



**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Wednesday, April 30, 2025, 3:00 p.m.
GIAA CONFERENCE ROOMS 1 & 2**

1. CALL TO ORDER AND ATTENDANCE

The April 30, 2025, 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 3:00 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
Doyon A. Morato
Jesse G. Garcia

Offices or positions:

Chairman
Vice Chairman
Board Secretary

GIAA Officials:

John M. Quinata
Artemio R. Hernandez, Ph.D.
Dafne Mansapit Shimizu
Raymond Quintanilla
Juan Reyes
Rolenda Faasuamalie
Kathrina Bayson
Tony Laniog
Joseph Javellana
Anthony Quidachay
Vincente Naputi

Executive Manager
Deputy Executive Manager
Comptroller
Airport Operations Superintendent
Airport Terminal Manager
Airport Marketing Administrator
Supply Management Administrator
Engineer III (Civil)
Property Management – PC IV
Safety Administrator
Chief of Airport Police

William Brennan
Phillip Torres
Frank Santos

Arriola Law Firm, GIAA Legal Counsel
Torres Law Group, Conflict 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 advised that there is an amendment to the agenda to table item 6A.

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

Resolution No. 25-32

The Board hereby amends the agenda as recommended, to table item 6A.

3. APPROVAL OF MINUTES

A. March 27, 2025 - Regular Meeting

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

Resolution No. 25-33

The Board hereby approves the minutes of the March 27, 2025, Regular Meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager (EM) Quinata advised there was no Correspondence to report.

5. OLD BUSINESS

EM Quinata advised there was no Old Business to be presented.

6. NEW BUSINESS

- A. Acceptance of FY24 Financial Audit Report - Tabled
- B. Ratification of procurement action for Rehabilitate Terminal Building – Fire Alarm/Suppression System – Design (RFP-003-FY25)

Board action is requested to approve certain Procurement action taken by management for Request for Proposals (RFP) No. RFP-002-FY25, for the Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design for the Antonio B. Won Pat International Airport, Guam's ("GIAA"). Deputy Executive Manager (DEM) Dr. Hernandez announced that Board action is requested to approve the award for this IFB and provided background information to the Board,

including a summary of the scope of services, contract term, dates that the IFB was published in the newspaper, bid submission deadline, and the number of interested bidders.

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to design and install a fully integrated fire alarm and suppression system. This system will enable monitoring, preventative maintenance, inspection, testing, and repair of all fire alarm and suppression devices across GIAA's properties. The project aims to modernize and upgrade a system that is over 25 years old and has deteriorated due to Guam's high salinity and harsh tropical climate conditions.

The RFP was publicly announced in a local newspaper on March 14, 31, and April 7, 2025. The deadline to submit proposals was April 14, 2025, at 4:00 p.m. A total of twelve (12) firms and/or individuals downloaded the RFP package, and three (3) 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 three (3) 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, Offeror C 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.

Upon Board approval of the procurement action by management, 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.

The Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design project will be funded under an FAA AIP grant, Federal Share is 90% and Sponsor Share 10%. The term of the agreement is for five (5) years, subject to the availability of funding.

Management recommends that the Board approve the procurement action by management and the contract award to Offeror C 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 unable to negotiate 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.

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

Resolution No. 25-34

The Board ratifies the procurement action by management and the contract award to Offeror C subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.

DEM Dr. Hernandez announced that Offeror 'C' is WM Engineering Services, LLC.

C. Ratification of procurement action for Expanded access to Airport Facilities for Individuals with Disabilities – Design (RFP-003-FY25)

Board action is requested to approve the procurement action by management for Request for Proposals (RFP) No. RFP-003-FY25, for the design of Expanded Access to Airport Facilities for Individuals with Disabilities at the Antonio B. Won Pat International Airport, Guam ("GIAA").

Deputy Executive Manager (DEM) Dr. Hernandez announced that Board action is requested to approve the award for this IFB and provided background information to the Board, including a summary of the scope of services, contract term, dates that the IFB was published in the newspaper, bid submission deadline, and the number of interested bidders.

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals for the design of Expanded Access to Airport Facilities for Individuals with Disabilities. This project aligns with the Americans with Disabilities Act (ADA) and Federal Aviation Administration (FAA) AC 150/5360-14A standards. It involves conducting a comprehensive study to identify areas within the GIAA main terminal for improvement, and then designing and implementing solutions accordingly. These solutions will include but not be limited to, enhancements to parking facilities, construction of covered curbside canopies for weather protection, installation of digital signage systems, improvement of accessibility signage, modifications to restroom facilities, and installation of Service Animal Relief Areas (SARA).

The RFP was publicly announced in a local newspaper on March 21, April 3 and 14, 2025. The deadline to submit proposals was April 21, 2025 at 4:00 p.m. A total of thirteen (13) firms and/or individuals downloaded the RFP package, and two (2) 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. Both 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.

Upon Board approval of the procurement action by management, 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.

The Expanded Access to Airport Facilities for Individuals with Disabilities - Design will be funded under an FAA AIP grant, Federal Share is 90% and Sponsor Share 10%. The term of the agreement is for five (5) years, subject to the availability of funding.

Management recommends that the Board approve the procurement action and the contract award to Offeror B 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.

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

Resolution No. 25-35

The Board hereby ratifies the procurement action by management and the contract award to Offeror B subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.

DEM Dr. Hernandez announced that Offeror 'B' is EMSPCO Engineering Consultants.

D. Approval of Ranking of Offerors for Legal Services (RFP-007-FY25)

Board action is requested to approve the ranking results for Request for Proposals (RFP) No. RFP-007-FY25, for Legal Services for and on behalf of the Antonio B. Won Pat International Airport, Guam ("GIAA").

Deputy Executive Manager (DEM) Dr. Hernandez announced that Board action is requested to approve the award for this IFB and provided background information to the Board, including the scope of services, contract term, dates that the IFB was published in the newspaper, bid submission deadline, and the number of interested bidders.

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to provide services in all legal activities and representations. The scope includes, but is not limited to, the following services: act as counsel to the GIAA; provide opinions, resolutions, and reports on various matters as requested, conduct legal research, provide representation in legislative and litigation matters, review contracts, leases, bid invitations and other documents, and provide special services as requested by the Board of Directors.

The RFP was publicly announced in a local newspaper on March 19, 25, and April 2, 2025. The deadline to submit proposals was April 9, 2025 at 4:00 p.m. A total of eight (8) firms and/or individuals downloaded the RFP package, and two (2) 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. Both 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 A 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.

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.

The Legal Services will be funded under the Administration O & M budget. The term of the agreement is for a period of one (1) year with one (1) additional one (1) year option to renew at the sole discretion of GIAA, not to exceed a total term of two (2) years, subject to the availability of funding.

Management recommends that the Board approve the ranking results and the contract award to Offeror A 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.

DEM Dr. Hernandez announced that Offeror 'A' is Arriola Law Firm.

Resolution No. 25-36

The Board hereby moves to ratify the procurement action by management and the contract award to Offeror A subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.

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 EM Quinata. The report included brief updates on the passenger flight network for May 2025, Air Service Snapshot, Airline and Air Service Development Updates, FAA Regulatory Updates, Facility and Infrastructure Updates, Legislative Updates, Procurement Updates, and GIAA Announcements.

EM Quinata praised those GIAA employees that participated in the FAA Aerodrome Certification Workshop, April 22-25, Crowne Plaza, Saipan. GIAA was well represented and received very positive feedback on several presentations delivered by Airport management at the Workshop. On Day 1, Executive Manager John Quinata delivered a comprehensive report on our operational status, capital projects completed, capital projects currently underway, future projects, and terminal recovery status from damage caused by Super typhoon Mawar. On Day 4, Deputy Executive Manager presented on air service development incentives and provided the Guam case study of 4 participants under the program. Also presenting that day were Operations Superintendent Raymond Quintanilla who presented on the FAR Part 139 Self Inspection Program and the Air Terminal Manager Juan Reyes, who presented on emergency response to natural disasters.

