Speaker's Office <speaker@guamlegislature.org>

M&C Fwd: GIAA Board of Directors Board Meeting Material - June 27, 2019

1 message

Speaker's Office <speaker@guamlegislature.org> Thu, Aug 1, 2019 at 3:46 PM
To: Clerks Office <clerks@guamlegislature.org>
Cc: Rennae Meno <rennae@guamlegislature.org>
Bcc: Tina Muna Barnes <tinamunabarnes@gmail.com>

08-01-19	3:36 PM	08-01-19	Board of Directors Board Meeting Material - June 27, 2019.*	A. B. Won Pat International Airport Authority	35GL-19-0847

35GL-19-0847
Speaker Tina Rose Muña Barnes

AUG 0 1 2019
Time 3:36 ( )AM PM
Received By: MgH

Sinseru yan Minagåhet,

Office of the Speaker • Tina Rose Muña Barnes
Committee on Public Accountability, Human Resources & the Guam Buildup

35th Guam Legislature
I Mina'trentai Singko na Liheslaturan Guåhan

Guam Congress Building | 163 Chalan Santo Papa | Hagatna, GU 96910
T: (671) 477-2520/1
speaker@guamlegislature.org

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Gumai pribilehu yan konfedensia este siha na mensåhi. Solo espesiåtmente para hågu ma entensioña pat ma aturisa para unrisibi. Sen prubidu kumu ti un ma aturisa para manribisa, na'setbe, pat mandespåtcha. Yanggen lachi rinisibu-mu nu este na mensåhi , put fabot ago' guatu gi I numa'huyong gi as speaker@guamlegislature.org yan despues destrosa todu siha I kopian mensåhi. Si Yu'os ma'åse'.

2019 AUG -1 PM 3:59

---------- Forwarded message ---------
From: **Amanda Rios** <arios@guamairport.net>
Date: Thu, Aug 1, 2019 at 3:36 PM
Subject: Re: GIAA Board of Directors Board Meeting Material - June 27, 2019
To: <speaker@guamlegislature.org>

Hafa Adai,

Please find attached the coversheet noting date correction.

Regards,

Amanda O'Brien-Rios
Administrative Assistant/Board Secretary
Tel: (671) 642-4717
Fax: (671) 642-4715

From: "Amanda Rios" <arios@guamairport.net>
To: "speaker@guamlegislature.org" <speaker@guamlegislature.org>
Date: Thu, 01 Aug 2019 14:29:25 +1000
Subject: GIAA Board of Directors Board Meeting Material - June 27, 2019

Hafa Adai Speaker Muna-Barnes,

In compliance with GCA §8113.1, please find attached the Board meeting material (agenda, approved minutes, and other attachments and Addendums) as discussed at the A.B. Won Pat International Airport Authority, Guam Board Directors Regular meeting held on June 27, 2019.

May I ask that you acknowledge receipt of this email at your earliest convenience.

Regards,

Amanda O'Brien-Rios
Administrative Assistant/Board Secretary
Tel: (671) 642-4717
Fax: (671) 642-4715

0847

P.O. Box 8770, Tamuning, Guam 96931
355 Chalan Pasheru, Tamuning, Guam 96913
TEL (671) 646-0300 FAX (671) 646-8823
www.guamairport.com

CONFIDENTIALITY NOTICE:
*This message (including any attachments) contains information that is confidential and proprietary to GIAA and/or A.B. Won Pat International Airport Authority, Guam, and that is for the sole use of the intended recipients. If you are not an intended recipient, you may not read, print, retain, use, copy, distribute, forward or disclose to anyone this message or any information contained in this message (including any attachments). If you have received this message in error, please advise the sender of this error by reply e-mail, and please destroy all copies of this message (including any attachments).***

Corrected Coversheet GIAA Board Meeting Material - June 27, 2019.pdf
43K

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

August ~~2~~; 2019

VIA EMAIL: speaker@guamlegislature.org

Honorable Tina Muna-Barnes
Speaker, 35th Guam Legislature
Guam Congress Building
163 Chalan Santo Papa
Hagatna, Guam 96932

REFERENCE: A.B. Won Pat International Airport Authority, Guam (GIAA) Board of Directors Board Meeting Material

Hafa Ådai Speaker Muna-Barnes,

Pursuant to 5 GCA §8113.1, transmitted herewith is the Board meeting material (agenda, approved minutes, and other attachments and Addendums) as discussed at the A.B. Won Pat International Airport Authority, Guam Board Directors Regular meeting held on June 27, 2019.

Should you have any questions or concerns, please do not hesitate to contact me at 646-0300.

Senseramente,

Thomas C. Ada
Executive Manager

Attachment

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
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MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, June 27, 2019, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The June 27, 2019 regular meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") was called to order by Chairman Bamba at 3:11 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Brian J. Bamba	Chairman
Donald I. Weakley	
Lucy M. Alcorn	
Zenon E. Belanger	
Rosie R. Tainatongo	
Doyon A. Morato	
Directors Absent:	
Gurvinder Sobti (excused)	Vice Chairman
GIAA Officials:	
Thomas C. Ada	Executive Manager
John M. Quinata	Deputy Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Raymond Santos	Assistant Chief, GIAA ARFF
Victor Cruz	Engineering Supervisor
Rolenda Faasuamalie	Airport Marketing Administrator
Henry Cruz	Management Analyst I
Joseph Javellana	Program Coordinator IV
Janalynn C. Damian, Esq.	GIAA Legal Counsel
Eduardo Calvo, Esq.	GIAA Legal Counsel
Genevieve Rapadas, Esq.	GIAA Legal Counsel
Frank R. Santos	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

Chairman Bamba suggested to delete Item (E), under New Business. Motion to amend the agenda as suggested duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed.

3. APPROVAL OF MINUTES

A. April 30, 2019 Regular Meeting

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

Resolution No. 19-43

The Board hereby approves the minutes of the April 30, 2019 regular meeting, subject to corrections.

A. June 14, 2019 Special Meeting

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

Resolution No. 19-44

The Board hereby approves the minutes of the June 14, 2019 special meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada had no Correspondence to report.

5. OLD BUSINESS

Executive Manager Ada announced that there was no Old Business to discuss.

6. NEW BUSINESS

A. Approval of Award for Insurance Broker Services - RFP No. RFP-005-FY19

The first item discussed was the approval of award for Insurance Broker Services. Airport Services Manager, Ms. Jean Arriola, provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of ten (10) firms showed their interest by obtaining the RFP package. An evaluation committee was

established to evaluate the two (2) proposals that were submitted before the established deadline. The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms were found to be responsible and responsive and the firms in order of their ranking are as follows:

1. Offeror A
2. Offeror B

The term of the contract is for a period of three (3) years with two (2) options to extend for a period of one (1) year each at GIAA's discretion, not to exceed a total contract period of five (5) years, subject to the availability of funding. Said contract will be funded under the Administrations Division's O&M Budget.

Management recommended that the Board approve the ranking results and the contract award to Offeror A for Insurance Broker Services, subject to negotiation of fair and reasonable fees to be submitted by the highest ranked Offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked Offeror, the Executive Manager or his designee, may enter into negotiations with the next most qualified Offeror, consistent with the Guam Procurement Law & Regulations.

Director Weakley inquired when the current contract for Insurance Broker expires. Ms. Arriola replied October 30, 2019.

Chairman Bamba inquired on the contract period. Ms. Jean Arriola replied that the term of the contract is for three (3) years with two (2) options to extend for a period of one (1) year each at GIAA's discretion.

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

Resolution No. 19-45

The Board hereby approves the ranking results as presented and the contract award to Offeror A for Insurance Broker Services - RFP No. RFP-005-FY19, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Offeror A is AM Insurance.

B. Approval of Award for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension – RFP No. RFP-004-FY19

The next item discussed was the approval of award for A/E services for the design of the Cargo Aprons and Fuel System Extension. Ms. Arriola provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of

the RFP, proposal submission deadline, and the number of interested proposers. A total of twenty-two (22) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the six (6) proposals that were submitted before the established deadline.

Upon review of the proposals submitted, it was discovered that Offerors A, D, and E included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. Pursuant to the Procurement Regulations, the Executive Manager or his designee may conduct discussions with the Offerors to determine such Offeror's qualifications for further consideration. Executive Manager Ada found that Offeror A, D, and E's submission of a signed Tax Certification indicated their intent to comply with the RFP requirements and their failure to mark the appropriate box was an inadvertent oversight.

In addition, the RFP requires that Offerors must include with their offers a signed Acknowledgement of Receipt Form for all addenda issued. Offeror C did not include in its proposal submission a copy of its signed Acknowledgement of Receipt Form for Addendum A, although Offeror C previously submitted an acknowledgement of receipt for Addendum A at the time Addendum A was issued.

The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms were found to be responsible and responsive and the firms in order of their ranking are as follows:

1. Offeror B
2. Offeror E
3. Offeror A
4. Offeror C
5. Offeror F
6. Offeror D

The term of the contract is for a period of five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. The referenced contract will be funded with GIAA CIF, and is a reimbursable expense should GIAA's application for the AIP grant be successful.

Management recommends that the Board allow Offeror's A, D, E to submit their completed Tax Certifications, and that the Board accept Offeror C's previous submission of a signed Acknowledgement of Receipt Form for Addendum A. Management further recommends that the Board approve the ranking results and the contract award to Proposer B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension, subject to negotiations of fair and reasonable fees to be submitted by the highest ranked Offeror at a time and in format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked Offeror, the Executive Manager or designee, may enter into

negotiations with the next most qualified Offeror, consistent with the Guam Procurement Law& Regulations.

Director Weakley inquired the Offerors who had not submitted all documents. Ms. Arriola replied that the Offerors are requested to provide the corrected documents because in the event that negotiations prove unsuccessful with the highest ranked Offeror, negotiations may continue with the next highest ranked Offeror and so forth.

As a new Board Member, Director Morato inquired about how much information a board member needs before taking action on a matter. Brief discussion followed, with Director Alcorn adding that the Board is provided with all of the documents and Management's recommendation to review, and that the Board may ask any questions. Executive Manager Ada explained that the Procurement Law has a self policing mechanism in the protest process. Executive Manager Ada assured the Board that the process was carried out properly and according to the Procurement Regulations.

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

Resolution No. 19-46

The Board hereby approves the ranking results and three (3) part recommendation as presented and the contract award to Offeror B for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension – RFP No. RFP-004-FY19, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Offeror B is EMPSCO Engineering Consultants.

Executive Manager informed the Board of the importance of this project, stating that with this project the cargo services to Guam should increase.

Chairman Bamba inquired on the capabilities and response times from ARFF in the event of an emergency with regard to the upgrades to the fuel system and additional capacity. GIAA Consultant, Mr. Frank Santos, replied that all of the fuel tanks have their own fire suppression system and that GIAA's ARFF unit is capable of responding in three (3) minutes.

C. Approval of Procurement Solicitation Model for Food & Beverage (F&B) Concessions and Custodial Services and Ground Maintenance

Next on the agenda was Solicitation Models for Food Concessions, Custodial Services and Ground Maintenance. Executive Manager Ada informed the Board that Management is requesting for direction from the Board with regard to the solicitation process for the F&B Concession and Custodial and Ground Maintenance services. Executive Manager Ada gave brief background information on the three areas:

1. F&B Concessions: F&B concessions in the concourse consist of eleven (11) different vendors, and contracts, generating approximately $6.8M.
2. Custodial Services: There are five areas that custodial services are provided and five (5) different contracts. Total cost annually is $1.2M. Good contracts, however we do not have good quality assurance.
3. Ground Maintenance (Grass cutting): Five (5) Contractors. Total cost annually is $400,000.00. Good contracts, however we do not have good quality assurance.

Director Alcorn inquired on the inclusion of small businesses in the F&B concession contract. Discussion followed with Executive Manager Ada noting that it could be one of the requirements in the master food concession contract.

Chairman Bamba expressed the importance of quality assurance and level of service. He suggested that Management put together a solicitation for F&B and come bring back to the Board for approval.

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

Resolution No. 19-48

The Board hereby approves proceeding with a Master Food and Beverage Concession Model, subject to board approval of the details recommended by Management, including a requirement for small business.

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

Resolution No. 19-50

The Board hereby approves proceeding with the Alternate Bid Model for Custodial and Ground Maintenance services, subject to legal review.

D. Approval of Board Resolution No. 19-47: GIAA's Bank Signatories

The next agenda item was a Board resolution to revise GIAA's Bank Signatories. The revisions are the inclusion of Chairman Bamba and Vice Chairman Sobti.

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

Resolution No. 19-47

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") has several bank accounts and desires to designate the individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and
7. Antoniette L. Bautista, General Accounting Supervisor.

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

E. Approval of Board Resolution No. 19-49: Agreement for Legal Services

The next item discussed was the extension of the Agreement for Legal Services with Torres Law Group, conflicts counsel. Executive Manger Ada informed the Board that the one (1) year extension would be the fourth and final to extend.

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

Resolution No. 19-49

WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") and Torres Law Group ("Torres") (the "Torres Agreement"); and

WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by Executive Manager Ada. The report included brief updates on Airport operations, CIPs and Regulatory updates. Executive Manager Ada elaborated on the International Arrivals Corridor project, reporting that the project is progressing well, delays have been minimized and cost impact of change orders are actively reviewed with weekly meetings. Completion date still at August 2020. Cost to date $117M, although change orders will increase this cost by an additional $5M-$10M.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **May 31, 2019**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by -

2.0%, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-9.7%** and **-3.9%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **-5.8%**. Year-to-date Total Operating Revenues Actual of **$50.5M** is **-4.9%** below the budget estimate of **$53.1M**. Year-to-date Total Operating Expenses are below budget by **-9.6%**. Components of this line item include a **-12.6%** decrease in Personnel Service, a **-0.6%** decrease in Contractual Services, a **-65.33%** decrease in Materials & Supplies and a **-86.5%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$20.3M** reflects an increase of **3.0%** over the year-to-date budgeted amount of **$19.7M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.45** versus the requirement of **1.25.**

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Alcorn, seconded by Director Tainatongo, and unanimously approved, the Board recessed to convene into Executive Session at 5:03p.m.

The Board convened into Executive Session at 5:07 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Bamba, Weakley, Alcorn, Belanger, Tainatongo and Morato, Executive Manager Ada, and Legal Counsels, Janalynn Damian, Eduardo Calvo and Genevieve Rapadas. Also present was the court reporter who will prepare a transcript of the Executive session.

Due to conflicts of interest, Chairman Bamba did not participate in discussion during Executive Session and exited the conference room at 5:10 p.m.

Chairman Bamba re-enters the conference room at 5:52 p.m.

Executive Session adjourned at 5:54 p.m., at which time the Board reconvened regular session at 5:58 p.m.

As a result of discussion during Executive Session, legal counsel announced that there was a matter for Board approval, and presented the matter to the Board.

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

Resolution No. 19-51

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for the general matters legal fees incurred in April 2019 that exceed the monthly cap in the amount of

$21,748.24 and the general matters legal fees incurred in May 2019 that exceed the monthly cap in the amount of $27,896.60.

10. PUBLIC COMMENTS

There were no Public Comments.

Chairman Bamba at this time for the record announced his conflict of interest and recusal regarding any matter involving DFS.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed. The meeting was adjourned at 6:00p.m.

Dated this 30th, day of July, 2019.

Attest:

Brian J. Bamba
Chairman

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-47

RELATIVE TO AUTHORIZING SIGNATORIES ON ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM'S BANK ACCOUNTS

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") has several bank accounts and desires to designate the individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and
7. ~~Antoinette~~ Antoniette L. Bautista, General Accounting Supervisor.

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman

Absent

GURVINDER SOBTI, Vice Chairman

DONALD I. WEAKLEY

LUCY M. ALCORN

ZENON E. BELANGER

ROSIE R. TAINATONGO

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-49

RELATIVE TO THE EXTENSION OF THE
AGREEMENT FOR LEGAL SERVICES - CONFLICTS COUNSEL
WITH TORRES LAW GROUP

WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") and Torres Law Group ("Torres") (the "Torres Agreement"); and

WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman	Absent **GURVINDER SOBTI, Vice Chairman**

DONALD I. WEAKLEY

LUCY M. ALCORN

ZENON E. BELANGER

ROSIE R. TAINATONGO

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, June 27, 2019
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
Guam Daily Post – June 20, 2019
Notice to Media – June 20, 2019

Second Notice:
Guam Daily Post – June 25, 2019
Notice to Media – June 25, 2019

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   - **A.** April 30, 2019 Regular Meeting
   - **B.** June 14, 2019 Special Meeting
4. Correspondence
5. Old Business
6. New Business
   - **A.** Approval of Award for Insurance Broker Services - RFP No. RFP-005-FY19
   - **B.** Approval of Award for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension - RFP No. RFP-004-FY19
   - **C.** Approval of Procurement Solicitation Model for Food Concessions, Custodial Services and Ground Maintenance
   - **D.** Approval of Board Resolution No. 19-47: GIAA's Bank Signatories
   - **E.** Approval of Board Resolution No. 19-48: Bond Restructuring
   - **F.** Approval of Board Resolution No. 19-49: Agreement for Legal Services
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Regular Meeting
3:00 p.m., Thursday, June 27, 2019
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Rolinda Faasuamalie	GLA
2.	FRANK SANTOS	TMG
3.		
4.	EDWARD MUNA	
5.	Cierra Camacho	Senator Nelson
6.	VINCE PANGELINAN	POLICE
7.	TRICIA GRANILLO	TM INSURANCE
8.	Hang Cui	BIGA
9.	VICTOR J. CRUZ	GIAA
10.	Ed Cano	CFJ
11.	JOHN ARRIOLA	GIAA
12.		
13.		
14.		
15.		
16.		
17.		
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19.		
20.		

