



**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 Faasuamalie
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.

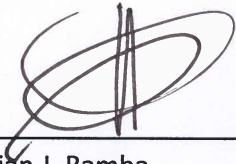
10. PUBLIC COMMENTS

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.



Brian J. Bamba

Chairman

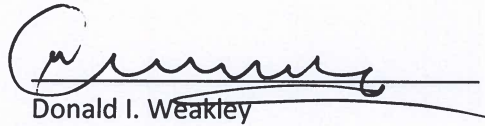
Prepared and Submitted By:



Wana Frances C. Wintterle

Corresponding Secretary

Attest:



Donald I. Weakley

Board Secretary



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www.guamairport.com

WE'RE ON IT
24/7

BOARD OF DIRECTORS REGULAR MEETING

3:00 p.m., Thursday, March 27, 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 – March 20, 2025

Notice to Media – March 20, 2025

Second Notice:

The Guam Daily Post – March 25, 2025

Notice to Media – March 25, 2025

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
 - A. February 26, 2025, Regular Meeting
4. Correspondence – None
5. Old Business – None
6. New Business
 - A. Approval of Ranking Offerors for Creative Design, Production, and Passenger and Customer Service Programs – RFP No. RFP-005-FY25
 - B. Rehabilitate Runway 6L/24R, PH2- Contract Modification and Grant Amendment – Grant No. AIP 110
 - C. Performance Review – Executive Manager (January 1, 2024 to December 31, 2024)
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., Thursday, March 27, 2025

GIAA Terminal Conference Rooms 1 & 2

SIGN-IN SHEET

	<u>PRINT NAME</u>	<u>COMPANY/AGENCY</u>
1.	MARVIN CRISOSTOMO	SEN LIAISON
2.	Peter Torres	GIAA
3.	J. Escamilla	GIAA Mktg
4.	Daniel Stone	GIAA / Legal
5.	Frank San Nicolas	Guam Daily Post
6.	Anthony Quilichau	GIAA
7.	FRANK SAUTOS	TMG
8.	Kathrina Baysa	GIAA
9.	Dafne Mansapit-Shimiz	GIAA
10.	Vanessa Pangindian	GIAA PMO
11.	Joseph Javellana	GIAA PMO
12.	Tricia Cruz	GIAA Admin
13.	Tony Laniog	GIAA Engineering
14.	Ray Quintanilla	GIAA Operations
15.		
16.		
17.		
18.		
19.		
20.		

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE
A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Wednesday February 26, 2025, 3:00 p.m.
GIAA CONFERENCE ROOMS 1 & 2**

1. CALL TO ORDER AND ATTENDANCE

The February 26, 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 3:09 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
Jean M. Arriola
Raymond Quintanilla
Rolenda Faasuamalie
Vince Naputi
Richard Cabrera
Kathrina Bayson
Tony Laniog
Peter Torres
Joseph Javellana
Ryan Topasna
Anthony Quidachay

Executive Manager
Deputy Executive Manager
Comptroller
Airport Services Manager
Airport Operations Superintendent
Airport Marketing Administrator
Chief of Airport Police
Properties & Facilities
Supply Management Administrator
Engineer III (Civil)
Building Maintenance Supervisor
Property Management – PC IV
Data Processing Manager
Safety Administrator

Others Present:

The Honorable Jesse A. Lujan
William Brennan
Frank Santos

Senator and Legislative Chairperson on Transportation
Arriola Law Firm, GIAA Legal Counsel
TMG, GIAA Consultant

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

2. APPROVAL OF AGENDA

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

Resolution No. 25-23

The Board hereby approves the agenda of the February 26, 2025, regular meeting, as presented.

3. APPROVAL OF MINUTES

A. January 30, 2025 - Regular Meeting

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

Resolution No. 25-24

The Board hereby approves the minutes of the January 30, 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 Award for Janitorial and Maintenance Services – IFB No. GIAA-001-FY25

The first item requiring Board action was the approval of the award for Invitation for Bid (“IFB”) No. GIAA-001-FY25 for Janitorial and Maintenance Services. 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.

