From: Speaker's Office
Sent: Monday, August 10, 2020 9:50 AM
To: Clerks Office
Cc: Rennae Meno
Subject: M&C Fwd: Board Meeting Minutes

08-10-20	8:09 AM	08-10-20	Board Meeting Minutes for for Regular Meeting held on Thursday, February 27, 2020, Special Meeting held on Thursday, March 11, 2020 Special Meeting (Reconvened) held on Monday, March 16, 2020 Regular Meeting held on Thursday, April 23, 2020.*	A.B. Won Pat International Airport Authority	35GL-20-2141

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'.

---------- Forwarded message ---------
From: **GIAA Official** <official@guamairport.net>
Date: Mon, Aug 10, 2020 at 8:09 AM
Subject: Board Meeting Minutes
To: speaker@guamlegislature.org <speaker@guamlegislature.org>

Hafa Adai, Honorable Speaker,

Kindly view the attachments for the A.B. Won Pat International Airport Authority, Guam (GIAA) Board of Directors Meeting Minutes.

To include:

- Regular Meeting- Thursday, February 27, 2020
- Special Meeting- Thursday, March 11, 2020
- Special Meeting (Reconvened)- Monday, March 16, 2020
- Regular Meeting- Thursday, April 23, 2020

Thank You.

Respectfully,
Stacy Quintanilla

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

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Speaker's Office <speaker@guamlegislature.org>

Board Meeting Minutes

1 message

GIAA Official <official@guamairport.net>
To: "speaker@guamlegislature.org" <speaker@guamlegislature.org>

Mon, Aug 10, 2020 at 8:07 AM

Hafa Adai, Honorable Speaker,

Kindly view the attachments for the A.B. Won Pat International Airport Authority, Guam (GIAA) Board of Directors Meeting Minutes.

To include:

- Regular Meeting- Thursday, February 27, 2020
- Special Meeting- Thursday, March 11, 2020
- Special Meeting (Reconvened)- Monday, March 16, 2020
- Regular Meeting- Thursday, April 23, 2020

35GL-20-2141
Speaker Tina Rose Muña Barnes

AUG 10 2020
Time 8:09 (X)AM ( )PM
Received By: Matt

Thank You.

Respectfully,
Stacy Quintanilla

P.O. Box 8770, Tamuning, Guam 96931
355 Chalan Pasaheru, Tamuning, Guam 96913
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5 attachments

GIAA Regular Mtg - February 27 2020 - Attachments.pdf
4190K

GIAA Special Mtg - March 11 2020 - Attachments.pdf
3127K

GIAA Reconvened Mtg - March 16 2020 - Attachments.pdf
1491K

GIAA Regular Mtg - April 23 2020 - Attachments.pdf
5708K

A.B. Won Pat International Airport Authority_ Guam (GIAA) Board of Directors-Speaker.pdf
45K

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Tamuning, GU 96931
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Fax (671) 646-8823
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Email: official@guamairport.net

August 6, 2020

VIA EMAIL: speaker@guamlegislature.org

Honorable Tina Rose Muna-Barnes
Speaker
I Mina'trentaiSingkonaLiheslaturanGuåhan
35th Guam Legislature
163 Chalan Santo Papa
Hagåtña, Guam 96913

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

HåfaAdai, Speaker:

Pursuant to 5GCA § 8113.1, transmitted herewith are the minutes and other documents from the A.B. Won Pat International Airport Authority, Guam (GIAA) Board of Directors Meetings as follows:

- Regular Meeting - Thursday, February 27, 2020
- Special Meeting - Thursday, March 11, 2020
- Special Meeting (Reconvened) - Monday, March 16, 2020
- Regular Meeting – Thursday, April 23, 2020

Should you have any questions, please contact our office at 646-0300. *Si Yu' os Ma' åse'*

Senseramente,

John M. Quinata
Executive Manager

Attachments

cc: GIAA BOD / Admin

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 SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Monday, March 16, 2020, 3:00 p.m. *Reconvened Meeting*
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The special meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") held on March 11, 2020 was reconvened and called to order by Vice Chairman Sobti at 11:39 a.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Brian J. Bamba (Via video teleconference)	Chairman
Gurvinder Sobti	Vice Chairman
Donald I. Weakley	Board Secretary
Lucy M. Alcorn (Via video teleconference)	
Zenon E. Belanger	
Doyon A. Morato (Via video teleconference)	
Rosie R. Tainatongo (Via video teleconference)	

Directors Absent:
None

GIAA Officials:	
Thomas C. Ada	Executive Manager
John M. Quinata	Deputy Executive Manager
Jean M. Arriola	Airport Services Manager
Vince Naputi	Chief, Airport Police
Raymond Mantanona	Chief, ARFF
Ken McDonald	P&F Superintendant
Joseph Javellana	Program Coordinator IV
Antoinette Bautista	Accounting Supervisor
Victor Cruz	Engineering Supervisor
Rolenda Faasuamalie	Airport Marketing
Henry Cruz	GIAA Procurement
Janalynn A. Damian, Esq.	GIAA Legal Counsel
Phil Torres	GIAA Conflicts Counsel
Frank R. Santos	GIAA Consultant

Vice Chairman Sobti announced that in accordance with Video Teleconference Policy, the Vice Chairman shall preside over the meeting if the Chairman is attending the meeting via video teleconference.

2. NEW BUSINESS

A. Approval of Award for Legal Services - RFP No. RFP-001-FY20 - *Tabled*

Theitem requiring Board action was the award for Legal Services, under Request for Proposal - RFP No. RFP-001-FY20. Executive Manager Ada informed the Board that the initial solicitation was to procure the services of a single law firm. After reviewing the resumes of the two (2) offerors, Management concluded that both offerors were equally qualified. The Executive Manager reminded the Board of Managements desire to award both firms, due to there being enough legal work for both.

Executive Manager Ada announced that language in the initial RFP, "Offerors are reminded that the legal services will be awarded to one of the highest ranked offerors", unnecessarily limits the Executive Manager's ability to make the best decision possible in interest of the Airport. In order to proceed with awarding both firms, it would require the Board to authorize the Executive Manager to make necessary modifications to the language in RFP. Another option is to cancel and re-issue the RFP, which would be a waste of resources for the Airport and the offerors.

Conflicts Counsel, Phil Torres added that with respect to the Procurement Law and Regulations, it does not completely address this particular situation. The law states that GIAA has the right to make changes and negotiate during discussions. The policy says that you do not cancel a solicitation due to expense and efforts made by the parties, it would be unfair in that regard. In this case, if not to cancel, the Board would be acknowledging the changing needs of the Airport when it comes to legal services. The prejudice that would go to one firm as opposed the other, is so ambiguous because no firm is guaranteed work. The workload of the firms would be at the discretion of Management, and what firm is best suited to the needs and timeliness of the work. Conflicts counsel added that GIAA currently has multiple attorneys, a primary law firm, more than one conflicts counsel, his opinion is that with the basic policy under the regulation, the GIAA Board can make a decision to reject and cancel the RFP or to proceed with a modification to the RFP and negotiate with two (2) separate firms.

Director Tainatongo asked that due to the current legal counsels term not expiring until March 22, is it possible to extend the term for 30 days, and due to the RFP asking for one firm, amend the RFP to have to firms, one firm solely for litigation and the other firm for GIAA operations. Conflicts Counsel replied that what Director Tainatongo is suggesting is a different type of modification. Due to the fact that the evaluations have already been done, the typical reasons to cancel a solicitation is if there is no money for the services, if the services are no longer necessary, or collusion. None of those factors apply to this situation. It is up to the Board to accept the RFP as is, and cancel the RFP or to allow Management to proceed with negotiating with and hiring two (2) firms. Discussion followed relative to what is permissible by procurement law and the time that it would take to re-issue the RFP and negotiating process. Chairman Bamba expressed his concern with changing the process, and deviating from the regular process.

Director Morato inquired if is it legally possible to cancel right an RFP right before awarding. Conflicts Counsel replied yes, GIAA has not awarded, however GIAA would need to provide a justification for the cancellation, and state that GIAA's needs have changed during the solicitation process.

Chairman asked that Conflicts Counsel state what options the Board has. Conflicts counsel announced the three (3) options:

1. Accept RFP as literally written, and allow Management to only proceed with awarding to one (1) firm.
2. Cancel the RFP, provide justification for the cancellation and re-issue the RFP with referenced language removed, allowing Management to award to more than one (1) firm.
3. Allow Management to proceed with current RFP, modify the language and award to two(2) firms.

Discussion followed relative to the options. Conflicts counsel provided a statement from procurement law regarding flexibility of rejecting proposals, stating that there is flexibility.

Director Taintaongo expressed her concern of approving the award without approving knowing the negotiation terms. Discussion followed negotiation terms and details of cancelling and re-issuing the RFP.

On motion duly made by Director Belanger, seconded by Director Weakley, the following option was voted on:

"To allow Management to award a contract to both offerors, subject to negotiations"

Roll call vote:

Brian Bamba	Against
Donald Weakley	In favor
Lucy Alcorn	Against
Zenon Belanger	In favor
Doyon Morato	Against
Rosie Tainatongo	Against

Motion failed with two (2) votes in favor and four (4) votes against.

On motion duly made by Director Alcorn, seconded by Director Tainatongo, the following option was voted on:

"To cancel the RFP and re-issue"

Roll call vote:

Brian Bamba	In favor
Donald Weakley	Against
Lucy Alcorn	In favor
Zenon Belanger	Against
Doyon Morato	Against
Rosie Tainatongo	In favor
Bic Sobti	In favor

Motion passed with four (4) votes in favor and three (3) votes against.

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

Resolution No. 20-27

The Board hereby authorizes Management to cancel Request for Proposal, Legal Services - RFP No. RFP-001-FY20 and re-issue.

Director Morato inquired on the amount of time it will take to re-issue the RFP, and the procedures in the interim. Executive Manager Ada replied it will take approximately four (4) weeks to reissue the RFP and bring back to the Board for approval of award. In the interim, the incumbent firm will continue working on litigation matters that are in progress, and any new matters that arise will be assigned to one (1) of two (2) conflicts counsels.

3. ADJOURNMENT

Motion to adjourn duly made by Director Belanger, seconded by Director Weakley; motion unanimously passed. The meeting was adjourned at 1:07 p.m.

Dated this 8TH, day of MAY, 2020.

Brian J. Bamba
Chairman

Attest:

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

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P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
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ORDER OF ADJOURNMENT

By Resolution of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA"), the March 11, 2020 Special Meeting of the Board of Directors of GIAA is hereby adjourned until Monday, March 16, 2020 at 11:00 a.m., to reconvene at the GIAA Conference Room 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Dated this 11th day of March, 2020.

Brian J. Bamba
Chairman of the Board

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

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Tel (671) 646-0300
Fax (671) 646-8823
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BOARD OF DIRECTORS SPECIAL MEETING
3:00 p.m., Wednesday, March 11, 2020
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
The Daily Post – March 4, 2020
Notice to Media – March 4, 2020

Second Notice:
The Daily Post – March 9, 2020
Notice to Media – March 9, 2020

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. New Business
   - **A.** Rebate of Landing and Apron Fees
   - **B.** Approval of Award for Legal Services - RFP No. RFP-001-FY20
4. Adjournment

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P.O. Box 8770
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A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Special Meeting
11:00 a.m., Monday, March 16, 2020 *Reconvened Meeting*
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Jean Arriola	GIAA
2.	Henry Cruz	GIAA
3.	Phil Torres	Torres Law
4.	VINCE NAPUTI	APD
5.	Yolanda Facundo	
6.	Ken McDonald	ARFF
7.	Raymond Montesona	ARFF
8.	Mafnas, Vincent	OPS
9.		
10.		
11.		
12.		
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14.		
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19.		
20.		

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

EXECUTIVE SUMMARY

REQUEST FOR PROPOSAL NO. RFP-001-FY20
LEGAL SERVICES

March 11, 2020

Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-001-FY20 for Legal Services ("RFP").

Background

The referenced RFP solicits proposals from professional firms and/or individuals to provide professional expertise in all legal activities and representations such as, but not limited to, litigations, provide professional opinions, legal interpretations, research, for and on behalf of GIAA Management and its Board of Directors.

Procurement Background

The RFP was advertised in the local newspapers on February 18, 21, and 26, 2020. The established deadline to submit the proposals was March 4, 2020, 4 p.m.

A total of eight (8) 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 B**
2. **Offeror A**

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 two (2) years with additional three (3) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding.

Financial Review

The *Legal 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** and **Offeror B** for the *Legal 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.

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ATURIDAT PUETTON BATKON AIREN GUAHAN ENTENASIONAT
P.O. Box 8770
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Fax (671) 646-8823
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March 9, 2019

MEMORANDUM

TO: THOMAS C. ADA
EXECUTIVE MANAGER

FROM: **SUPPLY MANAGEMENT ADMINISTRATOR**

SUBJECT: **EVALUATION AND RECOMMENDATION - REQUEST FOR PROPOSAL (RFP)**
LEGAL SERVICES, RFP NO. RFP-001-FY20

The referenced Request for Proposal ("RFP") solicits proposals from firms and/or individuals to provide professional legal services for the Antonio B. Won Pat International Airport Authority, Guam ("GIAA"). The RFP was advertised in the local newspapers on February 18, 21, and 26, 2020. The deadline to submit proposals was established for March 4, 2020.

A total of eight (8) firms and/or individuals downloaded 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 the documents required by the RFP.