Trudeau, caught between environmental, economic concerns greenlights $5.5 billion pipeline expansion

By Emily Rauhala
The Washington Post

Canadian Prime Minister Justine Trudeau is an icon of progressive politics who has promised to "put a price on pollution." Last week, to much applause, he proposed a ban on single-use plastics. On Monday night, his government declared a national "climate emergency."

He's also now the public face of a Canadian plan to expand a pipeline that would triple the amount of crude oil that moves from the Alberta Tar Sands to the Pacific Coast each day for shipment around the world.

Such is his dilemma – and Canada's.

Trudeau's Liberal government announced Tuesday it will push ahead with the stalled Trans Mountain Pipeline expansion, a $5.5 billion project that has long pitted the country's energy sector against the concerns of environmental and some indigenous groups.

The move will be welcomed by the country's struggling oil sector and the many Canadians whose fortunes are tied to it. Landlocked Alberta produces four-fifths of Canadian crude, but struggles to get it abroad, leading to steep discounts against global benchmarks – and hitting the province hard.



Justin Trudeau

But many Canadians – including environmentalists, and some indigenous communities – have protested the long-stalled pipeline, out of concern for oil spills, and the continuing promotion of climate-changing fossil fuels. They question whether this is the moment to up Canadian shipments of oil.

Trudeau has been left to walk a tightrope between the two sides, taking heat from both as he limps toward a federal election this fall.

Janet Brown, an independent pollster and political analyst in Calgary, Alberta, said the prime minister's challenge will be positioning the decision as a safe path between Conservatives on the right and the New Democratic Party on the left.

Trudeau has been left to walk a tightrope between the two sides, taking heat from both as he limps toward a federal election this fall.

"The message going forward will be the conservatives don't understand the environment and the NDP don't understand the economy," she said. "We, the Liberals, are the party that could do both."

Though he remains popular, his government has been hit hard this year by questions about its handling of the prosecution of a construction firm form his home province and the subsequent expulsion of two high-profile and popular cabinet members, Jody Wilson-Raybould – Canada's first indigenous attorney general – and Jane Philpott.

The scandal exposed Trudeau to the toughest criticism of his short political career. The pipeline decision could make things worse.

Pipeline politics get at a very Canadian conundrum: How do you become a global leader on climate when your economy relies so heavily on the extraction of fossil fuels?

The Liberal government has long argued that in order for Canada to tackle climate change, they country needs a strong energy sector – using revenue from today to fund the projects of tomorrow.

So far, that has been a tough sell, at least when it comes to pipelines. Trudeau first gave the go-ahead for the expansion in 2016. The decision to move ahead spurred legal challenges and protests, including a demonstration at which two members of Canada's parliament were arrested.

Johnson extends lead in race to lead Britain's Conservatives

LONDON (Deutsche Presse-Agentur) – Outspoken former Foreign Secretary Boris Johnson on Tuesday extended his lead in the race to become the next leader of Britain's Conservative party.

Johnson won 126 of 313 votes in the second round of voting on Tuesday, in which six candidates were vying to become Prime Minister Theresa May's successor as party leader.

His nearest rival, Foreign Secretary Jeremy Hunt, received just 46 votes. Hunt progresses to the next round of voting along with Environment Secretary Michael Gove, Interior Minister Sajid Javid and wild card Rory Stewart, a rising center-ground candidate.

Former Brexit Minister Dominic Raab was eliminated from the race.

Pro-Brexit Johnson, who has a reputation for being gaffe-prone, took part in his first television debate with the other four remaining contenders on Tuesday evening.

According to British media, there was no clear winner after the debate, which centered on Brexit, Islamophobia and climate change.

Russia, China delay US push for halt to NKorea fuel imports

UNITED NATIONS (Reuters) – Russia and China on Tuesday delayed a U.S. request for a United Nations Security Council sanctions committee to demand an immediate halt to deliveries of refined petroleum to North Korea over accusations Pyongyang violated a U.N. cap, diplomats said.

The United States, backed by dozens of allies, told the committee last week that there had been at least 79 illegal deliveries of fuel in 2019 – mainly through transfers between ships at sea – and concluded that North Korea had breached an annual U.N. cap of 500,000 barrels imposed in December 2017.

North Korea's U.N. mission has not responded to a request for comment on the accusations.

Washington wanted the 15-member U.N. Security Council North Korea sanctions committee to issue a demand for an immediate halt to deliveries of refined petroleum to North Korea.

But the committee operates by consensus and on Tuesday, Pyongyang allies Russia and China delayed Washington's request for action by putting a so-called "hold" on it, diplomats said. They told the committee they believed the current situation was still in line with the relevant Security Council resolution, diplomats said.

"We need more details as usual because they provided generalized information," Russian U.N. Ambassador Vassily Nebenzia told Reuters.

China and Russia placed a similar U.S. request in limbo a year ago, saying they needed more details on Washington's accusation then of 89 illicit fuel imports by North Korea in the first five months of 2018.

ULITAO INC.
Statement of Activities (Unaudited)
Year Ended December 31, 2016

Revenues, gains, and other support:	
Total revenues, gains, and other support	$29,688
Expenses and Losses:	
Total expenses and losses	$29,440
Change in net assets	$248
Net assets, beginning of year	-
Net assets, end of year	$248

To review financial statements or for more information, please contact the Ulitao Treasurer, Amber Powers, at 671-483-1978

ULITAO INC.
Statement of Activities (Unaudited)
Year Ended December 31, 2017

Revenues, gains, and other support:	
Total revenues, gains, and other support	$54,837
Expenses and Losses:	
Total expenses and losses	$53,949
Change in net assets	$888
Net assets, beginning of year	248
Prior period adjustments	199
Net assets, end of year	$937

To review financial statements or for more information, please contact the Ulitao Treasurer, Amber Powers, at 671-483-1978

The Honorable
Lourdes A. Leon Guerrero
Governor

The Honorable
Joshua F. Tenorio
Lt. Governor

PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board Meeting on **Thursday, June 27, 2019** at **3:00 p.m.**, in the Terminal Conference Room No.3. In addition to regular matters, pursuant to 5 G.C.A. §8111(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.

For special accommodations or agenda items, please call the Board Office at 642-4717/18.
(This ad paid for by GIAA)

Doc. No. 35GL-19-0847.*

SENATORS continued from page 1

Chamber of Commerce board of directors cautioned there could be "a huge impact."

"I appreciate (the senators') concerns. I have the same concerns about the environment and our resources," said Chairman Joe Arnett. "At the same time, I've looked at everything (the military) is doing and they're doing a lot more than any government has ever done at any building project that I know about on Guam.

"If that's the will of the Legislature, so be it. (However), I would hope they focus on more important problems like health and safety," Arnett said.

The Guam Contractors Association has taken no position on the senators' call, said GCA President James Martinez. But in the unlikely event that the military did agree to a pause, "it'll cost more money to get the job done."

He acknowledged that there will be layoffs and a loss of tax revenue for the government of Guam.

The Live-Fire Training Range Complex is a $78 million military construction project that was awarded to Black Construction in August 2017. Black Construction Vice President Mark Mamczarz did not return calls for comment.

Resolution to halt work

Thirteen of Guam's 15 senators in the 35th Guam Legislature endorsed the resolution that calls on Gov. Lou Leon Guerrero to ask the military to "pause" all construction on the Live-Fire Training Range Complex on Northwest Field at Andersen Air Force Base. The governor, last week, said she would send a letter to Joint Region Marianas making the official request to a partial stop to the construction for a six-month period as they awaited the DNA test results for a mature Guam rare tree, the Serianthes nelsonii, in an area adjacent to the live-fire training site. Late Monday afternoon, JRM officials said they had not yet received the correspondence.

During the press conference, each senator was given an opportunity to explain why they think construction on the firing range complex should be paused.

"I support a pause so that we can allow professionals to assess the cultural findings," said Sen. Therese Terlaje who was the first senator to call for a pause in May. "And to reassess whether this is an area that should be preserved in place."

JRM response

On Friday, Joint Region Marianas deputy public affairs officer Christian Hodge said construction had already been stopped in compliance with the programmatic agreement that establishes legally binding rules for the preservation of Guam's environmental and cultural heritage at military buildup sites.

In a written response Hodge stated, "the contractor, guided by an archaeologist" has established "a high-visibility fence ... including a 30-meter buffer around" each of the nine areas where artifacts have been found Northwest Field since December 2018.

However, he said, "overall project construction continues in parallel to this site-specific historic preservation process."

"That's the concern – this continued clearing ... where we already know they have so far had nine inadvertent discoveries," Terlaje said. "They cleared the area and they did not preserve it in site. That's why we are asking in addition to the programmatic agreement for an additional pause so that the sites can be better assessed."

On Monday, in response to the senators' resolution, Hodge responded in an email to the Post: "We are in close communication with our elected officials and are committed to working towards a mutually beneficial agreement that balances our military mission with the concerns of the community."

He also said the military will continue to engage in an open and transparent dialogue with the governor and her office. "However, at this time, the Navy has not received a formal request. Therefore, it would be premature to comment," Hodge said.

The resolution will be scheduled for a public hearing and then sent to the floor for a vote. If passed and approved by the governor, it's impact will be mostly symbolic. It will not carry the force of law.

GPA continued from page 1

throughout the early morning hours of Aug. 31, 2015. The resulting fire rendered the units unusable, depriving GPA of its two more efficient generators that provided a combined 78 megawatts of power and plunging the island into periods of load shedding.

The suit was filed on Aug. 27, 2018. An amended complaint came in February 2019. GPA has requested time to file a second amended complaint.

While the incident was ruled accidental and the root cause left undetermined, an investigation found that the explosion, fire and damage resulted from work performed by KEWP, a contractor called PM Control Systems PTE Ltd. and the other unnamed companies, according to the lawsuit.

There were two major projects performed at the power plant prior to the explosion.

In 2012, KEWP initiated and oversaw a redesign of the Cabras 4 control system. KEWP contracted PM Controls and other companies for the project, the lawsuit stated. The same was done during a mechanical overhaul of the Cabras 4 generator in early 2015.

The suit would later accuse the companies of failing to properly implement various safety features and generally failing to properly perform the control system and mechanical overhauls.

The generator began experiencing control failures beginning on Aug. 30, 2015. "The five GPA-employed operators at the power plant attempted to control the Cabras 4 generator's electrical output without success," the suit stated.

Cabras 4 continued to increase energy production. The operators attempted to contact the KEWP operations manager, who was required to be on-call, but the manager did not answer and could not be reached, the suit stated.

"Consequently, the GPA operators implemented measures to stop the Cabras 4 generator as they had previously, at KEWP's direction," the suit added.

The measures failed and operators began implementing emergency stop procedures. At around 2:30 a.m. on Aug. 31, 2015, the generator exploded, causing a fire and extensive damage to the plant and Cabras 3.

The GPA employees escaped alive but the explosion presented a risk of personal injury and death, the suit stated.

RARE TREE continued from page 1

Tina Muña Barnes on Monday said the resolution raises two key issues: the protection of historical sites, and the rare tree.

"Calling for a temporary pause in the buildup, does not mean I am anti-military, it just means that as a government, we have to continue to do our due diligence. We need to quickly regroup, fully understand the impact, as well as the responsibilities, duties, and obligations of our government of Guam," Barnes stated.

James McConnell, a professor of ornamental horticulture at the University of Guam College of Natural and Applied Sciences, said the mature tree that has been the focus of much attention these last few weeks has been mature since the 1960s or 1970s, and has been protected through a variety of efforts, primarily by the Department of Defense.

However, it has some heart rot, McConnell said.

He said the tree is "getting weaker and weaker" and the concern is whether it could withstand the next major storm.

In 2017, the U.S. Guam National Wildlife Refuge received funding from a cooperative recovery initiative through the U.S. Fish and Wildlife Service to keep the Serianthes nelsonii from going extinct on Guam.

"It involved propagating, outplanting and monitoring the trees on the refuge itself," said Tammy Summers, manager for the local refuge site.

Summers noted that the effort to save endangered trees and fauna endemic to Guam has continued over the years with the help of various people from different educational, environmental, military and local government agencies.

McConnell said he and a team of scientists did start a genetic study to look at the trees in Rota and Guam, to see if they could use the Rota trees to help revitalize the population here.

The same species of Serianthes nelsonii is thriving in Rota and their seedlings are "vigorous." He said part of their study is to determine whether it is OK to mix the two without "losing" the specific genetic information of the tree found here.

"I don't know what the big issue is about the DNA study. It's the same species as the one at Rota," McConnell said. "Having genetic variation doesn't mean anything unique. It's the same species. All the remaining plants have some difference in the genetics, just like all plants and animals. ... The genetic variation is what you'd find in a normal population of any species."

He said Fish & Wildlife is funding one student's efforts to study the genetics of the tree. The student is working on the project as part of her doctoral study, which may be completed in December.

The Honorable
Lourdes A. Leon Guerrero
Governor

The Honorable
Joshua F. Tenorio
Lt. Governor

PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board Meeting on **Thursday, June 27, 2019** at **3:00 p.m.**, in the Terminal Conference Room No.3. In addition to regular matters, pursuant to 5 G.C.A. §8111(c)(2), Executive Session will be held to discuss pending litigation to which GIAA is a party. Parking is available in the Public Parking Lot.

For special accommodations or agenda items, please call the Board Office at 642-4[illegible].
(This ad paid for by GIAA)

GUAM VISITORS BUREAU

PUBLIC NOTICE ANNOUNCEMENT

The Guam Visitors Bureau will hold a Regular Meeting and an Executive Session of the Board of Directors on Thursday, June 27, 2019 at 3:30 p.m. in GVB's Main Conference Room. Any individuals needing special accommodations are requested to contact GVB at 646-5278 for assistance.

Doc. No. 35GL-19-0847.

MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Tuesday, April 30, 2019, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The April 30, 2019 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 Sobti at 3:18 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Gurvinder Sobti	Chairman
Lucy M. Alcorn	
Zenon E. Belanger	
Donald I. Weakley	

Directors Absent:
None

GIAA Officials:

Thomas C. Ada	Executive Manager
John M. Quinata	Deputy Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Gerard Bautista	Air Terminal Manager
Raymond Mantanona	Chief, GIAA ARFF
Edward Muna	Operations Superintendent
Joseph Javellana	Program Coordinator IV
Janalynn C. Damian, Esq.	GIAA Legal Counsel
Todd Thompson, Esq.	GIAA Counsel
Frank R. Santos	GIAA Consultant

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

2. APPROVAL OF AGENDA

Executive Manager Ada suggested a number of amendments to the agenda - to convene into Executive Session after Correspondence and to table Item 6 (F), Alan Searle Market Study. Motion to amend the Agenda as suggested duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed.

3. APPROVAL OF MINUTES

A. February 28, 2019Regular Meeting
B. March 25, 2019 Special Meeting

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

Resolution No. 19-33

The Board hereby approves the minutes of the February 28, 2019 regular meeting and the minutes of the March 25, 2019 special meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada announced that the Airport received correspondence from Governor Lourdes Leon Guerrero, informing the Board of her appointment of Ms. Doyon Morato to serve on the Board of Directors. The Executive Manager informed the Board that Ms. Morato's confirmation hearing has not been scheduled at this time. Chairman Sobti welcomed Ms. Morato, who was in attendance for the meeting, but did not participate.

5. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Alcorn, seconded by Director Belanger, and unanimously approved, the Board recessed to convene into Executive Session at 3:22p.m.

The Board convened into Executive Session at 3:22 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Sobti, Alcorn, Belanger and Weakley, Executive Manager Ada, and Legal Counsels, Janalynn Damian, Genevieve Rapadas and Todd Thompson. Also present was the court reporter who will prepare a transcript of the Executive session.

Todd Thompson excused himself from Executive Session at 3:33 p.m.

On motion duly made by Director Alcorn, seconded by Director Weakley, Executive Session adjourned at 4:01 p.m., at which time the Board reconvened regular session at 4:06 p.m.

6. OLD BUSINESS

Executive Manager Ada announced that there was no Old Business to discuss.

7. NEW BUSINESS

A. Approval of Award for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation - RFP No. RFP-002-FY19

The first item discussed was the approval of award for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation. Airport Services Manager, Ms. Jean Arriola provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of twenty-two (22) firms showed their interest by obtaining the RFP package and five (5) firms responded by submitting proposals on or before the submission deadline. An evaluation committee appointed by Executive Manager Ada was established to evaluate the five (5) proposals.

The proposal was evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms in order of their ranking are as follows:

1. Proposer A
2. Proposer B
3. Proposer C
4. Proposer D
5. Proposer E

The term of the contract is up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. Said contract will be funded under an AIP grant, with a cost share of 90% by FAA, and 10% by GIAA.

Management recommends that the Board allow Proposers A & B to submit their completed Tax Certifications. Management recommends that the Board approve the ranking results and the contract award to Proposer A, subject to Proposer A's submission of a completed Tax Certification and negotiation of fair and reasonable fees to be submitted by the proposer at a time and format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked proposer, the Executive Manager or designee, may enter into negotiations with the next most qualified proposer, consistent with the Guam Procurement Law Regulations.