Bids were solicited for Janitorial and Maintenance Services at the A.B. Won Pat International Airport Authority, Guam (“GIAA”) for six (6) service areas including: Basement Level, Apron Level, GIAA Offices & Other Areas, TSA Offices and Facilities, International Arrivals Corridor, and Concourse. The scope of service encompasses a wide range of tasks to ensure the facility is clean and safe at all

DRAFT Minutes – February 26, 2025

times. This includes, but is not limited to, regular cleaning of public access and secured areas, restrooms, and offices, as well as maintaining the appearance and sanitation of flooring, windows, and seating areas. The above referenced IFB was publicly announced in a local newspaper on January 21, 27, February 7, and 12, 2025.

The contract will be awarded to the responsive and responsible bidder(s) with the Lowest Total Bid Price for Service Areas #1 through #6, within the available funding for the project, and provided the bid is reasonable and is in the best interest of GIAA to accept. The contract time for this service is for a period of three (3) years and may be renewed at the sole discretion of GIAA by written notice, for two (2) separate additional up to one (1) year terms, not to exceed a total term of five (5) years, subject to the availability of funding.

The bid submission deadline was extended to February 19, 2025, 2:00 p.m. and bid opening took place on the same day at 2:15 p.m. Seventeen (17) firms and/or individuals downloaded the IFB package, and four (4) firms submitted a bid prior to the bid submission deadline. The bids were opened publicly and read aloud by the Supply Management Administrator and recorded by a member of the Procurement staff.

The results of the submitted bids are as follows in the order that they were received and opened:

Bidder	Total Bid Amount
Dubidato SM Conlu, Jr. dba: K Cleaning Services	\$1,163,897.10
Advance Management, Inc.	\$2,059,584.00
Guam Cleaning Masters, Inc.	\$1,199,984.35
JJ Global Services	\$3,089,754.72

Upon Board approval, the award will be processed through the issuance of a contract in conformance with the Guam Procurement Law and Regulations, subject to legal review.

The Janitorial and Maintenance Services will be funded under the GIAA Properties & Facilities O&M Budget.

Management recommends award of the Janitorial and Maintenance Services in the amount of \$1,163,897.10 to K Cleaning Services, who is the lowest bidder that has met the standards of responsibility and responsiveness outlined in Guam Procurement Law and Regulations.

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

Resolution No. 25-25

The Board hereby approves the award of the Janitorial and Maintenance Services in the amount of \$1,163,897.10 to K Cleaning Services, who is the lowest bidder that has met the standards of responsibility and responsiveness outlined in Guam Procurement Law and Regulations.

B. Approval of Ranking of Offerors for Lease of Hangar and Office Space at GIAA – RFP No. FRP-L01-FY25

Board action is requested to approve the ranking results and conditional award for Request for Proposals (RFP) No. RFP-L01-FY25, for the Lease of Hangar and Office Space at the A.B. Won Pat International Airport, Guam.

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals for the lease and aeronautical and airport related use of the hangar space located at the Southside airport location at the A.B. Won Pat International Airport (GUM). The HC5 Hangar is located on Neptune Avenue, South Tiyan, Barrigada, Guam, with ground space of approximately 10,000 square meters and facility space of approximately 51,600 square feet, comprised of the following:

- Ground Floor Office Area & Workshop - approximately 11,648 square feet
- Second Floor Office Area – approximately 11,648 square feet
- Hangar – approximately 28,304 square feet of exclusive or non-exclusive shareable space.

The RFP was publicly announced in a local newspaper on December 6, 10, 13, and 27, 2024. The deadline to submit proposals was extended to January 3, 2025, at 4:00 p.m. A total of seven (7) 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 RFP.

The Evaluation Committee appointed by the Executive Manager completed their evaluations of the proposal. Score sheets were gathered and tabulated by the Procurement Office.

Upon Board approval of the ranking results, subject to negotiation of lease terms, the same will be forwarded to Legal Counsel for review and approval as to form. The terms of the agreement for the Lease of Hangar and Office Space at the A.B. Won Pat International Airport is for a period of five (5) years.

Management recommends that the Board approve the ranking results and the award to Offeror A for the Lease of Hangar and Office Space at the A.B. Won Pat International Airport, Guam subject to negotiation of lease terms and conditions to include the possibility of a co-tenancy or other arrangements if Offeror A is interested and if GIAA deems appropriate. If GIAA is unable to negotiate a lease with the highest ranked Offeror, GIAA may enter into negotiations with the next highest ranked Offeror, cancel or terminate the RFP in its entirety, or re-solicit at a later date.

