



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

Tuesday, March 26, 2024, 3:00 p.m.

GIAA CONFERENCE ROOMS 1 & 2

1. CALL TO ORDER AND ATTENDANCE

The March 26, 2024 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 Brian Bamba at 3:05 p.m. at the GIAA Terminal Conference Rooms 1 & 2, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Brian J. Bamba
Gurvinder S. Sobti
Donald I. Weakley
Lucy M. Alcorn
Rosie R. Tainatongo
Jesse G. Garcia

Offices or positions:

Chairman
Vice Chairman
Board Secretary

Directors Absent:

Doyon A. Morato (Excused)

GIAA Officials:

JohnM. Quinata
Artemio R. Hernandez, Ph.D.
Dafne Mansapit Shimizu
Jean M. Arriola
Juan S.A. Reyes, A.C.E.
Daniel Stone
Rolenda Faasuamalie
Ken McDonald
Kathrina Bayson
Jenielle Meno

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Air Terminal Manager
Assistant Chief, ARFF
Airport Marketing Administrator
Superintendent of Properties & Facilities
Supply Management Administrator
Buyer Supervisor

William Brennan
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

At this time Chairman Bamba requested that the agenda be amended to table item Items 6B and 9A.



AMERICAN ASSOCIATION
OF AIRPORT EXECUTIVES



THE INTERNATIONAL AIR CARGO ASSOCIATION

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

Resolution No. 24-25

The Board hereby amends the agenda of the March 26, 2024 regular meeting, to table items 6B and 9A.

3. APPROVAL OF MINUTES

A. March 7, 2024 - Regular Meeting

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

Resolution No. 24-26

The Board hereby approves the minutes of the March 7, 2024 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 Ranking of Offerors for Environmental Consulting Services – RFP No. RFP-002-FY24

Board action is requested to approve the ranking results and conditional award for Request for Proposals (RFP) No. RFP-002-FY24, for the Environmental Consulting Services. Deputy Executive Manager Hernandez, provided background information to the Board on the referenced RFP, including the scope of services, contract term, dates that the RFP was published in the newspaper, proposal submission deadline, and the number of interested proposers.

A total of nineteen (19) firms and/or individuals downloaded the RFP package and four (4) firms submitted a proposal before the submission deadline. The proposals were reviewed to determine responsiveness, that is, whether or not the offeror submitted all documents required by the RFP. All four (4) offerors submitted the required documents and were determined to be responsive as outlined in the Guam Procurement Law and Regulations. The Evaluation Committee appointed by the Executive Manager completed their evaluations of the proposal. As a result of the

evaluations, it is determined that Offeror B met the standards of responsibility and responsiveness to perform the required services in accordance with the criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office.

The Environmental Consulting Services will be funded under Engineering O & M budget. The term of the agreement is for a period of two (2) years with three (3) additional one (1) year options to renew at the sole discretion of GIAA, not to exceed a total term of five (5) years, subject to the availability of funding.

Management recommends that the Board approve the ranking results and the contract award to Offeror B for Environmental Consulting Services subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the best qualified offeror, the Executive Manager or designee may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations and the RFP. Brief discussion ensued relative to scope of services.

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

Resolution No. 24-27

The Board hereby approves the ranking results as presented and the contract award to Offeror 'B' for Environmental Consulting Services – RFP No. RFP-001-FY24, subject to Management's negotiation of fair and reasonable fees and review by Legal Counsel.

Deputy Executive Manager Hernandez announced that Offeror 'B' is PCR Environmental.

B. Approval of GIAA Sustainability Policy - *TABLED*

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 the Executive Manager. The report included brief updates on Airline activity, CIPs, Airport updates, Regulatory updates and other announcements.

Chairman Bamba inquired on the return of low-cost carriers (LCCs) flights. Executive Manager Quinata advised that Management is actively engaging LLC's. Discussion followed on increasing flights.

8. REPORT OF THE COMPTROLLER

Ms. Dafne Mansapit Shimizu, Comptroller reported on the revenues and expenses of the Authority for the month ending **February 29, 2024**. Year-to-date Total Signatory are below Budgeted revenues by **14.3%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget. Year-to-date Total Concession Revenues

are **1.5%** below budget while Passenger Facility Charges are below the budget estimate by **13.1%**. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **2.6%**. Year-to-date Total Operating Revenues actual of **\$26.9M** is **9.5%** below the budget estimate of **\$29.8M**. Year-to-date Total Operating Expenses are below budget by **25.2%**. Components of this line item include an **3.7%** decrease in Personnel Service, a **32.1%** decrease in Contractual Services, a **78.2%** decrease in Materials & Supplies and a **100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **\$8.8M** represents a **60.2%** increase over the year-to-date budgeted amount of **\$5.5M**. Finally, our year-to-date results for Debt Service Coverage is at **1.82** versus the requirement of **1.25**.

The Comptroller presented the Enplaned Signatory Pax for the Board's information, showing a positive snapshot of enplanements since FY2021. Brief discussion on arrivals.

Chairman Bamba inquired if there are any opportunities to increase cashflow, such as restructuring. The Comptroller advised that the Management team and GIAA consultants are in active discussions. The Deputy Executive Manager also added that there are ongoing discussions with GEDA regarding options to lower debt service along with other avenues. Brief discussion on concession revenue followed.

9. EXECUTIVE SESSION

Executive Session was tabled.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

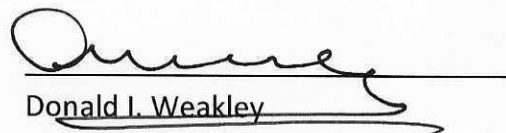
Motion to adjourn duly made by Secretary Weakley, seconded by Director Alcorn; motion unanimously passed. The meeting was adjourned at 3:45 p.m.

Dated this 30th, day of April, 2024.



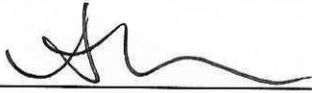
Brian J. Bamba
Chairman

Attest:



Donald I. Weakley
Board Secretary

Prepared and Submitted By:

A handwritten signature in black ink, appearing to be 'Amanda O'Brien', written over a horizontal line.

Amanda O'Brien

Corresponding Secretary

BOARD OF DIRECTORS REGULAR MEETING

3:00 p.m., Tuesday, March 26, 2024

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:

The Guam Daily Post – March 19, 2024

Notice to Media – March 19, 2024

Second Notice:

The Guam Daily Post – March 22, 2024

Notice to Media – March 22, 2024

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. March 7, 2024 Regular Meeting
4. Correspondence - None
5. Old Business - None
6. New Business
 - A. Approval of Ranking of Offerors for Environmental Consulting Services – RFP No. RFP-002-FY24
 - B. Approval of GIAA Sustainability Policy
7. Report of Executive Manager
 - A. Airport Updates
 - B. Announcements
8. Report of Comptroller
9. Executive Session
 - A. DFS Guam L.P. related litigation to which GIAA is or may be a party (5 GCA § 8111(c)).
10. Public Comments
11. Adjournment

BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Tuesday, March 26, 2024
GIAA Terminal Conference Rooms 1 & 2

PRINT NAME SIGN-IN SHEET
COMPANY/AGENCY CONTACT NO./EMAIL

1. MENDO, JENIFER GIAA *5149
2. BAYSON, KATHRINA GIAA *5149
3. Julia Cruz "
4. Rolando Farsaanche GIAA 642-4645
5. Juan Perez " 485 3806
6. FRAVIL SANTOS TMC 688-9622
7. Jonah Bernavente Guam Post 998-0454
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____



CHamoru Land Trust Commission

(Kumision Inangokkon Tano 'CHamoru)