Brief discussion followed on the term of the project, with Director Belanger asking if there is a possibility of the project being delayed or extended. Mr. Frank Santos informed the Director that assuming no changes, it will be for 365 days plus thirty (30) to sixty (60) days for close out. However there are discussions with the FAA on increasing to thirty (30) months. Should the project be delayed, negotiations with the construction manager would take place.

Chairman Sobti inquired if an extension occurs, does it require Board approval. The Board was informed that if there is no appropriation to cover the extension then Board approval is required. The Comptroller added that funds have to be available.

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

Resolution No. 19-34

The Board hereby approves the ranking results as presented and the contract award to Proposers A for Construction Management Services for GIAA Terminal Aircraft Apron & Taxiway Rehabilitation - RFP No. RFP-002-FY19, subject to Proposer A's submission of a completed Tax Certification, Management's negotiation of fair and reasonable fees, and review by legal counsel.

Ms. Arriola informed the Board that Proposer A is HTD Pacific.

B. Approval of Award for Construction Management Services for Runway 6L/24R Rehabilitation – RFP No. RFP-003-FY19

The next item discussed was the approval of award for Construction Management Services for Runway 6L/24R Rehabilitation. Ms. Arriola provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of eighteen (18) firms showed their interest by obtaining the RFP package and three (3) firms responded by submitting proposals on or before the submission deadline. An evaluation committee was established to evaluate the three (3) proposals. The proposals were evaluated on a point system assigned for each criteria identified in the RFP package. As a result of the committee's evaluation, the selected firms in order of their ranking are as follows:

1. Proposer A
2. Proposer C
3. Proposer B

The term of the contract is up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding. The referenced contract will be funded under an AIP grant, with a cost share of 90% by FAA, and 10% by GIAA.

Management recommends that the Board approve the ranking results and the contract award to Proposer A, subject to negotiations of fair and reasonable fees to be submitted by the proposer at a time and format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked proposer, the Executive Manager or designee, may enter into negotiations with the next most qualified proposer, consistent with the Guam Procurement Law Regulations.

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

Resolution No. 19-35

The Board hereby approves the ranking results as presented and the contract award to Proposer A for Construction Management Services for Runway 6L/24R Rehabilitation – RFP No. RFP-003-FY19, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola informed the Board that Proposer A is SSFM International, Inc.

C. Approval of Board Resolution No. 19-36: Bond Refunding

Next on the agenda was the refunding of GIAA Bonds, which was presented by the Comptroller. Mr. Rios informed the Board that currently GIAA's enabling statute allows for the refunding of all prior bonds. The resolution approves the amendment of GIAA's enabling statute to allow for partial refunding as opposed to all bonds being refunded. The partial refunding is worth $2M in present value savings, 9.38%, the amount of callable bonds to be refunded is $21.4M. The GEDA Board has authorized GEDA Management to pursue the refunding.

Executive Manager Ada announced that this Board action is necessary because the Legislature will not entertain a bill to amend GIAA's enabling statute unless there is a resolution from the Board authorizing such amendment.

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

Resolution No. 19-36

WHEREAS, Section 1216 of GIAA's enabling statute (Guam Code Annotated, Title 12, Chapter 1) provides that the Antonio B. Won Pat International Airport Authority, Guam (the "GIAA"), is authorized to incur indebtedness by the issuance of general revenue bonds for the purpose of refunding any general revenue bonds of GIAA then outstanding;

WHEREAS, Section 1208 of GIAA's enabling statute provides that no general revenue bonds of GIAA shall be issued unless authorized by the Board in a bond resolution adopted by it and approved by *I Magalahen Guahan* and unless *I Liheslaturan Guahan* approves the terms and conditions of the bonds;

WHEREAS, Section 50103 of Title 12 of the Guam Code Annotated provides that public corporations of the government of Guam, including GIAA, shall issue bonds and other obligations only by means of, and through the Guam Economic Development Authority ("GEDA"), and that GEDA shall not sell any bond without the approval by *I Liheslaturan Guahan* of the terms and conditions of the bonds;

WHEREAS, based on low interest rates and current market conditions, GIAA expects to be able to refund all or a portion of its outstanding General Revenue Bonds, 2013 Series A, General Revenue Bonds, 2013 Series B and/or its General Revenue Bonds, 2013 Series C (the "2013 Bonds") for debt service savings;

WHEREAS, in addition, GIAA anticipates that opportunities may arise to refund all or a portion of additional GIAA general revenue bonds in the future for debt service savings (collectively with the 2013 Bonds, the "prior bonds"); and

WHEREAS, in order to benefit the airport and the tourism industry that depends on the airport, the Board has determined that it is necessary to amend GIAA's enabling statute to authorize the issuance of revenue bonds by GIAA to refund all or a portion of its prior bonds, subject to approval by *I Maga'lahen Guahan* and the Board of Directors of GEDA in accordance with law; and

WHEREAS, Management, in consultation with GEDA and bond counsel, has prepared draft legislation amending GIAA's enabling statute to authorize the issuance of revenue bonds by GIAA to refund all or a portion of its prior bonds, subject to approval by *I Maga'lahen Guahan*and the Board of Directors of GEDA in accordance with law, which draft legislation is attached hereto as Attachment 1.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby approves the amendment of GIAA's enabling statute as set forth in Attachment 1, and further authorizes the Executive Manager to take such action as is necessary to carry out the amendment of GIAA's enabling statute as approved in this resolution.

D. Approval of Board Resolution No. 19-37: GIAA's Bank Signatories

The next agenda item was a Board resolution to revise GIAA's bank signatories. The revisions include the removal of former Chairman, Ricardo Duenas and the addition of Chairman, Gurvinder Sobti, and Deputy Executive Manager, John M. Quinata.

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

Resolution No. 19-37

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY,GUAM ("GIAA") has several bank accounts and desires to designate the individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John Quinata, Deputy Executive Manager;
3. Gurvinder Sobti, Chairman of the Board;
4. Jean M. Arriola, Airport Services Manager
5. John A. Rios, Comptroller; and
6. Antoinette L. Bautista, General Accounting Supervisor.

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

E. Approval of Deputy Executive Manager Compensation

Next on the agenda for Board consideration was the compensation for newly appointed Deputy Executive Manager, Mr. John M. Quinata. Based on review of Mr. Quinata's qualifications and experience, Management recommends that the Deputy Executive Manager's salary be set at $140,066.00 per annum.

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

Resolution No. 19-38

The Board hereby approves the annual salary of $140,066.00 for Mr. John M. Quinata as the Deputy Executive Manager of the A.B. Won Pat International Airport Authority, Guam, effective April 25, 2019.

F. Alan Searle Market Study – *TABLED*

G. Ratification of Quarterly Travel

Executive Manager Ada presented the quarterly travel from January to March 2019 for ratification by the Board.

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

Resolution No. 19-39

The Board hereby ratifies the FY2018 4th quarter travel report from January to March 2019 as presented.

8. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet. The report included brief updates on the 3rd Floor International Arrivals Corridor project. When the project began in 2014 the cost of the contract was $107.6M, as of 2019, the cost is at $120M. Executive Manager Ada added that there are change orders currently being reviewed and negotiated. Weekly coordination meetings are helpful in keeping the project on track. Executive Manager Ada assured the Board that with the current Construction Manager, the project is progressing and back on track.

Chairman Sobti inquired if the 3rd Floor International Arrivals Corridor project will be delayed. Executive Manager Ada replied that the initial date of completion on the contract was September 2019, the new projected date of completion is July 2020. The Chairman inquired on which areas will be reopened first. Mr. Gerard Bautista provided a brief update with regard to operations, stating that the plan is to get the West Wing operational as part of the first phase.

9. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **March 31, 2019**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-2.9%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-8.9%** and **-4.6%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **-6.9%**. Year-to-date Total Operating Revenues Actual of **$38.4M** is **-5.4%** below the budget estimate of **$40.6M**. Year-to-date Total Operating Expenses are below budget by **-12.3%**. Components of this line item include a **-9.8%**decrease in Personnel Service, a **-7.5%** decrease in Contractual Services, a **-73.7%** decrease in Materials & Supplies and a **0.0%**decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$15.9M** reflects an increase of **6.3%** over the year-to-date budgeted amount of **$15.0M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.51** versus the requirement of **1.25.**

10. PUBLIC COMMENTS

There were no Public Comments.

Director Weakley at this time brought up concerns regarding the Arrivals Area and the need to focus on that area as a place of first impression for the traveling public.

Director Belanger raised the high parking fees incurred when residents see their loved ones off, and the possibility of not charging.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Belanger; motion unanimously passed. The meeting was adjourned at 4:52 p.m.

Dated this _____, day of _____, 2019.

Attest:

Brian J. Bamba
Chairman

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Friday, June 14, 2019, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The June 14, 2019 special 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 Sobti at 3:09 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Gurvinder Sobti	Chairman
Lucy M. Alcorn	
Zenon E. Belanger	
Donald I. Weakley	
Rosie Tainatongo	
Brian Bamba	
Doyon A. Morato	

Directors Absent:
None

GIAA Officials:	
Thomas C. Ada	Executive Manager
John M. Quinata	Deputy Executive Manager
Jean M. Arriola	Airport Services Manager
Raymond Mantanona	Chief, GIAA ARFF
Vince Naputi	Chief, GIAA Police
Victor Cruz	Engineering Supervisor
Henry Cruz	Procurement
Janalynn C. Damian, Esq.	GIAA Legal Counsel
Frank R. Santos	GIAA Consultant

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

Before moving on with the meeting, Chairman Sobti took this time to congratulate and welcome the new Board members.

2. APPROVAL OF AGENDA

Motion to approve the agenda as presented duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed.

3. NEW BUSINESS

A. Election of Officers

Chairman Sobti called for nominations for the position of Chairman of the Board. Director Weakley announced that he would like to nominate Director Bamba to the position of Chairman of the Board.

No further nominations being made, on motion duly made by Director Weakley, seconded by Director Tainatongo, the following motion was unanimously approved:

Resolution No. 19-40

The Board hereby approves thenomination of and elects Director Brian Bamba as Chairman of the Board of the A.B. Won Pat International Airport Authority, Guam Board of Directors.

Chairman Bamba now presides over the Board meeting.

Chairman Bamba called for nominations for the position of Vice Chairman. Director Alcorn announced that she would like to nominate Director Sobti to the position of Vice Chairman.

No further nominations being made, on motion duly made by Director Alcorn, seconded by Director Belanger, the following motion was unanimously approved:

Resolution No. 19-41

The Board hereby approves the nomination of and elects Director Gurvinder Sobti to the position of Vice Chairman of the A.B. Won Pat International Airport Authority, Guam Board of Directors.

Chairman Bamba called for nominations for the position of Secretary. Director Alcorn announced that she would like to nominate Director Weakley to the position of Secretary.

No further nominations being made, on motion duly made by Director Alcorn, seconded by Director Tainatongo, the following motion was unanimously approved:

Resolution No. 19-42

The Board hereby approves nomination of and elects Director Donald Weakley to the position of Secretary of the A.B. Won Pat International Airport Authority, Guam Board of Directors.

4. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 3:12p.m.

Dated this _____, day of _____, 2019.

Attest:

Brian J. Bamba
Chairman

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

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

REQUEST FOR PROPOSAL NO. RFP-005-FY19

INSURANCE BROKER SERVICES

June 27, 2019

Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-005-FY19 for Insurance Broker Services **("RFP")**.

Background

The RFP solicits proposals from qualified firms and/or individuals to provide professional insurance brokerage services to GIAA.

The preliminary scope of work includes, but is not limited to, preparing summary reports of GIAA insurance policies and their coverages, developing a plan and the implementation thereof for renewing **GIAA's** insurance policies, developing a notification plan to implement in the event of loss, advising GIAA management of any changes in exposure that would require revisions to existing insurance schedules or coverages, preparing written monthly status reports on insurance related activities, advising GIAA management on any insurance related incidents and work with outside claims adjusters as required, and ensuring GIAA is in compliance with all applicable insurance law and regulations.

The Firm or Consultant is required to be licensed to conduct said professional insurance brokerage services in Guam at the time of contract signing.

Procurement Background

The RFP was advertised in the local newspapers on May 31, June 4 and June 14, 2019. The established deadline to submit the proposals was June 21, 2019, 4 p.m.

A total of ten (10) firms showed their interest by obtaining the RFP package and two (2) firms responded by submitting their proposal before the submission deadline.

Proposal Analysis and Evaluation

The Evaluation Committee appointed by me completed their evaluations of the two (2) proposals based on the evaluation criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office and the evaluation results in the order of ranking are as follows:

1. Offeror A
2. Offeror B

The two (2) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP. The two (2) offerors' proposals were determined to be responsive.

Based on the tabulation of the evaluation ranking, *Offeror A* is ranked as the best qualified, responsive firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of analysis of the offeror's submitted required documents, *Offeror A* has been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

Legal Review

Upon Board approval, a contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract is for a period of three (3) years with two (2) options to extend for a period of one (1) year each at GIAA's discretion, not to exceed a total contract period of five (5) years, subject to the availability of funding.

Financial Review

The *Insurance Broker Services* contract will be funded under the Administration Division's O&M Budget.

Recommendation

I recommend the Board approve the ranking results and the contract award to Offeror A for the *Insurance Broker Services* contract, subject to negotiation of fair and reasonable fees to be submitted by the offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or his designee, may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations.

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

June 26, 2019

MEMORANDUM

TO: Thomas C. Ada
Executive Manager

VIA: Jean M. Arriola
Airport Services Manager

FROM: GIAA Procurement Section

SUBJECT: ***Evaluation and Recommendation - Request For Proposal (RFP)***
Insurance Broker Services,
RFP No. RFP-005-FY19

The referenced Request for Proposal ("RFP") solicits interests from qualified firms and/or individuals to provide professional insurance brokerage services for GIAA. The advertisement for this RFP was published in the local newspaper on May 31, June 4 and June 14, 2019. The deadline to submit proposals was established at June 21, 2019, 4 p.m.

A total of ten (10) firms and/or individuals acknowledged receipt of the RFP package and two (2) firms submitted proposals before the submission deadline.

Proposal Review for Responsiveness

The two (2) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP, as reflected in the attached *Proposal Responsiveness Evaluation*. The two (2) offerors' proposals were determined to be responsive.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Proposer and Proposal of *Basic Information* of the RFP documents, after receipt of all proposals, the GIAA Evaluation Committee established by the Executive Manager shall conduct an independent evaluation of the proposals based on the evaluation criteria set forth in the RFP for the purpose of determining if the offerors have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

The committee included the following individuals

1. Jean M. Arriola, Airport Services Manager
2. John A. Rios., Comptroller
3. Elizabeth M. Blas, Program Coordinator III

I have reviewed the evaluation committee members' evaluations and find them to be based only on the evaluation criteria set forth in the RFP. The scores were tabulated as reflected on the attached summary worksheet. As a result of our tabulation, the firms selected in the order of their ranking are as follows:

1. **Offeror A**
2. **Offeror B**

AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES
AIRPORTS COUNCIL INTERNATIONAL
NASAO National Association of State Aviation Officials
TIACA THE INTERNATIONAL AIR CARGO ASSOCIATION

Attached is the summary of the committee's evaluation scores based on the evaluation criteria set forth in the RFP for your reference. Should you have any questions or would like to discuss this matter further, I am available at your request.

Recommendation

Based on the tabulation of the evaluation ranking ***Offeror A*** is ranked as the best qualified, responsive firm to perform the required services in accordance with the criteria set forth in the RFP. Also, as a result of our review of the offeror's submitted required documents, ***Offeror A*** has been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

Therefore, it is recommended to approve the ranking results and the contract award to ***Offeror A*** for *Insurance Broker Services*, subject to negotiation of fair and reasonable fees. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror, consistent with the Guam Procurement Law & Regulations.

Henry M. Cruz

APPROVED:

THOMAS C. ADA
Executive Manager

Attachments

cc: Evaluation Committee / Procurement File

PROPOSAL RESPONSIVENESS EVALUATION

RFP No. RFP-005-FY19

INSURANCE BROKER SERVICES

REQUIRED FORMS:

OFFEROR LETTER DESIGNATION:	SPECIAL REMINDER TO PROSPECTIVE BIDDERS	ACKNOWLEGEMENT OF RECEIPT FORM	AFFIDAVIT RE OWNERSHIP & COMMISSIONS	AFFIDAVIT RE NON-COLLUSION	AFFIDAVIT RE NO GRATUITIES OR KICKBACKS	AFFIDAVIT RE CONTINGENT FEES	AFFIDAVIT RE ETHICAL STANDARDS	DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED)	TITLE IV SOLICITATION NOTICE	TITLE VI CLAUSES FOR COMPLIANCE W/ NONDISCRIMINATION REQUIREMENTS	TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES
OFFEROR A	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
**NOTES*											
OFFEROR B	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
**NOTES*											

Proposals Downloaded:	**10**
Proposals Submitted:	**2**

Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Tally Sheet

RFP No. RFP-005-FY19

Insurance Broker Services

OFFEROR LETTER DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	
Offeror A	96	1	91	1	98	1	**1**
Offeror B	91	2	87	2	92	2	**2**

Evaluators
No. 1: Jean M. Arriola, Airport Services Manager
No. 2: John A. Rios, Comptroller
No. 3: Elizabeth M. Blas, Program Coordinator III

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

REQUEST FOR PROPOSAL NO. RFP-004- FY19
PROJECT No. GIAA-FY19-01-5
AIP No. 3-66-0001-TBD

ARCHITECTURAL/ENGINEERING SERVICES FOR
DESIGN OF CARGO APRONS AND FUEL SYSTEM EXTENSION

June 27, 2019

Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-004-FY19 for Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension **("RFP").**

Background

The RFP solicits proposals from qualified firms and/or individuals to provide professional architectural/engineering services for the design of cargo aprons, connecting taxiway, and **extension of GIAA's fuel hydrant into**-plane fuelling system to accommodate operations at **GIAA's Integrated Air Cargo Facility**. This work will be performed and constructed under a Federal Aviation Administration (FAA) Airport Improvement Program (AIP) grant to the airport.

