspended through Feb 2023			
China Airlines	TPE		

AIRLINE	ROUTE	FLIGHT NUMBER	OPERATING DAYS (Originating from Guam)
Jeju Airlines	ICN	7C3101	Daily
	ICN	7C3105	Daily
	PUS	7C3153	Wed, Thur, Sat, Sun
	NRT	7C181	Daily
Suspended through Feb 2023			
Air Seoul	ICN	RS104	
Suspended through Feb 2023			
Air Busan	PUS	BX613	
Jin Air	ICN	LJ642	Daily
	PUS	LJ774	Daily
Philippine Airlines	MNL	PR111	Daily
T'Way Airlines	ICN	TW302	Daily
Suspended through Feb 2023			
Marianas Southern Airways	SPN	9X295	Daily
		9X299	Daily
Suspended through Feb 2023			
Star Marianas	ROP	PA-32-300	Mon, Tue, Wed, Thur, Fri

#### Air Service Changes (Jan vs Feb)

Jeju Air introduces daily NRT service

Jin Air upgrades ICN service from B738 with 189 seats to a B772 with 393 seat capacity

	PRECOVID December 2019	October 2022	November 2022	December 2022	Jan 2023	Feb 2023
Monthly Flights	1,127	506	510	542	625	5225
Monthly Seat Capacity	230,795	102,919	85,898	92,460	105,854	94,167
# of Destinations Served	17	15	14	14	15	14
# of Airlines Operating	10	11	11	8	10	9
Monthly Enplaned Passengers (*)	174,037	50,610	51,368	75,435		

\* Unaudited - Signatory Carriers Only

### REGULATORY UPDATES

#### TSA Official Introduction

New Federal Security Director for Hawaii and the Pacific Region, Nanea Vasta, will be inspected GUM facilities and met with airport management on Monday, January 23, 2023, to discuss current and future operations. She was appointed to the position in September of 2022 and oversees operations

## **EXECUTIVE MANAGER'S REPORT**

### **GIAA BOARD OF DIRECTORS MEETING**

**January 26, 2023**

in Hawaii, Guam, American Samoa and the Commonwealth of the Northern Mariana Islands. Prior to this assignment, Ms. Vasta was the Assistant Federal Security Director (AFSD-S) for Honolulu (HNL) and Pago Pago (PPG) where in addition to managing Screening Operations, AFSD-S Vasta maintained oversight of the Explosive Detection Canine (EDC) program, Transportation Security Specialist-Explosives (TSS-E) program, Advanced Threat Local Allocation Strategy (ATLAS), and Behavior Detection (BD) programs across the Pacific.

#### **FAA Aerodrome Workshop**

Planning for the FAA Aerodrome Workshop to be held April 18-21, 2023 is well underway with the confirmation of Westin Hotel as the venue for the 4-day workshop. Prospective participants will be receiving hotel information and preliminary programs to assist in their travel plans and preparation.

#### **Certification Inspection**

Honolulu FAA Airports District Office has tentatively scheduled our FAA FAR Part 139 Certification Inspection for sometime in March 2023.

### **FINANCE**

#### **Audit**

The FY2022 financial statement audit is still ongoing and will be presented to the Board upon completion.

### **ANNOUNCEMENTS**

- DEM Dr. Ricky Hernandez presented at the Society of American Military engineers Membership meeting earlier today at the Hilton Guam. Dr Hernandez shared key data that guides the Airport in its decision-making process to keep GIAA operational 24/7, whilst conforming to federal mandates. The Deputy Executive Manager also presented status of our recovery to the Guam Chamber of Commerce on January 12, 2023 @ the Westin Resort Guam.
- GIAA provided protocol services upon entry to highly distinguished Japanese officials that include: Parliamentary Vice Minister of Defense Kimura, Parliamentary Vice Minister for Foreign Affairs Yoshikawa and Lt General Vice Chief of Staff, Ground Staff Office, Ground Self Defense Force Yamane Jan. 24, 2023. Exit protocol will be duly extended upon their departure.
- 300 new luggage carts will be placed in Arrivals for use by passengers. The new carts are lightweight, easily maneuverable, with auto brakes. The carts are a welcome improvement to our passenger experience.
- The Honorable Governor Lou Leon Guerrero and Lt. Governor Joshua Tenorio officially recognized the 47<sup>th</sup> Anniversary of the Airport with a proclamation signing held at Adelup on January 20, 2023. Activities for Airport Week follows:
  - Bowling Tournament @ Central Lanes (Jan. 16, 2023) COMPLETED
  - Softball Tournament @ Tiyan Upper Field (Jan. 18-28, 2023) ONGOING
  - Airport Family Mass @ Santa Teresita Church, Mangilao (Jan. 20, 2023) COMPLETED
  - Paddling Tournament @ Mata'pang Beach (Jan. 22, 2023) COMPLETED