Also, discussed was the progress and future plans for GIAA's energy infrastructure. Vice Chairman Sobti asked about the Microgrid and in response, Chairman Bamba explained that a feasibility study is being conducted to assess the entire needs of the airport. He also mentioned that many airports have implemented the Microgrid for operational expense savings and redundancy. The feasibility study being conducted aims to evaluate the airport's energy needs and the potential benefits of a Microgrid. Chairman Bamba gave examples of JFK and DFW that implemented this and during disruptions, outages, or natural disasters they are still able to operate independently. This study aims to ensure that the airport can operate independently during emergencies, aligning with ongoing projects such as hardening the roof for solar panels and installation. When GPA goes off the grid GIAA's intent is to be able to continue to operate and not have to use generators.

EM Quinata also mentioned that proactive efforts are being done and is currently ongoing by the Air Terminal Manager (ATM) Juan Reyes in maintaining and improving the passenger experience at the airport whether it be departing or arriving. ATM has been actively addressing issues identified during weekly walkthroughs, ensuring that improvements are not just a onetime fix but are continuously implemented. This approach is part of the broader strategy for tourism recovery and improvement.

8. REPORT OF THE COMPTROLLER

Ms. Dafne Mansapit Shimizu, Comptroller reported on the operating results – revenues and

expenses as of March 31, 2025.

Attached herewith is GIAA's Operating Results Report for the month ending March 31, 2025. This report summarizes the Budgeted versus. Actual Revenues and Expenses for the month and year-to-date results ended March 31, 2025. (Table included in the packet)

Year-to-date Total Signatory Revenues for the month ending March 21, 2025 are below Budgeted revenues by 13.6%. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are 24.7% below budget while Passenger Facility Charges are below the budget estimate by 15.4%.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by 12.0%.

Year-to-date Total Operating Revenues actual of \$32.5M is 15.2% below the budget estimate of \$38.3M.

Year-to-date Total Operating Expenses are below budget by 10.2%. Components of this line item include a 5.4% decrease in Personnel Service, a 12.0% decrease in Contractual Services, a 50.0% 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 \$7.4M represents a 28.8% decrease over the year-to-date budgeted amount of \$10.4M.

Finally, our year-to-date results for Debt Service Coverage is at 1.19 versus the requirement of 1.25

Comptroller also mentioned that GIAA management has actively engaged with division heads on the FY2026 budget and cost containment measures, with significant progress in power consumption reduction. The power bills have dropped from February 2024 to February 2025 and also in March 2024 to March 2025. The net debt service coverage is above the required 1.25, at 1.19, but not including the impact of the defeasance, which will positively affect this metric starting in May.

EM Quinata mentioned in regards to the comptroller's report, now when we see different escalators and walkalators off, this is one of the way GIAA is cost cutting in order to meet the demand and it really shows in the numbers the Comptroller reported. All the little things being done here and there is really making an impact.

9. EXECUTIVE SESSION

Chairman Bamba advised that there was no Executive Session on the agenda.

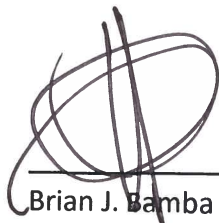
10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

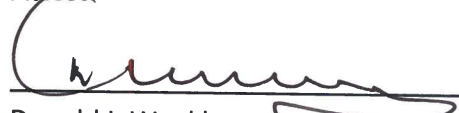
Motion to adjourn duly made by Chairman Bamba, seconded by Director Garcia; motion unanimously passed. The meeting was adjourned at 4:10 p.m.

Dated this 3rd day of June 2025.



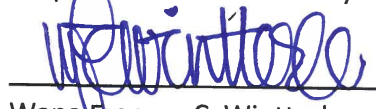
Brian J. Bamba
Chairman

Attest:



Donald I. Weakley
Board Secretary

Prepared and Submitted by:



Wana Frances C. Wintterle
Corresponding Secretary



BOARD OF DIRECTORS REGULAR MEETING

3:00 p.m., Wednesday, April 30, 2025

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 – April 23, 2025
Notice to Media – April 23, 2025

Second Notice:

The Guam Daily Post – April 28, 2025
Notice to Media – April 28, 2025

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. March 27, 2025, Regular Meeting
4. Correspondence – None
5. Old Business – None
6. New Business
 - A. Acceptance of FY24 Financial Audit Report
 - B. Ratification of procurement action for Rehabilitate Terminal Building – Fire Alarm/Suppression System – Design (RFP-002-FY25)
 - C. Ratification of procurement action for Expanded Access to Airport Facilities for Individuals with Disabilities – Design (RFP-003-FY25)
 - D. Approval of Ranking of Offerors for Legal Services (RFP-007-FY25)
7. Report of Executive Manager
 - A. Airport Updates
 - B. Announcements
8. Report of Comptroller
9. Executive Session – None
10. Public Comments
11. Adjournment

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

Board of Directors Regular Meeting

3:00 p.m., Wednesday, April 30, 2025

GIAA Terminal Conference Rooms 1 & 2

SIGN-IN SHEET

	<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1.	Jenille Mero	GIAA
2.	Kathrina Bayson	GIAA
3.	Tommy Lualaba	GIAA
4.	R. Faaschamuel	GIAA Mhly
5.	Anthony Quidschay	GVA A
6.	VINCE NAPUTI	APD
7.	Phil. TORRES	TLG
8.	David Castro	POST
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PUBLIC NOTICE

For: Regular Board Meeting Date: Friday, April 25, 2025

Time: 11:00 a.m. Place: GGRF Conference Room

Zoom Meeting Link:

<https://us06web.zoom.us/j/89553272944?pwd=VyYXVGDVlJhmEVbI0xk7duKyWxlaU.1>

YouTube Channel:

https://www.youtube.com/channel/UCGdR3yXRE32TB_K9d4J73UQ

DEFINED CONTRIBUTION I. Call to Order; II. Review and Approval of Board Minutes: A. 3/18/2025 Regular Meeting; III. Correspondence: A. None; IV. Director's Report; V. Third Party Administrator's Report; A. Contribution Report- March 2025; VI. Standing Committee Reports: A. Investment Committee - 1. Action on Fund Manager(s) - Searches; 2. Action on Fund Manager(s) - Watch; B. Members and Benefits Committee; VII. Old Business: A. None; VIII. New Business: A. None; IX. Open Discussion / General Public Input; X. Announcements; XI. Adjournment

DEFINED BENEFIT I. Call to Order; II. Review and Approval of Board Minutes: A. 3/18/2025 Regular Meeting; III. Correspondence: A. None; IV. Director's Report; V. Legal Counsel's Report: A. None; VI. Treasurer's Report of Financial Status; VII. Standing Committee Reports: A. Investment Committee - 1. Action on Fund Manager(s) - Searches; 2. Action on Fund Manager(s) - Watch; B. Members and Benefits Committee - 1. Approval of Retirement Benefits; VIII. Travel Reports: A. Pension Bridge The Annual Conference, 3/24-26/2025, Half Moon Bay, California - 1. Antolina S. Leon Guerrero, Chair; B. 2025 Wilshire Client Conference, 4/8-9/2025, Palm Springs, California - 1. Artemio R.A. Hernandez, Treasurer; 2. George A. Santos, Vice-Chair; IX. Old Business: A. None; X. New Business; XI. Open Discussion / General Public Input; XII. Announcements; XIII. Adjournment

For individuals requiring special accommodations, please contact 475-8900/01.

/s/ Paula M. Blas, Director

This ad is paid with government funds by GGRF.

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2009 TOYOTA PRE RUNNER PICKUP
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Friday, April 25, 2025

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IN THE SUPERIOR COURT OF GUAM
IN THE MATTER OF THE ESTATE
OF
SUNG YOUNG LEE,
Deceased.

PROBATE CASE NO. PRO036-25
NOTICE OF HEARING ON PETITION FOR
LETTERS OF ADMINISTRATION

NOTICE IS HEREBY GIVEN that MARK WILLIAMS has filed herein a petition for letters of administration for the above-named decedent and for issuance of letters of administration thereon to petitioner, reference to which is made for further particulars, and that the time and place of hearing the same has been set for APR. 30, 2025 at 9:30 a.m. in the courtroom of said court, at 120 West O'Brien Drive, Hagatna, Guam.

Dated this 4th day of March, 2025.