Offeror A:

With regard to Addendum A, it was determined that Offeror A failed to submit a copy of the Acknowledgement of Receipt form for the addendum with their proposal as instructed by the RFP. Offeror A did acknowledge receipt of Addendum A upon receipt via email dated February 27, 2020. Said email correspondence indicating acknowledgement is included in the procurement record.

As this mistake is immaterial, a waiver of this mistake is justified pursuant to 2 GAR § 3109 (m) as such omission is insignificant and does not prejudice the other offeror and has a negligible effect on price, quantity, delivery or contractual conditions. Furthermore, there is no doubt that Offeror A received said addendum and intended to be bound by it.

Offeror B:

Offeror B's proposal was determined to be responsive.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of *Basic Information* of the RFP documents, after receipt of all proposals, the GIAA Evaluation Committee 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 evaluation committee established by management was comprised of the following individuals:

1. John M. Quinata, Deputy Executive Manager
2. Victor J. Cruz, Engineering Supervisor
3. Ralph W. Guitierrez, II, Management Analyst IV

The committee completed their evaluations of the two (2) proposals based 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 A**

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

Recommendation

As a result of our review of the submitted required documents, all offerors have been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

Therefore, if the minor informality found in Offeror A's proposal is waived, it is recommended to approve the ranking results and the contract award to **Offerors A** and **Offeror B** for *Legal Services*, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of two (2) years with additional three (3) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract term of five (5) years and subject to the availability of funding.

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

HENRY M. CRUZ

APPROVED:

THOMAS C. ADA
EXECUTIVE MANAGER

Attachments

cc: Evaluation Committee / Procurement File

Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Tally Sheet

RFP No. RFP-001-FY20

LEGAL SERVICES

OFFEROR DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	
OFFEROR A	98	1	85	2	72	2	2
OFFEROR B	95	2	94	1	90	1	**1**

Evaluators:
No. 1: John M. Quinata, Deputy Executive Manager
No. 2: Victor J. Cruz, Engineering Supervisor
No. 3: Ralph W. Gutierrez, II, Management Analyst IV

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P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
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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, April 23, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The April 23, 2020 regular meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") was called to order by Chairman Bamba at 3:02 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Brian J. Bamba (Via video teleconference)	Chairman
Gurvinder Sobti (Via video teleconference)	Vice Chairman
Donald I. Weakley (Via video teleconference)	Board Secretary
Lucy M. Alcorn (Via video teleconference)	
Zenon E. Belanger (Via video teleconference)	
Doyon A. Morato (Via video teleconference)	
Rosie R. Tainatongo (Via video teleconference)	

Directors Absent:
None

GIAA Officials:	
Thomas C. Ada	Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Victor Cruz	Engineering Supervisor
Ken McDonald	P&F Superintendent
Antoninette Bautista	Accounting Supervisor
Rolenda Faasuamalie	Airport Marketing
Henry Cruz	Supply Management Administrator
Janalynn C. Damian (Via video teleconference)	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

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

3. APPROVAL OF MINUTES

A. February 27, 2020 - Regular Meeting
B. March 11, 2020 - Special Meeting
C. March 16, 2020 – Reconvened Meeting

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

Resolution No. 20-28

The Board hereby approves the minutes of the February 27, 2020 regular meeting, the March 11, 2020 special meeting, and the March 16, 2020 reconvened meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada had no Correspondence to report.

5. OLD BUSINESS

Executive Manager Ada had no Old Business to present.

At this time Chairman Bamba requested updates before the next Board meeting, on the legal reform relative to the concessions and beautification initiatives previously tabled. Executive Manager Ada acknowledged the requests.

6. NEW BUSINESS

A. Report of FY19 Financial Audit

The first item discussed was the FY19 Financial Audit. Executive Manager Ada announced that the Airport's FY19 financial audit has been completed and introduced Mr. James Whitt and Mr. Rizalito Paglingayan of Ernst & Young, LLP. Mr. Whitt and Mr. Paglingayan, along with Mr. Ranel Ranoa and Mr. John Onedera from Ernst & Young appeared via video teleconference.

Mr. Paglingayan proceeded to conduct the presentation of the audit results via PowerPoint. Mr. Paglingayan informed the Board that the average accounts receivables collection period has increased to 35.31 days in FY19 from 34.18 days in FY18.

After the brief presentation, Mr. Whitt thanked the Board, Management and Accounting staff for the cooperation extended to the E&Y team throughout the audit process. Brief discussion followed.

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

Resolution No. 20-29

The Board hereby approves the FY2019 Financial Audit Report as presented by Ernst & Young, LLP, subject to corrections.

B. CARES Grant

The next item on the agenda was the CARES Grant. Executive Manager Ada announced that GIAA Consultant, Mr. Frank Santos will make the presentation. Mr. Santos provided a Power Point presentation relative to the CARES Act funding. Mr. Santos pointed out the O&M and debt service budget for FY20 of $73M, the approved revenue forecast for FY20 is $76M, resulting in net revenues. Based on the reduced air traffic of over 90% due to COVID-19, the revenue forecast is impacted by an estimated 49% decrease. Significant impact to revenues due to COVID-19 began in late February, resulting in a new revenue forecast of $51M, and a $25M deficit between planned O&M and debt service spending and projected revenues.

Mr. Santos presented a chart showing GIAA's budget adjusted to reflect actual expenditures in the 1st quarter of FY20 and the 15% reduction previously approved by the Board. With the inclusion of the $20.7M from the CARES Act Grant to off-set the projected revenue losses, the result is a positive net revenue for FY20. Brief discussion followed on the budget, with Mr. Santos adding that the forecast may be adjusted on a month to month basis depending on COVID-19.

Mr. Santos went on to inform the Board about the CARES Act, stating that the purpose is to keep airports safely operating, keep airport workers employed and keep credit ratings stable. Mr. Santos added that none of GIAA's credit ratings have been downgraded. GIAA's allocation under the CARES Act is $20,693,369.00, plus 100% federal share for FY20 AIP projects. Funding is based on CY18 data for enplanements, debt service and unrestricted cash and investments. Application was completed and the grant agreement is expected in about a week. A condition of the funding is the retention of 90% of GIAA's workforce through the end of CY2020.

Mr. Santos announced Management's recommendation that the grant funding be dedicated to debt service and operations and maintenance expenses. Brief discussion followed.

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

Resolution No. 20-30

The Board hereby approves the allocation of the CARES Act grant funding of $20,693,369.00 to debt service and operations and maintenance expenses, the Board further ratifies the Authority's application for CARES Act funding and authorizes the Executive Manager to execute the CARES Act grant agreement.

A. Approval of Award for Rental of Trash Bins/Containers – IFB No. GIAA-001-FY20

The next item on the agenda was the approval of Award for Rental of Trash Bins/Containers under IFB No. GIAA-001-FY20. Ms. Jean Arriola provided background information to the Board on the referenced IFB. Eleven (11) firms/individuals purchased bid packages and four (4) firms submitted a bid before the submission deadline. The four (4) firms were evaluated and determined to be acceptable. As required by the Guam Procurement Regulations, the bids were publicly opened and read aloud . The bid submittals are as follows:

Bidder:	Bid Item No. 1: 3-CY Container (General Trash) *Annual Cost	Bid Item No. 2: 10-CY Container (General Trash) *Annual Cost	Bid Item No. 3: 10-CY Container (Cardboard Boxes Only) *Annual Cost	Bid Item No. 4: 24-CY Container (General Trash) *Annual Cost	Bid Item No. 5: 10-CY Container (Mixed Waste) *Annual Cost	TOTAL BID PRICE:
Pacific Waste Systems, LLC	$9,536.64	$81,647.40	$12,223.08	$117,824.52	$699.50	$221,931.14
Guahan Waste Control (dba: Mr. Rubbishman)	**$8,697.00**	**$42,835.00**	**$11,804.00**	**$67,932.80**	$984.00	$132,252.80
Morrico Equipment LLC	NO BID	$84,544.20	$18,720.00	**$67,635.36**	$600.00	$171,499.56
HCP Inc. (dba Lagu Sanitation	$8,892.00	$71,500.00	$12,740.00	102,960.00	**$550.00**	196,642.00

Management recommends that the Board award contracts to the following bidders who have been determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations and who have submitted the lowest responsive Total Unit Price for the following bid items:

Bidder Item:	Number of Items	Frequency of Collection	Bidder	Lowest Responsive Unit Price
Item No. 1: (3) Cubic yard container (General Trash) to include rental, collection and disposal	3	1 time per week	Guahan Waste Control (dba Mr. Rubbishman)	$8,697.00
Item No. 2: (10) Cubic yard container (General Trash) to include rental, collection and disposal	1	5 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$42,835.00
Item No. 3: (10) Cubic yard container (Cardboard boxed only) to include rental, collection and disposal	1	2 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$11,804.00
Item No. 4: (24) Cubic yard container (General Trash) to include rental, collection and disposal	1	4 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$67,932.80
Item No. 5: (10) Cubic yard container (Mixed waste) to include rental, collection and disposal	1	2 times per year	HCP Inc. (dba Lagu Sanitation)	$550.00
			TOTAL ANNUAL COST:	**$131,818.80**

The total contract award for all bid items is up to $131,818.80 per year for a term of five (5) years with two (2) one-year options to be exercised at GIAA's sole discretion. Due to reduction in traffic as a result of COVID-19 travel and operational restrictions, services will be initially reduced based on current GIAA operational demand. Services will be adjusted throughout the term consistent with the demand for such services.

Funding for this contract is available under the Property & Facilities Division O&M Budget. Discussion ensued on details of the contract.

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

Resolution No. 20-30

The Board hereby approves the contract award for Rental of Trash Bins/Containers under Invitation for Bid No. IFB No. GIAA-001-FY20 as recommended by Management, subject to review by legal counsel.

D. Modification of Contract – IAC Project

The next item on the agenda was a change order to the Terminal Building Structural Upgrade & Concourse Isolation project. Executive Manager Ada informed the Board that Mr. Frank Santos, GIAA Consultant, will present the item to the Board.

Mr. Santos presented a modification to the referenced contract. Change Order No. 11 in the amount of $1,203,995.00, consists of fifteen (15) aging individual proposed change orders (PCO's) that were negotiated by the Construction Manager's sub-consultant.

Mr. Santos added that additional batches of PCO's are being validated. These will be presented at the next Board of Directors meeting. Funding source will be net revenues or other available monies from prior fiscal years. Discussion ensued relative to PCO batches and monies to fund change orders, with Mr. Santos informing the Board that funding may come from the Bond restructuring. Executive Manager Ada added that these PCO's were already completed, but never processed; additional new PCO's are anticipated moving forward.

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

Resolution No. 20-32

The Board hereby approves Change Order No. 11 to the Terminal Building Structural Upgrade & Concourse Isolation Project in the amount of $1,203,995.00 as presented by Management.

Executive Manager Ada assured the Board that Management will provide an update to the Board on the 3rd floor project in the upcoming weeks. Chairman Bamba asked that Management present the update to the CIP Board Committee.

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. Included with the report was an update relative to COVID-19, presented by Deputy Executive Manager Quinata. Discussion followed relative to the loss of revenue due to the pandemic. The Comptroller informed the Board that he will provide charts relative to the loss of revenue.

8. REPORT OF THE COMPTROLLER

Mr. John Rios announced that there will not be a Comptroller's report due numbers still pending from a number of vendors. Mr. Rios indicated that the graphs provided show actual numbers for February, and March is close to actual. Discussion was held on Accounting's process of closing monthly for the sake of reporting to the Board. The Comptroller acknowledged the Board's suggestion of closing sooner in the month. Discussion ensued relative to the deferment of rental fees for vendors.

At this time Legal Counsel announced that were invoices for legal fees requiring Board approval.

Chairman Bamba announced for the record that he is recused from voting on this matter due to a conflict of interest.

Legal Counsel went on to inform the Board that invoices are for the month of February and March 2020 that exceed the monthly cap.

Chairman Bamba inquired if the invoices are reviewed by the Board. Legal Counsel replied that the details of the invoices are usually discussed during executive session. The invoices are with GIAA's administrative office. Executive Manager Ada added that the invoices merit review by the Board before approval. Legal Counsel suggested presenting the invoices to the Board's Litigation Committee to review.

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

Resolution No. 20-33

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob, LLP for the general matters legal fees incurred in February 2020 that exceed the monthly cap in the amount of $15,394.37; and general matters legal fees incurred in March 2020 that exceed the monthly cap in the amount of $39,982.00, subject to review by the Board's Litigation Committee.

10. PUBLIC COMMENTS

Executive Manager Ada introduced Mr. Dae Woong Chen (Danny) from Lotte Duty Free, who would like to make a public comment. Mr. Chen informed the Board that due to the COVID-19 pandemic, that he would like the Board of Directors to consider reduction of rent during the pandemic. He added that a number of airports throughout the world are offering this to concessionaires. Chairman Bamba thanked Mr. Chen for his comments and assured him that the Board, along with Management will take into consideration the concessionaire's hardships at this time.

At this time, Chairman Bamba thanked and congratulated Management for their efforts during this unprecedented time. He went on to encourage the Airport to look into effective recovery efforts.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 5:00 p.m.

Dated this 22ND, day of JUNE, 2020.