The preliminary scope of work includes, but is not limited to, professional design for construction of cargo **aprons to service GIAA's Integrated Air Cargo Facility.** The design is expected to allow for apron and taxiway configuration to maximize capacity, site preparation of aprons and connecting taxiways, site drainage, into-plane hydrant facilities, oil/water separators, ancillary pavement, apron lighting and signage, security fencing, and other infrastructure and utilities necessary to accommodate all-**cargo freighter aircraft servicing GIAA's Integrated Air Cargo** Facility footprint. In addition, consultant will **provide design for the extension of GIAA's fuel** hydrant into-plane fuelling system to supply fuelling services to aircraft at the Integrated Air Cargo Facility.

The designer is required to have particular expertise in civil, electrical, structural, and geotechnical engineering services in conformance with *FAA AC 150/5320-6F, Airport Pavement Design and Evaluation*

Procurement Background

The RFP was advertised in the local newspapers on May 17, May 21 and June 7, 2019. The established deadline to submit the proposals was June 17, 2019, 4:00 p.m.

A total of twenty-two (22) firms showed their interest by obtaining the RFP package and six (6) firms responded by submitting their proposal before the submission deadline.

Proposal Analysis and Evaluation

Certification of Proposer Regarding Tax Delinquency and Felony Convictions - A Certification of Proposer Regarding Tax Delinquency and Felony Convictions was included as part of the RFP ("Tax Certification"). Pursuant to the FAA Guidelines, inclusion of the Tax Certification is "required," meaning it is a provision that must be incorporated into procurement documents.

Section 3114 of the Procurement Regulations, which govern hiring of professionals, provides that the Executive Manager, as the head of the purchasing agency or a designee "shall evaluate all proposals submitted and may conduct discussions with any offeror. The purposes of such discussions shall be to: (A) determine in greater detail such offeror's qualifications …" 2 GARR Div. 4 § 3114(i)(1)(A).

Upon review of the proposals submitted, it was discovered that *Offerors A, D,* and *E* included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. As the Procurement Regulations permit the Executive Manager or his designee to conduct discussions with offerors to "determine such offeror's qualifications for further consideration," see 5 GCA § 5216(d), I find that it is necessary to have *Offeror A, Offeror D* and *Offeror E* complete their Tax Certifications to determine their qualification to provide the solicited services. I further find that *Offeror A, D* and ***E's*** submission of a signed Tax Certification indicates their intent to comply with the RFP requirements and their failure to mark the appropriate box on the Tax Certification was an inadvertent oversight that will not prejudice other offerors if corrected.

Acknowledgment of Receipt Form – Addendum A – The RFP provides that offerors must include a signed Acknowledgement of Receipt Form for all addenda issued. Requiring offerors to include their signed Acknowledgment of Receipts for all addenda issued ensures that the offerors have received and considered all addenda as part of their proposal submission. *Offeror C* did not include in its proposal submission a copy of its signed Acknowledgement of Receipt form for Addendum A. *Offeror C* did, however, complete, sign and submit the Acknowledgement of Receipt form for Addendum A prior to the RFP submission deadline to the single point of contact of the RFP via email dated June 12, 2019.

I find that *Offeror **C's*** failure to include an Acknowledgement of Receipt for Addendum A with its proposal submission was a non-material mistake and that ***Offeror C's*** previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact evidences that *Offeror C* considered Addendum A as part of its proposal submission. I find that *Offeror C* complied with the RFP requirement that offerors provide proof of receipt of all addenda.

The Evaluation Committee appointed by me completed their evaluations of the six proposals based on the evaluation criteria set forth in the RFP. The score sheets were gathered and tabulated by the Procurement Office and the evaluation results in the order of ranking are as follows:

1. Offeror B
2. Offeror E
3. Offeror A
4. Offeror C
5. Offeror F
6. Offeror D

Legal Review

Upon Board approval, a contract will be forwarded to Legal Counsel for review and approval as to form. The term of the contract is for period up to five (5) years from the issuance of the Notice to Proceed, subject to the availability of funding.

Financial Review

The *Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension* contract will be funded with GIAA CIF, and is a reimbursable expense should GIAA's application for the AIP grant be successful.

Recommendation

I recommend that the Board allow *Offerors A, D & E* to submit their completed Tax Certifications. I further recommended that the Board accept *Offeror* ***C's*** previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact. I further recommend that the Board approve the ranking results and the contract award to Offeror B for *Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension* contract, subject to negotiation of fair and reasonable fees to be submitted by the offeror at a time and in a format determined by GIAA. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror and so forth, consistent with the Guam Procurement Law & Regulations.

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com

WE'RE ON IT 24/7

June 25, 2019

MEMORANDUM

TO: Thomas C. Ada
Executive Manager

VIA: Jean M. Arriola
Airport Services Manager

FROM: GIAA Procurement Section

SUBJECT: ***Evaluation and Recommendation - Request For Proposal (RFP)***
Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension,
RFP No. RFP-004-FY19
Project No. GIAA-FY19-01-5
AIP No. 3-66-0001-TBD

The referenced Request for Proposal (RFP) solicits interests from qualified firms and/or individuals to provide professional architectural/engineering services for the design of cargo aprons, connecting taxiway, and extension of GIAA's fuel hydrant into-plane fuelling system to accommodate operations at GIAA's Integrated Air Cargo Facility. The advertisement for this RFP was published in the local newspaper on May 17, May 21 and June 7, 2019, 2019. The deadline to submit proposals was established at June 17, 2019, 4 p.m.

A total of twenty-two (22) firms and/or individuals acknowledged receipt of the RFP package and six (6) firms submitted proposals before the submission deadline.

Proposal Review for Responsiveness

The six (6) proposals were reviewed to determine responsiveness, that is, whether or not the offerors submitted all documents required by the RFP, as reflected in attached *Proposal Responsiveness Evaluation*. The six (6) offerors were determined to be responsive subject to the following:

Certification of Proposer Regarding Tax Delinquency and Felony Convictions - A Certification of Proposer Regarding Tax Delinquency and Felony Convictions was included as part of the RFP ("Tax Certification"). Pursuant to the FAA Guidelines, inclusion of the Tax Certification is "required," meaning it is a provision that must be incorporated into procurement documents.

Section 3114 of the Procurement Regulations, which govern hiring of professionals, provides that the Executive Manager, as the head of the purchasing agency or a designee "shall evaluate all proposals submitted and may conduct discussions with any offeror. The purposes of such discussions shall be to: (A) determine in greater detail such offeror's qualifications …" 2 GARR Div. 4 § 3114(i)(1)(A).

Upon review of the proposals submitted, it was discovered that *Offerors A*, *D*, and *E* included a signed Tax Certification with their respective proposal submissions, but failed to mark the appropriate boxes indicating whether or not they have any federal tax liability or felony convictions. As the Procurement Regulations permit the Executive Manager or his designee to conduct discussions with offerors to "determine such offeror's qualifications for further consideration," see 5 GCA § 5216(d), it is recommended that the Executive Manager request that *Offeror A*, *Offeror D* and *Offeror E* complete their Tax Certifications to determine their qualification to provide the solicited services. It appears that *Offeror A*, *D* and *E's* submission of a signed Tax

Certification indicates their intent to comply with the RFP requirements and their failure to mark the appropriate box on the Tax Certification was an inadvertent oversight that will not prejudice other offerors if corrected.

Acknowledgment of Receipt Form – Addendum A – The RFP provides that offerors must include a signed Acknowledgement of Receipt Form for all addenda issued. Requiring offerors to include their signed Acknowledgment of Receipts for all addenda issued ensures that the offerors have received and considered all addenda as part of their proposal submission. *Offeror C* did not include in its proposal submission a copy of its signed Acknowledgement of Receipt form for Addendum A . *Offeror C* did, however, complete, sign and submit the Acknowledgement of Receipt form for Addendum A prior to the RFP submission deadline to the single point of contact of the RFP via email dated June 12, 2019.

Therefore, it is recommended to the Executive Manager that *Offeror **C's*** failure to include an Acknowledgement of Receipt for Addendum A was a non-material mistake and that *Offeror **C's*** previous submission of a signed Acknowledgement of Receipt for Addendum A to the single point of contact evidences that *Offeror C* considered Addendum A as part of its proposal submission.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Proposer and Responsive Proposal of *Basic Information* of the RFP documents, after receipt of all proposals, the GIAA Evaluation Committee established by the Executive Manager shall conduct an independent evaluation of the proposals based on the evaluation criteria set forth in the RFP for the purpose of determining if offerors have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

The evaluation committee included the following individuals:

1. Victor Cruz, Engineering Supervisor
2. Antonio O. Laniog, Jr., Engineer III
3. Frank Santos, Airport Consultant

I have reviewed the evaluation committee members' evaluations and find them to be based only on the evaluation criteria set forth in the RFP. The scores were tabulated as reflected on the attached summary worksheet. As a result of our tabulation, the firms selected in the order of their ranking are as follows:

1. Offeror B
2. Offeror E
3. Offeror A
4. Offeror C
5. Offeror F
6. Offeror D

Attached is the summary of the committee's evaluation scores based on the evaluation criteria set forth in the RFP for your reference. Should you have any questions or would like to discuss this matter further, I am available at your request.

Recommendation

It is recommended that the Executive Manager allow *Offerors A, D, and* E to complete their Tax Certifications to confirm their qualification to provide the solicited services. It is further recommended that the Executive Manager find that *Offeror **C's*** failure to include an Acknowledgement of Receipt for Addendum A was a non-material mistake and that ***Offeror C's*** previous submission of a signed Acknowledgement of Receipt for

Addendum A to the single point of contact evidences that *Offeror C* considered Addendum A as part of its proposal submission. If these recommendations are adopted, all offerors will be deemed to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Law& Regulations and RFP.

Based on the tabulation of the evaluation ranking, it is determined that ***Offeror B*** is ranked as the best qualified, responsive firm to perform the required services in accordance with the criteria set forth in the RFP. Therefore, it is recommended to approve the ranking results and the contract award to ***Offeror B*** for *Architectural/Engineering Services for Design of Cargo Aprons and Fuel System Extension*, subject to negotiations of fair and reasonable fees. If GIAA is unable to negotiate a contract with the highest ranked offeror, the Executive Manager or designee, may enter into negotiations with the next most qualified offeror and so forth, consistent with the Guam Procurement Law & Regulations.

Henry M. Cruz

APPROVED:

THOMAS C. ADA
Executive Manager

Attachments

cc: Evaluation Committee / Procurement File

PROPOSAL RESPONSIVENESS EVALUATION

RFP No. RFP-004-FY19

PROJECT No. GIAA-FY19-01-5

AIP No. 3-66-0001-TBD

ARCHITECTURAL/ENGINEERING SERVICES FOR DESING OF CARGO APRONS AND FUEL SYSTEM EXTENSTION

REQUIRED FORMS:

OFFEROR LETTER DESIGNATION:	SPECIAL REMINDER TO PROSPECTIVE BIDDERS	ACKNOWLEGEMENT OF RECEIPT FORM	ACKNOWLEDGEMENT - ADDENDUM A	AFFIDAVIT RE OWNERSHIP & COMMISSIONS	AFFIDAVIT RE NON-COLLUSION	AFFIDAVIT RE NO GRATUITIES OR KICKBACKS	AFFIDAVIT RE CONTINGENT FEES	AFFIDAVIT RE ETHICAL STANDARDS	DECLARATION RE COMPLIANCE (W/ WAGE DETERMINATION ATTACHED)	TITLE IV SOLICITATION NOTICE	TITLE VI CLAUSES FOR COMPLIANCE w/ NON-DISCRIMINATION REQUIREMENTS	TITLE VI LIST OF PERTINENT NON-DISCRIMINATION AUTHORITIES	TRADE RESTRICTION CERTIFICATION	CERTIFICATION RE DEBARMNET & SUSPENSION	CERTIFICATION RE LOBBYING	NOTICE OF REQUIREMENT FOR AFFIRMITIVE ACTION	CERTIFICATION RE TAX DELINQUENCY AND FELONY CONVICTIONS DESIGNATION	CERTIFICATE OF AUTHORIZATION TO PROVIDE DESIGN SERVICES
OFFEROR A	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔		✔
**NOTES*																	Offeror submitted form; form not complete	Civil/Structrual, Architectural, & CM Services
OFFEROR B	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
**NOTES*																		Business License, Civil/Structrual, & CM Services
OFFEROR C	✔	✔		✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
**NOTES*			Missing Acknowledgment of Addendum A															Business License, Civil/Structrual, & CM Services
OFFEROR D	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔		✔
**NOTES*																	Offeror submitted form; form not complete	Civil/Structrual & CM Services
OFFEROR E	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔		✔
**NOTES*																	Offeror submitted form; form not complete	Civil/Structrual/Electrical/ Mechanical
OFFEROR F	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
**NOTES*																		Business License, Civil/Structural, and Land Surveying Services

Proposals Downloaded:	22
Submittals:	6

Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Tally Sheet

RFP No. RFP-004-FY19

Project No. GIAA-FY19-01-5

AIP No. 3-66-0001-TBD

A/E Services for Design of Cargo Aprons and Fuel System Extension

OFFEROR LETTER DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	
Offeror A	85	2	79	6	84	2	**3**
Offeror B	84	3	85	1	85	1	**1**
Offeror C	82	5	83	2	80	3.5	**4**
Offeror D	81	6	81	5	75	6	**6**
Offeror E	90	1	82	3.5	80	3.5	**2**
Offeror F	83	4	82	3.5	79	5	**5**

Evaluators
No. 1: Victor Cruz, Engineering Supervisor
No. 2: Antonio O. Laniog, Jr., Engineer III
No. 3: Frank Santos, Airport Consultant

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
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Antonio B. Won Pat International Airport Authority, Guam
Board of Directors
Executive Summary
June 27, 2019

Food & Beverage Concessions Program – Contracting Approach

Purpose

Board action is requested to establish GIAA policy for the preferred contracting approach for the food & beverage ("F&B") concession at the Antonio B. Won Pat International Airport, Guam.

Background

As part of GIAA's overall objectives in enhancing the passenger experience & conveniences, GIAA has developed a F&B concession program and will soon be offering opportunities under a competitive solicitation process. The current footprint of the F&B vendor locations span the terminal at landside (departure level) and airside (central, east & west concourse) as depicted in the attached drawings. Currently there are total of 14 locations, 11 of which are operational, while 3 pads remain vacant post 9-11.

The focus of this concession program is to improve the existing concession offerings at our Airport, while continuing to provide world class amenities to the travelling public. To promote and continue to provide this level of world class service, GIAA has established the following objectives: achieve a high standard of customer satisfaction, achieve a high standard of excellence in F&B concessions, achieve a sense of place, and optimize revenue to GIAA.

The current vendors are operating under a direct leasing approach (base term of 7 years with 3 -1 year options and include the following vendors:

Airside		Landside	
Ramen/Soup	Tentakomai	Snack Bar	Captain Kidd
Pizza	Domino's		
Burgers	Burger King		
Bar	Big Nama		
Bar	Clippers		
Coffee Shop	Micronesian Munchies	Vacant Airside	

Hot Dog	Weinerschnitzel	1 West/ 2 East
Ramen Ya	Oasis	
Rice Bowls	Golden Bowl	
Snacks/Drinks	Tu're Express	

The term of these contracts are for a base term of 7 years with 3 one year options, and currently operating on a month-to-month tenancy.

The total gross revenues are approaching $6.8 million per annum with share revenues as follows: 15% food and non-alcohol, 20% alcohol, 22.5% merchandise sales & in store advertising. GIAA's share is $1.021 million per annum. The average passenger spend is $3.82.

Contracting Options

Option 1 - Direct Leasing. A Direct Lease is an agreement effectuated by individual F&B vendors directly with GIAA. This is the approach GIAA currently has in place with F&B operators. This approach offers the airport operator the opportunity to plan the use of terminal concession areas, identify the spaces for leasing and select the best F&B operator. This approach provides the greatest amount of control over its concessionaire program.

Option 2 - Master Concessionaire. A Master Concessionaire is an agreement effectuated by a single F&B management company with the Airport who then takes on all F&B locations and either self operates and/or sublets the space to qualified F&B vendors. The Master Concessionaire assumes all risks of operation and capital improvements.