JANICE M. CAMACHO-PEREZ, Esq.
Clerk of Court, Superior Court of Guam
By: /s/ Pauline I. Untalan
Chamber/Courtroom Clerk

You may appear in person at the Courtroom of Judge Dana A. Gutierrez, 120 W. O'Brien Drive, Hagatna, GU or you may participate via Zoom by logging onto https://guam_courts.org.zoom.us and enter the Meeting ID: 839 7874 0380 and Passcode: 189701. For technical assistance, please call (671) 475-3207 five (5) minutes prior the designated hearing time.

Proposed Issuance of Underground Injection Control System Operating Permits for Carl Rose, Inc.

Public Review and Comment Period: April 24, 2025 - May 26, 2025

The Guam Environmental Protection Agency (Guam EPA) runs the Underground Injection Control (UIC) Program, as mandated by the Safe Drinking Water Act, and approved by U.S. EPA.

The Agency regulates all applicable activities as set forth in the Guam's UIC Regulations. The UIC Program requires operating permits for all existing injection wells/systems. This includes wells built prior to the approval of the regulations are still in operation, and wells/ systems constructed after the effective date of the regulations.

Guam EPA has received renewal applications from Carl Rose, Inc., for three injection systems located at Carl Rose Tumon Plaza, San Vitores Road, Tumon. The two-storey building has retail stores, restaurants, offices, and subsurface drainage systems at parking areas.

On the basis of a preliminary UIC requirement review, the Administrator has proposed issuing UIC permits to allow discharges of stormwater runoff into the injection systems.

The discharges contain stormwater runoff only. No industrial discharges or any discharges are allowed into the systems.

The permits for these applications will require:

- 1 - Only stormwater runoff to be discharged into the injection systems
- 2 - Semi-annual monitoring of water quality for MBAS, Oil and Grease, N03-N, Endrin, Lindane, Toxaphene, 2, 4-D, 2, 4, 5-TP Silvex, Heptachlor, Methoxychlor, Lead, Benzene, Ethylbenzene, Xylene, Toluene, MTBE, Boron, COD, and pH;
- 3 - Assurance regarding repairs, replacement, or abandonment of the wells/systems in the event of failure;
- 4 - A laboratory analysis report of runoff water taken from the designated sampling point of the systems; and
- 5 - Compliance with other UIC requirements.

A copy of the Draft Permits and Permit Applications for the above applicant and all other supporting document are available for public inspection from 8 a.m. until 5 p.m. Monday through Friday at the Water Resources Management Program Section of the Water Division, Guam Environmental Protection Agency, located at 17-3304 Mariner Ave., Tiyan, Barrigada 96913.

For more information, contact Ms. Susan Marquez, at (671) 588-4778 or (671) 588-4751.

Written comments on the draft permits may be hand delivered or mailed to the address below. Comments must be received by Guam EPA no later than 5 p.m., MONDAY, MAY 26, 2025. No fax submittals will be accepted.

Administrator
Guam Environmental Protection Agency
17-3304 Mariner Avenue
Barrigada, Guam 96913

If there are no appeals, the Draft Permits becomes final. Operation of the injection/well systems identified by the applicant may proceed subject to the conditions of the permits and other applicable legal requirements.

The final decision to set conditions and issue the final permits or deny application for the permits will be decided after all comments have been considered. If no comments are received within the 30-day waiting period, the final permits shall be issued immediately after the commenting period closes.

Please bring this information to the attention of all persons who may be interested in this matter.

/s/ MICHELLE C.R. LASTIMOZA - Administrator



BOARD OF DIRECTORS REGULAR MEETING

Wednesday, April 30, 2025 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>

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7. Report of Executive Manager
A. Airport Updates
B. Announcements
8. Report of Comptroller
9. Executive Session - None
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.



PUBLIC ANNOUNCEMENT
Northern & Southern Soil and Water Conservation Districts

Guam Local Work Group
Wednesday, April 30, 2025, 2:00 PM
Tasi Room, Crowne Plaza Resort

AGENDA

- I. Opening Comments, Introductions, Objectives, & Agenda Review
- II. Overview of Local Work Group Formation & Role
- III. Natural Resource Conservation Priorities & Potential Projects
- IV. Programs and Resources to Address Resource Conservation Priorities
- V. High Priority Geographic Areas
- VI. Identify Local Work Group Initiatives
- VII. Next Steps & Closing Comments & Adjourn

Pursuant to 7 CFR Part 610 Subpart C, the purpose of the Guam Local Work Group (LWG) is to identify natural resource conservation issues, prioritize conservation needs, and propose potential projects and practices that address these issues. The LWG serves as an advisory body to the USDA Natural Resources Conservation Service (NRCS), ensuring that local conservation programs effectively address the unique challenges of the area. The LWG consists of federal and state agencies, Guam's Northern and Southern SWCDs, partners, private landowners, and agricultural producers, fostering collaboration to enhance conservation efforts.

The public can view the event via live stream on the SGSWCD's YouTube page. For special accommodations, more information, or to provide input, please email ngswcd.northernguam@gmail.com, southernguamswcd@gmail.com or contact our District Office at 671-735-2014.

This advertisement is funded by the Northern and Southern Soil and Water Conservation Districts.
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BOARD OF DIRECTORS REGULAR MEETING

Wednesday, April 30, 2025 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 27, 2025, Regular Meeting
4. Correspondence - None
5. Old Business - None
6. New Business
 - A. Acceptance of FY24 Financial Audit Report
 - B. Ratification of procurement action for Rehabilitate Terminal Building - Fire Alarm/Suppression System - Design (RFP-002-FY25)
 - C. Ratification of procurement action for Expanded Access to Airport Facilities for Individuals with Disabilities - Design (RFP-003-FY25)
 - D. Approval of Ranking of Offerors for Legal Services (RFP-007-FY25)
7. Report of Executive Manager
 - A. Airport Updates
 - B. Announcements
8. Report of Comptroller
9. Executive Session - None
10. Public Comments
11. Adjournment

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APPLY NOW!!

68 - CEMENT MASON with one year experience

\$15.66 per hour*

Duties: Smooth and finish surfaces of poured concrete such as floors, walks, sidewalks or curbs using a variety of hand and power tools. Align forms for sidewalks, curbs or gutters; patch voids; and use saws to cut expansion joints. Lay concrete blocks and mixes cement using shovel or cement mixing machine. May mix, apply and spread plaster, concrete, mortar, cement, mastic, glue or other adhesive to form a bed for the tiles. May lay tiles. May apply coats of plaster to walls, ceilings or partitions of building using hand and power tools, including floats, trowels, and screeds. Study specifications in blueprints, sketches or building plans to prepare project layout and determine dimensions and materials required.

69 - CARPENTER with one year experience

\$15.58 per hour*

Construct, erect, install, and repair structures and fixtures made of wood, such as concrete forms or chutes for pouring concrete. Study specifications in blueprints, sketches or building plans to prepare project layout and determine dimensions and materials required. Measure and mark cutting lines on materials, using ruler, pencil, chalk, and marking gauge. Shape or cut materials to specified measurements, using hand tools, machines or power saws. Verifies trueness of structure, using plumb bob and level. Uses ladders and scaffolds to perform duties above ground level.

31 - REINFORCING METAL WORKER with one year experience

\$16.98 per hour.*

Position and secure steel rods in concrete forms to reinforce concrete. Determine sizes, shapes and locations of reinforcing rods from blueprints, sketches, or oral instructions to prepare project layout and determine materials required. Cut rods to required lengths and select and place rods in forms spacing and fastening them together using wire and pliers.

***Special Wage Rate:** Work to be performed on DPRI-funded projects and projects covered by Davis Bacon, Service Contracts Act, and/or Executive Order 14206 will be paid no less than the indicated wage rate but may be paid more where special rates apply.

For work performed on Service Contract Act projects, additional benefits of Health and Welfare benefits of \$4.80 per hour up to 40 hours per week; 2 weeks paid vacation after 1 year of service and 11 paid holidays per year.

Benefits: Free roundtrip airfare for off-island hire; Lodging @ \$113.88 per week; Local transportation from employer's designated lodging facility to/from jobsite; Employer/Employee paid Medical Insurance.

Successful applicant must be able to obtain military base access and are required to take and pass a substance abuse test after hire.

The job offer meets all EEO requirements and initiates a temporary placement. The recruitment associated with this job offer is closely monitored by the Department of Labor. Qualified, available and willing U.S. workers are highly encouraged to apply. Should you qualify for the job and are not hired, you may appeal with the Department of Labor who will independently review the matter.