CHamoru Land Trust Commission Regular Board Meeting

Thursday, March 21, 2024 at 1:00PM

CHamoru Land Trust Conference Room, 590 S. Marine Corp Drive ITC Building, Suite 223, 2nd Floor Tamuning, Guam. Public Comments may be made at cltc.admin@cltc.guam.gov To view the meeting virtually, log on to GovGuam Live-YouTube or CLTC's Facebook page or Google Meet joining info Video call link: <https://meet.google.com/oic-ywzd-bst>

AGENDA

- I. Call to Order - Certification of a Quorum Present
- II. Certification - Public Notice Requirements
 - a. Guam Daily Post (03/14/2024 and 03/19/2024)
 - b. Guam Public Notice Website (<https://notices.guam.gov>)
 - c. CLTC Facebook Page
- III. Approval of Minutes - November 16, 2023 (Regularly Scheduled Board Meeting) November 27, 2023 (Special Meeting)
- IV. Administrative Directors Report
- V. Old Business
 - a. Tabled SBA Loan Guarantee Request(s)
 1. Philbert Flores
 2. Anita Afjelle Cruz
 3. Bernice Tudela Nelson
 4. Emailina Mariano
 - b. Tabled Constituent Matters
 1. Teresita Taitingfong
 - c. Discussion of Subdivision Proposal of Tract 10123, Yigo
 - d. Global Recycling
 - e. P.L. 37-73 (Bill No. 212-37) Transfer of a portion of Lot No. 5773-New-3
 - f. P.L. 37-74 (Bill No. 228-37) Successors to CLTC Lessees and Applicants
- g. P.L. 37-75 (Bill No. 107-37) GHC Rural Housing Service Escrow Savings Account for Affordable Housing
- VI. New Business
 - a. Constituent Matters
 1. Michael Joseph Rabon
 2. Belinda Ann Santos Snyder
 3. Daynia R. U. Bamba
 4. Robert Flores Guerrero
 5. Fidela Cruz Gumataotao
 6. Martina Cruz
 7. Raymundo Antonio Cruz
 8. Miehilani S. Cruz
 9. Leticia Cruz
 10. Bryan Ross Mendiola
 - b. CLTC and GCC Memorandum of Agreement
- VII. Public Comments(s)
- VIII. Next Meeting - Thursday, February 15, 2024 at 1:00PM CLTC Conference Room, Suite 223, 2nd Floor, ITC Building, Tamuning, Guam
- IX. Adjournment



REGULAR MONTHLY BOARD MEETING

Tuesday, March 26, 2024 at 3:00 PM in Terminal Conference Rooms 1 & 2 and by Videoconference and Live Streamed via GIAA website: 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. March 7, 2024 Regular Meeting
 4. Correspondence - None
 5. Old Business - None
 6. New Business
 - A. Approval of Ranking of Offerors for Environmental Consulting Services - RFP No. RFP-002-FY24
 - B. Approval of GIAA Sustainability Policy
 7. Report of Executive Manager
 - A. Airport Updates
 - B. Announcements
 8. Report of Comptroller
 9. Executive Session
 - A. DFS Guam L.P. related litigation to which GIAA is or may be a party (5 GCA § 8111(c)).
 10. Public Comments
 11. Adjournment
- Parking is available in the Public Parking Lot. Call the Board Office at (671) 642-4717/18 for special accommodations, auxiliary aids, or services. This ad is paid for by GIAA.

CLASSIFIED ADVERTISING



REAL ESTATE?

Sell, rent, buy, property through real estate ads. Ads can include photos, company logos to meet your needs and help you get the sale!

PERSONAL ADS?

Trying to sell the car, old phone, or miscellaneous item? Have an up coming yard sale, Events, etc?

We can help you get the word out.



HIRING?

Reach potential employees through a classified ad.

Employment ads can be customizable sizes.



ONLY \$14.00
A DAY/COLUMN INCH

THE GUAM DAILY POST

Call us at 671.649.1924 or email sales@postguam.com
Mon. - Fri. 8:00 am - 5:00 pm

NOW HIRING

DRIVERS WANTED

- **MULTIPLE ROUTES AVAILABLE!**
- **GREAT SUPPLEMENTAL INCOME!**
- **MAKE EXTRA CASH IN A FEW HOURS A DAY!**
- **PERFECT FOR NIGHT OWLS!**

Interested? Send us an email!
krista@postguam.com or marc@postguam.com



THE GUAM DAILY
POST



WE ARE
LOOKING FOR

JOURNALISTS

If investigating, writing
and reporting sound like a
great day at the office to
you, get in touch with us!

Send your resume and writing samples

THE GUAM DAILY
POST

The Post Main Line: (671) 649-1924
Krista: (671) 486-2852 • krista@postguam.com
Marc: (671) 689-6272 • marc@postguam.com



REGULAR MONTHLY BOARD MEETING

Tuesday, March 26, 2024 at 3:00 PM in Terminal Conference Rooms 1 & 2 and by Videoconference and Live Streamed via GIAA website: 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. March 7, 2024 Regular Meeting
4. Correspondence - None
5. Old Business - None
6. New Business
 - A. Approval of Ranking of Offerors for Environmental Consulting Services - RFP No. RFP-002-FY24
 - B. Approval of GIAA Sustainability Policy
7. Report of Executive Manager
 - A. Airport Updates
 - B. Announcements
8. Report of Comptroller
9. Executive Session
 - A. DFS Guam L.P. related litigation to which GIAA is or may be a party (5 GCA § 8111(c)).
10. Public Comments
11. Adjournment

Parking is available in the Public Parking Lot. Call the Board Office at (671) 642-4717/18 for special accommodations, auxiliary aids, or services. This ad is paid for by GIAA.

FOR RENT

6 Bedroom/5 Bathroom House
Dededo \$2,400
Call 671.637.2360 or 671.797.3145



NOTICE OF PUBLIC HEARING INTENT TO EXTEND EMERGENCY CONTRACT

Tuesday, March 26, 2023 at 10:00 a.m. in GIAA Conference Room (located on the Ground Floor) and by Videoconference and Live Streamed via GIAA website: www.guamairport.com or <https://www.guamairport.com/corporate/about-our-airportmanagement/airport-public-hearing>

AGENDA

1. Call to Order and Attendance
2. Public Comments
3. Adjournment

GIAA's procurement of Management & Infrastructure Support Services to GIAA's Baggage Conveyance System ("services") has been stayed by a protest and subsequent appeal to the Office of the Public Auditor (OPA Case number PA-21-010). The Public Auditor dismissed the appeal, & the matter was appealed to the Superior Court in CV0095-22. In Dec. 2023, the Superior Court remanded the matter back to the OPA where it remains pending. Thus, the stay remains in place. On or about October 26, 2021, GIAA certified and determined the existence of an emergency due to the imminent potential for the interruption of services caused by the protest & pending appeal, the resulting threat to public health, safety & welfare of passengers & users of the airport, & the daily operations of the airport due to such disruption. On or about Nov. 1, 2021, GIAA entered into a contract with Aircraft Services International Group, Inc. dba Menzies Aviation ("Menzies"), procured on an emergency basis in accordance with the Guam Procurement Law & implementing regulations. The contract provided for an initial term of 30 days, and has since been extended as allowed by law. GIAA previously convened public hearings on Dec. 22, 2021, Mar. 24, Jun. 23, Sept. 23, and Dec. 21, 2022, Mar. 22, Jun. 23, Sept. 2023 and Dec. 20, 2023 in order to extend the contract beyond the first, second, third, fourth, fifth, sixth, seventh, eighth & ninth ninety (90) day periods. GIAA has again determined the need, & thus intends, to extend the contract with Menzies beyond a 90 day period. The contract remains limited in scope and duration to meet the needs of the emergency.