DEM Dr. Hernandez announced that Offeror 'A' is Asia Pacific Airlines (APA).

Resolution No. 25-26

The Board hereby approves the ranking results as presented and the award to Offeror 'A' for the Lease of Hanger and Office Space at the A.B. Won Pat International Airport, Guam subject to negotiation of lease terms and conditions to include the possibility of co-tenancy or other arrangements if Offeror A is interested and if GIAA deems appropriate, and 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 EM Quinata. The report included brief updates on the passenger flight network for March 2025, Air Service Snapshot, Federal Regulatory Updates, Upcoming FAA Inspections and Events, FAA Contract Tower (FCT) Program – Guam Operations, Legislative Updates, Procurement Updates, and other announcements. Lastly, he also mentioned March being the start of Mes Chamorro Heritage Month, welcoming everyone to join the Mes Chamorro Mirenda on March 6, 2025, and the Mes Chamorro Fiesta on March 20, 2025. These two events will both be held at GIAA's East Ticket Lobby

8. REPORT OF THE COMPTROLLER

Ms. Dafne Mansapit Shimizu, Comptroller reported on the operating results – revenues and expenses as of January 31, 2025.

Attached herewith is GIAA's Operating Results Report for the month ending January 31, 2025. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended January 31, 2025. As referenced in the packet there is a chart showing the key operating results for 4 month(s) of FY2025 ending January 31, 2025 – (in \$000's).

Year-to-date Total Signatory Revenues for the month ending January 31, 2025, are below Budgeted revenues by **13.3%**. Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **24.0%** below budget while Passenger Facility Charges are below the budget estimate by **13.8%**.

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **10.9%**.

Year-to-date Total Operating Revenues actual of **\$21.6M** are **14.6%** below the budget estimate of **\$25.3M**.

Year-to-date Total Operating Expenses are below budget by **10.1%**. Components of this line item include a **6.3%** decrease in Personnel Service, an **11.1%** 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 **\$4.5M** represents a **28.2%** decrease over the year-to-date budgeted amount of **\$6.3M**.

Finally, our year-to-date results for Debt Service Coverage are at **1.15** versus the requirement of **1.25**.

9. EXECUTIVE SESSION

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

10. PUBLIC COMMENTS

During public comments, Senator Jesse Lujan spoke about Bill 67-38 which would grant GIAA the authority to establish policies and procedures for soliciting, selecting, and awarding leases for aviation-related activities and visitor-focused activities at the airport for increased lease terms. Bill 67-38 will help ensure that the airport remains active in seizing new economic opportunities. Leases for the use of airport facilities and properties may be authorized with extended terms subject to FAA requirements and policies and procedures adopted from time to time by GIAA's board of directors.

Cosponsors include Speaker Frank Blas Jr., Vice Speaker Tony Ada and Sens. Chris Duenas, Tina Rose Muna Barnes, Vince Borja, Sabrina Matanane, William Parkinson, Joe San Agustin and Shawn Gumataotao.

11. ADJOURNMENT

Motion to adjourn duly made by Chairman Bamba, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 4:18 p.m.

Dated this 27th day of March 2025.

Attest:

Brian J. Bamba
Chairman

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

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-005-FY25

CREATIVE DESIGN, PRODUCTION, AND PASSENGER AND CUSTOMER SERVICE PROGRAMS

March 27, 2025

Purpose

Board action is requested to approve the ranking results for Request for Proposals (RFP) No. RFP-005-FY25, for the Creative Design, Production, and Passenger and Customer Service Programs 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 provide creative design, production, and passenger and customer program support services for the GIAA, contributing to the objectives of GIAA's marketing activities. The scope includes, but is not limited to, the following services: creative services, event coordination, hosting, maintenance, enhancement of GIAA website, photo and video production services, collateral material production, fiscal year annual report, event support services, and corporate branding.

Procurement Background

The RFP was publicly announced in a local newspaper on February 18, 25, and March 4, 2025. The deadline to submit proposals was March 11, 2025 at 4:00 p.m.

A total of fifteen (15) 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 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.

Executive Summary

RFP No. RFP-005-FY25

Creative Design, Production, and Passenger and Customer Service Programs

Page 2 of 2

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 *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.