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**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Wednesday March 27, 2025, 3:00 p.m.
GIAA CONFERENCE ROOMS 1 & 2**

1. CALL TO ORDER AND ATTENDANCE

The March 27, 2025, 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 3:04 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
Rosie R. Tainatongo
Doyon A. Morato
Jesse G. Garcia

Offices or positions:

Chairman
Vice Chairman
Board Secretary

Directors Absent:

Lucy M. Alcorn

GIAA Officials:

John M. Quinata
Artemio R. Hernandez, Ph.D.
Dafne Mansapit Shimizu
Jean M. Arriola
Raymond Quintanilla
Rolenda Faasuumalie
Kathrina Bayson
Tony Laniog
Peter Torres
Joseph Javellana
Anthony Quidachay
Daniel Stone

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Airport Operations Superintendent
Airport Marketing Administrator
Supply Management Administrator
Engineer III (Civil)
Building Maintenance Supervisor
Property Management – PC IV
Safety Administrator
Assistant Fire Chief (Airfield)

William Brennan
Frank 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

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

Resolution No. 25-27

The Board hereby approves the agenda of the March 27, 2025, regular meeting, as presented.

3. APPROVAL OF MINUTES

A. February 26, 2025 - Regular Meeting

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

Resolution No. 25-28

The Board hereby approves the minutes of the February 26, 2025, Regular Meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager (EM) Quinata advised there was no Correspondence to report.

5. OLD BUSINESS

EM Quinata advised there was no Old Business to be presented.

6. NEW BUSINESS

A. Approval of Ranking Offerors for Creative Design, Production, and Passenger and Customer Service Programs – RFP No. RFP-005-FY25

The first item requiring Board action was the approval of Ranking for Creative Design. Production, and Passenger and Customer Service Programs. Deputy Executive Manager (DEM) Dr. Hernandez explained that GIAA requires that services of one or more professional firms or individuals to provide services to include, but not limited to creative design, production and passenger and customer service programs to contribute to the objectives of GIAA's marketing activities. DEM Dr. Hernandez requested that the Board approve the ranking results and conditional award for this RFP, and he also provided background information to the Board on, including the anticipated scope of services to be provided by the selected offeror(s), other tasks, dates that the RFP was published, the proposal submission deadline, and the number of interested proposers.

The proposals were reviewed to determine responsiveness, that is, whether or not the offeror submitted all documents required by the RFP. Both 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 proposals. As a result of the evaluations, Offeror A and 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.

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. The Creative Design, Production, and Passenger and Customer Service Programs will be funded under the Administration O & M budget. The term of the agreement is for a period of three (3) years with two (2) 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 awards to Offeror A and B subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA. Offeror A and B are 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 awards to Offerors A and B, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of three (3) years with two (2) additional up to 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.

DEM Dr. Hernandez announced that Offeror 'A' is Big Fish Creative Inc. and Offeror 'B' is Glimpses of Guam.

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

Resolution No. 25-29

The Board hereby approves the ranking results and the contract awards to Offeror A and B subject to negotiation of fair and reasonable fees to be submitted at a time and in a format determined by GIAA.

- B. Rehabilitate Runway 6L/24R, PH2- Contract Modification and Grant Amendment –Grant No. AIP 110

Board action is requested to approve Contract Modification No. 2 in the amount of \$408,726.65 for Rehabilitate Runaway 6L/24R, PH2 Grant No. AIP 110.

Mr. Frank Santos TMG, GIAA Consultant, gave a brief summary on this contract modification. Change Order No.: 002 in connection with Contract No. GIAA-FY22-01 (C), a construction contract between

Ian Corporation (hereinafter referred to as "Contractor") and Antonio B. Won Pat International Airport Authority, Guam, (hereinafter referred to as "Authority"), dated November 24, 2021, to provide construction services for the Rehabilitate Runway 6L-24R, Phase 2 project, and Change Order No. 001, dated September 15, 2023. The following change order ("Change Order 2") is made in accordance with Section 16.2 of the General Provisions:

A. Description and Cost of Change Order No. 002

The Change Order consists of the following items:

ITEM 1: CONTRACT TIME OF PERFORMANCE

Change Order No. 001 amended Contract No. GIAA-FY22-01 Article II to increase the time of performance from 210 calendar days to 390 calendar days, an addition of 180 calendar days. There is no further revision under this change order.

Total Previous Contract Time:	210 Calendar Days
Total Amended Contract Time:	390 Calendar Days

ITEM 2: BALANCE OF QUANTITIES

There is no change in the balance of quantities reconciled under Change Order No. 001 in the deductive amount of \$134,743.31

ITEM 3: APPROVED TIME EXTENSION

Of the 180 days of contract time extension, 113 calendar days are excused resulting in a credit amount of \$408,726.65 for Construction Management expense.

Total Cost for Change Order 002:	\$408,726.65
Total Amended Contract Time under Change Order 001:	390 Calendar Days

B. Modification to the Contract:

1. Original Contract Amount:	\$4,573,564.35
2. Change Order No. 001 Deducted Amount:	(\$785,812.31)
3. Change Order No. 002 Credited Amount:	\$408,726.65
4. Revised Contract Amount:	\$4,196,478.69
5. Total Previous Payment (PPR 01 - PPR 03):	(\$1,647,602.39)
6. Total Contract Amount Due:	\$2,548,876.30
7. Previous Contract Completion Date:	September 11, 2022
8. Previous Contract Time:	210 Calendar Days
9. Change Order No. 001 Amended Contract Time:	390 Calendar Days
10. Amended Contract Completion Date:	March 10, 2023

B. Justification for Change Order No. 002

The time extension approved in Change Order No.001 was for 180 calendar days. The contractor disputed the deductive amount of \$651,069 which represented the Construction Management expense of \$3,617.05 per day for the 180 days of unexcused delays. A legal review of the bid and contract documents was performed by both parties. A provision in the bid documents noted that the Notice to Proceed (NTP) could not be issued until an approved building permit was secured. The

NTP date was the baseline for the contractor's time of performance. In order to facilitate a mutually acceptable resolution of the dispute, the contractor agreed to 113 days of an excused time extension which is equivalent to \$408,726.65.

The Authority has submitted a request to the FAA to amend the grant agreement for the grant overrun. This will be paid to the contractor when the FAA letter of amendment is issued no later than the end of July 2025.

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

Resolution No. 25-30

The Board hereby approves contract Modification No. 002 (Change Order 2) in the amount of \$408,726.65 for Rehabilitate Runway 6L/24R, PH2 Grant No. AIP 110 as presented by Management.

C. Performance Review – Executive Manager (January 1, 2024, to December 31, 2024)

Pursuant to Guam Code Annotated, GCA 5, Chapter 43, Section 43202, Performance Review of Agency Heads, the GIAA Board of Directors have submitted performance reviews covering the last 12 months for Executive Manager John M. Quinata. Director evaluations were tabulated and the results are as follows.

For accomplishments in the fields of finance, airport facilities enhancement and capital improvement projects, passenger service enhancements, safety, and security compliance and improvements, regulatory compliance, and air service development, the GIAA Board of Directors unanimously commends John M. Quinata, Executive Manager, for his excellent performance from January 1, 2024, to December 31, 2024 and looks forward to more accomplishments throughout the next year.

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

Resolution No. 25-31

The Board hereby approves the Executive Manager's performance evaluation as presented.

7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by EM Quinata. The report included brief updates on the passenger flight network for April 2025, Air Service Snapshot, Upcoming Air Services which are UA TPE Inaugural Flight and UA IWO Jima Charter, Federal Regulatory Updates, Facility and Infrastructure, Legislative Updates, Procurement Updates, and GIAA Announcements.

8. REPORT OF THE COMPTROLLER

Ms. Dafne Mansapit Shimizu, Comptroller reported on the operating results – revenues and expenses as of February 28, 2025, also, the enplaned signatory pax FY2021 – FY2025 (As of February 2025).

Attached herewith is GIAA's Operating Results Report for the month ending February 28, 2025. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended February 28, 2025. The key operating results for 5 month(s) of FY2025 ending February 28, 2025 - (in \$000's).