The following chart examines Direct Leasing and Master Concessionaire approach:

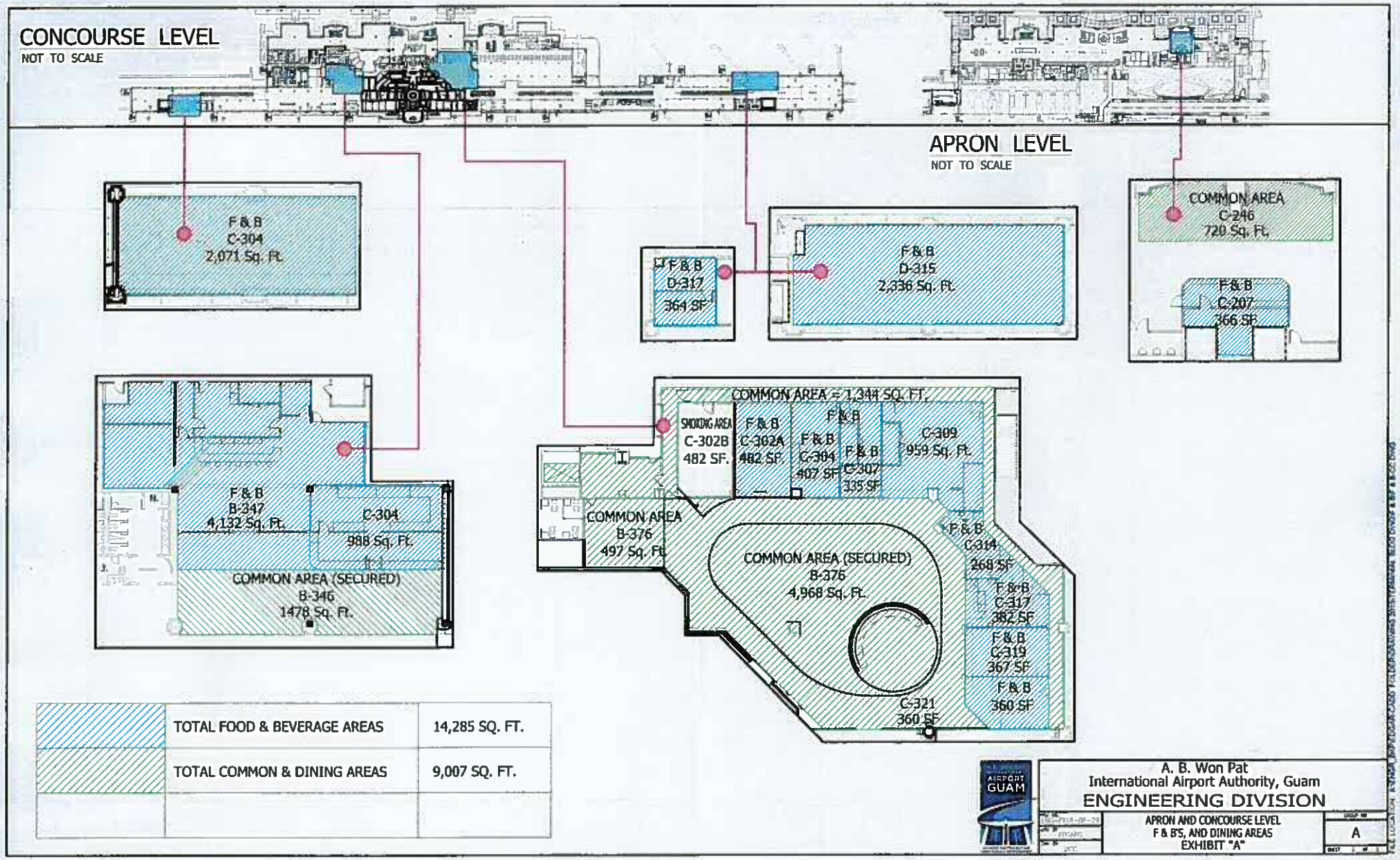
		Direct Leasing	Master Concessionaire
1.	Revenue	GIAA receives 15% of F&B annual gross revenue. Average for last 5 years is approx. $1.1M annually	GIAA receives 7 - 10% of F&B annual gross revenue.
2.	Capital Investment	GIAA invests in the construction and renovation of the food court, storage spaces back hallways and other common F&B areas.	MC invests in all construction and renovation of the assigned F&B spaces.
3.	Contract Management	GIAA staff oversee and support all 11 vendor F&B	MC will oversee all subtenants and their respective agreements.

		Direct Leasing	Master Concessionaire
		agreements. Subject-matter expertise is limited.	
4.	Support Services	GIAA provides the following support services: - Janitorial - Waste Disposal - Pest Control - Engineering (project reviews) - P&F (maintenance) - Accounting (AP/AR; collections) - PMO (oversight, monitoring and support) - Marketing (publications)	MC provides all needed support services for all its F&B subtenants, including professional oversight with design and construction projects.
5.	Vendor Replacement	GIAA processes another competitive process to replace vendors; additional man hours and legal fees.	MC can replace vendor on a timely basis.
6.	Footprint (T-Structure)	GIAA's footprint (T-Structure) requires F&B location to located either in the far west or east concourse, making it a challenge for DL vendors to make up the low volume and unprofitability of these locations Likewise, GIAA has limited ability to devise business terms and conditions (i.e. lower rent, business terms, build out commitments, operational times, etc.) for these "satellite" locations	GIAA's footprint (T-Structure) requires F&B location to located either in the far west or east concourse, making it a challenge for DL vendors to make up the low volume and unprofitability of these locations. Likewise, GIAA has limited ability to devise business terms and conditions (i.e. lower rent, business terms, build out commitments, operational times, etc.) for these "satellite" locations
7.	Experience &	Limited	MC will have world class E&E:

		Direct Leasing	Master Concessionaire
	Expertise (E&E)		- to meet the F&B needs of an international market - provide more innovative concepts - access to a variety of brand name F&B vendors and services - stronger revenue base/growth - provide better support services - financial stability (economies of scale - enhance marketing opportunities with global reach
8.	Risk	Shared.	Assumes all risk.

Recommendation

I recommend that the Board adopt the Master Concessionaire contracting approach for the F&B Concession.


CONCOURSE LEVEL
NOT TO SCALE
APRON LEVEL
NOT TO SCALE
F & B
C-304
2,071 Sq. Ft.
F & B
D-317
364 SF
F & B
D-315
2,336 Sq. Ft.
COMMON AREA
C-246
720 Sq. Ft.
F & B
C-207
366 SF
F & B
B-347
4,132 Sq. Ft.
C-304
988 Sq. Ft.
COMMON AREA (SECURED)
B-346
1478 Sq. Ft.
COMMON AREA = 1,344 SQ. FT.
SMOKING AREA
C-302B
482 SF.
F & B
C-302A
482 SF.
F & B
C-304
407 SF
F & B
C-307
335 SF
F & B
C-309
959 Sq. Ft.
COMMON AREA
B-376
497 Sq. Ft.
COMMON AREA (SECURED)
B-376
4,968 Sq. Ft.
F & B
C-314
268 SF
F & B
C-317
382 SF
F & B
C-319
367 SF
F & B
360 SF
C-321
360 SF
TOTAL FOOD & BEVERAGE AREAS
14,285 SQ. FT.
TOTAL COMMON & DINING AREAS
9,007 SQ. FT.
AIRPORT GUAM
A. B. Won Pat
International Airport Authority, Guam
ENGINEERING DIVISION
APRON AND CONCOURSE LEVEL
F & B'S, AND DINING AREAS
EXHIBIT "A"
A

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT

P.O. Box 8770
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Antonio B. Won Pat International Airport Authority, Guam

Board of Directors

Executive Summary

June 27, 2109

Janitorial Services and Grass Cutting – Service Delivery Method

Purpose

Board action is requested to establish GIAA policy for the preferred service delivery method for janitorial services and grass cutting services.

Background

Janitorial services are required by GIAA for maintenance and upkeep of secured and non-secured areas in the Main Terminal Building, Light Aircraft Commuter Facility ("LACF"), GIAA accounting office, and TSA offices and facilities.

GIAA has procured janitorial services by dividing the services into five (5) general areas – Basement, Concourse, Apron, Other areas and TSA offices and facilities. Currently, GIAA contracts all janitorial services to five (5) contractors.

Grass cutting services are required by GIAA for the maintenance and upkeep of its grounds. GIAA has procured grass cutting services by dividing the services into five (5) general areas – North Tiyan, Air Operations Area, South Tiyan, Airport Industrial Park, and Maga Haga Highway. Currently, GIAA contracts all grass cutting services to four (4) contractors.

The scope of work for grass cutting includes mowing, edging, hedge/shrub trimming, fence line maintenance, pruning, tree removal, tree/shrub/bush cutting, cultivation, seeding, weeding, drainage maintenance, clearing, herbicide treatment, planting, and application of fertilizer.

Service Delivery Method Options

Janitorial and grass cutting services are up for re-bid in the 3rd quarter of 2019. Prior to issuing Invitations to Bid for these services, Management is seeking guidance from the Board on the preferred service delivery method. The following delivery method alternatives are presented to the Board for consideration.

Option 1 – Provision of service by multiple contractors. Under this option, GIAA solicits price bids based on service location and awards contracts for each service location to the lowest responsive and responsible bidder. This is GIAA's current practice and may result in award to multiple bidders.

PROS	CONS
Reduced risk to GIAA. If one contractor is in default, the one contractor can be replaced without losing service to other locations. Contractors are also susceptible to unexpected budgetary crisis, therefore, GIAA will have the option to use other contractors without having to deal with cost implications.	Requires more Management time. More time and effort in meeting with and ensuring all contractors are performing to contract standards.
Better quality. Increased competition among suppliers leads to better quality, lower price, better delivery.	Inconsistencies with services provided. Same type of service required for all locations, yet each contractor will likely handle and deliver the services differently.
Access to more diverse services. Using multiple contractors means gaining access to a wider choice of options	Likely requires more personnel for adequate quality assurance coverage.
Better account support. Single contractors are often less incentivized to offer superior support and attention	

Option 2 – Provision of service by single contractor. Under this option, GIAA solicits a single lump sum price bid to provide the service (janitorial or grass cutting) to all areas. This approach will result in an award to the single bidder who submits the lowest responsive and responsible bid.

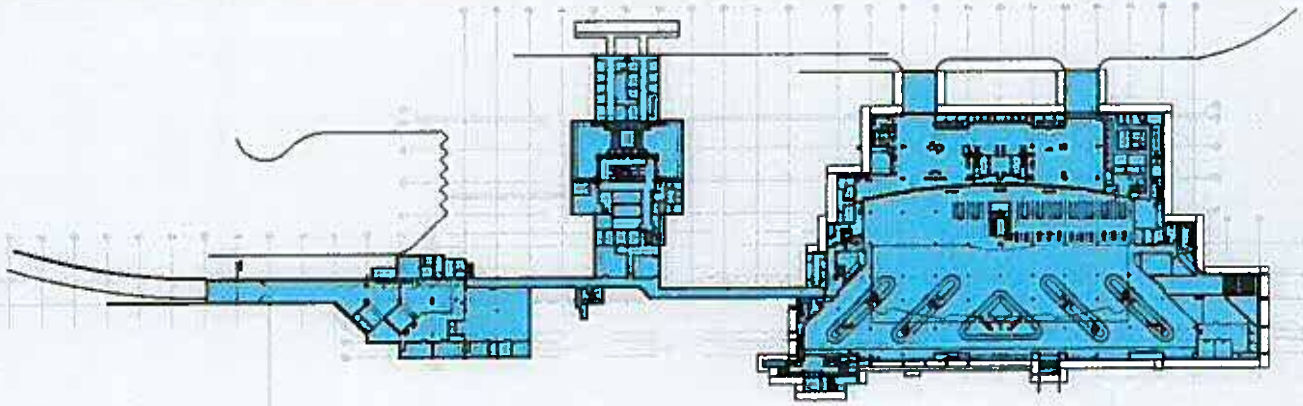
PROS	CONS
More efficient. A sole contractor ensures that all parties involved in the process understand each other's responsibilities, rather than having to deal with the performance of different contractors.	Increased risk of service interruption. Services may not be available at all times causing delay in customer service needs.
Greater accountability. A single contractor prevents blame on others for non-performance or delay in delivery.	Large contractors. Focus on profits, and may fail to oversee customer needs (complacency).
Require less management time. There is only one contractor to collaborate with, and a single relationship is easier to establish and maintain.	Small business participation. Reduces the opportunity for small businesses to participate.

Communication. Easier to set-up meetings and implement demands rather than with multiple vendors.	
Ability to provide equipment and tools and recover these costs over a larger area.	

Option 3 – Under this option, GIAA solicits alternative bids. Alternate Bid 1 is for price bids based on service location and Alternate Bid 2 is for a single lump sum bid for all locations. GIAA will award to the lowest of either the aggregate of Alternate Bid 1 or Alternate Bid 2. This approach allows GIAA to receive bids under the single contractor and multiple contractor approaches and awards based on lowest cost, whether to multiple bidders or a single bidder.

Recommendation

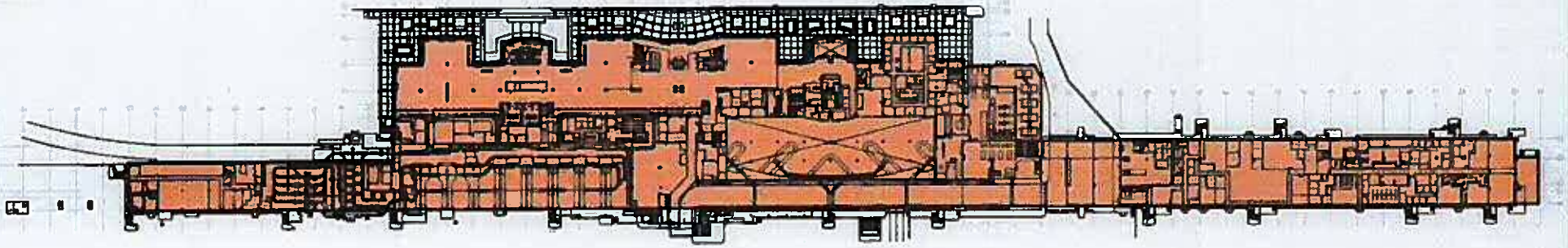
I recommend that the Board adopt Option 3 as its policy on the preferred service delivery method for janitorial and grass cutting services.



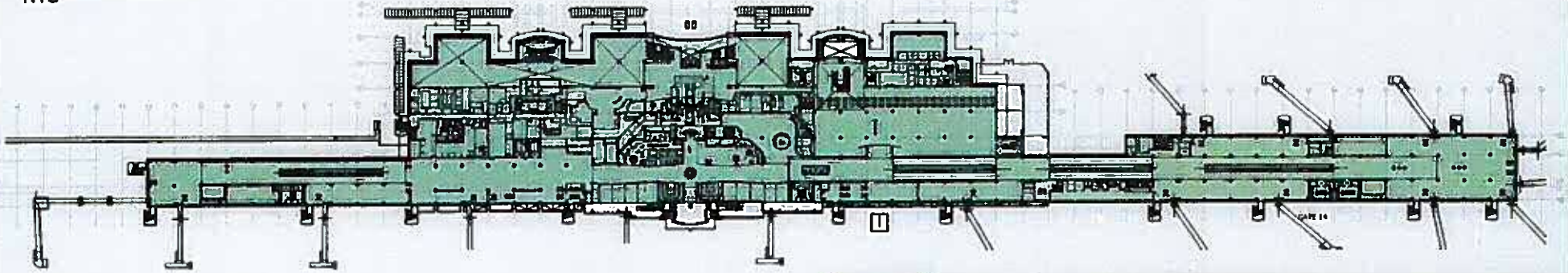
LEGEND:

- BASEMENT LEVEL
- APRON LEVEL
- CONCOURSE LEVEL

BASEMENT LEVEL
NTS



APRON LEVEL
NTS

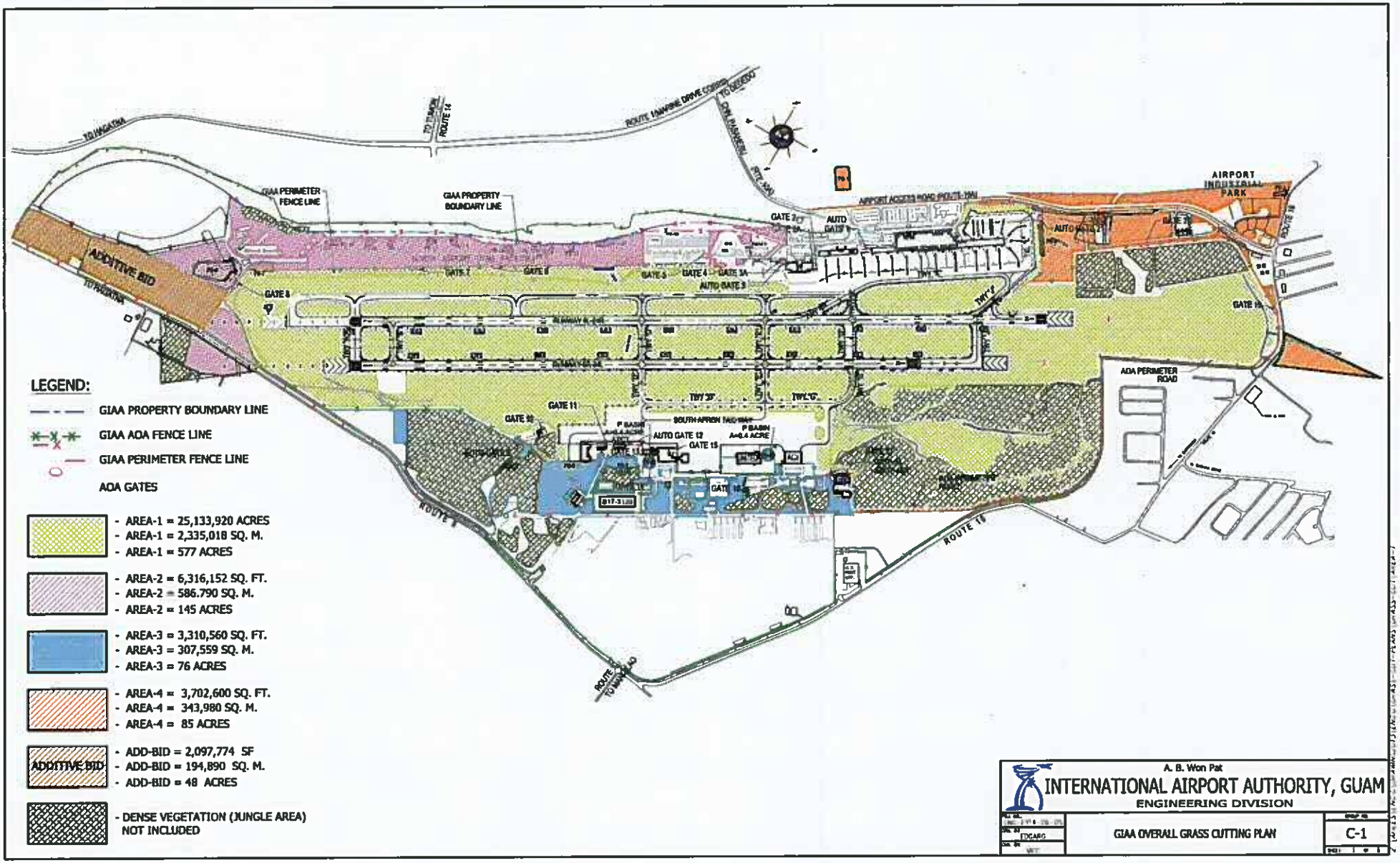


CONCOURSE LEVEL
NTS

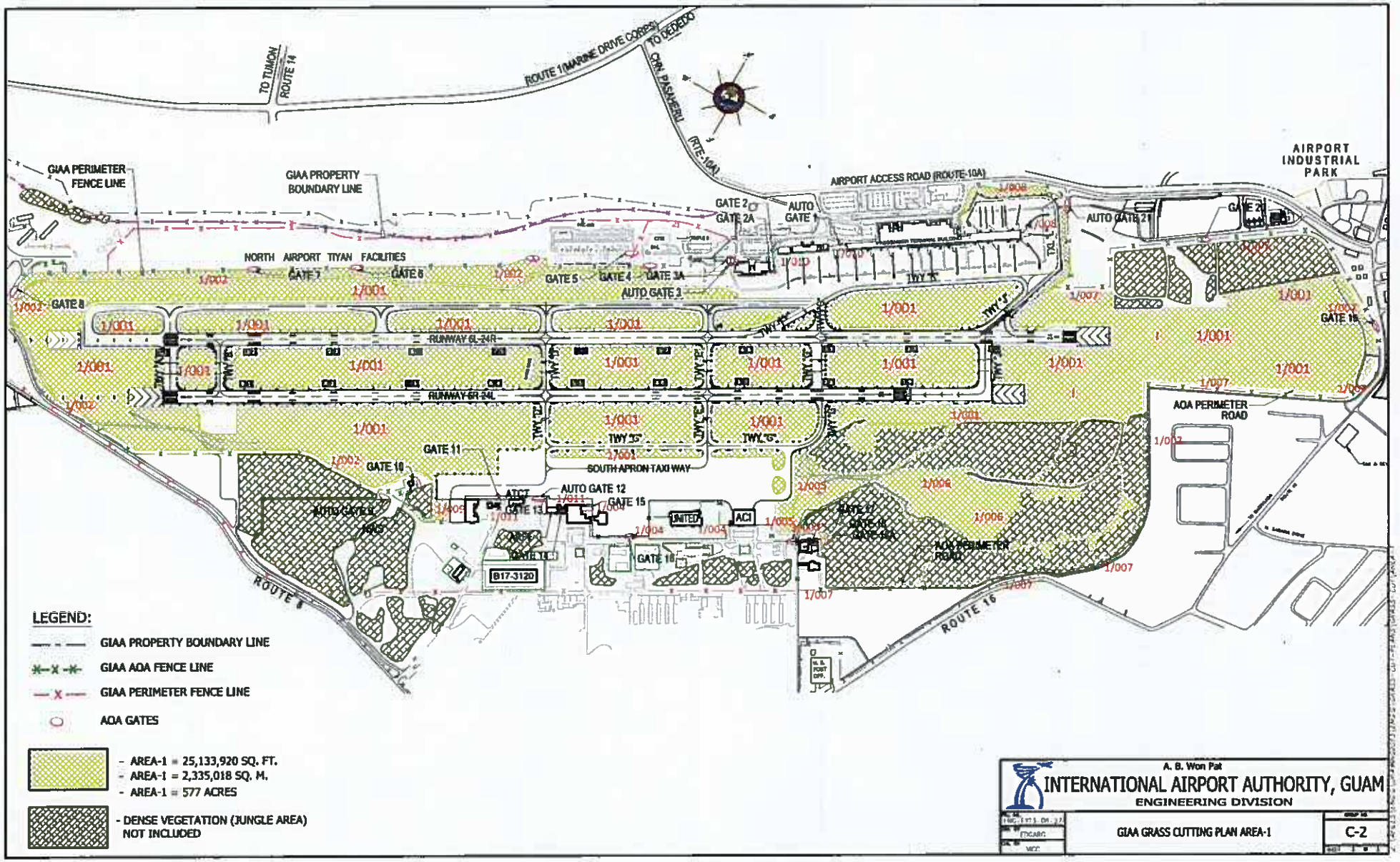
A. B. Won Pat
International Airport Authority, Guam
ENGINEERING DIVISION

FILE NO.: ENG-FY19-05-08	MAIN TERMINAL BUILDING	GROUP NO. A-1
DRAWN BY: ERICL		
CHK. BY: VICC		SHEET 1 OF 1

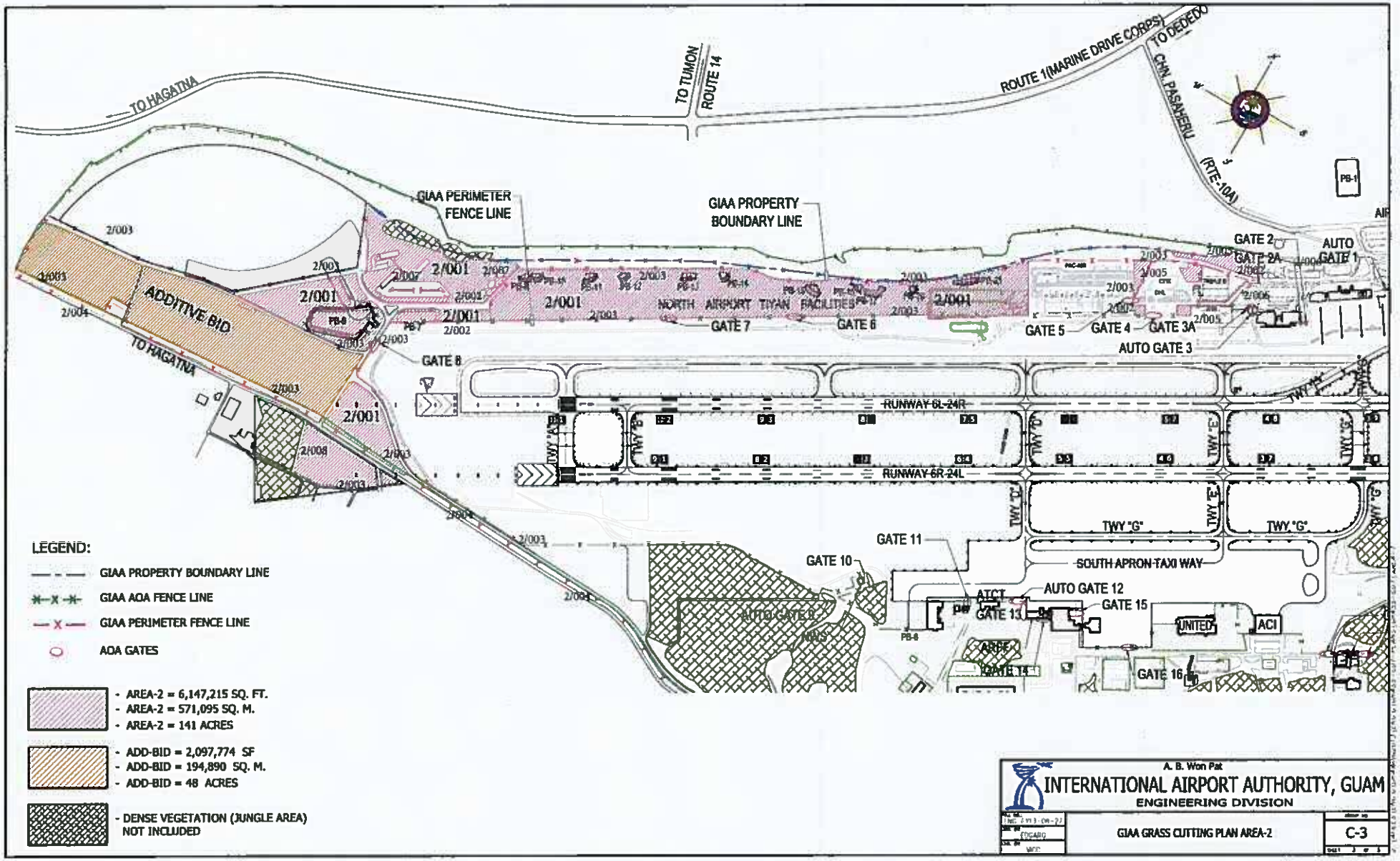
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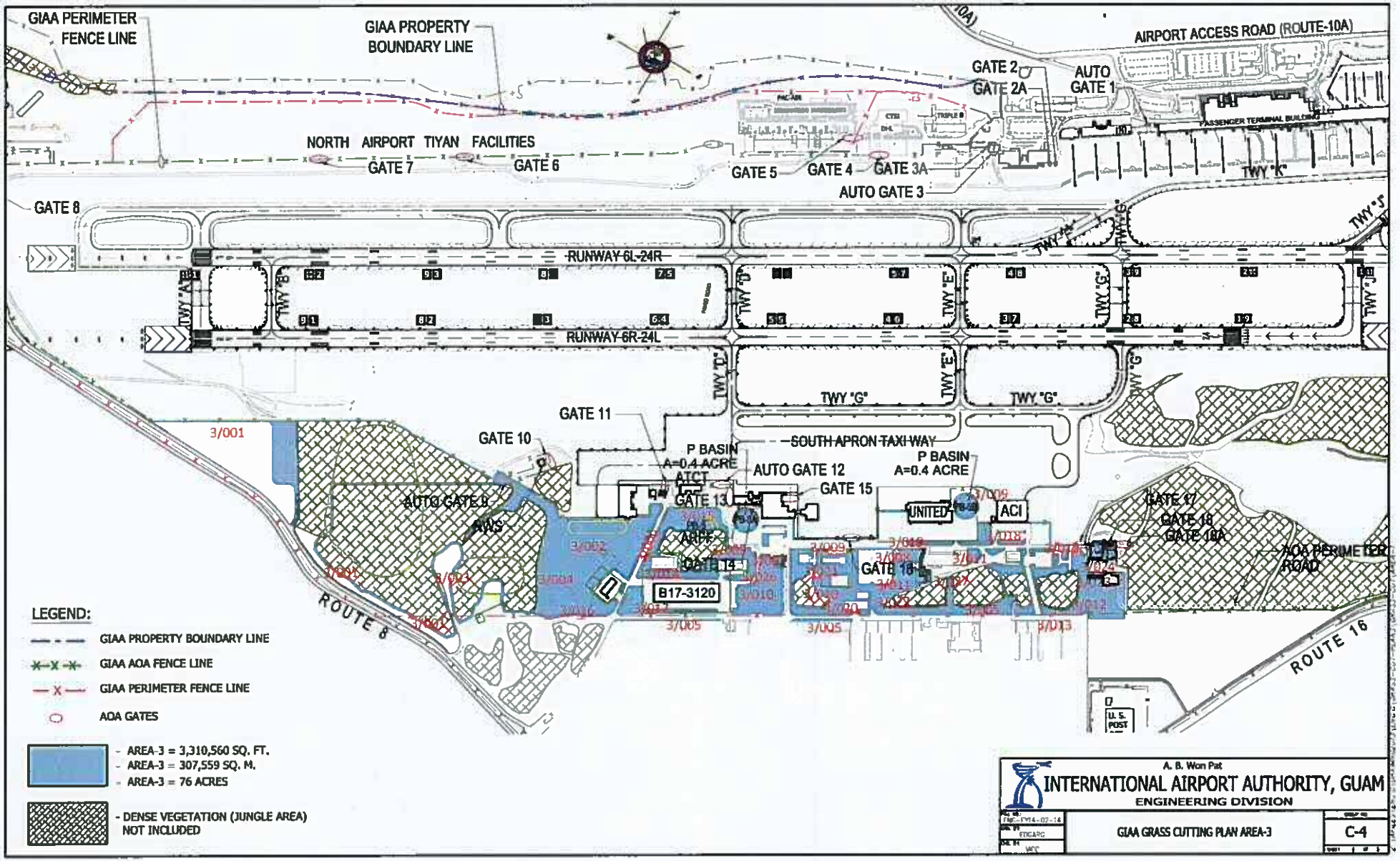
Doc. No. 35GL-19-0847.*



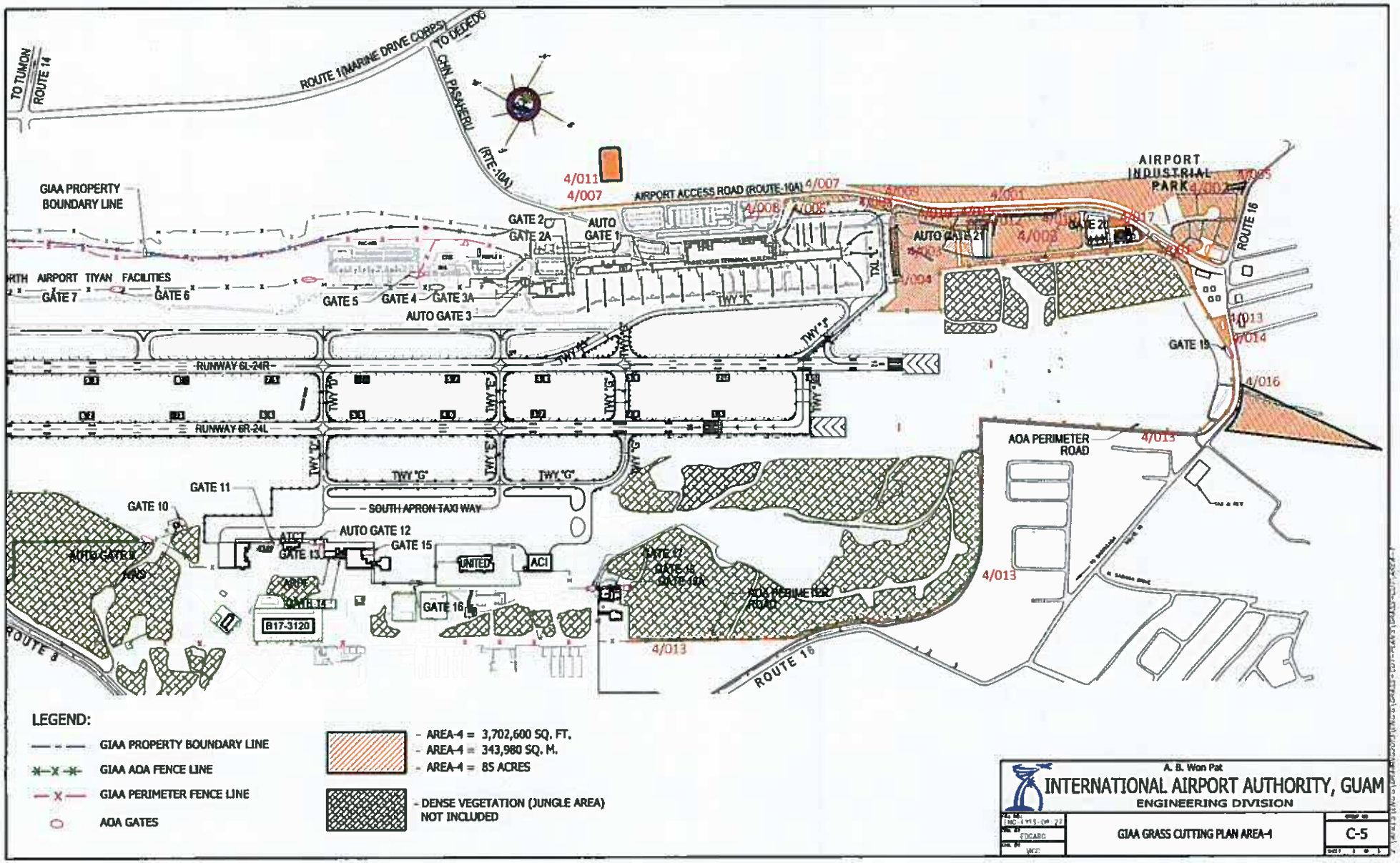
Doc. No. 35GL-19-0847.*



Doc. No. 35GL-19-0847.*



Doc. No. 35GL-19-0847.*


TO TUMON
ROUTE 14
ROUTE 1/MARINE DRIVE CORPS
TO DEDEDO
CHN PASAHERU (RTE-10A)
GIAA PROPERTY BOUNDARY LINE
AIRPORT ACCESS ROAD (ROUTE-10A)
AIRPORT INDUSTRIAL PARK
ROUTE 16
GATE 2
GATE 2A
AUTO GATE 1
AUTO GATE 21
GATE 20
GATE 7
GATE 6
GATE 5
GATE 4
GATE 3A
AUTO GATE 3
TWY "K"
TWY "F"
GATE 19
RUNWAY 6L-24R
RUNWAY 6R-24L
TWY "G"
AOA PERIMETER ROAD
GATE 11
GATE 10
SOUTH APRON TAXI WAY
AUTO GATE 12
GATE 15
ATCT
GATE 13
UNITED
ACI
AUTO GATE 9
GATE 14
GATE 16
B17-3120
GATE 17
GATE 18
GATE 18A
ROUTE 8
4/011
4/007
4/008
4/009
4/001
4/002
4/003
4/004
4/005
4/006
4/010
4/012
4/013
4/014
4/015
4/016
4/017
LEGEND:
GIAA PROPERTY BOUNDARY LINE
GIAA AOA FENCE LINE
GIAA PERIMETER FENCE LINE
AOA GATES
- AREA-4 = 3,702,600 SQ. FT.
- AREA-4 = 343,980 SQ. M.
- AREA-4 = 85 ACRES
- DENSE VEGETATION (JUNGLE AREA) NOT INCLUDED
A. B. Won Pat
INTERNATIONAL AIRPORT AUTHORITY, GUAM
ENGINEERING DIVISION
GIAA GRASS CUTTING PLAN AREA-4
C-5

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-47

RELATIVE TO AUTHORIZING SIGNATORIES ON ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM'S BANK ACCOUNTS

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") has several bank accounts and desires to designate the individuals authorized to execute checks, drafts, or other orders for and on behalf of GIAA.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby designates two of the following individuals together to execute checks, drafts, or other orders for and on behalf of GIAA:

1. Thomas C. Ada, Executive Manager;
2. John M. Quinata, Deputy Executive Manager;
3. Brian J. Bamba, Chairman of the Board;
4. Gurvinder Sobti, Vice Chairman of the Board;
5. Jean M. Arriola, Airport Services Manager;
6. John A. Rios, Comptroller; and
7. Antoinette L. Bautista, General Accounting Supervisor.