Brian J. Bamba
Chairman

Attest:

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

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WE'RE ON IT 24/7

BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, April 23, 2020
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice

First Notice:
The Guam Daily Post – April 16, 2020
Notice to Media – April 16, 2020

Second Notice:
The Guam Daily Post – April 21, 2020
Notice to Media – April 21, 2020

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   - **A.** February 27, 2020 Regular Meeting
   - **B.** March 11, 2020 Special Meeting
   - **C.** March 16, 2020 Reconvened Meeting
4. Correspondence
5. Old Business
6. New Business
   - **A.** Report of FY19 Financial Audit
   - **B.** CARES Grant
   - **C.** Approval of Award for Rental of Trash Bins/Containers - IFB No. GIAA-001-FY20
   - **D.** Modification of Contract - IAC Project
7. Report of Executive Manager
8. Report of the Comptroller
9. Public Comments
10. Adjournment

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A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Regular Meeting
3:00 p.m., Thursday, April 23, 2020
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Henry Cruz	GIAA
2.	Michael Min	Lotte
3.	Anthony J. Quidachay	GIAA
4.	Daewoong Chen	Lotte
5.	Ken McDonald	GIAA
6.	[illegible]	GIAA
7.	VICTOR J. CRUZ	GIAA
8.	VINCE NAPUTI	APD
9.	JEAN ARRIOLA	GIAA
10.	Anamita Kaur	PDN
11.	Raymond Untalasco	ANFF
12.	Maureen Maratita (Via telephone)	Glimpses of Guam
13.		
14.		
15.		
16.		
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19.		
20.		

Finance ministers back debt help for struggling nations

By David J. Lynch
The Washington Post

Global finance ministers and central bank chiefs backed debt relief for the world's poorest nations as part of a coordinated response to the deepening global recession on Tuesday.

The finance leaders from the Group of Seven said they would suspend debt service payments the poor countries owe to other governments if all Group of 20 nations agreed to back the move, as anticipated. In a statement following a virtual meeting to discuss the crisis, the finance leaders endorsed efforts to get global banks to offer similar relief to the 76 countries eligible for the World Bank's easiest loan terms.

The aim is to free up money the countries need to fund medical care and to support their economies amid the coronavirus pandemic.

"The scale of this health crisis is generating unprecedented challenges for the global economy," the G-7 said.

The governments acted after last month's call by the International Monetary Fund and the World Bank to suspend payments on government-to-government loans. The G20, whose member nations produce roughly 80% of global output, is expected Wednesday to issue its own debt proposal.

Tuesday's G7 statement came as the IMF said the coronavirus pandemic is causing the worst economic downturn since the Great Depression of the 1930s. In its annual world economic outlook, the fund forecasts the global economy will shrink by 3% this year before staging a partial rebound in 2021.

Over the next two years, output will be $9 trillion less than expected before the crisis, according to Gita Gopinath, the fund's chief economist. The fund says the U.S. economy will contract by 5.9% this year and grow by 4.7% next year. "This makes the Great Lockdown the worst recession since the Great Depression and far worse than the global financial crisis," Gopinath said.

Though the fund expects a punishing global recession, the downturn will not be as severe as in the 1930s, when the global economy shrank by an estimated 10%, she said. The current recession is expected to trim world output by 3%.

Tuesday's G7 statement came as the IMF said the coronavirus pandemic is causing the worst economic downturn since the Great Depression of the 1930s.

China vows equal treatment for Africans after abuse reports

(Bloomberg News) – China pledged to ease health measures on Africans in the southern city of Guangzhou, as the country sought to resolve a dispute that could set back Beijing's diplomatic outreach during the coronavirus pandemic.

The government has treated foreigners equally and attaches great importance to their life and health, Ministry of Foreign Affairs spokesman Zhao Lijian said in a statement posted late Sunday. "We reject differential treatment, and we have zero tolerance for discrimination," Zhao said.

African leaders alleged discrimination against their citizens by city authorities in measures to stem the spread of imported coronavirus cases, saying Africans were mistreated, evicted from hotels, and forcefully tested for the virus. Meanwhile, McDonald's China apologized Monday after one of the chain's Guangzhou restaurants refused to serve black customers.

African Union Commission Chairman Moussa Faki Mahamat expressed "extreme concern" to Chinese Ambassador Liu Yuxi about "allegations of maltreatment of Africans" in Guangzhou. In a tweet Saturday, he said the African Group in Beijing was engaging with the Chinese government.

South Africa, the current African Union chair, separately expressed concern about "alleged ill-treatment of African nationals in China, including the forceful testing, quarantining for COVID-19, and other inhuman treatment." The country called for an investigation into the matter, according to a statement from the South African Department of International Relations and Cooperation.

McDonald's China said that it had closed a restaurant in Guangzhou for a half day of diversity and inclusion training Sunday after an investigation confirmed social media reports that it was barring black customers. "We apologize unreservedly to the individual and our customers. The restaurant has been ordered to stop immediately such actions," McDonald's China said Monday.



CAMPAIGN: *A man pushes a cart containing waste paper in front of South Korea's ruling Democratic Party campaigners during a campaign for the upcoming parliamentary elections in Seoul on Tuesday, April 14. Jung Yeon-je/AFP/Getty Images/Tribune News Service*

South Korea forges ahead with election

By Victoria Kim
Los Angeles Times

SEOUL – At a time when most governments are urging citizens to stay at home, one country is calling on them to come out in force this week – to the polls.

South Korea is going ahead with its hotly contested parliamentary elections Wednesday, even as nations around the world, from Britain to Bolivia, have postponed races out of coronavirus concerns and a primary in Wisconsin raised myriad concerns about safety and disenfranchisement.

With nearly four out of five South Koreans saying they intend to cast a ballot and early voting already logging record turnout, the country may offer an early look at how to hold a general election in the midst of a pandemic.

Election officials have assured citizens that they are taking every precaution to keep voters safe. All voters are being required to wear masks, and polling stations are being thoroughly sanitized. Poll workers wearing gloves, masks and protective face shields will take each voter's temperature, squirt his or her hands with sanitizer and then distribute a pair of disposable plastic gloves.

Anyone with a fever or other coronavirus-related symptoms will be routed to a separate voting booth, which will be disinfected after each use.

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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, April 23, 2020 at 3:00 p.m. in Terminal Conference Room No. 3. In light of COVID19 public health emergency, GIAA will adhere to social distancing orders. For those who wish to participate telephonically, please call 642-4717 or email arios@guamaiport.net for further information. Parking is available in the Public Parking Lot.
For special accommodations or agenda items, please call the Board Office at 642-4717/18.
Doc. No. 35GL-20-2141.*
(This ad paid for by GIAA)

36th Wing: Other 'aviation assets' will rotate on Guam

The Air Force still has Guam covered with defensive firepower in the skies – but it's not signaling to the world the details on how Guam will be protected following the end of the more than decade-long rotational aircraft bomber presence on the island.

The five B-52s that were stationed at Andersen Air Force Base on a rotational basis left last week back to their home base at Minot Air Force Base in North Dakota. The rotational bomber presence program on Guam started in 2004.

After the B-52 rotational bombers left Guam, the U.S. Strategic Command over the weekend issued a statement that there has been a shift in the nation's defense strategy.

The command also posted on Twitter on April 17: "Our diverse bomber fleet – B-52, B-1 & B-2 – allows us to respond to global events anytime, anywhere. Whether they're launched from Louisiana, Guam, or the U.K., long-range strategic bombers have and will remain a bedrock of our deterrence!"

On Monday, Andersen's 36th Wing Public Affairs Office confirmed: "The United States has transitioned to an approach that enables strategic bombers to operate forward in the Indo-Pacific region from a broader array of overseas locations – when required – and with greater operational resilience, while these bombers are permanently based in the United States."

"U.S. strategic bombers will continue to operate in the Indo-Pacific, to include Guam, at the timing and tempo of our choosing," said 2nd Lt. Ryan K. Bradley, public affairs officer of the 36th Wing. "We will maximize all opportunities to train alongside our allies and partners to build interoperability and bolster our collective ability to support a free and open Indo-Pacific."

"In line with the National Defense Strategy, we constantly evaluate our force posture to ensure we maintain operations and support capabilities to meet our security obligations," Bradley stated. "We will also continue to rotate other aviation assets in and out of Guam, to include fifth-generation aircraft."

Andersen didn't indicate what those fifth-generation aircraft will be, but in previous North Korean threats, the Air Force launched a show of force with two B-1Bs from Andersen and four U.S. Marine F-35Bs from Marine Corps Air Station Iwakuni, Japan, among other aircraft used in a flyover above the Korean Peninsula.

(Daily Post Staff)

TESTING continued from page 1

already identified multiple sites in villages around the island for drive-thru testing – although targeted rather than massive – including the basketball court in Santa Ana, Sagan Bisita, the Yona gym, Hagåtña Mayor's Office, and the Astumbo, Tamuning and Mangilao senior centers, among others.

These tests will cover an expanded criteria to include those with mild symptoms, the governor said.

"We're already doing all the logistics and leg work in that regard," Unpingco-DeNorcey said.

Nguyen said mass testing – drive-thru or otherwise – "It's a nightmare to implement, and you need to have a lot of test kits to do it, and we just don't have it."

While GovGuam officials have previously stated the goal is to test everybody, mass testing is impossible, the governor has acknowledged.

Mass testing 'impossible'

Gov. Lou Leon Guerrero said Monday, "I know that my goal is to test everybody, but in reality, that is an impossible thing to do just because of resources ... primarily it's limited resources."

What GovGuam can do, she said, is to test "as many as we can," and officials are working toward "very targeted in testing."

"We will be working with the mayors in the various villages to identify these ... so what that data will give us, it will give us more of what our community spread is and what our incidents and prevalence is out there in the community which will give us more accurate data," said Leon Guerrero.

Mild symptoms

The governor did say her administration is expanding its testing capability and Public Health will begin testing all patients with mild symptoms beginning this week.

"That includes anyone with fever, cough, shortness of breath or sore throat and anyone reporting disruption of taste or smell or having diarrhea," said Unpingco-DeNorcey.

Another 200 test kits from the CDC are scheduled to arrive on April 22 and 29, and additional test kits are expected from the World Health Organization.

Health care workers, first responders or those who care for the vulnerable population will be authorized to get tested for the virus.

The CNMI government purchased 60,000 rapid test kits from South Korea so it could test its residents.

The governor has been adamant that she will not purchase any test kits that are not approved by the U.S Food and Drug Administration and those that have been vetted by U.S. Centers for Disease Control and Prevention guidelines, and other officially sanctioned entities.

Too late

Guam Medical Association President Dr. Thomas Shieh said the association is no longer pushing for mass testing. "That time has come and gone. We assume everyone is a carrier. Continue to starve the virus. We recommend testing right at the airport. That is where the second wave will come from."

Shieh said the government is steps behind on what should have been done.

"I am trying to be hopeful. The government sometimes does things that don't make a lot of sense," Shieh said. "We should be able to get our community back soon, but the government needs to watch the airport gates, that's where the first virus came in, and that is the gate where the new virus will return."

COLLECTIONS continued from page 1

in tax collections in April when nonessential Guam businesses remain shut down.

And there's no certainty tourist arrivals will resume soon. Some of the airlines have reduced flights to Guam by more than 90% in May.

Special fund revenue projections show major hits to the Tourist Attraction Fund and Customs and Quarantine Inspection Services Fund due to decreased visitor arrivals. The Territorial Educational Facilities Fund, Solid Waste Operations Fund and Guam Highway Fund also project shortages.

Prior to COVID-19, GovGuam had projected a significant boost in tax revenue collections.

Financial reports from January showed General Fund revenues tracking to land about $30 million above the adopted budget.

By February, the surplus dropped by nearly half at about $17 million.

But the COVID-19 crisis didn't begin significantly impacting Guam until March, when the island saw its first few positive cases followed by stricter travel regulations and, ultimately, the closing of nonessential businesses.

Lester Carlson, director of the Bureau of Budget and Management Research, said last week that as they track government revenues, they need to take into consideration certain factors such as federal COVID-19 financial aid, and the Navy's use of several Guam hotels for the quarantine of sailors from the USS Theodore Roosevelt.

"If the Roosevelt wasn't here, then there would be a significant decline," Carlson said. The Navy has placed close to 2,000 sailors under quarantine in Guam hotels.

Rear Adm. John Menoni, commander of the military's Joint Region Marianas, said Monday the majority of the warship's sailors are expected to return to the Theodore Roosevelt in the next couple of weeks.

Near the beginning of the month, Gov. Lou Leon said she'd been told COVID-19 had resulted in the "worst economic situation" for Guam.

Last week, the governor said she suspects the economy to rebound within a year of federal aid arriving, even though the economy may not rise to the extent seen before the pandemic.

In a state of economic uncertainty, other jurisdictions have implemented spending cuts.

The governor of Hawaii recently proposed a 20% pay cut for teachers and other public employees.

Leon Guerrero said last week she had no plans to trim the budget for GovGuam personnel.

The Honorable
Lourdes A. Leon Guerrero
Governor

The Honorable
Joshua F. Tenorio
Lt. Governor

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(This ad paid for by GIAA)

CLINICS continued from page 1

though they were among the clusters that was being investigated. DPHSS Director Linda Unpingco-Denorcey said they didn't want to name them because they were "private businesses and I want to make certain that the anonymity is ensured for that particular case."

DPHSS, however, had named other private institutions with COVID-19 clusters they were investigating, including United Airlines, Hafa Adai Bingo and Iglesia Ni Cristo.

At the time, DPHSS said one of the unnamed locations had five health care workers test positive, and the second had 12 workers who contracted COVID-19.