Year-to-date Total Signatory Revenues for the month ending February 28, 2025, are below Budgeted revenues by **13.4%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget. Year-to-date Total Concession Revenues are **24.2%** below budget while Passenger Facility Charges are below the budget estimate by **15.3%**. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **9.8%**. Year-to-date Total Operating Revenues actual of **\$26.5M** is **14.6%** below the budget estimate of **\$31.4M**. Year-to-date Total Operating Expenses are below budget by **10.7%**. Components of this line item include a **6.5%** decrease in Personnel Service, a **12.5%** decrease in Contractual Services, a **45.7%** 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 **\$5.9M** represents a **25.8%** decrease over the year-to-date budgeted amount of **\$8.0M**. Finally, our year-to-date results for Debt Service Coverage is at 1.16 versus the requirement of **1.25**.

9. EXECUTIVE SESSION

Chairman Bamba advised that there was no Executive Session on the agenda.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Chairman Bamba, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 3:57 p.m.

Dated this 30th day of April 2025.

Attest:

Brian J. Bamba

Chairman

Prepared and Submitted By:

Donald I. Weakley

Board Secretary

Wana Frances C. Wintterle

Corresponding Secretary



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

EXECUTIVE SUMMARY

REQUEST FOR PROPOSALS (RFP) NO. RFP-002-FY25

**REHABILITATE TERMINAL BUILDING – FIRE ALARM/
SUPPRESSION SYSTEM - DESIGN**

April 30, 2025

Purpose

Board action is requested to approve certain Procurement action taken by management for Request for Proposals (RFP) No. RFP-002-FY25, for the Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design for the Antonio B. Won Pat International Airport, Guam's ("GIAA").

Background

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to design and install a fully integrated fire alarm and suppression system. This system will enable monitoring, preventative maintenance, inspection, testing, and repair of all fire alarm and suppression devices across GIAA's properties. The project aims to modernize and upgrade an early warning system that is over 25 years old and has deteriorated due to Guam's high salinity and harsh tropical climate conditions.

Procurement Background

The RFP was publicly announced in a local newspaper on March 14, 31, and April 7, 2025. The deadline to submit proposals was April 14, 2025, at 4:00 p.m.

A total of twelve (12) firms and/or individuals downloaded the RFP package, and three (3) 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 three (3) 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 C** 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.

Executive Summary

RFP No. RFP-002-FY25

Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design

Page 2 of 2

Legal Review

Upon Board approval of the procurement action by management, 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 *Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design* project will be funded under an FAA AIP grant, Federal Share is 90% and Sponsor Share 10%.

The term of the agreement is for five (5) years, subject to the availability of funding.

Recommendation

Management recommends that the Board approve the procurement action by management and the contract award to **Offeror C** 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 unable to negotiate 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.

April 22, 2025

MEMORANDUM

TO: John M. Quinata
Executive Manager

VIA: Jean M. Arriola
Airport Services Manager

FROM: Kathrina Bayson
Supply Management Administrator

SUBJECT: **Evaluation and Recommendation
Rehabilitate Terminal Building – Fire Alarm/Suppression System - Design
RFP No. RFP-002-FY25**

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to provide qualified firms and/or individuals to design and install a fully integrated fire alarm and suppression system.

The RFP was publicly announced in a local newspaper on March 14, March 31 and April 7, 2025. The deadline to submit proposals was April 7, 2025, at 4:00 p.m.

A total of twelve (12) firms and/or individuals downloaded the RFP package, and three (3) 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 three (3) offerors submitted the required documents and was determined to be responsive as outlined in the Guam Procurement Law and Regulations.

Evaluation and Selection

Pursuant to Section 10: 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 proposals included the following individuals:

1. Juan Reyes, Air Terminal Manager
2. Antonio Laniog, Jr., Engineering Supervisor, *Acting*
3. Anthony Quidachay, Safety Administrator

4. Elpidio Antenor, Engineer III

The committee completed their evaluation based on the evaluation criteria set forth in the RFP, and the scores were tabulated as reflected on the attached evaluation score summary. As a result, the proposals were ranked as follows:

1. Offeror C
2. Offeror B
3. Offeror A

Recommendation

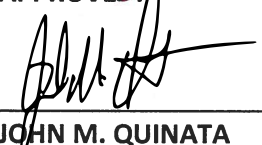
Offeror C is deemed to have met the standards of responsibility and responsiveness as outlined in the Guam Procurement Law & Regulations. Therefore, it is recommended to approve the ranking results and the contract award to the best qualified offeror, **Offeror C**, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of five (5) years, subject to the availability of funding.

If GIAA is unable to negotiate a contract with unable to negotiate 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.


KATHRINA O. BAYSON

APPROVED:


JOHN M. QUINATA
Executive Manager

Attachments

cc: Procurement File



Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Summary

RFP NO. RFP-002-FY25

REHABILITATE TERMINAL BUILDING - FIRE ALARM/SUPPRESSION SYSTEM - DESIGN

OFFEROR	Evaluator No. 1		Evaluator No. 2		Evaluator No. 3		Evaluator No. 4		Final Ranking
	Total Score	Rank	Total Score	Rank	Total Score	Rank	Total Score	Rank	
Offeror A	55	3	83	3	62	3	84	3	3
Offeror B	70	2	90	1	68	2	89	2	2
Offeror C	85	1	90	1	90	1	94	1	1

Evaluators:
No. 1: Juan Reyes, Jr., Air Terminal Manager
No. 2: Antonio Laniog, Jr., Engineer Supervisor, <i>Acting</i>
No. 3: Anthony Quidachay, Safety Administrator
No. 4: Elpidio Antenor, Engineer III

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.

Executive Summary

RFP No. RFP-003-FY25

Expanded Access to Airport Facilities for Individuals with Disabilities - Design

Page 2 of 2

Legal Review

Upon Board approval of the procurement action by management, 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 *Expanded Access to Airport Facilities for Individuals with Disabilities - Design* will be funded under an FAA AIP grant, Federal Share is 90% and Sponsor Share 10%.

The term of the agreement is for five (5) years, subject to the availability of funding.

Recommendation

Management recommends that the Board approve the procurement action and the contract award to **Offeror B** 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.



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WE'RE ON IT
24/7

April 23, 2025

MEMORANDUM

TO: John M. Quinata
Executive Manager

VIA: Jean M. Arriola
Airport Services Manager

FROM: Kathrina Bayson
Supply Management Administrator

SUBJECT: **Evaluation and Recommendation**
Expanded Access to Airport Facilities for Individuals with Disabilities – Design
RFP No. RFP-003-FY25

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals for services to design Expanded Access to Airport Facilities for Individuals with Disabilities at the Antonio B. Won Pat International Airport, Guam ("GIAA").

The RFP was publicly announced in a local newspaper on March 21, April 3 and 14, 2025. The deadline to submit proposals was April 21, 2025 at 4:00 p.m.

A total of thirteen (13) 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. Both 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 9: 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 proposals included the following individuals:

1. Gerald Javier, Airport Operations Superintendent, *Acting*
2. Antonio Laniog, Jr., Engineer Supervisor, *Acting*



Evaluation and Recommendation

Request for Proposal No. RFP-003-FY25

Expanded Access to Airport Facilities for Individuals with Disabilities – Design

3. Ralph Gutierrez II, Management Analyst IV
4. Enrique Tambora, Airport Consultant

The committee completed their evaluation based on the evaluation criteria set forth in the RFP, and the scores were tabulated as reflected on the attached evaluation score summary. As a result, the proposals were ranked as follows:

1. Offeror B
2. Offeror A

Recommendation

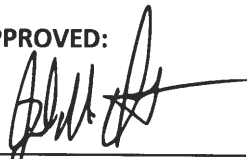
Offeror B is deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Law & Regulations. Therefore, it is recommended to approve the ranking results and the contract award to the best qualified offeror, **Offeror B**, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period 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.