Parking is available in the Public Parking Lot. Call the GIAA Procurement Office at (671) 642-5147 for special accommodations. This ad is paid for by GIAA.



Guam Memorial Hospital Authority
 Aturidat Espetad Mimuriat Guahan
 850 Gov. Carlos G. Camacho Rd.
 Tamuning, Guam 96913



INVITATION FOR BID

GMHA IFB No. 001-2024: Purchase and Installation of Echocardiogram Machine

Submission Due: 9:30 a.m. ChST, Tuesday, April 09, 2024

Opening Time: 10:00 a.m. ChST, Tuesday, April 09, 2024

All questions for IFB-001-2024 must be submitted in writing no later than **Thursday, March 28, 2024 at 12:00 p.m. ChST.**

All bids must be sealed, submitted with one (1) original and one (1) duplicate, and received by the Materials Management Department by the due date of **Tuesday, April 09, 2024**. Hard copies of the Bidding documents are available until the submission date at the same department for a non-refundable fee of \$20.00 per set or can be downloaded from the GMHA web-site at no cost. Funding is made available via GMHA General Funds.

All interested firms must register with the GMHA Materials Management Department to participate in the bid. Please register online at www.gmha.org and for assistance you may call (671) 647-2165. Registration is required to ensure that all Amendments or Notices are communicated to all bidders throughout the bid process. GMHA shall not be liable for failure to provide notice to any party that did not register contact information with GMHA.

For more information, please visit our public information page at www.gmha.org.

/s/ Lillian Perez-Posadas RN, MN
 Hospital Administrator/CEO

This advertisement was paid with GMHA Operational funds

GUAM WATERWORKS AUTHORITY

Gloria B. Nelson Public Service Building 688 Route 15 Mangilao, Guam 96913
 P.O. Box 3010, Hagåtña, Guam 9693
 Tel. No. (671) 300-6846/48 Fax No. (671) 648-3290

THIS AD IS PAID FOR BY GWA (PUBLIC LAW 26-12)

INVITATION FOR BID

The Guam Waterworks Authority invites sealed bids for **Network Switches** under GWA IFB NO. 2024-03. Bids will be accepted until **10:00 a.m. Chamorro Standard Time on April 10, 2024.**

The Guam Waterworks Authority also invites sealed bids for **Desktops, Laptops, Tablets and Accessories** under GWA IFB NO. 2024-15. Bids will be received until **3 p.m. Chamorro Standard Time on April 10, 2024.**

Bids will be received at the GWA Procurement Office, situated on the first floor of the Gloria B. Nelson Public Services Building in Mangilao. At these appointed times and location, all bids will be publicly opened and read aloud.

Each bid must be accompanied by a Bid/Performance Bond, amounting to fifteen percent (15%) of the total bid price. Acceptable bid securities include Bid/Performance Bonds, Surety Bonds, or certified/cashier's checks payable to the Guam Waterworks Authority.

A non-refundable fee of \$15.00 is required for each set of bidding documents, available for purchase at the GWA Procurement Office. Alternatively, bidders can access the bid package for download at www.guamwaterworks.org without charge. However, vendors are strongly encouraged to register via email at psbids@guamwaterworks.org or visit the GWA Procurement Office to ensure receipt of updated information, notices, or bid amendments.

GWA retains the right to amend, reject, or revise any or all proposals and to waive minor imperfections in the bid proposal in the best interest of the Guam Waterworks.

/s/ Miguel C. Bordallo, P.E.
 General Manager

CLASSIFIED ADVERTISING

ONLY \$14.00 A DAY/COLUMN INCH

Call us at 671.649.1924 or email sales@postguam.com Mon. - Fri. 8:00 am - 5:00 pm



SPEAKER THERESE M. TERLAJE

Committee on Health, Land, Justice & Culture
I Mina'trentai Siette na Liheslaturan Guahan

**NOTICE OF PUBLIC HEARING • MONDAY,
 MARCH 25, 2024**

Guam Congress Building, Public Hearing Room

AGENDA

2:00 PM:

- Informational Briefing on the Recruitment of Foster Parents.

The public is invited to provide oral testimony on the agenda item. Written testimony may be submitted to senatorterlajeguam@gmail.com or hand delivered to the Office of Speaker Therese M. Terlaje at the Guam Congress Building. In compliance with the Americans with Disabilities Act, individuals requiring special accommodations should contact the Office of Speaker Terlaje at (671) 472-3586 or senatorterlajeguam@gmail.com. All hearings broadcast on GTA TV Channel 21, Docomo Channel 117 and livestreamed on the Guam Legislature YouTube:

<https://www.youtube.com/c/GuamLegislatureMedia>.

This Ad was paid with Legislature Funds.
 Legislature Funds.



ISLAND-WIDE HOME DELIVERY
 Get the most local print content delivered to your doorstep daily.

Contact us at customerservice@postguam.com or call 671-649-1924

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, March 7, 2024, 3:00 p.m.
GIAA CONFERENCE ROOMS 1 & 2**

1. CALL TO ORDER AND ATTENDANCE

The March 7, 2024 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 Brian Bamba at 3:12 p.m. at the GIAA Terminal Conference Rooms 1 & 2, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:

Brian J. Bamba
Gurvinder S. Sobti
Donald I. Weakley
Doyon A. Morato
Rosie R. Tainatongo

Offices or positions:

Chairman
Vice Chairman
Board Secretary

Directors Absent:

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

GIAA Officials:

| | |
|-----------------------------|--------------------------------------|
| Artemio R. Hernandez, Ph.D. | Executive Manager, Acting |
| Dafne Mansapit-Shimizu | Comptroller |
| Jean M. Arriola | Airport Services Manager |
| Juan S.A. Reyes, A.C.E. | Air Terminal Manager |
| Raymond Quintanilla | Superintendent of Airport Operations |
| Raymond Mantanona | ARFF, Chief |
| Rolenda Faasuamalie | Airport Marketing Administrator |
| Audie Artero | Engineer Supervisor |
| Kathrina Bayson | Supply Management Administrator |
| Jenielle Meno | Buyer Supervisor |

| | |
|---------------|--------------------------------------|
| Anita Arriola | Arriola Law Firm, GIAA Legal Counsel |
|---------------|--------------------------------------|

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 Secretary Weakley, seconded by Director Tainatongo, the following

resolution was unanimously passed:

Resolution No. 24-20

The Board hereby approves the agenda of the March 7, 2024 regular meeting, as presented.

3. APPROVAL OF MINUTES

A. January 12, 2024 - Regular Meeting

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

Resolution No. 24-21

The Board hereby approves the minutes of the January 12, 2024 regular meeting, subject to corrections.

4. CORRESPONDENCE

Acting Executive Manager Hernandez advised there was no Correspondence to report.

5. OLD BUSINESS

Acting Executive Manager Hernandez advised there was no Old Business to present.

6. NEW BUSINESS

At this time Acting Executive Manager Hernandez recommended that New Business items A & B be tabled. The Board had no objection.