(Daily Post Staff)

Doc. No. 35GL-20-2141

MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, February 27, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The February 27, 2020 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 3:09 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	Board Secretary
Lucy M. Alcorn	
Zenon E. Belanger	
Doyon A. Morato	

Directors Absent:	
Gurvinder Sobti (Excused)	Vice Chairman

GIAA Officials:	
Thomas C. Ada	Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Victor Cruz	Engineering Supervisor
Ken McDonald	P&F Superintendant
Rolenda Faasuamalie	Airport Marketing
Janalynn A. Damian, 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.

Chairman Bamba called for a motion to excuse Vice Chairman Sobti, as he is off-island. Motion to excuse the attendance of Vice Chairman Sobti duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed.

2. APPROVAL OF AGENDA

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

3. APPROVAL OF MINUTES

A. January 17, 2020 - Regular Meeting
B. January 30, 2020 - Regular Meeting

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

Resolution No. 20-20

The Board hereby approves the minutes of the January 17, 2020 regular meeting and the January 30, 2020 regular meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada had no Correspondence to report.

5. OLD BUSINESS

Executive Manager Ada had no Old Business to present.

6. NEW BUSINESS

A. 2020 Bond Refunding

The first item discussed was the 2020 bond refunding. Executive Manager Ada provided brief background on the item, stating that GIAA went out to the bond market in October 2019 to restructure and refund GIAA bonds, and as a result were able to obtain $18M in debt service savings. Those funds, as listed in GIAA finance plan at the time, were intended to be used for two (2) purposes: 1. Approximately $10M as a local match to leverage $100M in FAA grants, 2. Balance of $8M to fund deferred CIP projects.

Underwriters, Barclays International has done an analysis and provided a recommendation to GIAA. Stating that the decline in interest rates presents the Airport with an opportunity to refund certain of its Series 2013 bonds for significant debt service savings. The result of the analysis concluded that theAirport may realize a savings of approximately $9.6M. $5.8M in 2021 and $3.8M in 2022. Barclays provided a number of options, with the recommended option being driven by when GIAA needs to have the savings available:

1. A level savings through 2043. If there is no urgency, $15.3M in savings may be realized by refunding through 2043.
2. Accelerated savings, with $10.2M becoming available during 2021 to 2026.
3. Maximum acceleratedsavings could be realized with $9.6M becoming available in 2021 to 2022.

Executive Manager Ada added that the savings realized will be used to fund the cost increases of the 3rd floor project, which is expected to increase from $134M in January 2019, to an estimated $150M, due to all of the change orders currently being processed.

Management recommends that the Board approve the recommendation to pursue the Maximum Acceleration Savings option, as well as approve the resolution authorizing the Executive Manager to work with legal counsel in drafting appropriate legislation, and to work with the legislature in passage of legislation authorizing GIAA to undertake a bond refunding transaction.

Director Weakley brought up the overage for the 3rd floor project. The Executive Manager announced that the cost increases are largely attributable to the fact that the contract was bid on a set of drawings that was not based on an as-built drawing. Every time the contractor would open up a wall, there was infrastructure behind, giving rise to the increases. The other part to the cost increases were delays, delays because there were not timely responses to questions that the contractor had. Discussion followed on details of approximately how much the 3rd floor project will need, and where these funds will come from, with the Comptroller adding that currently there are funds available to cover some of the existing change orders.

Chairman Bamba requested for an outline from the Management with regard to the 3rd floor project, financing and available funds for additional projects.

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

Resolution No. 20-21

The Board hereby authorizes Management to pursue the Maximum Acceleration Savings option as presented to achieve a savings at the earliest date possible for GIAA.

B. Legislation - Use of RFP for Food & beverage and Retail Concessions

The next item on the agenda was the legislation and the amendment to GIAA's enabling and solicitation methods. Legal counsel presented a resolution from the Board authorizing the Executive Manager to proceed with amending GIAA's enabling statute with regard to the concessions at the Airport and the solicitation process.Current state of the law is that the use of RFP's is not a permissible way to solicit for concessions, GIAA would like to seek legislative reform to allow for soliciting through various methods including the RFP process.

Director Belanger inquired if the resolution is specific to concessions or if it could include contracts with contractors. Discussion followed relative to procurement law, with legal counsel announcing that construction would be treated differently at the legislature. The Executive Manager informed Director Belanger that the best to time to pursue the change in legislation with regard to construction solicitation would be after the master plan update.

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

Resolution No. 20-22

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM's ("GIAA" or the "Authority")Board of Directors ("Board") finds that GIAA's strong financial health and stability and the efficient management and operation of the Antonio B. Won Pat International Airport (the "Airport") are in the best interest of the government of Guam, are consistent with GIAA's Federal Aviation Administration ("FAA") grant assurances, and benefit and protect GIAA's bondholders, the traveling public, and the people of Guam; and

WHEREAS, GIAA's Board further finds that GIAA's continued financial health, stability, welfare and efficiency is dependent on the Authority's ability to maximize non-airline revenues generated by concession agreements and the revenue generated from GIAA's concession agreements is a cornerstone of GIAA's self-sustainability, financial condition, operations and future; and

WHEREAS, GIAA's Board finds that the majority of international airports in the United States and throughout the world utilize the Request for Proposal ("RFP") process with respect to their retail, duty free, food and beverage, and other concessions to optimize revenues and benefits; and

WHEREAS, GIAA's Board finds that the Guam Procurement Law's and Procurement Regulations' solicitation, selection, and award procedures do not provide the best process for securing concessions intended to optimize revenues and ensure long-term self-sustainability and efficiency at GIAA; and

WHEREAS, GIAA's Board finds that concession agreements entered into by GIAA do not involve the expenditure of public funds but rather the generation of revenues for the benefit and welfare of the travelling public, the airlines serving Guam, the people of Guam, and GIAA's ability to meet demands for airport services; and

WHEREAS, GIAA's Board finds that it is in GIAA's and the Territory's best interest to clearly define and set forth the best practices and process for GIAA's solicitation of concessions; and

WHEREAS, GIAA's Board finds that it is in the interest of GIAA bondholders, the traveling public, the people of Guam, and the Territory that GIAA possess the ability to utilize various

solicitation, selection, and award methods consistent with industry standards, including the RFP process, that would optimize non-airline revenue-generating potential; and

WHEREAS, in light of the importance of protecting and optimizing the revenue generated by concessions, the Board has determined that it is necessary to amend GIAA's enabling statute.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby authorizes the amendment of GIAA's enabling statute consistent with the above findings, and further authorizes and directs the Executive Manager and GIAA management to take all actions and steps advisable or necessary to carry out the amendment of the Authority's enabling statute in accordance with this resolution.

C. Approval of $1.2 Change Order for 3rd Floor CIP

The third item on the agenda was the approval of a $1.2M change order for the 3rd floor project Executive Manager informed the Board that Mr. Kent Sheih, the CM for the 3rd floor project will present the change order to the Board. Mr. Sheih announced that the $1.2M change order (CO) is a delayed claim filed by Supreme Steel, Black Construction sub contractor that provided the steel for the project. In 2019, Supreme Steel submitted a claim for $1.5M to Black Construction, who subsequently submitted the claim to GIAA. During that time the claim was negotiated down to $1.4M. Mr. Sheih informed the Board that the amount is basically the additional man power that they incurred to accommodate all of the changes during the first year of the project, due to the delay in the RFI (request for information) response, and site conditions. Initially Supreme was claiming more, however they absorbed the costs and is only asking for the overage in manpower for the shop drawings and manufacturing of the steel, approximately 13,000 hours. The negotiated claim was $1.388M, which was able to be reduced to $1.2M after a two months process of negotiations. Supreme threatened to put a mechanic lean on the project, which was discussed with Black Construction in order to avoid the lean on the project.

Director Weakley inquired of Black Construction paid the claim. Mr. Sheih replied that Black Construction reduced their share and transferred the claim to GIAA. GIAA will pay Black Construction and a large portion of that will go to Supreme Steel.

Director Morato asked if the man hours were justified. Mr. Sheih replied with the shop drawings and everything, yes. Discussion followed on the justification and process.

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

Resolution No. 20-23

The Board hereby approves the approval of $1.2M change order for 3rd Floor CIP as presented.

D. GIAA Beautification Initiatives - *TABLED*

In the interest of time, Executive Manager Ada asked that the Board table GIAA Beautification Initiatives until the next regular Board meeting. The Board had no objection.

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. Included for this meeting was a general update from Mr. Kent Sheihon the 3rd floor arrivals corridor. Mr. Sheih announced that Black Construction's estimated completion date of August 4, 2020. At the end of March 2020, a reviewed schedule will be presented to the Board with more accurate dates. Discussion on change orders, with Mr. Sheih confirming that 89 of 400 change orders are being reviewed, with a number of the 400 possibly to be deleted.

Mr. John Deirking, KHLG provided a brief update of the ARFF project. Director Belanger asked that Management look at the potential overhead. Mr. Sheih informed the Board that he is in communication with the owner and he believes it will be minimal.

Executive Manager Ada provided an updateto the Board on the Corona Virus efforts at the Airport. At a recent meeting with airlines to discuss Corona Virus protocol on GIAA's side and for GIAA to get an understanding on the Airlines protocol at the point of origin, a number of airlines conveyed their concerns with recovering costs due to cancellations, and suggested that the Airport consider a discount. Executive Manager Ada expressed his concern with offering a discount at a time when GIAA is imposing a 15% reduction in operation budget. However, the Manager added that Management along with the Comptroller had discussed an option of a 50% discount on landing fees for the next three (3) months for landing fees.

Director Belanger inquired on what airlines would be included in discount. Executive Manager Ada replied that it would across the Board. Director Belanger inquired if the discounts would affect GIAA's bond requirements. The Comptroller replied no, GIAA has one (1) year reserves for the bond requirement. Discussion followed on the process of screening passengers, with Chairman Bamba expressing the importance of GIAA communication with other Airports in order to mitigate should there be an outbreak on Guam.

Going back to the 15% reductions in operations budget, Director Weakley at this time announced that he agreed with almost everything listed on the memorandum from the Executive Manager except for the Employee Wellness Program, and stated that he did not feel

the need for Program to be included with reductions such as, overtime and power consumption. Executive Manager Ada asked if the Director would like it to be removed, Director Weakley replied yes, to remove the Program from the list of budget reductions. Chairman Bamba informed the Board that he had discussed with Management a number of areas within the budget where cuts could be made due to loss of revenue at this time, and that he agreed with Director Weakley in removing the program from the list of budget reductions.

Director Morato informed the Board of a recent GVB Air Service Committee meeting, adding that GVB is inquiring if GIAA may be able to provide a brochure of what procedures GIAA has in place on screening of passengers that GVB could share with travelling customers. Executive Manager Ada replied that relevant information is provided on screens in CBP area, as well as small cards given at CBP and Immigration with symptoms listed.

Due to unforeseen circumstances, Chairman Bamba advised the Board that he would need to excuse himself from the remainder of the meeting. Chairman Bamba called for a motion to excuse the Chairman and appointment Board Secretary, Director Weakley to preside over the next portion of the meeting.

Motion to excuse Chairman Bamba, appoint Director Weakley to preside over the next portion of the meeting and a brief recess, duly made by Director Tainatongo, seconded by Director Alcorn; motion unanimously passed.

The Board recessed for a brief break at 4:20 p.m.

The Board meeting reconvened regular session at 4:26 p.m. Acting Chairman Weakley now presides over the meeting.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **January 31, 2020**. Mr. Rios reported that year-to-date Total Signatory Revenues are above budgeted revenues by **0.1%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **6.3%** and **-2.5%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **8.2%**. Year-to-date Total Operating Revenues Actual of **$26.3M** is **2.9%** above the budget estimate of **$25.5M**. Year-to-date Total Operating Expenses are below budget by **-20.4%**. Components of this line item include a **-19.2%** decrease in Personnel Service, a **-15.5%** decrease in Contractual Services, a **-76.1%** decrease in Materials & Supplies and a **-100.00%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$11.9M** reflects an increase of **59.3%** over the year-to-date budgeted amount of **$7.5M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.63**versus the requirement of **1.25.**

Mr. Rios announced that he also provided an extra spreadsheet to his report showing different scenarios. Discussion followed on impact of flight cancellations.

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Tainatongo, seconded by Director Alcorn, and unanimously approved, the Board recessed to convene into Executive Session at 4:40 p.m.

The Board convened into Executive Session at 4:44 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Weakley, Alcorn, Belanger, Tainatongo and Morato, Executive Manager Ada, and Legal Counsel, Janalynn Damian. Also present was the court reporter who will prepare a transcript of the Executive session.

Executive Session adjourned at 5:11 p.m., at which time the Board reconvened regular session.

Based on discussions during Executive Session, there was a matter for Board approval.

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

Resolution No. 20-24

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for the general matters legal fees incurred in January 2020 that exceed the monthly cap in the amount of $60,590.85.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed. The meeting was adjourned at 5:11p.m.

Dated this _____, day of _____, 2020.

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
Thursday, March 11, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The March 11, 2020 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 Bamba at 3:08 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

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

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
Vince Naputi	Chief, Airport Police
Ken McDonald	P&F Superintendant
Joseph Javellana	Program Coordinator IV
Victor Cruz	Engineering Supervisor
Rolenda Faasuamalie	Airport Marketing
Henry Cruz	GIAA Procurement
Janalynn A. Damian, 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

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

3. NEW BUSINESS

A. Rebate of Landing and Apron Fees

The first item discussed was the rebate of landing and apron fees. Executive Manager Ada asked that Mr. Frank Santos present the item to the Board via powerpoint presentation. Mr. Santos informed the Board that to date, 400 flights have been suspended, representing a loss of approximately 78,000 seats, with an economic impact to GIAA of approximately $7.9M. Carriers have consideration for relief. It is in GIAA's best interest to assist its primary customers, who are guarantors of GIAA's financial bottom line.