KATHRINA O. BAYSON

APPROVED:


JOHN M. QUINATA
Executive Manager

Attachments

cc: Procurement File



Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Summary

RFP NO. RFP-003-FY25

EXPANDED ACCESS TO AIRPORT FACILITIES FOR INDIVIDUALS WITH DISABILITIES - DESIGN

OFFEROR	Evaluator No. 1		Evaluator No. 2		Evaluator No. 3		Evaluator No. 4		Final Ranking
	Total Score	Rank	Total Score	Rank	Total Score	Rank	Total Score	Rank	
Offeror A	92	2	81	2	83	2	70	2	2
Offeror B	97	1	92	1	94	1	85	1	1

Evaluators:
No. 1: Gerald Javier, Airport Operations Superintendent, <i>Acting</i>
No. 2: Antonio Laniog, Jr., Engineer Supervisor, <i>Acting</i>
No. 3: Ralph Gutierrez, II, Management Analyst IV
No. 4: Enrique Tambora, Airport Consultant



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

EXECUTIVE SUMMARY

REQUEST FOR PROPOSALS (RFP) NO. RFP-007-FY25

LEGAL SERVICES

April 30, 2025

Purpose

Board action is requested to approve the ranking results for Request for Proposals (RFP) No. RFP-007-FY25, for Legal Services for and on behalf of the Antonio B. Won Pat International Airport, Guam ("GIAA").

Background

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to provide services in all legal activities and representations. The scope includes, but is not limited to, the following services: act as counsel to the GIAA; provide opinions, resolutions, and reports on various matters as requested, conduct legal research, provide representation in legislative and litigation matters, review contracts, leases, bid invitations and other documents, and provide special services as requested by the Board of Directors.

Procurement Background

The RFP was publicly announced in a local newspaper on March 19, 25, and April 2, 2025. The deadline to submit proposals was April 9, 2025 at 4:00 p.m.

A total of eight (8) 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. Both 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 A** 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 *Legal Services* will be funded under the Administration O & M budget.

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

Recommendation

Management recommends that the Board approve the ranking results and the contract award to **Offeror A** 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.

April 21, 2025

MEMORANDUM

TO: John M. Quinata
Executive Manager

FROM: Kathrina Bayson
Supply Management Administrator

SUBJECT: **Evaluation and Recommendation
Legal Services
RFP No. RFP-007-FY25**

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to provide legal services to the Antonio B. Won Pat International Airport, Guam ("GIAA").

The RFP was publicly announced in a local newspaper on March 19, 25, and April 2, 2025. The deadline to submit proposals was April 9, 2025 at 4:00 p.m.

A total of eight (8) 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. Both 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 10: 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 proposals included the following individuals:

1. Dafne Mansapit-Shimizu, Comptroller
2. Joseph Javellana, Program Coordinator IV
3. Ralph Gutierrez II, Management Analyst IV
4. Virginia Molo, Personnel Specialist IV

Evaluation and Recommendation

Request for Proposal No. RFP-007-FY25

Legal Services

The committee completed their evaluation based on the evaluation criteria set forth in the RFP, and the scores were tabulated as reflected on the attached evaluation score summary. As a result, the proposals were ranked as follows:

1. Offeror A
2. Offeror B

Recommendation

Offeror A 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 A**, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of one (1) year with one (1) additional up to one (1) year option to renew at the sole discretion of GIAA, not to exceed a total term of two (2) years, subject to the availability of funding.

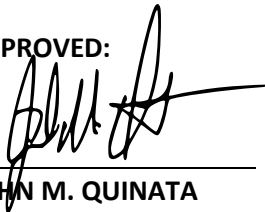
If GIAA is unable to negotiate a contract with the best qualified offeror, the Executive Manager or designee may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law, Regulations, and the RFP.

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



KATHRINA O. BAYSON

APPROVED:



JOHN M. QUINATA
Executive Manager

Attachments

cc: Procurement File



Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Summary

RFP NO. RFP-007-FY25

LEGAL SERVICES

OFFEROR	Evaluator No. 1		Evaluator No. 2		Evaluator No. 3		Evaluator No. 4		Final Ranking
	Total Score	Rank	Total Score	Rank	Total Score	Rank	Total Score	Rank	
Offeror A	93	1	86	1	92	1	97	1	1
Offeror B	89	2	71	2	84	2	67	2	2

Evaluators:
No. 1: Dafne Mansapit-Shimizu, Comptroller
No. 2: Joseph G. Javellana, Program Coordinator IV
No. 3: Ralph Gutierrez II, Management Analyst IV
No. 4: Virginia Molo, Personnel Specialist IV

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

April 30, 2025

PASSENGER FLIGHT NETWORK: MAY 2025

AIRLINE	ROUTE	FLIGHT # (Arriving/Departing)	ETA/ETD	OPERATING DAYS (ORIGINATING/DEPARTING GUAM)
United Airlines	HNL	UA201/200	1815/0700	Daily
	HND	UA849/848	0425/1900	Daily
	NRT	UA827/UA873	1540/1700	Daily
		UA197/196	2140/1230	Daily
		UA841/UA840	2240/1200	Daily
		UA865/UA864	2135/1300	M,W,F, Sat/Tu,Thu,Sat, Sun
	SPN	UA076/UA174	1035/0805	Daily
	MNL	UA184/UA183	0410/1915	Daily/Mon,Tue, Thur,Fri, Sun
	KIX	UA150/UA151	1540/0710	Daily
	TPE	UA166/UA165	1620/0700	Wed, Sat (ETA at 1650 on Sat.)
	NGO	UA136/UA137	1600/0725	Mon, Tue, Thu, Fri & Sun
	PNI	UA176/UA176	0335+1/2025	Sunday
ROR		UA158/UA157	0505/2345	Mon,Tue, Thu & Fri. Mon, Wed, Thu & Sun
		UA192 & UA184/UA193	0615/1900	Wed, Sat (UA184 ETA 0535)/Tue, Fri

AIRLINE	ROUTE	FLIGHT # (Arriving/Departing)	ETA/ETD	OPERATING DAYS (ORIGINATING/DEPARTING GUAM)
United Airlines	TKK	UA132/UA133	1650/0920	Thu & Sun/Wed & Sat. Note Wed ETA 1755 and ETD 0800
		UA154/UA155	1815/0755	Tue & Fri/Mon & Thu
	Yap	UA186/UA185	0400/2335	Wed & Sun./Tue & Sat
Japan Airlines	NRT	JL941/JL942	1440/1640	Daily
Jeju Airlines	ICN	7C3101/3102	1605/1710	Daily
Korean Air	ICN	KE421/KE422	1515/1700	Daily
Jin Air	ICN	LJ913/LJ914	1445/1545	Daily
	PUS	LJ921/LJ922	0200/0300	Daily
Philippine Airlines	MNL	PR110/PR111	0430/0600	Daily
T'Way Airlines	ICN	TW505/TW506	1430/1530	Daily
China Airlines	TPE	-	-	-
Star Marianas	ROP	**3401/**4301	1200/1230	Mon, Tue, Wed, Thu, Fri

Air Service Changes (May 2025 vs. April 2025):
None

AIR SERVICE SNAPSHOT

For May 2025, there is a 13% decrease in seat capacity, and 16% decrease in number of flights, compared to May 2024. The decreases are attributable to the suspension of UA's Fukuoka flights which operated daily in May 2024 and suspended on October 26, 2024, and the decrease in UA's frequency to Nagoya, which operated daily in May of 2024 and now operates 5x weekly.

	CY 2024			CY 2025			% Percentage Change		
	# of Flights	Seat Capacity	Enplane- ments	# of Flights	Seat Capacity	Enplane- ments	# of Flights	Seat Capacity	Enplane- ments
January	816	148,616	101,439	638	117,030	93,152	-22%	-21%	-8%
February	712	129,083	94,082	580	109,989	85,519	-19%	-15%	-9%
March	695	112,091	87,147	639	120,937	90,775	-8%	8%	4%
April	622	115,790	79,104	601	113,814	N/A	-3%	-2%	N/A
May	703	128,368	84,152	590	111,676	N/A	-16%	-13%	N/A

Looking forward, Korean Airlines will be adding another daily flight from Incheon to Guam utilizing their wide body B777 effective June 1 through October 26, 2025, increasing seat capacity by 25,350 monthly during this period. T'way Air has also announced a new flight originating from Daegu, South Korea via Kansai, Japan to Guam beginning July 18, 2025, through October 25, 2025, increasing seat capacity by 27,497 monthly during this period. Air Busan has also indicated its plans to start daily service from Busan effective November 2025.

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

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AIRLINE and AIR SERVICE DEVELOPMENT UPDATES

United Airlines is revamping and refreshing their ticket counter area to feature a new, modern layout with a more efficient flow for passenger's checking in for flights and dropping checked baggage. The anticipated completion date of this renovation is in June/July 2025 timeframe.