- A.** Approval of Award for Upgrade of Existing Taxiway Signs - IFB No. GIAA-C01-FY24 – *TABLED*
- B.** Approval of Draft Rules and Regulation for the Solicitation, Selection, and Award of Concession Contracts for Administrative Adjudication Law Process - *TABLED*
- C.** 2024 Air Service Development Incentives

Acting Executive Manager Hernandez presented the 2024 GIAA Air Service Development Incentive Program for Board consideration. The Manager advised the Board that the program objectives are to attract new entrant air carriers for passenger service to domestic and international routes and/or to expand or increase incumbent air carrier's passenger services to new or existing destinations all toward encouraging the growth of revenue enplaning passengers at GIAA. The Manager went on to provide brief background to the Board, stating that airports and communities use air service incentives in order to attract new air service, both for new entrant carriers to begin service at an airport, or to incumbent carriers at an airport to add new

routes. If an airport receives Airport Improvement Program (AIP) funding from the Federal Aviation Administration (FAA), the airport must comply with a series of grant assurances. In doing so, each airport is responsible for ensuring that its Air Carrier Incentive Program (ACIP) is consistent with these grant obligations, which govern the extent to which an airport sponsor can provide incentives to an air carrier in return for new air service at the airport. In 2010, the FAA published its ACIP Guidebook, which provided detailed guidance on the use of incentives for air carriers. December 7, 2023, the FAA released a final policy statement that provides guidance to airports on how to determine if its ACIP complies with federal grant obligations with changes and key provisions that may have expanded the opportunities for enhancing air service to the GIAA. The effective date of the FAA's new policy are for any carrier incentives for which contracts are signed after February 5, 2024. Acting Executive Manager Hernandez listed a number of changes, to include:

1. "New Service" Definition: FAA's policy allows airports to incentivize "a significant increase in capacity on pre-existing service to a specific airport destination." However, if an airport includes such incentives in its ACIP, the FAA provides that the incentives (a) are limited to one year, (b) may not discriminate based on whether the frequency addition is from a carrier that already serves the route, (c) cannot be the only type of incentive in the ACIP, and (d) should only apply to increased frequencies that result in a significant net increase in seat capacity to the specific airport destination.
2. "Seasonal Service" Definition: FAA's policy adds a new definition for "seasonal service"—defined as "[n]onstop service that is offered for less than 7 months of the calendar year"—and permits airports to provide incentives for seasonal service for 3 seasons, up to 3 years from the start of the service.
3. Upgauging Practices: FAA's policy allows incentives for upgauging to the extent that they "significantly increase capacity on a pre-existing route." However, if an airport includes such incentives in its ACIP, FAA provides that the incentives (a) are limited to one year, (b) cannot be the only incentive in the ACIP, and (c) should only apply to increase frequencies that result in a significant net increase in seat capacity to the specific airport destination.
4. Limited Budget for ACIP: FAA's policy allows airport sponsors of any size to limit incentives to one carrier in cases where the sponsor has a limited budget, provided that information regarding the ACIP, including the limited availability, is disclosed at least 30 days prior to signing a contract with a carrier.
5. ACIP Transparency: FAA's policy requires airport sponsors to provide notification of the existence of an ACIP and its terms and conditions at least 30 days in advance of signing an incentive agreement with a carrier. This includes publicly disclosing incentives offered; the program eligibility criteria; identification of the targeted and desired new service; and for incentives awarded, a periodic listing of all carriers benefitting from the ACIP, the incentives received, and identification of the incentivized service.

As seasonal service and upgauging practices are new FAA approved incentives, GIAA has incorporated these incentives into the current Air Service Development Incentive Program, last amended in 2017. Acting Executive Manager Hernandez presented the updated Air Service Development Incentive Program for the Board's information. The update will be posted on GIAA's website for reference. Management recommends approval of the update to GIAA's Air Service

Development Incentive Program, as presented. Brief discussion followed relative to program details.

After further discussion, on motion duly made by Secretary Weakley, seconded by Vice Chairman Sobti, the following resolution was unanimously passed:

Resolution No. 24-22

The Board hereby approves the update to the Air Service Development Incentive Program, as presented by Management.

D. Determination of Need for Certain GIAA Properties

The Manager informed the Board that Management seeks the Board of Directors' approval of the Determination of Need (DON) for exceptional term leases for the development of GIAA property for a two (2) year period (March 7, 2024-March 6, 2026). The Manager gave a brief background, stating Public Law 32-040 was enacted on June 11, 2013 and further amended by Public Law 34-099 on May 16, 2018. The laws concern 5 GCA § 5127 in the Procurement Law, which prohibits leases for a term in excess of five years, including extensions, unless a DON is adopted by the Board of Directors justifying a lease term in excess of five (5) years, called an exceptional term contract.

On September 28, 2015 the GIAA Board adopted a DON. Public Law 34-099 specifies that a DON is valid for two (2) years or until an exceptional term contract is executed to fill the stated need, whichever comes first. Since then, GIAA has not had any exceptional term leases, although having significant interest. Acting Executive Manager Hernandez provided the outline of the steps to be taken when soliciting an exceptional term contract to the Board, with the first step being the Board adopting the DON.

1. A Determination of Need ("DON") is adopted by the GIAA Board of Directors justifying the need for a commercial contract, lease, permit, or license with a term longer than five years, including extensions ("exceptional term contract"). A DON is valid for two years or until an exceptional term contract is executed to fill the stated need, whichever comes first.
2. The DON is provided to the Speaker.
3. A Notice of Solicitation is published at least once and at least seven days prior to the date for submissions. The Notice of Solicitation shall contain:
 - A statement that the solicitation is for an exceptional term contract, the term of the contract, and the date of the DON.
4. The solicitation process is carried out, including contract negotiations.
5. Following completion of the above steps, the exceptional term contract shall be transmitted to the Legislature "for approval or disapproval, in whole.
6. Legislative review and approval is as follows:
 - The Legislature shall take action to approve or disapprove the exceptional term contract within sixty (60) calendar days from the date of filing with the Speaker.

- The Legislative Committee having oversight over GIAA shall conduct a public hearing during the sixty (60)-day review period.
- A Committee Report must be prepared and submitted to the Legislature.
- The sixty (60) day period is tolled from the time that a public hearing is noticed until a Committee Report is completed.

7. The approval of the exceptional term contract shall be by enactment of law.

8. A public record must be maintained, to include the DON and any modification, amendment, exercise of option or renewal, or extension of the exceptional term contract.

The Manager went on to add that in order to attract any potential interest for substantial development, especially the development of raw land, business arrangements are generally accomplished under a stable and predictable lease of sufficient term (up to 30 to 50 years) with capital investments ranging from \$1 million to an excess of \$200 million. The Manager announced that these exceptional term leases do not just benefit the Authority and its stakeholders. There are substantial benefits to the island community and economy. Discussion followed.

After further discussion, on motion duly made by Director Morato, seconded by Secretary Weakley, the following resolution was unanimously passed:

Resolution No. 24-23

The Board hereby adopts the Determination of Need (DON) for exceptional term leases for the development of GIAA property for a two (2) year period (March 7, 2024 to March 6, 2026), as presented by Management.

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 Acting Executive Manager Hernandez. The report included brief updates on Airline activity, CIPs, Airport updates, Regulatory updates and other announcements.

8. REPORT OF THE COMPTROLLER

Ms. Dafne Mansapit Shimizu, Comptroller reported on the revenues and expenses of the Authority for the month ending **January 31, 2024**. Year-to-date Total Signatory Revenues are below Budgeted revenues by **14.9%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget. Year-to-date Total Concession Revenues are **1.4%** below budget while Passenger Facility Charges are below the budget estimate by **12.0%**. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **2.5%**. Year-to-date Total Operating Revenues actual of **\$21.5M** is **9.7%** below the budget estimate of **\$23.8M**. Year-to-date Total Operating Expenses are below budget by **27.9%**. Components of this line item include an **8.0%** decrease in Personnel Service, a **33.4%** decrease in Contractual Services, a **78.8%** decrease in Materials & Supplies and a **100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective

categories. The actual year-to-date Net Revenues from Operations of **\$7.5M** represents a **72.5%** increase over the year-to-date budgeted amount of **\$4.3M**. Finally, year-to-date results for Debt Service Coverage is at **2.08** versus the requirement of **1.25**.