Recommendation

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



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WE'RE ON IT
24/7

March 21, 2024

MEMORANDUM

TO: John M. Quinata
Executive Manager

VIA: Jean M. Arriola
Airport Services Manager

FROM: Kathrina Bayson
Supply Management Administrator

SUBJECT: **Evaluation and Recommendation**
Creative Design, Production, and Passenger and Customer Service Programs
RFP No. RFP-005-FY25

The referenced Request for Proposals (RFP) solicits interest from qualified firms and/or individuals to provide creative design, production, and passenger and customer service programs to the Antonio B. Won Pat International Airport, Guam ("GIAA").

The RFP was publicly announced in a local newspaper on February 18, 25, and March 4, 2025. The deadline to submit proposals was March 11, 2025 at 4:00 p.m.

A total of fifteen (15) 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 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. Rolenda Faasumalie, Airport Marketing Administrator
2. Ryan Topasna, Data Processing Manager



Evaluation and Recommendation

Request for Proposal No. RFP-005-FY25

Creative Design, Production, and Passenger and Customer Service Programs

3. Joseph Javellana, Program Coordinator IV
4. Marcia Taitano, Program Coordinator 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 A
2. Offeror B

Recommendation

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 award to the best qualified offeror(s), **Offeror 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.

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-005-FY25

CREATIVE DESIGN, PRODUCTION, AND PASSENGER AND CUSTOMER SERVICE PROGRAMS

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	85	1	99	1	90	1	98	1	1
Offeror B	80	2	72	2	86	2	77	2	2

Evaluators:
No. 1: Rolenda Faasumalie, Airport Marketing Administrator
No. 2: Ryan Topasna, Data Processing Manager
No. 3: Joseph Javellana, Program Coordinator IV
No. 4: Marcia Taitano, Program Coordinator III

PROJECT: REHABILITATE RUNWAY 6L/24R - PHASE 2

Project No: GIAA-FY18-01-2, AIP No. 3-66-0001-110-2021

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 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.1 in the deductive amount of \$134,743.31

ITEM 3: APPROVED TIME EXTENSION

Of the 180 days of contract time extension, 113 calendar days is 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.

In witness thereof, the parties have signed this Change Order No. 002 on the ____ day of ____, 2025.

APPROVED:

**A. B. WON PAT INTERNATIONAL
AIRPORT AUTHORITY, GUAM**

IAN CORPORATION

By: _____
John M Quinata
Executive Manager

By: _____

Date: _____

Date: _____

CERTIFIED FUNDS AVAILABLE:

By: _____
Dafne Mansapit Shimizu
Certifying Officer, GIAA

Date: _____



March 18, 2025

Mr. Gordon Wong
Manager, Airports District Office
Federal Aviation Administration
P.O. Box 50244
Honolulu, HI 96850

Subject: Request to Amend Grant Agreement
AIP No. 3-66-0001-110-2021
Rehabilitate Runway 6L/24R Construction, Phase 2

Dear Mr. Wong:

The A.B. Won Pat International Airport Authority, Guam is formally requesting for an amendment to the above grant agreement, to increase the maximum U.S. obligation amount of \$5,148,024. The increase requested is in the amount of \$277,569.69 and is well within the statutory limit of 15%.

The project was completed in March 2023 and has been in use. The close-out of the project has been delayed due to the contractor disputing the modifications made in the unilateral Change Order No. 001," issued by the Authority. This dispute was addressed in Change Order No. 002.

The grant amendment requested is for additional eligible and allowable project costs.

Should there be any questions on this request, please call on us. We appreciate your favorable consideration and continuing assistance.