BE IT RESOLVED FURTHER, that one of the two signatories must include any one of the following: the Chairman, the Vice Chairman, the Executive Manager, the Deputy Executive Manager, or the Comptroller.

BE IT RESOLVED FURTHER, that the authority of the above-designated individuals to execute checks, drafts, or other orders for and on behalf of GIAA shall be limited only to authorized expenditures of GIAA and as is consistent with the execution of their respective duties, statutory or otherwise, as officers or directors of GIAA.

BE IT RESOLVED FURTHER, that the designation of the above-named individuals supersedes all prior designations by the Board of Directors of GIAA on file at all banking institutions at which GIAA maintains its accounts.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman

GURVINDER SOBTI, Vice Chairman

DONALD I. WEAKLEY

LUCY M. ALCORN

ZENON E. BELANGER

ROSIE R. TAINATONGO

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 19-49

RELATIVE TO THE EXTENSION OF THE
AGREEMENT FOR LEGAL SERVICES - CONFLICTS COUNSEL
WITH TORRES LAW GROUP

WHEREAS, an Agreement for Legal Services - Conflicts Counsel was entered into on August 1, 2015, by and between the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM ("GIAA") and Torres Law Group ("Torres") (the "Torres Agreement"); and

WHEREAS, the Torres Agreement provides for a term of one year commencing on August 1, 2015, with four (4) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval; and

WHEREAS, on June 9, 2016, by Resolution No. 16-38, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (1st Option) commencing on August 1, 2016, and expiring on July 31, 2017, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on July 27, 2017, by Resolution No. 17-41, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (2nd Option) commencing on August 1, 2017, and expiring on July 31, 2018, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, on June 28, 2018, by Resolution No. 18-34, the Board of Directors approved the extension of the Torres Agreement for an additional one year period (3rd Option) commencing on August 1, 2018, and expiring on July 31, 2019, under the same terms and conditions as set forth in the Torres Agreement; and

WHEREAS, the Board of Directors has determined that GIAA continues to require the services of Torres and that it is in the best interests of GIAA to extend the term of the Torres Agreement for an additional one year period commencing on August 1, 2019, under the same terms and conditions as set forth in the Torres Agreement.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby extends the term of the Torres Agreement for an additional one year period commencing on August 1, 2019 and expiring on July 31, 2020, under the same terms and conditions as set forth in the Torres Agreement; and

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 27, 2019 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman

GURVINDER SOBTI, Vice Chairman

DONALD I. WEAKLEY

LUCY M. ALCORN

ZENON E. BELANGER

ROSIE R. TAINATONGO

DOYON A. MORATO

ATTEST:

DONALD I. WEAKLEY, Board Secretary

Manager's Report
Board of Director's Meeting
June 27, 2019

1. Airport Operations:
    a. Timely Departures,
    b. Safe Arrivals
    c. Throughput of Arrivals challenged by:
        i. Construction activities requiring work-arounds,
        ii. Congestion at Immigration
        iii. Decrease in passenger open space and passage ways
        iv. Frequent failures of people movers (escalators & sidewalks)
        v. Mitigations:
            1) (soft) opening of West Concourse; full opn by Aug. 1
            2) Upgrading of equipment (weight scales, printers, computer monitors) at check-in counters.
            3) Bathrooms kept clean and operational and Improved cleanliness of facilities due to heightened QA efforts by GIAA.

2. CIPs:
    a. **IAC** is progressing well; delays minimized. Completion date still at August 2020.
        i. Review and disposition of PCOs (91) and its cost impact under active review; weekly meetings.
        ii. No major setbacks with exception of delay in receiving approval for Crane modification.
        iii. Cost to date: $117M; PCOs will increase this cost.
    b. **ARFF Barn**:
        i. Still awaiting Bldg Permit before construction can begin. Expect a breakthrough by next week.
        ii. Cost to date: $22M
    c. **Apron& Taxiway**Rehab bids have been received, and is being evaluated and negotiated w/ lowest bidder based on amount made available by FAA. After award is made, FAA concurrence with award is obtained, then contract is executed and NTP issued.
    d. **Runway rehabilitation**: bid opening scheduled for July 17.
    e. **Design of Cargo Apron.** Board action to award, seek concurrence from FAA, negotiate with awardee on final award amount.

3. **<u>REGULATORY ISSUES</u>**
    a. **FAA Visit**
        - FAA ADO Manager Gordon Wong visited Guam May 20 following Aerodrome Workshop in Palau
        - Briefed and physically toured FAA funded CIP Projects
        - GIAA to host 2020 FAA Aerodrome Workshop in April

b. **FAA Western Pacific Region – 10th Airports Conference**
   - Management, Board and staff attended the above June 4-6
   - Guam International Airport wins Safest Airport Award!
   - Presented status of Guam's FAA funded CIPs

c. **FAA Facility Inspections – Outer Islands**
   - 3 of GIAA personnel will participate in FAA FAR Part 139 inspections and emergency exercises of 4 outer island airports from August 7 through 23, 2019. The airports include Chuuk, Kosrae, Pohnpei, and Majuro.

A.B. WON PAT INTERNATIONAL
AIRPORT GUAM

www.guamairport.com

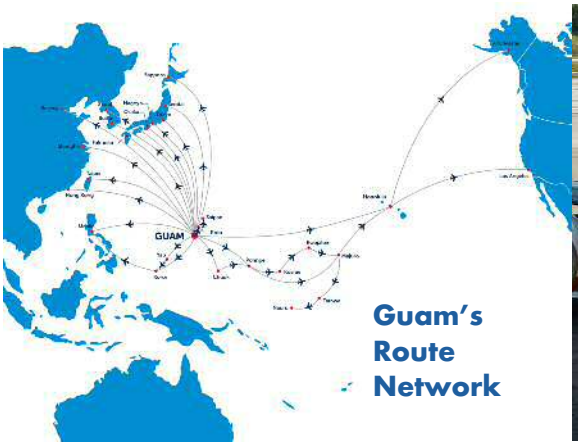
FISCAL YEAR 2018
CITIZEN-CENTRIC REPORT

Hafa Adai!

The A. B. Won Pat International Airport Authority, Guam (GIAA) is an autonomous agency of the Government of Guam and manages the Guam International Airport Main Terminal, its runways, support facilities, roadways and surrounding properties.

Created in September 1975 by Public Law 13-57, GIAA generates its own funds through revenues generated by airport operations. The seven member Board of Directors, appointed by the Governor of Guam and confirmed by the Guam Legislature, sets policy that guide the activities of Airport divisions that include Administration, Accounting, Engineering, Property Management, Operations, Properties and Facilities, Airport Police and the Aircraft Rescue and Fire Fighting (ARFF) Unit. GIAA employees make up less than 10% of the workforce at Airport facilities. Total employees badged to work in various aspects of airport operations and support services just over 3,900 employees.

In Fiscal Year 2018, the airport received over 54,500 flights transporting over 3.4 million arriving, departing and transit passengers. Total revenue from Airport operations amounted to $87M dollars, covering all our operating and maintenance expenses, and most importantly, our bond payments, which along with federal funds, allow the Airport Authority to continue work on key expansion and development projects that address safety and security and passenger facilitation.



Guam's Route Network



MISSION

The A. B. Won Pat International Airport Authority, Guam is charged with the mission to ensure the safety and security of the traveling public, maintain superior and reliable level of airport services, and support the development of air services and facilities which are integral to the island's economic growth.

VISION HULO The only direction is UP!

***"Vision Hulo"** are initiatives undertaken to create future growth, development and opportunities for the Airport and for Guam that incorporates its capital improvement projects, revenue programs, increased services and enhanced operations.*

CONTENTS:

Your Airport 1
Airline Partners
Route Network

Operational Performance 2

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OUR AIRLINE PARTNERS

The following Airlines offer regularly scheduled service, connecting Guam directly to 19 destinations:

UNITED
JAL
t'way
KOREAN AIR
AIR BUSAN
JEJU AIR
AIR SEOUL
cebu pacific
CHINA AIRLINES
Philippine Airlines
JINAIR
STAR Marianas Air
ARCTIC CIRCLE AIR CO.
Asia Pacific Airlines
ups
FedEx

Find us on

May 2019



Operational Performance

Over 3.4 million passengers a year.

Over, 54,500 flights annually.

20,000 Tons of Cargo and Mail.

Our 16 air carriers flew in travelers and cargo from Honolulu, our neighboring islands and key Asian cities. Key operational numbers over the last five fiscal years are presented below and are good indicators of the level of commerce taking place at Guam's Airport.

The Airport Community

It's the +3,900 People that Keep Things Moving UP!

The on-Airport workforce is comprised of many organizations and companies that keeps passengers moving, cargo and mail coming in, and key passenger services available. We are a community that deals first hand with the safety and security of passenger and facilitate the departure and arrival of travelers in and out of the Guam International Airport. Refer to employee categories and numbers employed on Airport property.

GIAA	209
Federal-Local Regulatory	498
Contractors (including construction)	1,176
Airlines/Ground Handlers	1,660
F&B Retail/Other Tenants	369

In a 2015 Economic Impact Study by Leigh Fisher & Assoc., Airport operations **generates $2.3 Billion** annually into the economy.

Description	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014
Air Cargo (Loaded & Unloaded; in Metric Tons)	12,794	14,624	13,469	13,450	12,361
Passengers (Arrivals)	1,625,932	1,703,240	1,579,609	1,418,998	1,489,971
Passenger (Departures)	1,596,054	1,660,548	1,559,141	1,476,574	1,480,349
Passengers (Transit)	184,518	197,831	215,449	216,369	210,551
Incoming Mail (Metric Tons)	4,387	4,845	4,902	4,017	3,750
Outgoing Mail (Metric Tons)	2,085	1,967	1,741	1,438	1,110
Number of Flights	54,592	60,434	59,424	55,974	53,228
Gross Take-Off Weight (GTOW, 1,000 lbs.)	3,061,959	3,332,805	3,302,529	3,351,229	3,605,575

Safe, Secure and Most Efficient

In FY 2018, Guam's Airport was recognized by the FAA Airports District Offices as a model airport that is 100% compliant in 123 fields of safety and security in its annual inspections. The Guam Airport also received recognition as "Most Efficient Airport under 10 Million Passengers" by the prestigious Air Transport Research Society in its annual global airport benchmarking report measures, with Guam ranking amongst 206 airports and 24 airport groups of various sizes and ownership throughout Asia Pacific, Europe and North America.



Find us on

Fiscal Notes

An independent audit conducted by Ernst & Young painted the financial picture of airport operations for FY 2018. It was an eventful year for Airport Operations. US international relations in our region touched our shores with the heightened North Korean Missile Threat negatively influencing travel to Guam as a safe destination. Delta Air Lines announced its corporate decision for a complete withdrawal of service on Guam. Low cost carrier HK Express followed with its suspension of direct services to Hong Kong and Cape Air's code share operations with United Airlines was terminated for service to Saipan, CNMI. As a result, the number of enplaned passenger arrivals decreased from 1.86M to 1.78M in FY 2018, a 4.2% decrease from the previous year.

Less passenger traffic and fewer flights negatively affected operational revenue derived from facilities and system use charges assessed per passenger and concession fees that include retail, ground transportation, food and beverage and inflight catering. The audit recorded operational revenue of $69.3M in FY 2018 from $70.4M in FY 2017, reflecting a 1.6% decrease.

Mitigating the projected decrease in passenger traffic, expenses were held in check and is reflected in the audit results of a decrease of 2.45% in operating expenses from $48.05M in FY 2017 to $46.87M in FY 2018.

Summarily, GIAA was able to maintain Debt Service Coverage of 1.51, sufficiently covering the 1.25 DSC required under Bond Covenants, and ended with slight increase in the Airport's net position posting $281.5M in FY2018, up from $280.2M in FY 2017. See the complete FY 2018 audited Financial Statements at https://www.guamairport.com/our-business/reports/financials.

Our Financial Performance





Find us on

Cost Per Enplaned Passenger



The Airport's financial performance results in the cost assessed to airlines to do business at our Airport.

In Fiscal Year 2018, after all revenue and expenses were factored for airport operations and costs associated with construction and improvement of facilities, the cost per enplaned passenger was $17.21, a slight increase of 1.89% over Fiscal Year 2017.

Debt Service Coverage (DSC)

The Airport Authority's financial performance is important to our bondholders and credit rating agencies. GIAA is required to meet a minimum 1.25 DSC on outstanding notes that are payable. Financial performance also determines our credit rating, which measures our stability in operations and influences the viability of future bond issuance for capital improvement projects. In Fiscal Year 2018, a DSC of 1.51 was achieved, well above the 1.25 required.

Going Forward

In Fiscal Year 2019, GIAA will continue with "Vision Hulo'" initiatives to develop programs and infrastructure that will create future opportunities for our island and communities throughout our region. Key capital improvement projects to improve passenger facilitation and meet safety and security mandates are in various stages of completion are described below:



International Arrivals Corridor

We're building up, literally! Phase II of the International Arrivals Corridor project is well underway. A whole new level is being constructed on top of the existing concourse area. Upon completion, the new floor space will effectively separate all arriving passengers from departing passengers, thereby meeting the TSA mandate to separate passengers in what is now a shared concourse.



Aircraft Rescue and Firefighting Facility

A new Aircraft Rescue and Fire Fighting (ARFF) facility is being constructed to replace the current ARFF barn, constructed in the 1970s and transferred to the Airport Authority as part of the Naval Air Station Base Realignment and Closure Act in 1996.



TSA Security Checkpoint Expansion

Outbound passenger inspection lanes will increase from 5 to 7 lanes, facilitating the inspection process for departure.



Cargo Apron- Extend Fuel System Design

GIAA will be soliciting for Design services for extension of Fuel System to service the Integrated Air Cargo Facility.



Runway 6L Rehabilitation And Airport Aprons & Taxiway Rehabilitation

Rehabilitation of the Guam Airport's primary Runway 6L, the Taxiway and Parking/Apron areas, are two separate projects critical to maintaining our capacity and ability to receive flights and is a key facility asset that generates revenue by flight operations.

VISIT US!

Physical Address: 355 Chalan Pasaheru, 3rd Floor Main Terminal, Tamuning, Guam
Mailing Address: P.O. Box 8770, Tamuning, Guam 96931
Telephone: 1(671)646-0300 Mon-Fri, 8am to 5pm, except holidays

Find us on

A.B. WON PAT INTERNATIONAL AIRPORT GUAM

www.guamairport.com

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

June 25, 2019

MEMORANDUM

To: Mr. Brian Bamba
Chairman
GIAA Board of Directors

From: John A. Rios
Comptroller

Subject: **Operating Results – Revenues and Expenses as of May 31, 2019**

Attached herewith is GIAA's Operating Results Report for the month ending May 31, 2019. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended May 31, 2019.