Air Service Mission in Japan and Korea

As part of the Leon Guerrero-Tenorio Administration's ongoing Guam tourism recovery efforts, GVB and GIAA partnered to aggressively pursue additional seat capacity from Japan and Korea. GIAA Deputy Executive Manager Dr. Artemio "Ricky" Hernandez joined GVB President Regine Biscoe Lee on an air service mission from April 17- 22 and met with travel and tour sales agents selling Guam packages, current airlines who service Guam and new airlines in both Japan and Korea. Deputy Executive Manager Hernandez shared with airlines GIAA's commitment to enhancing the passenger experience with several capital improvement projects such as the terminal flooring and painting projects and sharing GIAA's air service development incentive program in which 4 current airlines have participated in bringing additional seasonal capacity from Incheon Airport in Korea, Taoyung Airport in Taipei, and a new route from Haneda Airport in Japan.

FEDERAL REGULATORY UPDATES

FAA Aerodrome Certification Workshop, April 22-25, Crowne Plaza, Saipan

GIAA was well represented and received very positive feedback on several presentations delivered by Airport management at the Workshop. On Day 1, Executive Manager John Quinata delivered a comprehensive report on our operational status, capital projects completed, capital projects currently underway, future projects, and terminal recovery status from damages caused by Mawar. On Day 4, Deputy Executive Manager presented on air service development incentives and provided the Guam case study of 4 participants under the program. Also presenting that day were Operations Superintendent Raymond Quintanilla who presented on the FAR Part 139 Self Inspection Program and the Air Terminal Manager Juan Reyes, who presented on emergency response to natural disasters.

FAA Airport District Office (ADO) inspection and meetings on Guam, May 1-3, 2025

Following the Aerodrome Workshop, FAA ADO Assistant Manager, Carlos Salas, will be meeting with GIAA officials to discuss phasing plans, status, and conduct onsite inspections of all ongoing FAA projects.

FAR Part 139 Certification Inspection, July 22-25, 2025

The annual FAA certification inspection of GIAA facilities, records, airfield, fueling

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

April 30, 2025

facility, movement areas, night inspection and operational response is scheduled for the 3rd week of July 2025. Operations and ARFF have been regularly conducting drills and updating records to regularly train and exercise response activity to ensure compliance with FAR Part 139, under the leadership of the ATM, Juan Reyes and Ops Superintendent Ray Quintanilla

FACILITY & INFRASTRUCTURE

Terminal Painting

The exterior painting project for the Main Terminal is well underway with the terminal frontal area about 80% complete. Painting of exterior areas on the AOA side will commence thereafter. The painting project kicked off on January 22, 2025, and is anticipated to be completed in 180 days, at the end of June 2025.

Terminal Flooring

The much-anticipated terminal flooring project has begun. Hoarding walls has been erected in the Guam Customs and Quarantine/Baggage Claim Hall, the first area of focus for the installation of terrazzo flooring. The contractor is expected to complete the project in 5 phases over an estimated 170 days. A meeting with stakeholders was held on March 26, 2025, to brief tenants and airlines of impact in their respective operational and administrative areas.

LEGISLATIVE UPDATES

Public Law No. 38-1 signed into law by Governor Lou Leon Guerrero on April 12, 2025, extends the maximum term of government of Guam land leases from five years to fifteen (15) years (Bill No. 8-38, Sponsor: Joe S. San Agustin)

Public Law No. 38-2 signed into law by Governor Lou Leon Guerrero on April 12, 2025, raises the government-paid life insurance benefit for officers and first responders killed in the line of duty from \$10,000 to \$100,000. (Bill No. 10-38, Sponsor: Shawn Gumataotao)

Public Law No. 38-3 signed into law by Governor Lou Leon Guerrero on April 12, 2025, authorizes posting of public notices in locally licensed electronic newspapers and websites. (Bill No. 25-38, Sponsor: Tina Muña Barnes)

Public Law No. 38-4 was signed into law by Governor Lou Leon Guerrero on April 12, 2025, requires employees who resign from GovGuam to submit to and pass drug testing to retain re-employment rights if said resignation was tendered within thirty (30) days of an announced or random drug testing, and to require employees to submit to drug testing prior to re-employment.

Bill No. 67-38 (COR) An Act to Repeal and Re-enact...Relative to Providing GIAA to Adopt Policies and Procedures for the Solicitation, Selection and Award of Agreements between GIAA and any other party for the use of Airport Facilities and Properties for airport purposes and/or visitor related activities. (Introduced 2/26/25)

Airport F & B operator, Akihiro Tani of Tentekomai, Baltazar Atalig representing APA

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

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and CTSI, Dr. Roseann Jones from UOG and GVB President Regine Biscoe-Lee presented oral and written testimonies, along with GIAA Chairman Bamba and Executive Manager John Quinata in full support of Bill No. 67-38. Airport retailer Lotte Duty Free, F& B operator Matt Johnson of JMC dba Oasis, and John Borlas of IT&E submitted written testimony in support of the legislation. The bill is anticipated to be heard at the next legislative session to be held in May 2025.

PROCUREMENT UPDATES

RFP-006-FY25 Airport Operations Database System

Announced: Thursday, March 27, 2025

Submission Deadline: Tuesday, May 6, 2025 @ 4pm

RFP 001-FY25 Security Access Control System (SACS) Management and Infrastructure Support Services

Announced: Tuesday, March 25, 2025

Submission Deadline: Tuesday, May 5, 2025 @4pm

RFP No. 009-FY25 Airport Microgrid Feasibility Study

Announced: Tuesday, April 8, 2025

Submission Deadline: Thursday, May 8, 2025 @4pm

ANNOUNCEMENTS:

- ***Esta ki man ali'e hit ta'lu*** to our long-time friend and treasured colleague **Robert "Bob" Navarro**, Guam Station Manager for Japan Airlines, who passed away on April 13th. Bob joined Japan Airlines in 1973 and served as a valued member of JAL's Guam team for over 52 years. Throughout his career on Guam, Bob has been a very active and contributing member of the Airport Operations Committee (AOC), and achieved milestones during his tenure, most significant of which is establishing a JAL pilot training program here on Guam. Over 200 pilots have been trained and certified in piloting the B767, utilizing Guam International, the last step before qualifying as a certified JAL pilot. Rest in Peace, my friend.
- On April 16, 2025, the heartbroken family of **fallen soldier, Army Pfc. Dante Gogo Taitano**, received his remains in a solemn greeting of his casket, along with Governor Lou Leon Guerrero, at the Guam International Airport Cargo Building. Army Pfc. Dante Gogo Taitano, 21, was one of the four U.S. soldiers who were found dead during a training mission in Lithuania. Taitano, of Dededo, had been in the Army for two years with Lithuania his first deployment.
- GIAA management were paired and shadowed by island youth leaders for **Island Youth Leadership Day** held on Friday, April 25, 2025. Six outstanding students from Guahan Charter Academy School, Father Duenas Memorial, Tiyan, and Simon Sanchez High Schools were exposed to an overview of the Airport and its operations and were provided a comprehensive tour and experience of all elements of arriving and departing passenger processing from ticketing, screening through TSA, view and tour of aircraft, screening through USCBP, and



EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

April 30, 2025

arrival at the Guam Customs and Quarantine Agency. A reception for all island leaders rounded up the day at the Government House in Agana Heights.

April 25, 2025

MEMORANDUM

To: Mr. Brian Bamba
Chairman
GIAA Board of Directors

From: Dafne Mansapit-Shimizu 
Comptroller

Subject: Operating Results – Revenues and Expenses as of March 31, 2025

Attached herewith is GIAA's Operating Results Report for the month ending March 31, 2025. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended March 31, 2025.