*Director Alcorn arrived at the Board meeting.

Aircraft operators pay approximately $274.00 per landing and $123.00 per apron use. Airport landing and apron fees represent approximately $4.6M or 15% of total signatory airline revenues. Significance if the fees are directly correlated to frequency of landings. Total estimated savings to airlines from April to June 2020:

A. 50% rebate: $370,000.00
B. 100% rebate: $740,000.00

GIAA's cost impact:

Suspension of 400 flights	$7.90M
Cost of Rebate at 100%	$ .74M
Total Cost Impact	**$8.64M**

Mr. Santos provided the revenue source for cost mitigation totaling $8.64M.

Management is seeking approval of 100% rebate of landing fees and 100% rebate of apron parking charges for the period of April to June 2020. The impact will be reviewed on a monthly basis.

Chairman Bamba inquired on the period of the rebate. Executive Manager informed the Board that after June, Management will come back to the Board for additional guidance should it be required, and that Management is looking at other relief options for concessions. Discussion followed relative to what carriers are included.

Director Morato inquired if there is a forecast of impacts should this issue go past three months. Executive Manager Ada announced that Management is not there yet. Relief options for concessions are being reviewed, and will be brought before the Board at the next regular Board meeting.

Director Belanger inquired if the rebate will affect operational costs for the Airport. Executive Manager Ada replied no. Discussion followed relative to the funding to cover the costs of the rebate.

Director Belanger shared his concern with giving 100% rebate.

Director Alcorn inquired on rebates for all tenants. Chairman Bamba announced that because this is a special meeting and the fact that the Board limited to agenda items, but assured the Board that there are discussions for relief options for concessionaires, which will be discussed at a later meeting.

Executive Manager Ada reminded the Board that it is in GIAA's best interest to assist its primary customers, the signatory airlines, who are guarantors of GIAA's financial bottom line.

After further discussion, on motion duly made by Director Weakley, seconded by Director Tainatongo, the following resolution was approved, with Director Belanger voting against the motion:

Resolution No. 20-25

The Board hereby approves the 100% rebate of landing fees and 100% rebate of apron parking charges for signatory airlines for the period of April to June 2020, at which time the need for a rebate will be reassessed.

B. Approval of Award for Legal Services - RFP No. RFP-001-FY20

At this time Legal Counsel recused herself, and removed herself from the conference room table.

The next item requiring Board action was the award for Legal Services, under Request for Proposal - RFP No. RFP-001-FY20. Mr. Henry Cruz, GIAA Procurement, 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 eight (8) 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, based on the evaluation criteria set forth in the RFP. 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 A

The term of the contract is for a period of two (2) years with additional three (23) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding. The said contract will be funded under the Administration Division's O&M Budget.

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

Executive Manager Ada announced that the recommendation for the Board to award the contract to bother offerors. The Manger pointed out that the firms scored very similar in their evaluations. The incumbent is heavily involved in current litigation proceedings, and Management believes there is enough work to justify both law firms.

Director Belanger inquired if there is anything in Procurement Law that prevents GIAA from hiring two law firms, or to put together a scope of work for two, or do they compete for work. The Executive Manager replied no, they will not compete, there is enough work for two.

Chairman Bamba inquired if GIAA has ever done this before, one RFP and more than one awardee. Mr. Frank Santos replied yes, with an IDIQ, where multiple firms were awarded. Based on what work was needed, the firms would provide a fee proposal.

Executive Manager added that the incumbent currently does not have a retainer fee, the Board approved an hourly rate. Director Belanger added that the current legal counsel went over the cap in the amount of $60,000 in January, and expressed his concern. Discussion followed relative to Procurement Law, the process of the RFP and fees.

Director Tainatongo announced that she would like the Attorney Generals opinion on the referenced RFP before making a decision. Chairman Bamba agreed, and suggested that the Board get legal opinion before proceeding.

Director Belanger inquired if GIAA is at the exposure of have no legal counsel. Executive Manager informed the Board that legal counsels term expires March 22, 2020, however conflicts counsel Phil Torres will oversee this RFP.

Executive Manager Ada suggested that the Board recess and reconvene the meeting so that conflicts counsel, Phil Torres may be able to attend the meeting and address the referenced RFP.

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

Resolution No. 20-26

The March 11, 2020 Special Meeting of the Board of Directors of A.B. Won Pat International Airport Authority, Guam is hereby adjourned until Monday, March 16, 2020 at 11:00 a.m., to reconvene at the GIAA conference room, 355 Chalan Pasaheru, Tamuning, Guam 96913.

Dated this _____, day of _____, 2020.

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
Monday, March 16, 2020, 3:00 p.m. *Reconvened Meeting*
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The special meeting of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA" or the "Authority") held on March 11, 2020 was reconvened and called to order by Vice Chairman Sobti at 11:39 a.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Brian J. Bamba (Via video teleconference)	Chairman
Gurvinder Sobti	Vice Chairman
Donald I. Weakley	Board Secretary
Lucy M. Alcorn(Via video teleconference)	
Zenon E. Belanger	
Doyon A. Morato (Via video teleconference)	
Rosie Tainatongo (Via video teleconference)	

Directors Absent:
None

GIAA Officials:

Thomas C. Ada	Executive Manager
John M. Quinata	Deputy Executive Manager
Jean M. Arriola	Airport Services Manager
Vince Naputi	Chief, Airport Police
Raymond Mantanona	Chief, ARFF
Ken McDonald	P&F Superintendant
Joseph Javellana	Program Coordinator IV
Antoinette Bautista	Accounting Supervisor
Victor Cruz	Engineering Supervisor
Rolenda Faasuamalie	Airport Marketing
Henry Cruz	GIAA Procurement
Janalynn A. Damian, Esq.	GIAA Legal Counsel
Phil Torres	GIAA Conflicts Counsel
Frank R. Santos	GIAA Consultant

Vice Chairman Sobti announced that in accordance with Video Teleconference Policy, the Vice Chairman shall preside over the meeting if the Chairman is attending the meeting via video teleconference.

2. NEW BUSINESS

A. Approval of Award for Legal Services - RFP No. RFP-001-FY20 - *Tabled*

Theitem requiring Board action was the award for Legal Services, under Request for Proposal - RFP No. RFP-001-FY20. Executive Manager Ada informed the Board that the initial solicitation was to procure the services of a single law firm. After reviewing the resumes of the two (2) offerors, Management concluded that both offerors were equally qualified. The Executive Manager reminded the Board of Managements desire to award both firms, due to there being enough legal work for both.

Executive Manager Ada announced that language in the initial RFP, "Offerors are reminded that the legal services will be awarded to one of the highest ranked offerors", unnecessarily limits the Executive Manager's ability to make the best decision possible in interest of the Airport. In order to proceed with awarding both firms, it would require the Board to authorize the Executive Manager to make necessary modifications to the language in RFP. Another option is to cancel and re-issue the RFP, which would be a waste of resources for the Airport and the offerors.

Conflicts Counsel, Phil Torres added that with respect to the Procurement Law and Regulations, it does not completely address this particular situation. The law states that GIAA has the right to make changes and negotiate during discussions. The policy says that you do not cancel a solicitation due to expense and efforts made by the parties, it would be unfair in that regard. In this case, if not to cancel, the Board would be acknowledging the changing needs of the Airport when it comes to legal services. The prejudice that would go to one firm as opposed the other, is so ambiguous because no firm is guaranteed work. The workload of the firms would be at the discretion of Management, and what firm is best suited to the needs and timeliness of the work. Conflicts counsel added that GIAA currently has multiple attorneys, a primary law firm, more than one conflicts counsel, his opinion is that with the basic policy under the regulation, the GIAA Board can make a decision to reject and cancel the RFP or to proceed with a modification to the RFP and negotiate with two (2) separate firms.

Director Tainatongo asked that due to the current legal counsels term not expiring until March 22, is it possible to extend the term for 30 days, and due to the RFP asking for one firm, amend the RFP to have to firms, one firm solely for litigation and the other firm for GIAA operations. Conflicts Counsel replied that what Director Tainatongo is suggesting is a different type of modification. Due to the fact that the evaluations have already been done, the typical reasons to cancel a solicitation is if there is no money for the services, if the services are no longer necessary, or collusion. None of those factors apply to this situation. It is up to the Board to accept the RFP as is, and cancel the RFP or to allow Management to proceed with negotiating with and hiring two (2) firms. Discussion followed relative to what is permissible by procurement law and the time that it would take to re-issue the RFP and negotiating process.

Chairman Bamba expressed his concern with changing the process, and deviating from the regular process.

Director Morato inquired if is it legally possible to cancel right an RFP right before awarding. Conflicts Counsel replied yes, GIAA has not awarded, however GIAA would need to provide a justification for the cancellation, and state that GIAA's needs have changed during the solicitation process.

Chairman asked that Conflicts Counsel state what options the Board has. Conflicts counsel announced the three (3) options:

1. Accept RFP as literally written, and allow Management to only proceed with awarding to one (1) firm.
2. Cancel the RFP, provide justification for the cancellation and re-issue the RFP with referenced language removed, allowing Management to award to more than one (1) firm.
3. Allow Management to proceed with current RFP, modify the language and award to two(2) firms.

Discussion followed relative to the options. Conflicts counsel provided a statement from procurement law regarding flexibility of rejecting proposals, stating that there is flexibility.

Director Taintaongo expressed her concern of approving the award without approving knowing the negotiation terms. Discussion followed negotiation terms and details of cancelling and re-issuing the RFP.

After further discussion, on motion duly made by Director Belanger, seconded by Director Weakley, the following option was voted on:

"To allow Management to award a contract to both offerors, subject to negotiations"

Roll call vote:

Brian Bamba	Against
Donald Weakley	In favor
Lucy Alcorn	Against
Zenon Belanger	In favor
Doyon Morato	Against
Rosie Tainatongo	Against

Motion failed with two (2) votes in favor and four (4) votes against.

After further discussion, on motion duly made by Director Alcorn, seconded by Director Tainatongo, the following option was voted on:

"To cancel the RFP and re-issue"

Roll call vote:

Brian Bamba	In favor
Donald Weakley	Against
Lucy Alcorn	In favor
Zenon Belanger	Against
Doyon Morato	Against
Rosie Tainatongo	In favor
Bic Sobti	In favor

Motion passed with four (4) votes in favor and three (3) votes against.

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

Resolution No. 20-26

The Board hereby authorizes Management cancel Request for Proposal, Legal Services - RFP No. RFP-001-FY20 and re-issue.

Director Morato inquired on the amount of time it will take to re-issue the RFP, and the procedures in the interim. Executive Manager Ada replied it will take approximately four (4) weeks to reissue the RFP and bring back to the Board for approval of award. In the interim, the incumbent firm will continue working on litigation matters that are in progress, and any new matters that arise will be assigned to one (1) of two (2) conflicts counsels.

3. ADJOURNMENT

Motion to adjourn duly made by Director Belanger, seconded by Director Weakley; motion unanimously passed. The meeting was adjourned at 1:07 p.m.

Dated this _____, day of _____, 2020.

Attest:

Brian J. Bamba	Donald I. Weakley
Chairman	Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

Antonio B. Won Pat International Airport Authority, Guam

September 30, 2019 Audit

April 23, 2020 Presentation to the Board

Building a better working world

Audit Reports and Opinions Issued

Audit Reports and Opinions To Be Issued for FY2019

Auditor's report on the Authority's basic financial statements

- Unqualified opinion in accordance with US generally accepted accounting principles

Report on compliance for each major federal program; report on internal control over compliance and report on schedule of expenditures of federal awards required by the Uniform Guidance

- Unmodified opinion in accordance with the Uniform Guidance
  - One major program:
    - Airport Improvement Program

Report on internal control over financial reporting and on compliance and other matters

- Unmodified opinion in accordance with government auditing standards
  - One finding – Compliance with the cash management requirement