Sincerely,

John M. Quinata
Executive Manager

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 27, 2025

PASSENGER FLIGHT NETWORK: APRIL 2025

AIRLINE	ROUTE	FLIGHT # (Arriving/Departing)	ETA/ETD	OPERATING DAYS (ORIGINATING/DEPARTING GUAM)	AIRLINE	ROUTE	FLIGHT # (Arriving/Departing)	ETA/ETD	OPERATING DAYS (ORIGINATING/DEPARTING GUAM)
United Airlines	HNL	UA201/200	1815/0700	Daily	United Airlines	TKK	UA132/UA133	1650/0920	Thu & Sun/Wed & Sat
	HND	UA849/848	0425/1900	Daily			UA154/UA155	1815/0755	Tue & Fri/Mon & Thu
		UA827/UA873	1540/1700	Daily		Yap	UA186/UA185	0400/2335	Wed & Sun/Tue & Sat
	NRT	UA197/196	2140/1230	Daily	Japan Airlines	NRT	JL941/JL942	1440/1640	Daily
		UA841/UA840	2315/1200	Daily	Jeu Airlines	ICN	7C3101/3102	1605/1710	Daily
		UA865/UA864	1540/1700	M,W,F, Sat/Tu,Thu,Sat, Sun					
	SPN	UA076/UA174	1035/0800	Daily	Korean Air	ICN	KE421/KE422	1515/1700	Daily
	MNL	UA184/UA183	0410/1915	Daily/Mon,Tue, Thur,Fri, Sun	Jin Air	ICN	LJ913/LJ914	1445/1545	Daily
	KIX	UA150/UA151	1540/0710	Daily		PUS	LJ921/LJ922	0200/0300	Daily
	NGO	UA136/UA137	1600/0725	Mon, Tue, Thu, Fri & Sun	Philippine Airlines	MNL	PR110/PR111	0430/0600	Daily
	PNI	UA176/UA176	0335+1/2025	Sunday	TWay Airlines	ICN	TW505/TW506	1430/1530	Daily
	ROR	UA158/UA157	0505/2345	Mon, Tue, Thu & Fri, Mon, Wed, Thu & Sun	China Airlines	TPE	-	-	-
		UA192 & UA184/UA193	0615/1900	Wed, Sat (UA184 ETA 0535)/Tue, Fri	Star Marianas	ROP	**3401/**4301	1200/1230	Mon, Tue, Wed, Thu, Fri

Air Service Changes (April 2025 vs. March 2025):

UA decreases its Nagoya route from daily to 5x weekly
 UA introduces 2x weekly service on its Taipei route, effective April 2
 UA decreases its Kansai operation from 8x weekly to daily
 Jin Air decreases its Busan operation from daily to 4x weekly

AIR SERVICE SNAPSHOT

For April 2025, there is a 3% decrease and 2% decrease in the number of flights and seat capacity, respectively, as compared to April 2024. The decreases are attributable to the suspension of UA's Fukuoka flights that came into effect on October 26, 2024. However, the decrease was minimized by the introduction of UA's twice weekly service to Taipei, and increase in JAL's frequency from 5x weekly in April to 2024 to daily in April 2025.

	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	93,743	-22%	-21%	-8%
February	712	129,083	94,082	580	109,989	93,743	-19%	-15%	-0.36%
March	695	112,091	87,147	639	120,937	85,652	-8%	8%	-2%
April	622	115,790	79,104	601	113,814	N/A	-3%	-2%	N/A

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 27, 2025

Upcoming Air Service

UA TPE Inaugural Flight

United Airlines will conduct its inaugural service to and from Taipei, Taiwan on Wednesday April 2, 2025. For the first outbound flight scheduled for departure at 7:00 am, a ribbon cutting ceremony is planned at the departure gate, with light refreshments and a water salute for the outbound VIPs and island media who will be participating in a familiarization tour to encourage outbound travel to Taiwan. For the first inbound flight scheduled to arrive at 4:20pm, a meet and greet is planned at the arrival gate and a more festive welcome in the Guam Customs and Quarantine/Baggage Claim Hall for the guests from Taipei.

UA Iwo Jima Charter

United Airlines will operate a charter flight to Iwo Jima on Saturday, March 29, 2025, with departure at 0700 and return flight arriving at 1600 the same day. Seven (7) WWII Veterans between the ages of 98-102 will be on the flight. GIAA APD RACS and Protocol are working on departure and arrival regulatory formalities to ensure smooth processing for these WWII heroes.

FEDERAL REGULATORY UPDATES

Part 150 Noise Study Update

The Planning Advisory Committee (PAC) consisting of GIAA, AECOM, HMMH Aviation Services, TMG Consultants, FAA ADO, FAA ATC, FAA UDO, United, FedEx, Japan Airlines and ACI met on March 14, 2025, to discuss the status of the Noise Exposure Map, Noise Abatement, Land Use, Program Management measures.