## **EXECUTIVE MANAGER'S REPORT**

### **GIAA BOARD OF DIRECTORS MEETING**

**January 26, 2023**

- Basketball Tournament @FDMS Jungle Gym (Jan. 26-Feb. 4, 2023) 1<sup>st</sup> Game tonight, Thursday, Jan. 26
- 2nd Annual Edward A. P. Muna II Memorial Golf Tournament @ Onward Talofofo Golf Club (Jan. 14, 2023) COMPLETED
- F.O.D. Walk (Jan. 25, 2023) COMPLETED
- Tenant Appreciation and Employee Recognition Program @ Dusit Thani Resort (Jan. 27, 2023)  
The theme is Fantastic Voyage to the 80's - Prom Night. We look forward to seeing you there!

January 25, 2023

**MEMORANDUM**

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

**From:** Danielle E. Camacho   
Acting Assistant Controller

**Subject: Operating Results – Revenues and Expenses as of December 31, 2022**

Attached herewith is GIAA's Operating Results Report for the month ending December 31, 2022. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended December 31, 2022.

The key operating results for 3 month(s) of FY2023 ending December 31, 2022 – (in \$000's) are

CATEGORY	Actual FY23 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR- FY23	
		Budget FY23 Y-T-D	Actual FY23 Y-T-D	% Variance Budget vs. Actual	Actual	% Variance Budget vs. Actual
				Y-T-D Current Month		
Total Signatory Revenues	\$ 2,053.7	\$ 6,879.4	\$ 5,444.9	-20.9%	\$ 30,775.5	-4.5%
Total Concession Revenues	\$ 1,511.0	\$ 4,335.0	\$ 4,479.1	3.3%	\$ 17,776.8	0.8%
Total PFC's	\$ 311.5	\$ 978.3	\$ 694.3	-29.0%	\$ 4,466.7	-6.0%
Total Other Revenues	\$ 1,101.0	\$ 3,455.8	\$ 3,213.2	-7.0%	\$ 14,945.0	-1.6%
Total Operating Revenues	\$ 4,977.3	\$ 15,648.5	\$ 13,831.5	-11.6%	\$ 67,964.1	-2.6%
Total Operating Expenses	\$ 3,718.8	\$ 10,651.7	\$ 10,985.8	3.1%	\$ 51,025.7	0.7%
Net Revenues from Operations	\$ 1,258.5	\$ 4,996.80	\$ 2,845.7	-43.0%	\$ 16,938.4	-11.3%
Non-Operating Expenses	\$ 75.4	\$ 200.0	\$ 226.2	13.1%	\$ 826.2	3.3%
Other Available Moneys/Other Sources of Funds	\$ 460.0	\$ 604.6	\$ 839.9	38.9%	\$ 2,653.9	9.7%
<b>Net Debt Service Coverage</b>	<b>2.57</b>	<b>2.75</b>	<b>1.82</b>	<b>-33.7%</b>	<b>2.41</b>	<b>-8.8%</b>



Year-to-date Total Signatory Revenues for the month ending December 31, 2022 are below Budgeted revenues by **20.9%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **3.3%** above budget while Passenger Facility Charges are below the budget estimate by **29.0%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **7.0%**.

Year-to-date Total Operating Revenues actual of **\$13.8M** is **11.6%** below the budget estimate of **\$15.6M**.