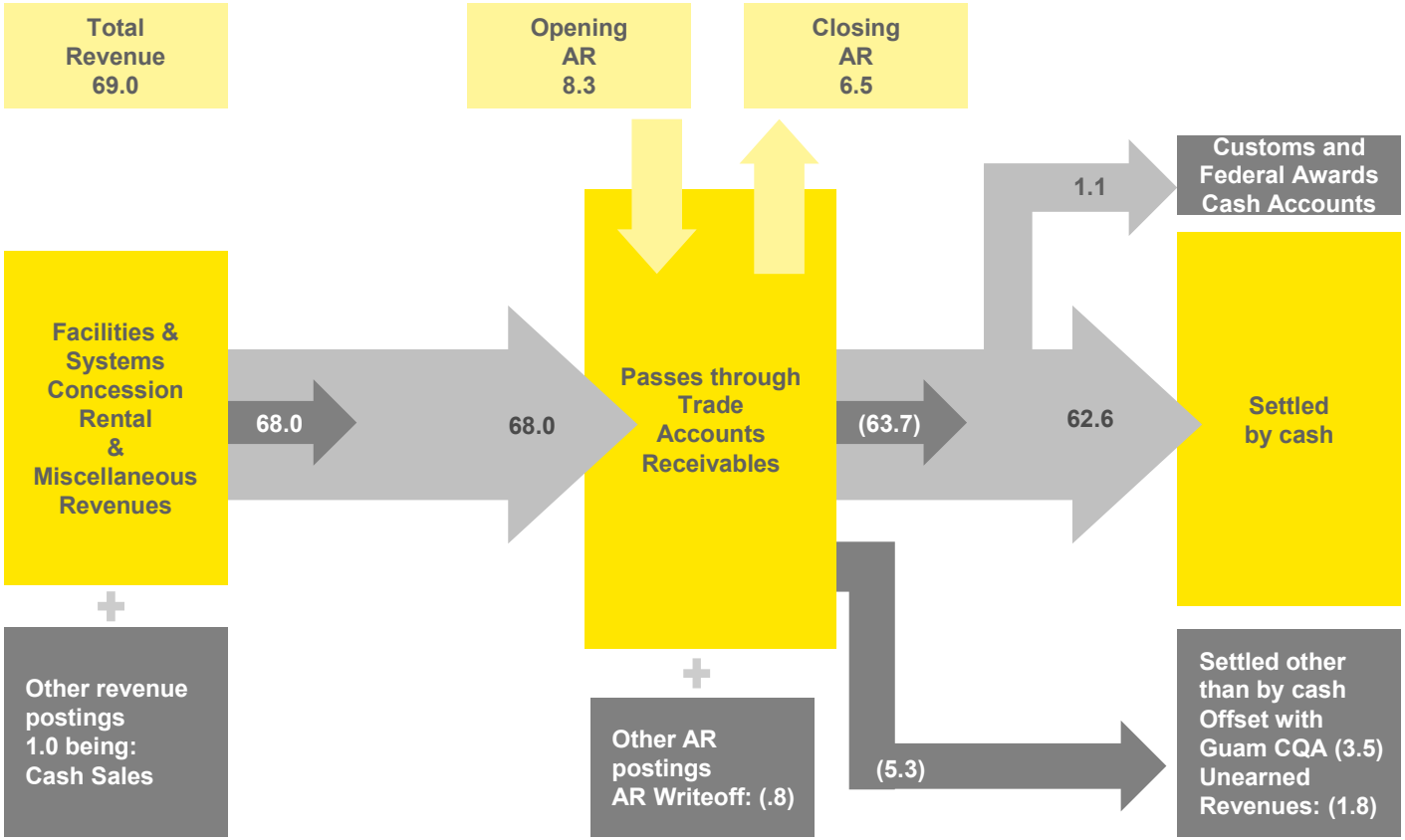
Report on Compliance and Internal Control and Schedule of Passenger Facility Charges Collected and Expended

- Unmodified opinion
  - One finding - Remittance of PFCs from Air Carriers

EY

Financial Analysis

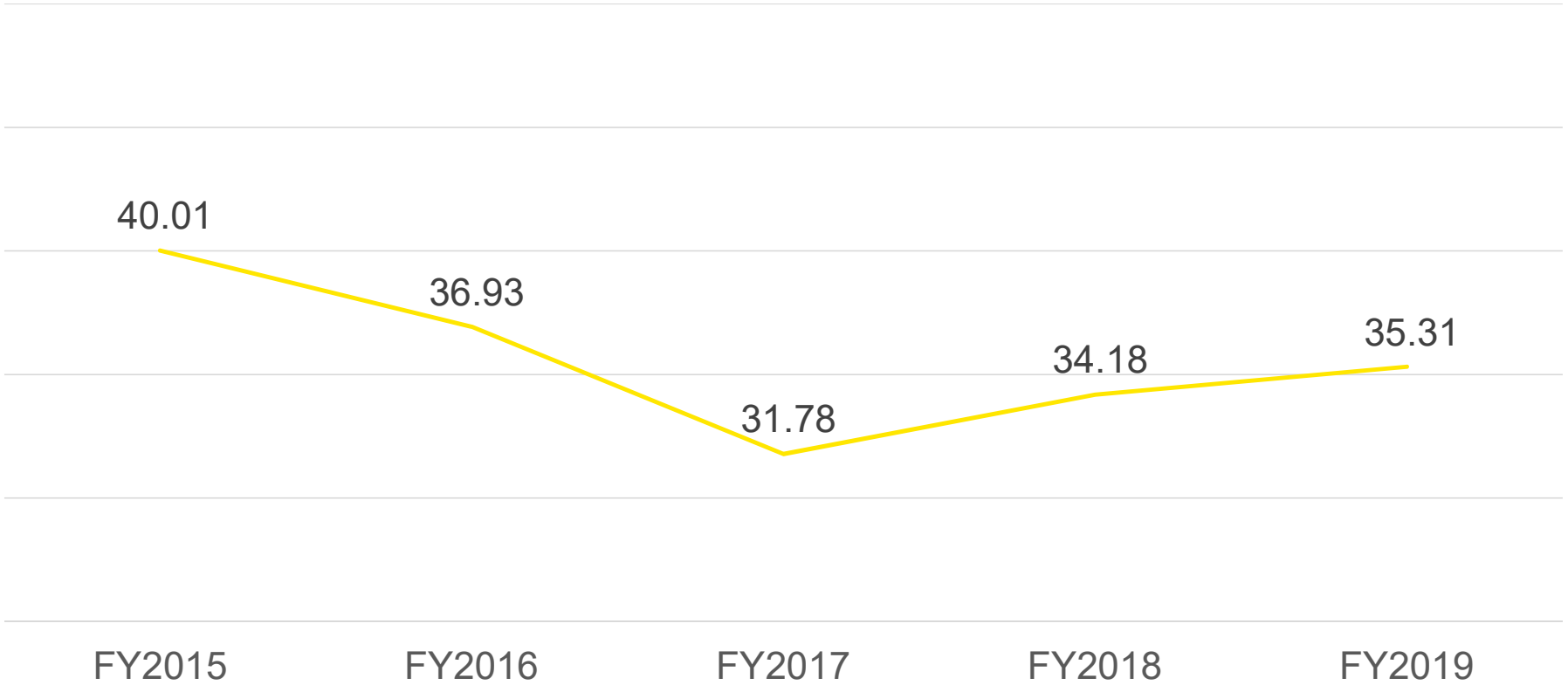
The Authority's relationship between revenue, receivables and cash (in millions)



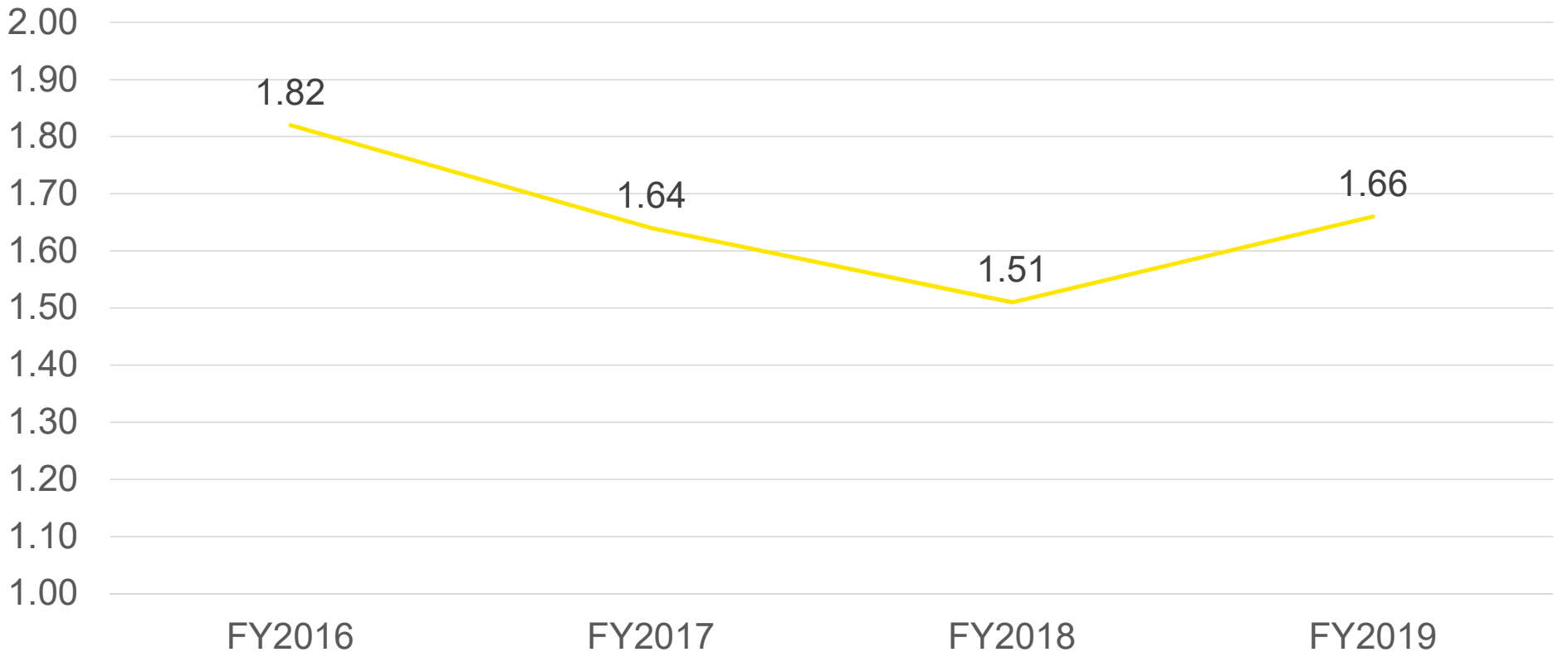
Accounts receivable analysis

	Analysis date 9/30/2019	%	Analysis date 9/30/2018	%
0-30 days	$ 5,682,000	87.74%	$ 6,228,000	74.86%
31-60 days	22,000	0.34%	29,000	0.35%
61-90 days	56,000	0.86%	497,000	5.97%
91-120 days	38,000	0.59%	36,000	0.43%
121-180 days	38,000	0.59%	46,000	0.55%
181-365 days	46,000	0.71%	138,000	1.66%
>365 days	594,000	9.17%	1,345,000	16.17%
Total	$ 6,476,000	100.00%	$ 8,319,000	99.99%
Allowance for doubtful accounts	$ 628,000		$ 1,447,000	
>90 days	$ 716,000		$ 1,565,000	

Accounts receivable Average Collection Period (days)



Debt Service Ratio



Thank you for all your kind cooperation throughout the audit.

Appendices

Comparative Income Statements

	FY2019	FY2018	Change $	%
Revenues:				
Facilities and systems usage charges	$ 31,342,258	$ 28,306,092	$ 3,036,166	11%
Concession fees	22,222,181	23,043,383	(821,202)	-4%
Rental income	12,821,451	12,008,558	812,893	7%
Miscellaneous	2,566,926	5,571,796	(3,004,870)	-54%
	68,952,816	68,929,829	22,987	0%
Operating costs and expenses:				
Contractual services	25,529,980	27,672,687	(2,142,707)	-8%
Personnel services	18,131,872	13,884,736	4,247,136	31%
Material and supplies	1,236,583	1,187,924	48,659	4%
Total operating costs and expenses	**44,898,435**	**42,745,347**	**2,153,088**	**5%**
Income from operations before D&A	**24,054,381**	**26,184,482**	**(2,130,101)**	**-8%**
Depreciation and amortization	28,071,895	28,017,440	54,455	0%
Loss from operations	**(4,017,514)**	**(1,832,958)**	**(2,184,556)**	**119%**

Comparative Income Statements

	FY2019	FY2018	Change $	%
Loss from operations	**(4,017,514)**	**(1,832,958)**	**(2,184,556)**	**119%**
Non-operating income (expense):				
Passenger facility charge income	7,362,377	7,081,113	281,264	4%
Interest income	2,472,916	2,077,360	395,556	19%
Grants from the United States Government	415,108	413,100	2,008	0%
Grants from Government of Guam - OHS	-	11,368	(11,368)	-100%
Interest expense	(7,528,494)	(9,719,495)	2,191,001	-23%
Other (income) expense	(3,071,554)	(4,634,079)	1,562,525	-34%
Non-recurring expenses	(127,001)	(79,591)	(47,410)	60%
Total non-operating expenses	**(476,648)**	**(4,850,224)**	**4,373,576**	**-90%**
Loss before capital contributions	**(4,494,162)**	**(6,683,182)**	**2,189,020**	**-33%**
Capital grants from the US Gov't	7,766,386	7,928,287	(161,901)	-2%
Increase in net assets	**$ 3,272,224**	**$ 1,245,105**	**$ 2,027,119**	**163%**

Comparative Balance Sheets

	FY2019	FY2018	Change $	%
Assets				
Unrestricted assets:				
Cash	2,264,110	630,783	1,633,327	259%
Passenger facility charge cash	69,019	2,601	66,418	2554%
Accounts receivable trade, net	5,833,123	6,879,825	(1,046,702)	-15%
Passenger facility charge receivable	964,618	1,420,524	(455,906)	-32%
Receivables from the US Government	134,334	541,478	(407,144)	-75%
Accounts receivable from tenant	129,600	129,600	-	0%
Notes receivable	-	183,580	(183,580)	-100%
Inventory, other (prepaid expenses) and accrued interest	364,597	567,236	(202,639)	-36%
Total unrestricted current assets	**9,759,401**	**10,355,627**	**(596,226)**	**-6%**
Customs fees, cash	274,773	14	274,759	1962564%
Customs fees, receivable	1,607,081	2,289,918	(682,837)	-30%
Total restricted current assets	**1,881,854**	**2,289,932**	**(408,078)**	**-18%**
Total current assets	**11,641,255**	**12,645,559**	**(1,004,304)**	**-8%**