The key operating results for 6 month(s) of FY2025 ending March 31, 2025 – (in \$000's) are

CATEGORY	Actual FY25 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR- FY25	
		Budget FY25 Y-T-D	Actual FY25 Y-T-D	% Variance Budget vs. Actual	Actual	% Variance Budget vs. Actual
				Y-T-D Current Month		
Total Signatory Revenues	\$ 3,061.5	\$ 20,453.2	\$ 17,676.7	-13.6%	\$ 39,020.0	-6.6%
Total Concession Revenues	\$ 866.4	\$ 6,551.0	\$ 4,935.5	-24.7%	\$ 12,289.0	-11.6%
Total PFC's	\$ 342.1	\$ 2,287.8	\$ 1,934.8	-15.4%	\$ 4,374.3	-7.5%
Total Other Revenues	\$ 1,441.8	\$ 9,035.4	\$ 7,955.2	-12.0%	\$ 17,091.0	-5.9%
Total Operating Revenues	\$ 5,711.8	\$ 38,327.4	\$ 32,502.2	-15.2%	\$ 72,774.3	-7.4%
Total Operating Expenses	\$ 4,167.3	\$ 27,971.1	\$ 25,129.7	-10.2%	\$ 53,158.1	-5.1%
Net Revenues from Operations	\$ 1,544.5	\$ 10,356.4	\$ 7,372.5	-28.8%	\$ 19,616.2	-13.2%
Non-Operating Expenses	\$ 263.7	\$ 449.0	\$ 1,285.1	186.2%	\$ 1,734.1	93.1%
Other Available Moneys/Other Sources of Funds	\$ 400.0	\$ 2,531.1	\$ 2,498.3	-1.3%	\$ 5,029.1	-0.6%
Net Debt Service Coverage	1.44	1.38	1.19	-14.1%	1.56	4.9%

Year-to-date Total Signatory Revenues for the month ending March 31, 2025 are below Budgeted revenues by **13.6%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **24.7%** below budget while Passenger Facility Charges are below the budget estimate by **15.4%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **12.0%**.

Year-to-date Total Operating Revenues actual of **\$32.5M** is **15.2%** below the budget estimate of **\$38.3M**.

Year-to-date Total Operating Expenses are below budget by **10.2%**. Components of this line item include a **5.4%** decrease in Personnel Service, a **12.0%** decrease in Contractual Services, a **50.0%** 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 **\$7.4M** represents a **28.8%** decrease over the year-to-date budgeted amount of **\$10.4M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.19** 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 March 31, 2025

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2024	Budget FY2025	Actual FY2025	%Var Bud Vs Act'l		Actual FY2024	Budget FY2025	Actual FY2025	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
I. Signatory Airline Rents & Fees											
Terminal Bldg Rentals	272.4	302.4	302.4	0.0%	3,628.6	1,634.5	1,814.3	1,814.3	0.0%	3,628.6	0.0%
Departure Fees	622.6	747.8	616.7	-17.5%	8,694.3	3,582.4	4,207.7	3,532.7	-16.0%	8,019.4	-7.8%
Arrival Fees	431.5	992.6	800.4	-19.4%	11,702.3	2,603.3	5,623.7	4,663.8	-17.1%	10,742.5	-8.2%
Immigration Inspection Fees	170.1	261.4	206.0	-21.2%	3,031.4	1,024.6	1,472.8	1,212.2	-17.7%	2,770.8	-8.6%
Common Use Departure Fees	69.3	59.5	35.8	-39.8%	668.7	432.3	334.6	233.3	-30.3%	567.3	-15.2%
Loading Bridge Use Fees	334.9	406.1	328.2	-19.2%	4,713.3	2,076.5	2,352.7	1,934.4	-17.8%	4,295.0	-8.9%
Landing Fees	112.6	672.1	653.7	-2.7%	7,874.3	1,955.5	3,910.7	3,617.7	-7.5%	7,581.3	-3.7%
Apron Use Fees	754.2	126.6	118.3	-6.6%	1,483.6	3,359.9	736.8	668.3	-9.3%	1,415.1	-4.6%
Total Signatory Revenue	2,767.5	3,568.6	3,061.5	-14.2%	41,796.5	16,669.0	20,453.2	17,676.7	-13.6%	39,020.0	-6.6%
Enplaned Signatory Pax	94,758	108,960	90,775	-16.7%	1,266,884	545,267	613,116	520,927	-15.0%	1,174,695	-7.3%
Cost per Enplaned Pax	\$29.21	\$32.75	\$33.73	3.0%	\$32.99	\$30.57	\$33.36	\$33.93	1.7%	\$33.22	0.7%
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	614.3	769.5	502.8	-34.7%	8,881.5	3,534.7	4,264.2	2,930.8	-31.3%	7,548.0	-15.0%
In-flight Catering	115.2	114.4	110.5	-3.4%	1,396.6	639.2	635.8	651.3	2.4%	1,412.1	1.1%
Food & Beverage	81.0	81.9	81.8	-0.1%	999.4	463.2	455.0	464.0	2.0%	1,008.4	0.9%
Rental Cars	158.6	195.9	144.0	-26.5%	2,392.0	895.8	1,089.0	775.1	-28.8%	2,078.2	-13.1%
Other Concession Rev	21.2	19.3	27.3	41.9%	235.0	154.4	107.0	114.3	6.9%	242.4	3.1%
Total Concession Revenues	990.2	1,181.0	866.4	-26.6%	13,904.5	5,687.3	6,551.0	4,935.5	-24.7%	12,289.0	-11.6%
Passenger Facility Charges	310.4	406.6	342.1	-15.9%	4,727.4	2,006.7	2,287.8	1,934.8	-15.4%	4,374.3	-7.5%
Other Revenue	1,882.6	1,813.7	1,441.8	-20.5%	18,171.2	8,720.2	9,035.4	7,955.2	-12.0%	17,091.0	-5.9%
Total Operating Revenue	5,950.7	6,969.8	5,711.8	-18.0%	78,599.6	33,083.2	38,327.4	32,502.2	-15.2%	72,774.3	-7.4%
II. Operating Expenses:											
Personnel Services	1,985.8	2,054.6	2,066.7	0.6%	26,709.6	11,375.1	13,354.8	12,634.4	-5.4%	25,989.2	-2.7%
Contractual Services	2,267.8	2,374.7	2,034.1	-14.3%	27,202.6	10,823.0	13,499.8	11,874.7	-12.0%	25,577.5	-6.0%
Materials & Supplies	132.9	199.5	44.7	-77.6%	2,087.4	544.8	1,116.5	558.1	-50.0%	1,529.0	-26.8%
Equipment/Furnishings	0.0	0.0	21.8	0.0%	0.0	277.7	0.0	62.5	0.0%	62.5	0.0%
Total Operating Expenses	4,386.6	4,628.8	4,167.3	-10.0%	55,999.6	23,020.8	27,971.1	25,129.7	-10.2%	53,158.1	-5.1%
Net income from Operations	1,564.2	2,341.0	1,544.5	-34.0%	22,600.0	10,062.4	10,356.4	7,372.5	-28.8%	19,616.2	-13.2%

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
KEY OPERATING RESULTS (\$000's)
As of March 31, 2025

	CURRENT MONTH				Budget Full Year	YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2024	Budget FY2025	Actual FY2025	%Var Bud Vs Act'l		Actual FY2024	Budget FY2025	Actual FY2025	%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)	282.3	74.8	263.7	252.4%	898.0	2,374.0	449.0	1,285.1	186.2%	1,734.1	93.1%
Add: Interest on Investments	162.4	75.8	142.2	87.6%	909.4	1,297.0	454.7	779.5	71.4%	1,234.2	35.7%
Net Revenues	1,444.3	2,341.9	1,423.0	-39.2%	22,611.4	8,985.5	10,362.0	6,866.9	-33.7%	19,116.2	-15.5%
Add: Other sources of Funds (Federal Reimb)	31.0	33.3	11.5	-65.6%	400.0	119.0	200.0	167.3	-16.4%	367.3	-8.2%
Add: Other available moneys	246.9	388.5	388.5	0.0%	4,662.0	1,481.3	2,331.0	2,331.0	0.0%	4,662.0	0.0%
Net Revenues and Other Available Moneys	1,722.2	2,763.7	1,822.9	-34.0%	27,673.4	10,585.7	12,893.0	9,365.1	-27.4%	24,145.5	-12.7%
Debt Service payments	987.5	1,554.0	1,266.2	-18.5%	18,647.9	5,306.7	9,324.0	7,884.8	-15.4%	15,505.2	-16.9%
Debt Service Coverage	1.74	1.78	1.44	-19.0%	1.48	1.99	1.38	1.19	-14.1%	1.56	4.9%