Ms. Dafne Mansapit Shimizu provided an attachment to the Comptrollers report, identifying the history of enplaned signatory pax during FY2018 -FY2024, as of January 31, 2024, and went on to present the numbers for the Board's information.

9. EXECUTIVE SESSION

Upon written recommendation of Counsel, on motion duly made by Director Weakley, seconded by Vice Chairman Sobti, and unanimously approved, the Board recessed to convene into Executive Session at 4:31 p.m.

A. DFS Guam L.P. related litigation to which GIAA is or may be a party (5 GCA § 8111(c))

The Board convened into Executive Session at 4:37 p.m. with Calvo Jacob & Pangelinan, LLP to discuss DFS Guam L.P. related litigation to which GIAA is or may be a party (5 GCA § 8111(c)). Attending Executive Session were Directors Bamaba, Sobti, Weakley, Morato, Tainatongo, Acting Executive Manager Hernandez, and Legal Counsels, Eduardo Calvo, Janalynn Damian and Genevieve Rapadas. Also present was the Court reporter who will prepare a transcript of the Executive Session. Executive Session ended at 5:18 p.m.

- B. Office of Public Accountability Procurement Appeal Case Number OPA-PA-21-010 JMI Edison v. Guam International Airport Authority, and CV0095-22; Johndel International, Inc. dba JMI Edison vs. Office of Public Accountability, Guam International Airport Authority and Aircraft Service International, Inc. dba Menzies Aviation.**
- C. Office of Public Accountability Procurement Appeal Case Number OPA-PA-23-02 JMI Edison v. Guam International Airport Authority.**
- D. SP0035-22 In re GIAA Board of Directors, October 28, 2021 Executive Session Transcripts.**
- E. SP0114-22 In re GIAA Board of Directors, February 28, 2022 Executive Session Transcripts.**
- F. SP0132-23 In re GIAA Board of Directors, April 27, 2023 Executive Session Transcripts.**

The Board convened into Executive Session at 5:24 p.m. with Arriola Law Firm to discuss Executive Session items B to F. Attending Executive Session were Directors Bamba, Sobti, Weakley, Morato, Tainatongo, Acting Executive Manager Hernandez, and Legal Counsel, Anita Arriola. Also present was the Court reporter who will prepare a transcript of the Executive Session. Executive Session ended at 5:35 p.m.

Based on discussion during Executive Session, there was an item requiring Board action.

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

Resolution No. 24-24

The Board hereby authorizes GIAA Management to negotiate and resolve all cases relating to JMI-Menzies procurement matter, consistent with the discussions during Executive Session.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Chairman Bamba, seconded by Director Tainatongo; motion unanimously passed. The meeting was adjourned at 5:38 p.m.

Dated this _____, day of _____, 2024.

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-002-FY24

ENVIRONMENTAL CONSULTING SERVICES

March 26, 2024

Purpose

Board action is requested to approve the ranking results and conditional award for Request for Proposals (RFP) No. RFP-002-FY24, for the Environmental Consulting Services.

Background

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to conduct Environmental Consulting Services for the Antonio B. Won Pat International Airport, Guam ("GIAA") to ensure continued and maximum compliance and adherence with ongoing federal and local environmental requirements. The proposed scope of services includes but it not limited to the following; inspection and remediation services in accordance with GIAA's storm water management program, evaluation of existing oil/water separators, surface drainage and detention pond system, sampling and analyses of storm water in Underground Injection Control (UIC) wells, CERCLA and environmental compliance processes, emergency spill response, reporting, environmental compliance and other related services.

Procurement Background

The above referenced RFP was advertised in the local newspaper on February 27, March 5 and 12, 2024. The established deadline to submit proposals was March 19, 2024, at 4:00 p.m.

A total of nineteen (19) firms and/or individuals downloaded the RFP package and four (4) 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 four (4) offerors submitted the required documents and were determined to be responsive as outlined in the Guam Procurement Law and Regulations.

The Evaluation Committee appointed by the Executive Manager completed their evaluations of the proposal. As a result of the evaluations, it is determined that Offeror B met the standards of responsibility and responsiveness to perform the required services in accordance with the criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office.

Legal Review

Upon Board approval of the ranking results, subject to negotiation of fair and reasonable fees and terms of an agreement, the same will be forwarded to Legal Counsel for review and approval as to form.

Financial Review

The *Environmental Consulting Services* will be funded under Engineering O & M budget.

The term of the agreement is for a period of two (2) years with three (3) additional one (1) year options to renew at the sole discretion of GIAA, not to exceed a total term of five (5) years, subject to the availability of funding.

Recommendation

I recommend that the Board approve the ranking results and the contract award to Offeror B for Environmental Consulting Services subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.

If GIAA is unable to negotiate a contract with the best qualified offeror, the Executive Manager or designee may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations and the RFP.

March 22, 2024

MEMORANDUM

TO: JOHN M. QUINATA
Executive Manager

via: JEAN M. ARRIOLA
Airport Services Manager

FROM: SUPPLY MANAGEMENT ADMINISTRATOR

SUBJECT: Evaluation and Recommendation
RFP No. RFP-002-FY24, ENVIRONMENTAL CONSULTING SERVICES

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to conduct Environmental Consulting Services for the Antonio B. Won Pat International Airport, Guam ("GIAA") to ensure continued and maximum compliance and adherence with ongoing federal and local environmental requirements.

The advertisement for this RFP was published in a local newspaper on February 27, March 5 and 12, 2024. The deadline to submit proposals was on March 19, 2024 at 4:00 p.m.

A total of nineteen (19) firms and/or individuals downloaded the RFP package, and four (4) 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 four (4) offerors submitted the required documents and were determined to be responsive as outlined in the Guam Procurement Law and Regulations.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of Basic Information of the RFP, after receipt of the proposal, the GIAA Evaluation Committee conducted an independent evaluation based on the evaluation criteria set forth in the RFP.

The committee appointed by the Executive Manager to evaluate the proposal included the following individuals:

1. Raymond Quintanilla, Airport Operations Superintendent
2. Joseph Javellana, Program Coordinator IV
3. Antonio Laniog, Jr., Engineer III
4. Elpidio Antenor, Engineer III

The committee completed their evaluation, and the scores were tabulated as reflected on the attached summary worksheet. As a result of the tabulation, the proposals were ranked as follows:

1. Offeror B
2. Offeror A (tie)
3. Offeror D (tie)
4. Offeror C

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


Recommendation

Offeror B is deemed to have met the standards of responsibility and responsiveness as outlined in the Guam Procurement Law & Regulations. Therefore, it is recommended to approve the ranking results and the contract award to the best qualified offeror, **Offeror B** for the Environmental Consulting Services, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of two (2) years with three (3) additional one (1) year options to renew at the sole discretion of GIAA, not to exceed a total term of five (5) years, subject to the availability of funding.

If GIAA is unable to negotiate a contract with the best qualified offeror, the Executive Manager or designee may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations and the RFP.