Comparative Balance Sheets

	FY2019	FY2018	Change $	%
Accounts receivable - trade (long term)	507,600	637,200	(129,600)	-20%
General Revenue Bonds:				
Investments & cash w/ trustees, unrestricted	91,231,195	85,449,399	5,781,796	7%
Investments & cash w/ trustees, restricted	39,266,254	63,351,017	(24,084,763)	-38%
Depreciable capital assets, net	265,084,340	288,953,643	(23,869,303)	-8%
Non-depreciable capital assets	181,469,370	143,588,374	37,880,996	26%
Avigation easements	7,845,350	9,121,529	(1,276,179)	-14%
Deferred outflow of resources				
Pension	4,597,034	3,794,526	802,508	21%
Other Postemployment Benefits	13,379,839	4,323,359	9,056,480	209%
Total assets and deferred outflows of resources	**615,022,237**	**611,864,606**	**3,157,631**	**1%**

Comparative Balance Sheets

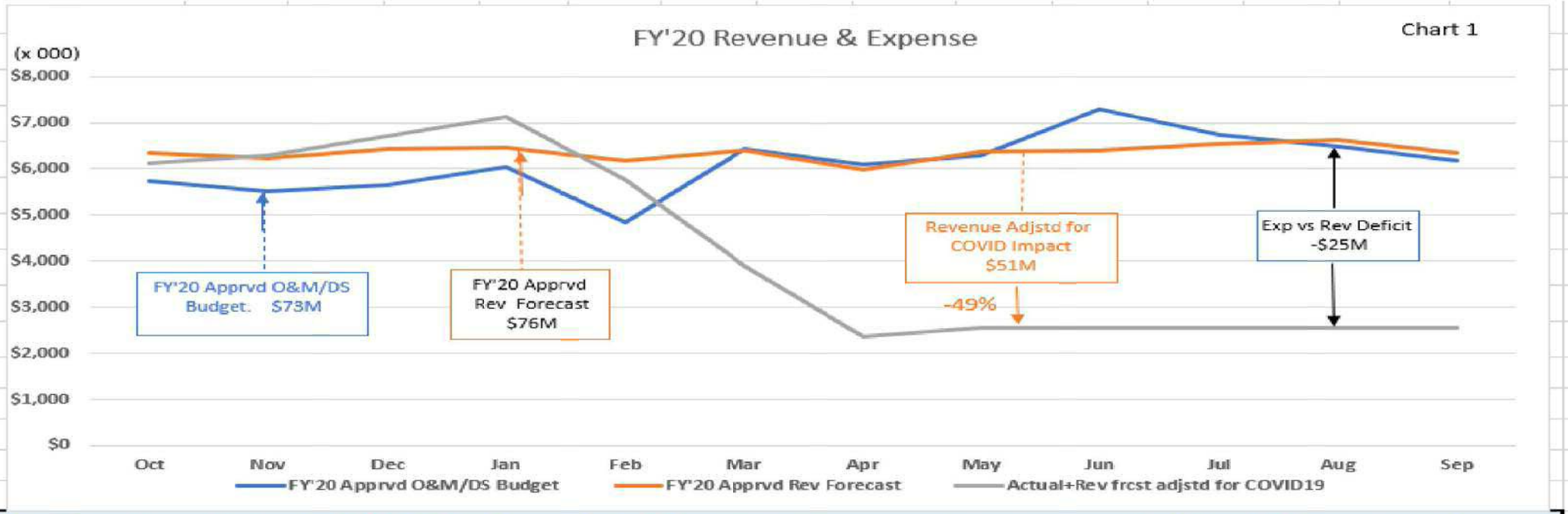
	FY2019	FY2018	Change $	%
Liabilities				
Current Liabilities:				
Payable from unrestricted assets:				
Accounts payable - trade	4,524,016	3,866,222	657,794	17%
Accounts payable - construction	10,998,824	11,200,853	(202,029)	-2%
Other liabilities	5,038,022	4,651,520	386,502	8%
Security deposits and deferred revenue	2,319,707	2,434,277	(114,570)	-5%
Current portion of annual leave	407,129	433,858	(26,729)	-6%
Current portion of loan payable to bank	1,255,257	1,185,279	69,978	6%
Total payable from unrestricted assets	**24,542,955**	**23,772,009**	**770,946**	**3%**
Payable from restricted assets:				
Customs fees, payable to Treasurer of Guam	2,037,979	2,448,259	(410,280)	-17%
General Revenue Bonds:				
General revenue bonds, current portion	12,605,000	12,010,000	595,000	5%
General revenue bonds, accrued interest	5,634,000	5,934,250	(300,250)	-5%
Total payable from restricted assets	**20,276,979**	**20,392,509**	**(115,530)**	**-1%**
Total current liabilities	**44,819,934**	**44,164,518**	**655,416**	**1%**

Comparative Balance Sheets

	FY2019	FY2018	Change $	%
Non-Current Liabilities:				
Payable from unrestricted assets:				
Accrued sick leave	148,110	185,143	(37,033)	-20%
Long-term portion of annual leave	831,129	872,202	(41,073)	-5%
Long-term loans payable	4,793,384	5,999,752	(1,206,368)	-20%
Net pension liability	33,826,304	32,118,582	1,707,722	5%
Total collective other postemployment benefit liability	45,048,838	46,614,484	(1,565,646)	-3%
Payable from restricted assets:				
General revenue bonds, long-term	181,908,408	194,669,374	(12,760,966)	-7%
Total non-current liabilities	**266,556,173**	**280,459,537**	**(13,903,364)**	**-5%**
Total liabilities	**311,376,107**	**324,624,055**	**(13,247,948)**	**-4%**
Deferred inflows of resources				
Deferred bond issue costs	117,061	172,676	(55,615)	-32%
Other postemployment benefits	17,869,987	4,114,765	13,755,222	334%
Pension obligation	898,574	1,464,826	(566,252)	-39%
	330,261,729	330,376,322	(114,593)	0%

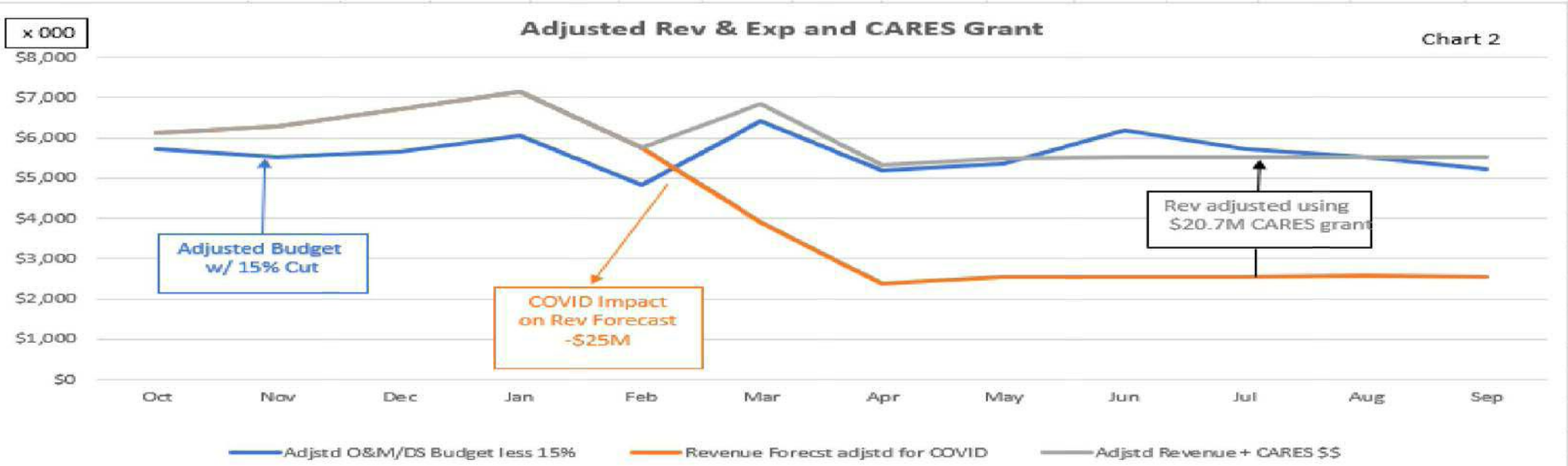
Comparative Balance Sheets

	FY2019	FY2018	Change $	%
Net position				
Net investment in capital assets	**253,719,950**	**227,626,465**	**26,093,485**	11%
Restricted for:				
Capital Projects	**39,266,254**	**63,351,017**	**(24,084,763)**	-38%
Debt service	**(5,634,000)**	**(5,934,250)**	**300,250**	-5%
Unrestricted	**(2,591,696)**	**(3,554,948)**	**963,252**	-27%
Total net assets	**284,760,508**	**281,488,284**	**3,272,224**	**1%**
Total liabilities and net assets	**615,022,237**	**611,864,606**	**3,157,631**	**1%**



NOTE: Read from left to right, **(1)** the FY'20 budget for O&M and Debt Svc payments was approved for $73M. **(2)** The approved Rev forecast of $76M reflects the experiences of previous years and an optimistic outlook. **(3)** Towards end of February, five (5) months into FY'20, COVID19 brings the travel industry to a near halt, resulting in an est. 49% decrease in Revenues.This resulted in a new Rev forecast of $51M, and a $25M deficit between planned O&M and DS spending and projected revenues.

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	
FY'20 Apprvd O&M/DS Budget	$5,727	$5,522	$5,661	$6,047	$4,844	$6,422	$6,102	$6,297	$7,285	$6,746	$6,486	$6,169	$73,307	
FY'20 Apprvd Rev Forecast	$6,352	$6,245	$6,418	$6,456	$6,194	$6,407	$5,983	$6,384	$6,417	$6,534	$6,621	$6,353	$76,364	$3,057
Actual+Rev frcst adjstd for COVID19	$6,133	$6,300	$6,710	$7,139	$5,757	$3,898	$2,370	$2,548	$2,563	$2,564	$2,568	$2,561	$51,110	-$22,196
Diff Rev Forecast vs Adjstd	-4%	1%	4%	10%	-8%	-64%	-152%	-151%	-150%	-155%	-158%	-148%	-49%	-$25,254



NOTE: Read from left to right, **(1)** the FY'20 budget for O&M and Debt Svc payments was initially approved for $73M. Recognizing the negative impact of COVID, Budget adjusted to reflect actual expenditures in 1st Qtr of FY'20 and 15% budget reduction. **(2)** The approved Rev forecast of $76M reflects the experiences of previous years and an optimistic outlook. Towards end of February, five (5) months into FY'20, COVID19 brings the travel industry to a near halt, resulting in an est. 49% decrease in Revenues.This resulted in a new Rev forecast of $51M; a decrease of $25M. **(3)** However, the infusion of $20.7M from the CARES Act off-set the projected revenue losses, resulting in positive net revenue for FY '20.

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Total	
Adjstd O&M/DS Budget less 15%	$5,727	$5,522	$5,661	$6,047	$4,844	$6,422	$5,186	$5,352	$6,192	$5,734	$5,513	$5,244	$67,444	
Revenue Forecst adjstd for COVID	$6,133	$6,300	$6,710	$7,139	$5,757	$3,898	$2,370	$2,548	$2,563	$2,564	$2,568	$2,561	$51,110	-$25,254
Adjstd Revenue + CARES $$	$6,133	$6,300	$6,710	$7,139	$5,757	$6,854	$5,326	$5,504	$5,519	$5,520	$5,524	$5,517	$71,804	$4,360
	CARES Grant		$20,693		No. of mos Grant allocated			7	$2,956		Budget Cut		15%	85%

A.B. WON PAT
INTERNATIONAL
AIRPORT
GUAM

ATURIDAT PUETTON BATKON
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CARES ACT

Coronavirus Aid, Relief, and Economic Security Act

Purpose

For any purpose airport revenue may lawfully be used to keep airports:

- ✓ in a reliable and safe operation
- ✓ keep airport workers employed
- ✓ keep credit ratings stable

Funds Allocated to GIAA

$20,693,369

- No local share
- Formula based allocation
  - CY'2018 data for enplanements, debt service, and unrestricted cash and investments

Grant Execution

- Application completed & grant agreement in Apr 2020
- Expense based reimbursement commencing Jan 20, 2020
- No sunset date
- Retention of 90% of workforce through end of CY'2020

Grant Adequacy

Uncertainties exist as to the end date of this Pandemic and duration of recovery!

Recommendation for use of Grant

$20.7M be dedicated to:

- Debt Service
- Operations & Maintenance expenses

*This action would also improve the airport's cash flow due the 90-day deferment program.

Proposed Allocation of Grant Funding

Use Grant $$$ to fund the following sample listing of costs for the period Jan 20–May 2020:

1. Bond & Loan Debt Service:	$14,837,235
2. Payroll:	$12,484,786
3. Utilities and Communication:	$10,312,333
4. Opns & Maint contracts:	$ 5,949,898
	$43,584,252

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

INVITATION FOR BID

RENTAL OF TRASH BINS/CONTAINERS AND COLLECTION AND DISPOSAL SERVICES

IFB NO. GIAA-001-FY20

April 23, 2020

Purpose

Board action is requested to approve the bid awards for Rental of Trash Bins/Containers and Collection and Disposal Services under Invitation For Bid ("IFB") No. GIAA-001-FY20.