The key operating results for 8 month(s) of FY2019 ending May 31, 2019 – (in $000's) are

CATEGORY	Actual FY19 Current Month	YEAR-TO-DATE			FORECAST FOR FULL YEAR-FY19	
		Budget FY19 Y-T-D	Actual FY19 Y-T-D	% Variance Budget vs. Actual Y-T-D Current Month	Actual Y-T-D FY19 Budget	% Variance Budget vs. Estimate for Full Year
Total Signatory Revenues	$ 2,661.4	$ 22,799.8	$ 22,349.0	-2.0%	$ 33,166.9	-1.3%
Total Concession Revenues	$ 1,426.3	$ 12,907.1	$ 11,652.7	-9.7%	$ 18,127.0	-6.5%
Total PFC's	$ 591.2	$ 4,993.7	$ 4,798.7	-3.9%	$ 7,121.7	-2.7%
Total Other Revenues	$ 1,487.3	$ 12,436.1	$ 11,713.8	-5.8%	$ 18,155.3	-3.8%
Total Operating Revenues	$ 6,166.1	$ 53,136.7	$ 50,514.2	-4.9%	$ 76,570.8	-3.3%
Total Operating Expenses	$ 3,771.0	$ 33,429.2	$ 30,223.6	-9.6%	$ 45,529.7	-6.6%
Net Revenues from Operations	$ 2,395.1	$ 19,707.5	$ 20,290.5	3.0%	$ 31,041.1	1.9%
Non-Operating Expenses	$ 51.7	$ 790.0	$ 881.1	11.5%	$ 881.1	11.5%
Other Available Moneys/other sources of funds	$ 568.3	$ 4,506.9	$ 4,496.8	-0.2%	$ 6,751.4	-0.1%
Net Debt Service Coverage	**1.37**	**1.42**	**1.45**	**2.2%**	**1.49**	**1.4%**

Year-to-date Total Signatory Revenues for the month ending May 31, 2019 are below Budgeted revenues by **-2.0%.** Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **-9.7%** below budget while Passenger Facility Charges are below the budget estimate by **-3.9%.**

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are below the budget estimate by **-5.8%.**

Year-to-date Total Operating Revenues actual of **$50.5M** is **-4.9%** below the budget estimate of **$53.1M**.

Year-to-date Total Operating Expenses are below budget by **-9.6%.** Components of this line item include a **-12.6%** decrease in Personnel Service, a **-0.6%** decrease in Contractual Services, a **-65.33%** decrease in Materials & Supplies and a **-86.5%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **$20.3M** represents a **3.0%** increase over the year-to-date budgeted amount of **$19.7M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.45** 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
Airport Terminal Manager

GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS ($000's)
as of May 31, 2019

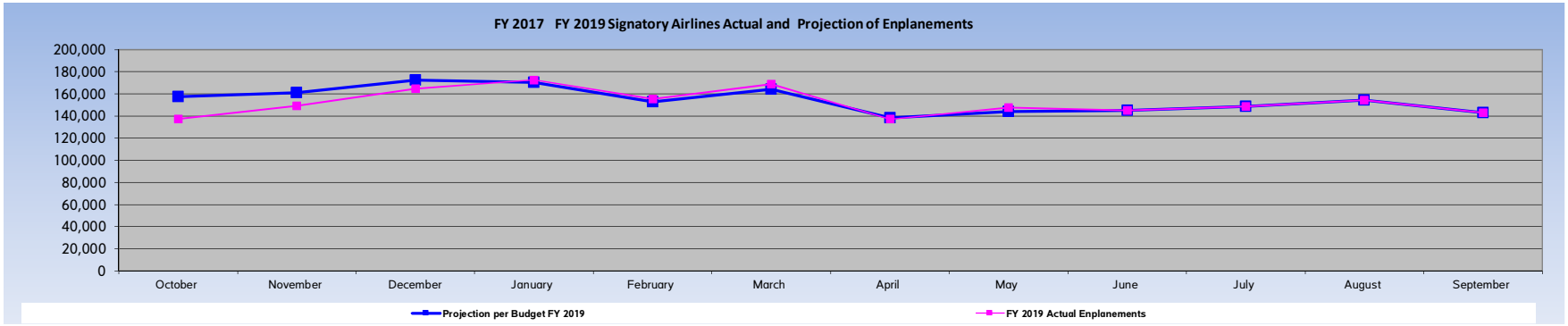
	CURRENT MONTH					YEAR TO DATE				FULL YEAR FORECAST	
	Actual FY2018	Budget FY2019	Actual FY2019	%Var Bud Vs Act'l	Budget Full Year	Actual FY2018	Budget FY2019	Actual FY2019	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
I. Signatory Airline Rents & Fees											
Terminal Bldg Rentals	309.9	344.2	352.1	2.3%	4,140.8	2,563.6	2,753.0	2,845.8	3.4%	4,233.6	2.2%
Departure Fees	519.0	649.0	663.6	2.2%	8,333.2	4,348.3	5,569.6	5,434.8	-2.4%	8,198.3	-1.6%
Arrival Fees	484.3	629.8	625.6	-0.7%	8,273.8	4,232.4	5,528.4	5,515.4	-0.2%	8,260.7	-0.2%
Immigration Inspection Fees	165.3	221.2	219.4	-0.8%	2,860.4	1,440.7	1,913.7	1,944.3	1.6%	2,891.1	1.1%
Loading Bridge Use Fees	535.5	465.8	460.9	-1.1%	5,661.6	4,477.1	4,013.3	3,736.6	-6.9%	5,384.9	-4.9%
Apron Use Fees	110.8	105.4	101.1	-4.1%	1,347.0	986.2	935.6	866.5	-7.4%	1,277.9	-5.1%
Landing Fees	249.2	234.9	238.9	1.7%	3,000.8	2,268.0	2,086.1	2,005.6	-3.9%	2,920.3	-2.7%
Total Signatory Revenue	**2,374.1**	**2,650.3**	**2,661.4**	**0.4%**	**33,617.6**	**20,316.3**	**22,799.8**	**22,349.0**	**-2.0%**	**33,166.9**	**-1.3%**
Enplaned Signatory Pax	142,477	144,226	147,855	2.5%	1,851,871	1,173,917	1,261,025	1,227,477	-2.7%	1,818,322	-1.8%
Cost per Enplaned Pax	**$16.66**	**$18.38**	**$18.00**	**-2.0%**	**$18.15**	**$17.31**	**$18.08**	**$18.21**	**0.7%**	**$18.24**	**0.5%**
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	1,091.0	1,239.4	1,091.0	-12.0%	14,872.3	10,449.8	9,943.6	8,728.4	-12.2%	13,657.1	-8.2%
In-flight Catering	70.7	64.6	68.5	6.1%	837.9	554.8	562.6	606.4	7.8%	881.7	5.2%
Food & Beverage	82.3	85.2	88.1	3.4%	1,062.4	673.6	702.1	687.8	-2.0%	1,048.1	-1.3%
Rental Cars	122.1	140.8	127.6	-9.4%	1,673.7	976.7	1,085.5	**1,106.6**	1.9%	1,694.8	1.3%
Other Concession Rev	67.7	75.1	51.1	-32.0%	935.0	570.8	613.3	523.7	-14.6%	845.3	-9.6%
Total Concession Revenues	**1,433.8**	**1,605.0**	**1,426.3**	**-11.1%**	**19,381.4**	**13,225.7**	**12,907.1**	**11,652.7**	**-9.7%**	**18,127.0**	**-6.5%**
Passenger Facility Charges	546.8	569.8	591.2	3.7%	7,316.7	4,314.6	4,993.7	4,798.7	-3.9%	7,121.7	-2.7%
Other Revenue	1,418.3	1,474.7	1,487.3	0.9%	18,877.6	13,416.7	12,436.1	11,713.8	-5.8%	18,155.3	-3.8%
Total Operating Revenue	**5,773.0**	**6,299.8**	**6,166.1**	**-2.1%**	**79,193.3**	**51,273.2**	**53,136.7**	**50,514.2**	**-4.9%**	**76,570.8**	**-3.3%**
II. Operating Expenses:											
Personnel Services	1,756.0	1,622.4	1,534.7	-5.4%	21,091.0	13,866.1	15,412.8	13,470.9	-12.6%	19,149.1	-9.2%
Contractual Services	2,088.5	2,133.5	2,158.0	1.2%	25,280.4	17,527.7	16,291.1	16,186.4	-0.6%	25,175.6	-0.4%
Materials & Supplies	64.6	200.7	78.3	-61.0%	2,201.2	531.5	1,575.3	546.2	-65.3%	1,172.0	-46.8%
Equipment/Furnishings	26.8	0.0	0.0	0.0%	162.8	132.7	150.0	20.2	-86.5%	33.0	0.0%
Total Operating Expenses	**3,935.9**	**3,956.6**	**3,771.0**	**-4.7%**	**48,735.3**	**32,058.0**	**33,429.2**	**30,223.6**	**-9.6%**	**45,529.7**	**-6.6%**
Net Revenues from Operations	**1,837.1**	**2,343.2**	**2,395.1**	**2.2%**	**30,458.1**	**19,215.2**	**19,707.5**	**20,290.5**	**3.0%**	**31,041.1**	**1.9%**

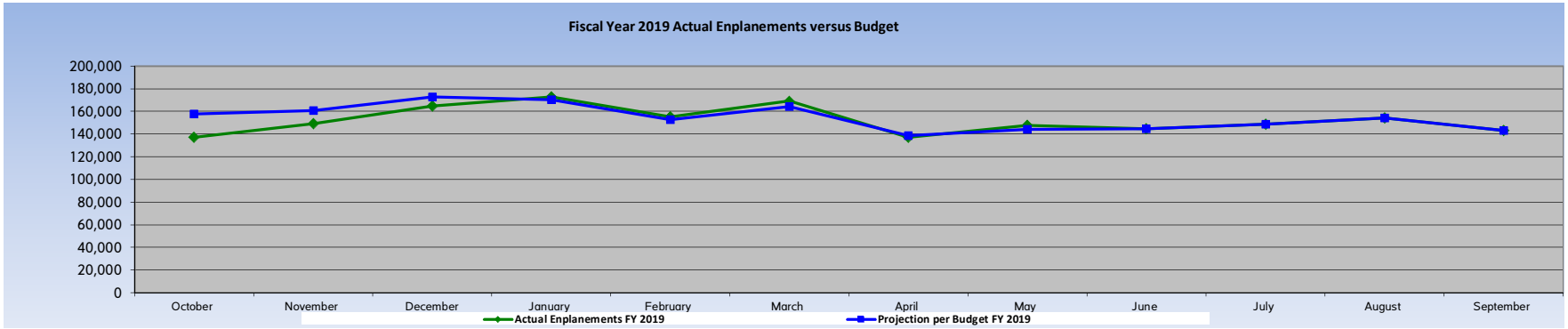
GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS ($000's)
as of May 31, 2019

	CURRENT MONTH					YEAR TO DATE				FULL YEAR FORECAST	
	Actual FY2018	Budget FY2019	Actual FY2019	%Var Bud Vs Act'l	Budget Full Year	Actual FY2018	Budget FY2019	Actual FY2019	%Var Bud Vs Act'l	Actual/Est	%Var Bud Vs Act'l
III. Other Revenues and Expenses											
Less: Non Operating Expense(Ret/DOI/OHS)	42.8	0.0	51.7	0.0%	790.0	533.0	790.0	881.1	11.5%	881.1	11.5%
Add: Interest on Investments	86.3	66.0	0.1	-99.8%	1,017.5	648.2	659.6	709.2	7.5%	1,067.1	4.9%
Net Revenues	1,880.6	2,409.2	2,343.5	-2.7%	30,685.6	19,330.4	19,577.1	20,118.6	2.8%	31,227.1	1.8%
Add: Other Sources of Funds	47.3	33.3	38.2	0.0%	400.0	244.8	266.7	256.6	-3.8%	389.9	-2.5%
Add: Other Available Moneys	530.0	530.1	530.1	0.0%	6,361.5	4,240.0	4,240.2	4,240.2	**0.0%**	6,361.5	0.0%
Net Revenues and Other Available Moneys	**2,458.0**	**2,972.7**	**2,911.8**	**-2.0%**	**37,447.1**	**23,815.2**	**24,083.9**	**24,615.4**	**2.2%**	**37,978.5**	**1.4%**
Debt Service payments	2,119.8	2,120.5	2,120.5	0.0%	25,446.0	8,479.2	8,482.0	8,482.0	0.0%	25,446.0	0.0%
Debt Service Coverage	**1.16**	**1.40**	**1.37**	**-2.0%**	**1.47**	**2.81**	**2.84**	**2.90**	**2.2%**	**1.49**	**1.4%**
Debt Service Requirement	**1.25**	**1.25**	**1.25**		**1.25**	**1.25**	**1.25**	**1.25**		**1.25**	

SUMMARY SIGNATORY AIRLINES

Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Projection per Budget FY 2019	157,551	160,972	172,607	170,142	152,811	164,175	138,541	144,226	144,896	148,545	154,340	143,065	1,851,871
FY 2017 Actual Enplanements	143,619	148,002	160,544	162,303	143,720	157,735	146,779	150,775	151,974	158,139	169,547	145,108	1,838,245
FY 2018 Actual Enplanements	129,772	145,309	157,750	155,969	145,088	157,932	139,620	142,477	146,720	153,951	162,801	129,698	1,767,087
FY 2019 Actual Enplanements/Projection	137,359	149,055	164,554	172,617	155,215	169,061	137,139	147,855	144,896	148,545	154,340	143,065	1,823,700
FY 2019 versus FY 2018 Monthly%	5.85%	2.58%	4.31%	10.67%	6.98%	7.05%	-1.78%	3.77%	-1.24%	-3.51%	-5.20%	10.31%	3.20%
FY 2019 versus FY 2018 Monthly	7,587	3,746	6,804	16,648	10,127	11,129	-2,481	5,378	-1,824	-5,406	-8,461	13,367	56,613
FY 2019 versus FY 2018 Cumulative	7,587	11,333	18,137	34,785	44,912	56,041	53,560	58,938	57,114	51,708	43,247	56,613	56,613
	5.85%	7.80%	11.50%	22.30%	30.96%	35.48%	38.36%	41.37%	38.93%	33.59%	26.56%	43.65%	3.20%





	Actual versus Forecast												
Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Actual Enplanements FY 2019	137,359	149,055	164,554	172,617	155,215	169,061	137,139	147,855	144,896	148,545	154,340	143,065	1,823,700
Projection per Budget FY 2019	157,551	160,972	172,607	170,142	152,811	164,175	138,541	144,226	144,896	148,545	154,340	143,065	1,851,871
Actual Enplanements Over/(Under) Projection	(20,192)	(11,917)	(8,053)	2,475	2,404	4,886	(1,402)	3,629	0	0	0	0	(28,170)
Cumulative Total	(20,192)	(32,109)	(40,162)	(37,687)	(35,283)	(30,397)	(31,799)	(28,170)	0	0	0	0	-1.5%
	Percentage Over/(Under) Forecast												
	October	November	December	January	February	March	April	May	June	July	August	September	
% Monthly versus Projection	-12.8%	-7.4%	-4.7%	1.5%	1.6%	3.0%	-1.0%	2.5%	0.0%	0.0%	0.0%	0.0%	
% Cumulative Total	-12.8%	-10.1%	-8.2%	-5.7%	-4.3%	-3.1%	-2.8%	-2.2%	0.0%	0.0%	0.0%	0.0%	
	Month to Month Trend												
	October	November	December	January	February	March	April	May	June	July	August	September	
Actual Enplanements	137,359	149,055	164,554	172,617	155,215	169,061	137,139	147,855	144,896	148,545	154,340	143,065	
Month to Month Increase/(Decrease)		11,696	15,499	8,063	-17,402	13,846	-31,922	10,716	-2,959	3,650	5,794	-11,275	
Month to Month Increase/(Decrease) in %		8.5%	10.4%	4.9%	-10.1%	8.9%	-18.9%	7.8%	-2.0%	2.5%	3.9%	-7.3%	

CPE	Cost Per Enplanement FY2019 Actual versus Projected												CPE FY19
Forecast Per FY2019 Budget	$ 18.35	$ 17.78	$ 17.67	$ 17.86	$ 18.13	$ 18.19	$ 18.54	$ 18.38	$ 18.18	$ 18.29	$ 18.13	$ 18.53	$ 18.15
Actual CPE	$ 19.05	$ 18.44	$ 17.96	$ 17.72	$ 17.33	$ 17.81	$ 19.02	$ 18.00					
Variance	$ (0.70)	$ (0.67)	$ (0.29)	$ 0.14	$ 0.80	$ 0.38	$ (0.48)	$ 0.38	$ 18.18	$ 18.29	$ 18.13	$ 18.53	$ 18.15

CALVO FISHER & JACOB LLP

259 MARTYR STREET, SUITE 100
HAGÅTÑA, GUAM 96910
P: 671.646.9355 F: 671.646.9403
WWW.CALVOFISHER.COM

writer's direct e-mail:
jdamian@calvofisher.com

RECOMMENDATION OF COUNSEL

TO: Board of Directors
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

CC: Mr. Thomas C. Ada
Executive Manager
ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

FROM: Janalynn Cruz Damian
CALVO FISHER & JACOB LLP

DATE: June 18, 2019

SUBJECT: **Executive Session**

Pursuant to 5 GCA § 8111(c)(1), I hereby recommend that the Board of Directors of GIAA conduct an Executive Session at the next regularly scheduled Board meeting to discuss pending or threatened litigation to which GIAA is or may be a party.