Year-to-date Total Operating Expenses are above budget by **3.1%**. Components of this line item include a **5.3%** decrease in Personnel Service, a **15.3%** increase in Contractual Services, a **43.6%** decrease in Materials & Supplies and a **0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$2.8M** represents a **43.0%** decrease over the year-to-date budgeted amount of **\$5.0M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.82** 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 December 31, 2022

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2022	Budget FY2023	Actual FY2023	%Var Bud Vs Act'l		Actual FY2022	Budget FY2023	Actual FY2023	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
<b>I. Signatory Airline Rents &amp; Fees</b>											
Terminal Bldg Rentals	204.7	216.2	221.5	2.5%	2,594.5	614.2	648.6	664.5	2.5%	2,610.4	0.6%
Departure Fees	135.8	577.4	427.7	-25.9%	7,671.8	334.6	1,579.8	1,095.4	-30.7%	7,187.4	-6.3%
Arrival Fees	80.7	426.3	299.9	-29.6%	5,751.9	210.8	1,172.6	765.2	-34.7%	5,344.5	-7.1%
Immigration Inspection Fees	15.2	167.0	114.3	-31.6%	2,258.9	46.2	459.5	291.6	-36.5%	2,091.0	-7.4%
Common Use Ticket Counter Fees	4.1	52.4	43.8	-16.3%	741.4	11.0	148.9	109.6	-26.4%	702.2	-5.3%
Loading Bridge Use Fees	89.2	324.6	261.0	-19.6%	4,190.2	260.4	891.7	714.7	-19.9%	4,013.2	-4.2%
Apron Use Fees	143.1	89.3	603.1	575.5%	1,137.6	340.9	250.0	1,580.8	532.2%	2,468.4	117.0%
Landing Fees	51.8	617.1	82.5	-86.6%	7,863.7	256.8	1,728.3	223.0	-87.1%	6,358.4	-19.1%
<b>Total Signatory Revenue</b>	<b>724.6</b>	<b>2,470.3</b>	<b>2,053.7</b>	<b>-16.9%</b>	<b>32,210.0</b>	<b>2,075.0</b>	<b>6,879.4</b>	<b>5,444.9</b>	<b>-20.9%</b>	<b>30,775.5</b>	<b>-4.5%</b>
Enplaned Signatory Pax	21,093	101,807	75,435	-25.9%	1,352,700	56,142	278,556	193,200	-30.6%	1,267,344	-6.3%
<b>Cost per Enplaned Pax</b>	<b>\$34.35</b>	<b>\$24.26</b>	<b>\$27.22</b>	<b>12.2%</b>	<b>\$23.81</b>	<b>\$36.96</b>	<b>\$24.70</b>	<b>\$28.18</b>	<b>14.1%</b>	<b>\$24.28</b>	<b>2.0%</b>
<b>Revenues from Sources other than Signatory Airlines Rents &amp; Fees</b>											
Concession Revenues											
Gen Mdse	393.9	1,263.3	1,263.3	0.0%	15,160.0	2,869.6	3,790.0	3,790.0	0.0%	15,160.0	0.0%
In-flight Catering	23.4	48.6	47.7	-1.8%	601.1	74.8	127.4	131.5	3.2%	605.2	0.7%
Food & Beverage	24.9	61.7	74.4	20.5%	763.8	75.5	161.9	187.5	15.8%	789.4	3.4%
Rental Cars	50.9	55.0	108.7	97.8%	663.4	173.4	161.5	313.2	93.9%	815.0	22.9%
Other Concession Rev	10.4	35.9	16.9	-52.8%	444.6	32.4	94.2	56.9	-39.6%	407.2	-8.4%
<b>Total Concession Revenues</b>	<b>503.5</b>	<b>1,464.5</b>	<b>1,511.0</b>	<b>3.2%</b>	<b>17,632.7</b>	<b>3,225.7</b>	<b>4,335.0</b>	<b>4,479.1</b>	<b>3.3%</b>	<b>17,776.8</b>	<b>0.8%</b>
Passenger Facility Charges	74.4	357.5	311.5	-12.9%	4,750.7	163.4	978.3	694.3	-29.0%	4,466.7	-6.0%
Other Revenue	896.7	1,040.5	1,101.0	5.8%	15,187.6	2,755.7	3,455.8	3,213.2	-7.0%	14,945.0	-1.6%
<b>Total Operating Revenue</b>	<b>2,199.2</b>	<b>5,332.9</b>	<b>4,977.3</b>	<b>-6.7%</b>	<b>69,781.1</b>	<b>8,219.8</b>	<b>15,648.5</b>	<b>13,831.5</b>	<b>-11.6%</b>	<b>67,964.1</b>	<b>-2.6%</b>
<b>II. Operating Expenses:</b>											
Personnel Services	1,642.4	1,887.3	1,785.7	-5.4%	24,534.5	4,872.8	5,661.8	5,360.3	-5.3%	24,233.0	-1.2%
Contractual Services	1,492.2	1,491.6	1,900.9	27.4%	23,906.5	4,064.5	4,775.8	5,504.7	15.3%	24,635.5	3.0%
Materials & Supplies	70.8	17.9	32.2	80.1%	1,668.0	111.5	214.1	120.7	-43.6%	1,574.6	-5.6%
Equipment/Furnishings	0.0	0.0	0.0	0.0%	582.5	0.0	0.0	0.0	0.0%	582.5	0.0%
<b>Total Operating Expenses</b>	<b>3,205.3</b>	<b>3,396.8</b>	<b>3,718.8</b>	<b>9.5%</b>	<b>50,691.6</b>	<b>9,048.8</b>	<b>10,651.7</b>	<b>10,985.8</b>	<b>3.1%</b>	<b>51,025.7</b>	<b>0.7%</b>
<b>Net income from Operations</b>	<b>-1,006.1</b>	<b>1,936.0</b>	<b>1,258.5</b>	<b>-35.0%</b>	<b>19,089.5</b>	<b>-829.1</b>	<b>4,996.8</b>	<b>2,845.7</b>	<b>-43.0%</b>	<b>16,938.4</b>	<b>-11.3%</b>