Upcoming FAA Inspection and Events:

- **FAA Aerodrome Certification Workshop, April 22-25, Crowne Plaza, Saipan**
GIAA will be presenting on status of CIP projects, our Air Service Development Incentives Program and current operations. Further, GVB and MVA has also been invited to present their challenges and general recovery plans.
- **FAR Part 139 Certification Inspection, July 22-25, 2025**
The annual FAA certification inspection of GIAA facilities, records, airfield, fueling 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%

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 27, 2025

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

Bill No. 67-38 (COPR) 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)

Transportation Oversight Chair Senator Jesse Lujan, along with Co-Chairman, Senator Chris Duenas, and Senators Gumataotao, Salas-Matanane, Taitague, Muna-Barnes, Perez, and Terlaje held a public hearing on March 20, 2025, at 9:00 am at the Guam Legislature Public Hearing Room. Tentekomai's Akihiro Tani, Baltazar Atalig representing APA and CTSI, Dr. Roseann Jones from UOG and Regine Biscoe-Lee presented oral and written testimonies, along with GIAA Chairman Bamba and Executive Manager John Quinata. Lotte, JMC dba Oasis, and IT&E submitted written testimony supporting the passage of the bill.

PROCUREMENT UPDATES

RFP-002-FY25 -Rehabilitate Terminal Building-Fire Alarm/Suspension- Design

Announced: Friday, March 14, 2025
Submission Deadline: Monday, April 14, 2025 @4pm

RFP-007-FY2025 Legal Services

Announced: Wednesday, March 19, 2025
Submission Deadline: Wednesday, April 9, 2025 @4pm

RFP-003-FY25 Expanded Access to Airport Facilities for Individuals with Disabilities- Design

Announced: Friday, March 21, 2025
Submission Deadline: Monday, April 21, 2025 @ 4pm

EXECUTIVE MANAGER'S REPORT

GIAA BOARD OF DIRECTORS MEETING

March 27, 2025

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

Announced: Tuesday, March 25, 2025
Submission Deadline: Tuesday, April 15, 2025 @4pm

RFP-010-FY25 Designated Aviation Channeling Services

Announced: Thursday, March 27, 2025
Submission Deadline: Thursday, April 17, 2025 @ 4pm

RFP-006-FY25 Airport Operations Database System

Announced: Thursday, March 27, 2025
Submission Deadline: Tuesday, April 22, 2025 @ 4pm

ANNOUNCEMENTS:

- **DEM Dr. Ricky Hernandez presented an update on GIAA efforts** in tourism recovery at the 2025 AGA Guam Professional Development Conference at the Westin Resort on March 13, 2025. GIAA presented along with GVB and GEDA in the plenary session entitled: Current Outlook on Tourism Industry and Overall Guam economy.
- **A joint United Airlines and GIAA Roadside Cleanup** was held on March 22, 2025, and was successful in participation from both the airline and airport personnel. The entities covered areas from the United Ticketing Office, through Maga'håga Highway/David Tuncap Aviation Business Park to Route 8 and from the Airport Terminal throughout Route 10A to both Marine Corps Drive and Circle K/76 fronting Route 16.
- **Biba Mes Chamorro committee!** Kudo's to GIAA'S Chamorro month committee, spearheaded by the Operations division under Supt. Ray Quintanilla, and supported by representatives from all divisions. The Merienda held March 6th and Gupot Chamorro held earlier today on March 27, 2025 were great events and provided enjoyable cultural experiences for tenants and visitors at the terminal on both occasions.
- **Law Enforcement Torch Run for Special Olympics:** As it has annually, the Airport Police division is preparing for its participation in the Law Enforcement Torch Run scheduled for Saturday, March 29, 2025, with a start time of 5:00 am beginning at Naval Station Guam in anta Rita and ending at Okkudo High School in Dededo. The 15-mile run will be broken down in segments, with torch lighting and run starting near the Navy main gate and end with a final victory lap around the track at Okkudo High School to pass off the torch to the first competitor for the Guam Special Olympics.