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

APPROVED:


JOHN M. QUINATA
Executive Manager


KATHRINA O. BAYSON

Attachments

cc: Procurement File



Evaluation Score Tally Sheet

RFP NO. RFP-002-FY24

ENVIRONMENTAL CONSULTING SERVICES

| OFFEROR | Evaluator No. 1 | | Evaluator No. 2 | | Evaluator No. 3 | | Evaluator No. 4 | | Final Ranking |
|-----------|-----------------|------|-----------------|------|-----------------|------|-----------------|------|---------------|
| | Score | Rank | Score | Rank | Score | Rank | Score | Rank | |
| Offeror A | 39 | 4 | 80 | 2 | 84 | 3 | 95 | 2 | 2 |
| Offeror B | 85 | 1 | 86 | 1 | 95 | 1 | 96 | 1 | 1 |
| Offeror C | 65 | 2 | 67 | 4 | 83 | 4 | 79 | 4 | 4 |
| Offeror D | 50 | 3 | 74 | 3 | 88 | 2 | 91 | 3 | 2 |

Evaluators:

No. 1: Raymond Quintanilla, Airport Operations Superintendent

No. 2: Joseph Javellana, Program Coordinator IV

No. 3: Antonio Laniog, Jr. , Engineer III

No. 4: Elpidio Antenor, Engineer III



A.B. WON PAT INTERNATIONAL
AIRPORT GUAM

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 26, 2024

PASSENGER FLIGHT NETWORK: April 2024

| AIRLINE | ROUTE | FLIGHT # (Arriving/Departing) | ETA/ETD | OPERATING DAYS (ORIGINATING/DEPARTING GUAM) |
|-----------------|-------|----------------------------------|-------------|---|
| United Airlines | HNL | UA201/200 | 1815/0655 | Daily |
| | NRT | UA197/196 | 2145/1210 | Daily |
| | | UA827/828 | 1545/0700 | Daily//Tue, Thu, Sat, Sun |
| | | UA874/873 | 0105/1500 | Tue, Thu, Sat, Sun/Daily |
| | | UA865/UA864 | 1300/0100 | Daily |
| | | UA841/UA840 | 2240/1120 | Daily |
| | SPN | UA076/UA174 | 1035/0800 | Daily |
| | MNL | UA184/UA183 | 0410/1915 | Daily |
| | KIX | UA150/UA151 | 1540/0710 | Daily |
| | | UA178/UA177 | 0120+1/1650 | Tues, Thurs, Saturday |
| | FUK | UA166/UA165 | 1555/0655 | Daily |
| | NGO | UA136/UA137 | 1600/0725 | Daily |
| | | UA172/UA171 | 0125+1/1700 | Mon, Wed, Thurs, Sun |
| | ROR | UA158/UA157 | 0505+1/2345 | Mon, Wed, Thurs, Sun |
| | | UA192/UA193 | 0615+1/1855 | Tue, Fri |
| | TKK | UA132/UA133 | 1655+1/0920 | Wed, Sun |
| | | UA154/UA155 | 1815+1/0755 | Mon, Fri |
| | PNI | UA176/UA176 | 0340+1/2025 | Saturday |
| | Yap | UA186/UA185 | 0400+1/2335 | Tue and Sat |

| AIRLINE | ROUTE | FLIGHT # (Arriving/Departing) | ETA/ETD | OPERATING DAYS (ORIGINATING/DEPARTING GUAM) |
|---------------------|-------|----------------------------------|-----------|---|
| Jeju Airlines | ICN | 7C3101/3102 | 1605/1710 | Daily |
| | ICN | 7C3105/7C3106 | 0200/0305 | Daily |
| | PUS | 7C3132/7C3152 | 0230/0320 | Sun, Mon, Thu, Friday |
| Korean Air | ICN | KE421/KE422 | 1515/1650 | Daily |
| Jin Air | ICN | LJ913/L914 | 1505/1615 | Daily |
| | PUS | LJ929/LJ930 | 0200/0300 | Mon, Thu, Friday, Sunday |
| Japan Airlines | NRT | JL941/JL942 | 1415/1650 | Mon, Wed, Thur, Sat, Sun |
| Philippine Airlines | MNL | PR110/PR111 | 0335/0555 | Daily |
| T'Way Airlines | ICN | TW303/TW304 | 1400/1500 | Daily |
| Star Marianas | ROP | **3401/**4301 | | Mon, Tue, Wed, Thu, Fri |
| China Airlines | TPE | * | | * |
| Air Seoul | ICN | * | | * |
| Air Busan | PUS | * | | * |

* Continued Suspension

Air Service Changes: (Mar vs. Apr)

- Japan Airlines resumes NRT 5x weekly frequency for the month of April
- United Airlines 5th daily Narita flight comes into effect on March 31
- Jin Air decreases its PUS frequency from daily to 4x weekly
- Jeju suspends its PUS 4x weekly operation
- Jeju suspends its NRT daily operation

AIR SERVICE SNAPSHOT

In April 2024, GIAA will see a slight increase of 1% of seat capacity and 3.05% in the number of flights when compared to April of 2023.

| | FY 2023 | | | FY 2024 | | | % Percentage Change | | |
|----------|-----------------|------------------|-------------------|-----------------|------------------|------------------|---------------------|------------------|-------------------|
| | # of Flights | Seat Capacity | Enplane- ments | # of Flights | Seat Capacity | Enplanem ents | # of Flights | Seat Capacity | Enplane- ments |
| January | 625 | 105,854 | 87,146 | 816 | 148,616 | 101,439 | 31% | 40% | 14% |
| February | 525 | 94,167 | 79,104 | 712 | 129,083 | 93,224 | 36% | 37% | 15% |
| March | 695 | 112,091 | 73,858 | 696 | 127,338 | NA | 0.14% | 14% | NA |
| April | 622 | 115,790 | 79,104 | 641 | 117,135 | NA | 3.05% | 1% | NA |

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 26, 2024

AIR SERVICE DEVELOPMENT

United Airlines Haneda Launch Event

A Guam delegation headed by Lt. Governor Joshua Tenorio, along with GVB Chairman George Chiu, GVB President Carl T. C. Gutierrez, GIAA Chairman Brian Bamba and GIAA Executive Manager John M. Quinata, will be attending the official United Airlines announcement and reception of its new route from Haneda (HND) that will operate daily, year-round, commencing on May 1, 2024. This new route increases United's hub activity from Guam of more than 87 flights weekly to 14 destinations and adds to the 32 flights currently operating from Guam to Narita Tokyo. The new Haneda route is significant in Guam's history as the first direct connection to the heart of Tokyo city and greatly enhances Guam as a convenient and preferred destination, joining United's direct service from Haneda to Newark, New York, Washington D.C., Chicago, Los Angeles, and San Francisco.

United's hub operations on Guam currently provides direct services to Osaka, Fukuoka, Nagoya, the islands of the Federated States of Micronesia, the Commonwealth of Northern Mariana Islands, the Marshall Islands, and the Republic of Palau.

FEDERAL REGULATORY UPDATES

FAA Grant Award to Conduct Energy Efficiency Assessment

The FAA has awarded \$500k to conduct an energy efficiency assessment for the Main Terminal building to identify measures to improve usage and reduce costs. The grant is a 90/10 cost share between the FAA and GIAA

FAA Western Pacific Division and HNL ADO Visit

Mark McClardy, Director of FAA's Western Pacific Division and Carlos Salas, Assistant Manager out of the Honolulu Airport District Office, will be on island on March 29, 2024, to meet with the Governor and Airport Management on capital improvement projects, funding, compliance and other regulatory issues. They will also participate in the Groundbreaking ceremony for the \$41M Apron and Taxiway Rehabilitation project scheduled for 12:30pm that day.

TSA ADMINISTRATOR VISIT AND TOWNHALL MEETING

David Pekowski, TSA Administrator will be visiting Guam and conducting a town hall meeting on March 27, 2024. GIAA management will be meeting with Mr. Pekowski to discuss key issues of TSA Guam's Operations. A town hall meeting is scheduled for 1:00pm for TSA employees. Joining Mr. Pekowski will be TSA Cybersecurity Robert Beason, whose Cybersecurity Policy team recently completed its review of airport facilities and measures for cybersecurity resilience and effectiveness.