GUAM INTERNATIONAL AIRPORT AUTHORITY  
KEY OPERATING RESULTS (\$000's)  
As of December 31, 2022

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2022	Budget FY2023	Actual FY2023	%Var Bud Vs Act'l		Actual FY2022	Budget FY2023	Actual FY2023	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
III. Other Revenues and Expenses											
Less: Non-operating /Non-recurring Expense (Post Employment/Emergency)	62.6	66.7	75.4	13.1%	800.0	188.8	200.0	226.2	13.1%	826.2	3.3%
Add: Interest on Investments	103.0	51.5	83.5	62.0%	618.3	183.6	154.6	224.0	44.9%	687.7	11.2%
<b>Net Revenues</b>	-965.6	1,920.9	1,266.5	-34.1%	18,907.8	-834.3	4,951.4	2,843.5	-11.2%	16,799.9	-11.1%
Add: Other sources of Funds (Federal Reimb)	1,037.2	33.3	291.8	775.3%	400.0	2,955.9	100.0	335.3	-56.2%	635.3	58.8%
Add: Other available moneys	168.2	168.2	168.2	0.0%	2,018.6	623.0	504.6	504.6	0.0%	2,018.6	0.0%
<b>Net Revenues and Other Available Moneys</b>	<b>239.8</b>	<b>2,122.4</b>	<b>1,726.5</b>	<b>-18.7%</b>	<b>21,326.3</b>	<b>2,744.6</b>	<b>5,556.0</b>	<b>3,683.5</b>	<b>-33.7%</b>	<b>19,453.8</b>	<b>-8.8%</b>
Debt Service payments	672.9	672.9	672.9	0.0%	8,074.2	1,922.3	2,018.6	2,018.6	0.0%	8,074.2	0.0%
<b>Debt Service Coverage</b>	<b>0.36</b>	<b>3.15</b>	<b>2.57</b>	<b>-18.7%</b>	<b>2.64</b>	<b>1.43</b>	<b>2.75</b>	<b>1.82</b>	<b>-33.7%</b>	<b>2.41</b>	<b>-8.8%</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>	