March 21, 2025

MEMORANDUM

To: Mr. Brian Bamba
Chairman
GIAA Board of Directors

From: Dafne Mansapit-Shimizu
Comptroller

Subject: Operating Results – Revenues and Expenses as of February 28, 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) 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 Y-T-D Current Month	Actual	% Variance Budget vs. Actual
Total Signatory Revenues	\$ 2,839.5	\$ 16,884.7	\$ 14,615.2	-13.4%	\$ 39,527.1	-5.4%
Total Concession Revenues	\$ 804.9	\$ 5,370.0	\$ 4,069.0	-24.2%	\$ 12,603.5	-1.3%
Total PFC's	\$ 288.5	\$ 1,881.3	\$ 1,592.7	-15.3%	\$ 4,438.9	-6.1%
Total Other Revenues	\$ 1,278.4	\$ 7,221.7	\$ 6,513.4	-9.8%	\$ 17,462.9	-3.9%
Total Operating Revenues	\$ 5,211.4	\$ 31,357.6	\$ 26,790.4	-14.6%	\$ 74,032.3	-0.9%
Total Operating Expenses	\$ 3,694.2	\$ 23,342.3	\$ 20,843.7	-10.7%	\$ 53,501.0	-4.5%
Net Revenues from Operations	\$ 1,517.2	\$ 8,015.4	\$ 5,946.7	-25.8%	\$ 20,531.4	-9.2%
Non-Operating Expenses	\$ 418.4	\$ 374.2	\$ 980.2	162.0%	\$ 1,504.1	67.5%
Other Available Moneys/Other Sources of Funds	\$ 391.3	\$ 2,109.3	\$ 2,098.3	-0.5%	\$ 5,051.0	-0.2%
Net Debt Service Coverage	1.27	1.30	1.16	-10.7%	1.44	-2.8%

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 **\$26.8M** 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**.

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 28, 2025

	CURRENT MONTH					YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2024	Budget FY2025	Actual FY2025	%Var Bud Vs Act'l	Budget Full Year	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	1,362.1	1,511.9	1,511.9	0.0%	3,628.6	0.0%
Departure Fees	612.5	677.3	576.5	-14.9%	8,694.3	2,959.8	3,459.9	2,916.0	-15.7%	8,150.4	-6.3%
Arrival Fees	439.4	920.5	740.7	-19.5%	11,702.3	2,171.7	4,631.0	3,863.5	-16.6%	10,934.7	-6.6%
Immigration Inspection Fees	177.0	237.6	196.0	-17.5%	3,031.4	854.5	1,211.3	1,006.2	-16.9%	2,826.2	-6.8%
Common Use Departure Fees	77.5	54.4	40.8	-25.1%	668.7	363.0	275.1	197.5	-28.2%	591.0	-11.6%
Loading Bridge Use Fees	347.4	374.1	301.5	-19.4%	4,713.3	1,741.6	1,946.6	1,606.2	-17.5%	4,372.9	-7.2%
Landing Fees	116.2	619.6	575.5	-7.1%	7,874.3	1,843.0	3,238.6	2,963.9	-8.5%	7,599.7	-3.5%
Apron Use Fees	787.7	116.7	106.1	-9.1%	1,483.6	2,605.7	610.2	550.1	-9.9%	1,423.5	-4.1%
Total Signatory Revenue	2,830.1	3,302.6	2,839.5	-14.0%	41,796.5	13,901.5	16,884.7	14,615.2	-13.4%	39,527.1	-5.4%
Enplaned Signatory Pax	93,224	98,688	85,519	-13.3%	1,266,884	450,509	504,156	430,152	-14.7%	1,192,880	-5.8%
Cost per Enplaned Pax	\$30.36	\$33.46	\$33.20	-0.8%	\$32.99	\$30.86	\$33.49	\$33.98	1.5%	\$33.14	0.4%
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	603.2	718.2	483.6	-32.7%	8,881.5	2,920.4	3,494.7	2,427.9	-30.5%	7,814.7	-12.0%
In-flight Catering	102.9	99.8	110.5	10.8%	1,396.6	524.0	521.4	540.7	3.7%	1,415.9	1.4%
Food & Beverage	76.7	71.4	74.6	4.5%	999.4	382.3	373.1	382.2	2.4%	1,008.5	0.9%
Rental Cars	150.2	170.9	121.9	-28.6%	2,392.0	737.2	893.0	631.1	-29.3%	2,130.1	-11.0%
Other Concession Rev	22.1	16.8	14.3	-14.8%	235.0	133.2	87.7	87.0	-0.8%	234.3	-0.3%
Total Concession Revenues	955.2	1,077.0	804.9	-25.3%	13,904.5	4,697.0	5,370.0	4,069.0	-24.2%	12,603.5	-9.4%
Passenger Facility Charges	282.7	368.3	288.5	-21.7%	4,727.4	1,696.3	1,881.3	1,592.7	-15.3%	4,438.9	-6.1%
Other Revenue	1,330.5	1,351.9	1,278.4	-5.4%	18,171.2	6,837.6	7,221.7	6,513.4	-9.8%	17,462.9	-3.9%
Total Operating Revenue	5,398.4	6,099.7	5,211.4	-14.6%	78,599.6	27,132.5	31,357.6	26,790.4	-14.6%	74,032.3	-5.8%
II. Operating Expenses:											
Personnel Services	2,195.3	2,054.6	1,900.2	-7.5%	26,709.6	9,389.4	11,300.2	10,567.7	-6.5%	25,977.1	-2.7%
Contractual Services	1,966.3	2,161.2	1,724.6	-20.2%	27,202.6	8,555.2	11,125.1	9,737.5	-12.5%	25,815.0	-5.1%
Materials & Supplies	92.3	140.4	42.4	-69.8%	2,087.4	411.9	916.9	497.8	-45.7%	1,668.2	-20.1%
Equipment/Furnishings	0.0	0.0	27.0	0.0%	0.0	0.0	0.0	40.7	0.0%	40.7	0.0%
Total Operating Expenses	4,253.8	4,356.2	3,694.2	-15.2%	55,999.6	18,356.4	23,342.3	20,843.7	-10.7%	53,501.0	-4.5%
Net income from Operations	1,144.6	1,743.5	1,517.2	-13.0%	22,600.0	8,776.0	8,015.4	5,946.7	-25.8%	20,531.4	-9.2%