PROCUREMENT UPDATES

IFB Exterior Wall Painting/Repair of Main Terminal Building

| | |
|---|----------------------|
| Bid Announced: | March 15, 2024 |
| Deadline for Registry-Pre-Bid & Site Visit: | March 20, 2024 @ 9am |
| Pre-Bid conference & Site Visit: | March 22, 2024 @ 9am |
| Deadline for Receipt of Written Questions: | March 26, 2024 @ 5pm |

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 26, 2024

Bid Submission Deadline: April 9, 2024 @ 2pm
Bid Opening: April 9, 2024 @ 2:15pm

RFP Construction Management Services for Terminal Roof Replacement

RFP Announced: March 13, 2024
Deadline for Receipt of Written Questions: March 27, 2024 @ 5pm
Proposal Submission Deadline: April 16, 2024 @ 2pm

IFB Terminal Floor Replacement

Bid Announced: February 29, 2024
Pre-Bid Conference & Site Visit: March 08, 2024 @ 9am
Deadline for Receipt of Written Questions: March 12, 2024 @ 5pm
Second (2nd) Site Visit: March 28, 2024 @ 9am
Bid Submission Deadline: April 12, 2024 @ 2pm
Bid Opening: April 12, 2024 @ 2:15pm

ANNOUNCEMENTS

- ***Biba Mes Chamorro!*** In celebration of Chamorro Month, a GIAA committee spearheaded by Engineering and the Properties and Facilities, with representatives from all divisions has planned events in celebration of Chamorro food and culture. An afternoon ***"Merienda"*** was held on March 14, 2024, to share Chamorro treats with departing passengers. The annual ***"Fiesta"*** is scheduled for March 27, 2024 @ noon and will be celebrated with all our airlines and tenants. Please place in your calendars and ***"Maila' ta fan boka!"***
- A groundbreaking ceremony for the **\$41M Apron & Taxiway Rehabilitation** project will be held on Friday, March 29, 2024, at 12:30pm on the Apron area overlooking Route 10A. FAA officials Mark McClardy and Carlos Salas will participate in the event and will be meeting Governor Lou Leon Guerrero and key GIAA officials to discuss key funding and regulatory issues.
- **The 26th Micronesian Islands Forum** will be held from end of May through June 4, 2024. GIAA management is a key member of the Transportation Working Group and will be consolidating our mutual issues amongst the island airports for presentation on the final day. GIAA is also in the logistics planning committee, spearheading arrival protocols for the island leaders and participating delegates.
- Congratulations to **Deputy Executive Manager Artemio "Ricky" Hernandez** for achieving the **American Association of Airport Executives (AAAE) Certified Member (CM) designation** after a successful passing of the C.M Exam last week Friday! He is the only active Certified Member on Guam. The C.M. exam covers all facets of airport management including financial and administration, planning, engineering, and environmental, operations, security, communications, and community relations. He applied for and was awarded the competitive AAAE Professional Development Grant that covered airfare, hotel, and registration fees were covered for him to attend the AAAE Loretta Scott A.A.E. Certification/Accreditation Academy in Dallas, TX. Because he covered his own meals and incidentals, the entire trip was at no cost to the GIAA.

March 22, 2024

MEMORANDUM

To: Mr. Brian Bamba
Chairman
GIAA Board of Directors

From: Dafne Mansapit-Shimizu *[Signature]*
Comptroller

Subject: Operating Results – Revenues and Expenses as of February 29, 2024

Attached herewith is GIAA's Operating Results Report for the month ending February 29, 2024. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended February 29, 2024.

The key operating results for 5 month(s) of FY2024 ending February 29, 2024 – (in \$000's) are

| CATEGORY | Actual FY24 Current Month | YEAR-TO-DATE | | | FORECAST FOR FULL YEAR- FY24 | |
|--|------------------------------------|-------------------------|-------------------------|------------------------------------|---------------------------------|------------------------------------|
| | | Budget FY24 Y-T-D | Actual FY24 Y-T-D | % Variance Budget vs. Actual | Actual | % Variance Budget vs. Actual |
| | | | | Y-T-D Current Month | | |
| Total Signatory Revenues | \$ 2,830.6 | \$ 16,226.4 | \$ 13,902.0 | -14.3% | \$ 38,070.0 | -5.8% |
| Total Concession Revenues | \$ 950.3 | \$ 4,850.7 | \$ 4,779.3 | -1.5% | \$ 12,304.7 | -0.6% |
| Total PFC's | \$ 327.4 | \$ 1,966.8 | \$ 1,708.3 | -13.1% | \$ 4,697.2 | -5.2% |
| Total Other Revenues | \$ 1,196.8 | \$ 6,732.2 | \$ 6,555.4 | -2.6% | \$ 16,085.7 | -1.1% |
| Total Operating Revenues | \$ 5,305.1 | \$ 29,776.0 | \$ 26,945.0 | -9.5% | \$ 71,157.7 | -3.8% |
| Total Operating Expenses | \$ 4,067.0 | \$ 24,296.0 | \$ 18,168.8 | -25.2% | \$ 49,472.3 | -11.0% |
| Net Revenues from Operations | \$ 1,238.1 | \$ 5,480.0 | \$ 8,776.2 | 60.2% | \$ 21,685.4 | 17.9% |
| Non-Operating Expenses | \$ 307.0 | \$ 250.8 | \$ 1,754.8 | 599.6% | \$ 2,401.9 | 167.5% |
| Other Available Moneys/Other Sources of Funds | \$ 262.2 | \$ 1,401.1 | \$ 1,321.7 | -5.7% | \$ 3,283.2 | -2.4% |
| Net Debt Service Coverage | 1.35 | 1.39 | 1.82 | 30.5% | 1.99 | 9.8% |

Page 2 – Operating Results as of February 29, 2024

Year-to-date Total Signatory Revenues for the month ending February 29, 2024 are below Budgeted revenues by **14.3%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **1.5%** below budget while Passenger Facility Charges are below the budget estimate by **13.1%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **2.6%**.

Year-to-date Total Operating Revenues actual of **\$26.9M** is **9.5%** below the budget estimate of **\$29.8M**.

Year-to-date Total Operating Expenses are below budget by **25.2%**. Components of this line item include an **3.7%** decrease in Personnel Service, a **32.1%** decrease in Contractual Services, a **78.2%** decrease in Materials & Supplies and a **100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **\$8.8M** represents a **60.2%** increase over the year-to-date budgeted amount of **\$5.5M**.

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



A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

KEY OPERATING RESULTS (\$000's)