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
KEY OPERATING RESULTS (\$000's)
As of February 28, 2025

	CURRENT MONTH					YEAR - TO - DATE				FULL YEAR FORECAST	
	Actual FY2024	Budget FY2025	Actual FY2025	%Var Bud Vs Act'l	Budget Full Year	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)	643.9	74.8	418.4	459.2%	898.0	2,091.7	374.2	980.2	162.0%	1,504.1	67.5%
Add: Interest on Investments	<u>127.4</u>	<u>75.8</u>	<u>118.6</u>	<u>56.4%</u>	<u>909.4</u>	<u>1,134.6</u>	<u>378.9</u>	<u>637.3</u>	<u>68.2%</u>	<u>1,167.8</u>	<u>28.4%</u>
Net Revenues	628.2	1,744.5	1,217.3	-30.2%	22,611.4	7,819.0	8,020.1	5,603.8	-30.1%	20,195.1	-10.7%
Add: Other sources of Funds (Federal Reimb)	16.0	33.3	2.8	-91.5%	400.0	88.0	166.7	155.8	-6.5%	389.1	-2.7%
Add: Other available moneys	<u>246.9</u>	<u>388.5</u>	<u>388.5</u>	<u>0.0%</u>	<u>4,662.0</u>	<u>1,234.4</u>	<u>1,942.5</u>	<u>1,942.5</u>	<u>0.0%</u>	<u>4,662.0</u>	<u>0.0%</u>
Net Revenues and Other Available Moneys	<u><u>891.0</u></u>	<u><u>2,166.3</u></u>	<u><u>1,608.6</u></u>	<u><u>-25.7%</u></u>	<u><u>27,673.4</u></u>	<u><u>9,141.4</u></u>	<u><u>10,129.3</u></u>	<u><u>7,702.1</u></u>	<u><u>-24.0%</u></u>	<u><u>25,246.2</u></u>	<u><u>-8.8%</u></u>
Debt Service payments	<u>987.5</u>	<u>1,554.0</u>	<u>1,266.2</u>	<u>-18.5%</u>	<u>18,647.9</u>	<u>4,319.1</u>	<u>7,770.0</u>	<u>6,618.6</u>	<u>-14.8%</u>	<u>17,496.6</u>	<u>-6.2%</u>
Debt Service Coverage	0.90	1.39	1.27	-8.9%	1.48	2.12	1.30	1.16	-10.7%	1.44	-2.8%

Comptroller's Report
Attachment #1

Enplaned Signatory Pax
FY2021 - FY2025 (As of February 2025)