As of February 29, 2024

| | CURRENT MONTH | | | | Budget Full Year | YEAR - TO - DATE | | | | FULL YEAR FORECAST | |
|---|------------------|------------------|------------------|----------------------|---------------------|------------------|------------------|------------------|----------------------|--------------------|----------------------|
| | Actual FY2023 | Budget FY2024 | Actual FY2024 | %Var Bud Vs Act'l | | Actual FY2023 | Budget FY2024 | Actual FY2024 | %Var Bud Vs Act'l | Actual/Est | %Var Bud Vs Act'l |
| I. Signatory Airline Rents & Fees | | | | | | | | | | | |
| Terminal Bldg Rentals | 221.5 | 279.0 | 272.4 | -2.4% | 3,348.2 | 1,107.5 | 1,395.1 | 1,362.1 | -2.4% | 3,315.2 | -1.0% |
| Departure Fees | 412.4 | 745.3 | 612.5 | -17.8% | 9,275.2 | 2,028.7 | 3,681.0 | 2,959.8 | -19.6% | 8,554.0 | -7.8% |
| Arrival Fees | 293.0 | 563.5 | 439.7 | -22.0% | 6,954.1 | 1,441.8 | 2,762.7 | 2,172.1 | -21.4% | 6,363.4 | -8.5% |
| Immigration Inspection Fees | 117.6 | 221.9 | 177.2 | -20.1% | 2,731.0 | 560.2 | 1,085.9 | 854.7 | -21.3% | 2,499.8 | -8.5% |
| Common Use Departure Fees | 47.0 | 96.3 | 77.5 | -19.5% | 1,175.8 | 217.6 | 458.9 | 363.0 | -20.9% | 1,079.9 | -8.2% |
| Loading Bridge Use Fees | 239.4 | 357.3 | 347.4 | -2.8% | 4,757.3 | 1,276.3 | 1,915.3 | 1,741.6 | -9.1% | 4,583.6 | -3.7% |
| Landing Fees | 548.7 | 834.0 | 787.7 | -5.6% | 10,561.2 | 2,782.6 | 4,282.1 | 3,874.1 | -9.5% | 10,153.2 | -3.9% |
| Apron Use Fees | 79.5 | 125.7 | 116.2 | -7.5% | 1,591.7 | 398.0 | 645.4 | 574.6 | -11.0% | 1,520.9 | -4.4% |
| Total Signatory Revenue | 1,958.9 | 3,223.1 | 2,830.6 | -12.2% | 40,394.4 | 9,812.8 | 16,226.4 | 13,902.0 | -14.3% | 38,070.0 | -5.8% |
| Enplaned Signatory Pax | 72,726 | 113,392 | 93,224 | -17.8% | 1,411,083 | 343,717 | 560,011 | 450,509 | -19.6% | 1,301,582 | -7.8% |
| Cost per Enplaned Pax | \$26.94 | \$28.42 | \$30.36 | 6.8% | \$28.63 | \$28.55 | \$28.98 | \$30.86 | 6.5% | \$29.25 | 2.2% |
| Revenues from Sources other than Signatory Airlines Rents & Fees | | | | | | | | | | | |
| Concession Revenues | | | | | | | | | | | |
| Gen Mdse | 629.2 | 676.9 | 603.2 | -10.9% | 8,690.6 | 2,979.6 | 3,356.9 | 2,920.4 | -13.0% | 8,254.2 | -5.0% |
| In-flight Catering | 44.6 | 61.4 | 102.9 | 67.8% | 783.1 | 228.1 | 317.4 | 611.0 | 92.5% | 1,076.7 | 37.5% |
| Food & Beverage | 64.8 | 68.0 | 76.7 | 12.8% | 867.8 | 319.5 | 351.7 | 382.3 | 8.7% | 898.3 | 3.5% |
| Rental Cars | 98.6 | 134.3 | 145.4 | 8.2% | 1,714.3 | 492.5 | 694.9 | 732.4 | 5.4% | 1,751.9 | 2.2% |
| Other Concession Rev | 15.5 | 25.1 | 22.1 | -11.8% | 320.2 | 87.4 | 129.8 | 133.2 | 2.6% | 323.6 | 1.1% |
| Total Concession Revenues | 852.7 | 965.7 | 950.3 | -1.6% | 12,376.1 | 4,107.0 | 4,850.7 | 4,779.3 | -1.5% | 12,304.7 | -0.6% |
| Passenger Facility Charges | 248.5 | 398.2 | 327.4 | -17.8% | 4,955.7 | 1,341.0 | 1,966.8 | 1,708.3 | -13.1% | 4,697.2 | -5.2% |
| Other Revenue | 1,066.6 | 1,347.0 | 1,196.8 | -11.1% | 16,262.5 | 5,410.4 | 6,732.2 | 6,555.4 | -2.6% | 16,085.7 | -1.1% |
| Total Operating Revenue | 4,126.7 | 5,934.1 | 5,305.1 | -10.6% | 73,988.8 | 20,671.2 | 29,776.0 | 26,945.0 | -9.5% | 71,157.7 | -3.8% |
| II. Operating Expenses: | | | | | | | | | | | |
| Personnel Services | 1,600.1 | 1,949.3 | 2,195.3 | 12.6% | 25,341.2 | 8,834.4 | 9,746.6 | 9,389.5 | -3.7% | 24,984.1 | -1.4% |
| Contractual Services | 1,736.9 | 2,463.8 | 1,780.1 | -27.7% | 27,652.8 | 9,139.1 | 12,319.0 | 8,368.0 | -32.1% | 23,701.8 | -14.3% |
| Materials & Supplies | 70.0 | 376.9 | 91.6 | -75.7% | 2,605.6 | 254.9 | 1,884.3 | 411.2 | -78.2% | 1,132.6 | -56.5% |
| Equipment/Furnishings | 0.0 | 0.0 | 0.0 | 0.0% | 0.0 | 0.0 | 346.2 | 0.0 | -100.0% | -346.2 | 0.0% |
| Total Operating Expenses | 3,406.9 | 4,790.0 | 4,067.0 | -15.1% | 55,599.6 | 18,228.5 | 24,296.0 | 18,168.8 | -25.2% | 49,472.3 | -11.0% |
| Net income from Operations | 719.8 | 1,144.1 | 1,238.1 | 8.2% | 18,389.2 | 2,442.7 | 5,480.0 | 8,776.2 | 60.2% | 21,685.4 | 17.9% |

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
KEY OPERATING RESULTS (\$000's)
As of February 29, 2024

| | CURRENT MONTH | | | | Budget Full Year | YEAR - TO - DATE | | | | FULL YEAR FORECAST | |
|---|------------------|------------------|------------------|----------------------|---------------------|------------------|------------------|------------------|----------------------|--------------------|----------------------|
| | Actual FY2023 | Budget FY2024 | Actual FY2024 | %Var Bud Vs Act'l | | Actual FY2023 | Budget FY2024 | Actual FY2024 | %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) | 75.4 | 50.2 | 307.0 | 511.9% | 898.0 | 377.1 | 250.8 | 1,754.8 | 599.6% | 2,401.9 | 167.5% |
| Add: Interest on Investments | 68.2 | 51.5 | 135.8 | 163.6% | 618.3 | 307.3 | 257.6 | 646.1 | 150.8% | 1,006.8 | 62.8% |
| Net Revenues | 712.6 | 1,145.5 | 1,066.9 | -0.1 | 18,109.5 | 2,373.0 | 5,486.8 | 7,667.6 | 0.4 | 20,290.3 | 0.1 |
| Add: Other sources of Funds (Federal Reimb) | 50.4 | 33.3 | 15.3 | -54.1% | 400.0 | 128.3 | 166.7 | 87.3 | -47.6% | 320.6 | -19.8% |
| Add: Other available moneys | 168.2 | 246.9 | 246.9 | 0.0% | 2,962.6 | 841.1 | 1,234.4 | 1,234.4 | 0.0% | 2,962.6 | 0.0% |
| Net Revenues and Other Available Moneys | 931.2 | 1,425.7 | 1,329.1 | -6.8% | 21,472.1 | 3,342.4 | 6,887.9 | 8,989.3 | 30.5% | 23,573.5 | 9.8% |
| Debt Service payments | 672.9 | 987.5 | 987.5 | 0.0% | 11,850.6 | 3,364.3 | 4,937.7 | 4,937.7 | 0.0% | 11,850.6 | 0.0% |
| Debt Service Coverage | 1.38 | 1.44 | 1.35 | -6.8% | 1.81 | 0.99 | 1.39 | 1.82 | 30.5% | 1.99 | 9.8% |

Comptroller's Report Attachment #1

Enplaned Signatory Pax
FY2021 - FY2024
As of February 29, 2024