Background

The IFB solicited general trash, cardboard and mixed waste collection and disposal services, to include the use of the vendor's trash containers, at various locations within the Main Terminal at the Antonio B. Won Pat International Airport for a contract term of five (5) years with two (1) one-year options to be exercised at the sole discretion of GIAA.

Procurement Background

The solicitation announcement was advertised through the local newspapers on November 15, 20, and 26 and December 3, 2019. The bid submission deadline was December 10, 2019, and the bid opening took place at 2:15 p.m. on the same day.

Eleven (11) firms and/or individuals purchased or downloaded the bid package and four (4) firms submitted bids before the submission deadline. As required by the Procurement Rules and Regulations, the bids were publicly opened and read aloud in the presence of procurement officials.

The submitted bids are presented below in the order it was received and opened:

Bidder:	**Bid Item No. 1:** 3-CY Container (General Trash) **Annual Cost*	**Bid Item No. 2:** 10-CY Container (General Trash) **Annual Cost*	**Bid Item No. 3:** 10-CY Container (Cardboard Boxes Only) **Annual Cost*	**Bid Item No. 4:** 24-CY Container (General Trash) **Annual Cost*	**Bid Item No. 5:** 10-CY Container (Mixed Waste) **Annual Cost*	**TOTAL BID PRICE:**
Pacific Waste Systems, LLC.	$9,536.64	$81,647.40	$12,223.08	$117,824.52	$699.50	$221,931.14
Guahan Waste Control (dba Mr. Rubbishman)	$8,697.00	$42,835.00	$11,804.00	$67,932.80	$984.00	$132,252.80
Morrico Equipment LLC	NO BID	$84,544.20	$18,720.00	$67,635.36	$600.00	$171,499.56
HCP Inc. (dba Lagu Sanitation)	$8,892.00	$71,500.00	$12,740.00	$102,960.00	$550.00	$196,642.00

Morrico Equipment LLC's ("Morrico") bid included a "Letter of Deviation" explaining conditions attached to its bid price. The IFB provides that "All prices shall remain firm during the term of the Contract." The IFB also requires bidders to price the tipping fees based on cubic yards. While the other bidders provided prices for tipping fees based on cubic yards as required, Morrico's Letter of Deviation explains that its prices for tipping fees are measured by the ton. In addition, Morrico's Letter of Deviation states that its disposal fee is subject to change per vendor and also ncluded a fee for soiled/wet cardboard.

By placing conditions on its price and adding an additional fee, Morrico has made it impossible for GIAA to compare its bid (which is subject to change) with the other bids (which are unconditional). (*See* 2 GAR Div. 4 § 3109(m). Therefore, because Morrico's bid affects price in a manner that prejudices other bidders, it was deemed non-responsive and rejected.

The remaining three (3) bidders were deemed responsive. Furthermore, all three (3) bidders were determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Legal Review

Upon approval of awards, the contracts will be processed in conformance with the Government of Guam Procurement Regulations.

Financial Review

The total contract award for this IFB is $131,818.80. Funding is available under the Property and Facilities Division O&M budget.

Recommendation

It is my recommendation to award contracts to the following bidders who have been determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations and who have submitted the lowest responsive Total Unit Price for the following bid items:

Bid Item	Number of Containers	Frequency of Collection	Bidder:	Lowest Responsive Unit Price (Annual):
Item No. 1:(3)-Cubic Yard Container (General Trash) to include rental, collection and disposal	3	1 time per week	Guahan Waste Control (dba Mr. Rubbishman)	$8,697.00
Item No. 2:(10)-Cubic Yard Container (General Trash) to include rental, collection and disposal	1	5 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$42,835.00
Bid Item No. 3: (10)-Cubic Yard Container (Cardboard Boxed Only) to include rental, collection and disposal	1	2 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$11,804.00
Bid Item No. 4: (24)-Cubic Yard Container	1	4 times per	Guahan Waste Control	$67,932.80

Bid Item	Number of Containers	Frequency of Collection	Bidder:	Lowest Responsive Unit Price (Annual):
(General Trash) to include rental, collection and disposal		week	(dba Mr. Rubbishman)	
Bid Item No. 5: (10)-Cubic Yard Container (Mixed Waste) to include rental, collection and disposal	1	2 times per year	HCP Inc. (dba Lagu Sanitation)	$550.00
			TOTAL ANNUAL COST:	**$131,818.80**

The total contract award for all bid items is **$131,818.80 per year**. The term of the contract is five (5) years with two (1) one-year options to be exercised at the sole discretion of GIAA. Due to reduction in traffic as a result of COVID-19 travel and operational restrictions, services will be initially reduced based on current GIAA operational demand. Services will be adjusted throughout the term consistent with the demand for such services.

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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

APRIL 20, 2020

MEMORANDUM:

TO: **THOMAS C. ADA**
EXECUTIVE MANAGER

FROM: **HENRY M. CRUZ**
SUPPLY MANAGEMENT ADMINISTRATOR

SUBJECT: **RENTAL OF TRASH BINS/CONTAINERS AND COLLECTION AND DISPOSAL SERVICES, IFB NO. GIAA-001-FY20**

Procurement Background:
The above referenced Invitation for Bid was publicly announced through the local newspaper on November 15, 20, and 26 and December 3, 2019. The bid submission deadline and bid opening took place on December 10, 2019 at 2:00 p.m.

Eleven (11) firms and/or individuals purchased or downloaded the bid package and four (4) firms submitted a bid prior to the bid submission deadline. The bid submittals were opened publicly in the presence of several GIAA representatives. The bid price submittals were read aloud by the Supply Management Administrator and tabulated by a member of the Procurement staff.

The results of the bid price submittals are as follows in the order it was received and opened:

Bidder:	**Bid Item No. 1:** 3-CY Container (General Trash) **Annual Cost*	**Bid Item No. 2:** 10-CY Container (General Trash) **Annual Cost*	**Bid Item No. 3:** 10-CY Container (Cardboard Boxes Only) **Annual Cost*	**Bid Item No. 4:** 24-CY Container (General Trash) **Annual Cost*	**Bid Item No. 5:** 10-CY Container (Mixed Waste) **Annual Cost*	**TOTAL BID PRICE:**
Pacific Waste Systems, LLC.	$9,536.64	$81,647.40	$12,223.08	$117,824.52	$699.50	$221,931.14
Guahan Waste Control (dba Mr. Rubbishman)	$8,697.00	$42,835.00	$11,804.00	$67,932.80	$984.00	$132,252.80

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

Bidder:	**Bid Item No. 1:** 3-CY Container (General Trash) **Annual Cost*	**Bid Item No. 2:** 10-CY Container (General Trash) **Annual Cost*	**Bid Item No. 3:** 10-CY Container (Cardboard Boxes Only) **Annual Cost*	**Bid Item No. 4:** 24-CY Container (General Trash) **Annual Cost*	**Bid Item No. 5:** 10-CY Container (Mixed Waste) **Annual Cost*	**TOTAL BID PRICE:**
Morrico Equipment LLC	NO BID	$84,544.20	$18,720.00	$67,635.36	$600.00	$171,499.56
HCP Inc. (dba Lagu Sanitation)	$8,892.00	$71,500.00	$12,740.00	$102,960.00	$550.00	$196,642.00

Bid Analysis and Evaluation:
Pursuant to Section 11 of the *Instructions to Bidders*, the contract is to be awarded to the responsible and responsive bidder(s) who submits the lowest Total Unit Price for each Bid Item, provided the bid is reasonable and is in the best interest of GIAA to accept. To determine the responsibility of bidders, the IFB specified the required documents that bidders must submit with their bid packages. The attached abstract illustrates the inventory of required documents and bidders' submittals.

Pacific Waste Systems, LLC.: The bidder submitted a Bidder's Qualification Statement form, which included lists of projects from 2004-2019 with resumes attached. The bidder submitted a copy of its current Guam Business License #201465 and Solid Waste Management Permit. All other required documents are complete and in conformance with the Invitation for Bid. Bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Guahan Waste Control (dba Mr. Rubbishman): The bidder submitted a Bidder's Qualification Statement form, which included lists of projects from 2004-2019 with resumes attached. The bidder submitted a copy of its current Guam Business License #201466 and Solid Waste Management Permit. All other required documents are complete and in conformance with the Invitation for Bid. Bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Morrico Equipment LLC: The bidder submitted a Bidder's Qualification Statement form, which included lists of projects from 2004-2019 with resumes attached. The bidder submitted a copy of its current Guam Business License #2012106 and Solid Waste Management Permit.

Morrico Equipment LLC's ("Morrico") bid included a "Letter of Deviation" explaining

conditions attached to its bid price. The IFB provides that "All prices shall remain firm during the term of the Contract." The IFB also requires bidders to price the tipping fees based on cubic yards. While the other bidders provided prices for tipping fees based on cubic yards as required, Morrico's Letter of Deviation explains that its prices for tipping fees are measured by the ton. In addition, Morrico's Letter of Deviation states that its disposal fee is subject to change per vendor and included a fee for soiled/wet cardboard.

By placing conditions on its price and adding an additional fee, Morrico has made it impossible for GIAA to compare its bid (which is subject to change) with the other bids (which are unconditional). (*See* 2 GAR Div. 4 § 3109(m). Therefore, because Morrico's bid affects price in a manner that prejudices other bidders, it was deemed non-responsive.

HCP Inc. (dba Lagu Sanitation): The bidder submitted a Bidder's Qualification Statement form, which included lists of projects from 2004-2019 with resumes attached. The bidder submitted a copy of its current Guam Business License #2012106 and Solid Waste Management Permit. All other required documents are complete and in conformance with the Invitation for Bid. Bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Recommendation:
Pursuant to the guidelines in Section 11 of the *Instructions to Bidders*, the award of contract will be made to the responsible and responsive bidder(s) who submit the lowest Total Unit Price for each Bid Item, provided the bid is reasonable and is in the best interest of GIAA to accept it. Morrico's Bid, because of the Letter of Deviation, is non-responsive. Therefore, Morrico's bid should be rejected (it submitted the lowest bid for Bid Item No. 4). Furthermore, the following bidders have been determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations and have submitted the lowest responsive Total Unit Price for the following items and therefore they should be awarded as indicated below:

Bid Item	Number of Containers	Frequency of Collection	Bidder:	Lowest Responsive Unit Price (Annual):
Item No. 1: (3)-Cubic Yard Container (General Trash) to include rental, collection and disposal	3	1 time per week	Guahan WasteControl (dba Mr. Rubbishman)	$8,697.00
Item No. 2: (10)-Cubic Yard Container (General Trash) to include rental, collection and disposal	1	5 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$42,835.00
Bid Item No. 3				

Bid Item	Number of Containers	Frequency of Collection	Bidder:	Lowest Responsive Unit Price (Annual):
(10)-Cubic Yard Container (Cardboard Boxed Only) to include rental, collection and disposal	1	2 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$11,804.00
Bid Item No. 4 (24)-Cubic Yard Container (General Trash) to include rental, collection and disposal	1	4 times per week	Guahan Waste Control (dba Mr. Rubbishman)	$67,932.80
Bid Item No. 5 (10)- Cubic Yard Container (Mixed Waste) to include rental, collection and disposal	1	2 times per year	HCP Inc. (dba Lagu Sanitation)	$550.00
			TOTAL ANNUAL COST:	**$131,818.80**

Should you have any questions or concerns, I am available at your request.

HENRY M. CRUZ
SUPPLY MANAGEMENT ADMINISTRATOR

APPROVED:

THOMAS C. ADA
EXECUTIVE MANAGER

Attachment:

cc: Admin/Proc/P&F

Invitation for Bid. GIAA-001-FY20

Proposal Name:
Rental of Trash Bins/Containers and Collection and Disposal Services

DESCRIPTION OF SUPPLIES OR SERVICES:
Rental of Trash Bins/Containers and Disposal and collection services for Terminal Building.

Antonio B. Won Pat
International Airport Authority, Guam
BID ABSTRACT
DETERMINATION FOR PROPOSER'S RESPONSIVENESS/RESPONSIBLENESS

Bid Submission Deadline: 13-Dec-19
Opening Time: 2:15 PM

	BIDDER'S NAME	Bid Form	Bid Security (A)	~~Bid Security (A)~~	Affidavit Ownership & Commissions	Affidavit Non Collusion	Affidavit No Gratuities or Kickbacks	Affidavit - Contingent Fees	Affidavit - Ethical Standards	Declaration re Compliance with U.S. DOL Wage & Benefits	Designation of Subcontractors	Bidder's Qualification Statement	Bidder's Financial Statement	Title VI Solicitation Notice	Local Procurement	Service Member Disabled Veteran	Executed Contract	Guam Bus License	
1	Pacific Waste Systems, LLC	✓	CK3.004-9 $98.19 $8,750.-		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	–	✓	✓
2	Guahan Waste Control dba / Mr. Rubbishman	✓	cc# 21918 19,837.92		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
3	Monico Equip. LLC	✓	35% CIC-6U$10 75,000.-	9.1021	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
4	HCP Inc. dba: Iagu Sanitation	–	35% KIC-1521-B 15%		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
5																			
6																			
7																			
8																			
9																			
10																			

I hereby certify that all bids received in response to this invitaiton were opened under my personal supervison, and that the names of all bidders have been entered hereon.

SIGNATURE

Henry M. Cruz, Supply Management Administrator, Acting

TABULATED BY:

SIGNATURE

Invitation for Bid. GIAA-001-FY20

Proposal Name:
Rental of Trash Bins/Containers and Collection and Disposal Services

DESCRIPTION OF SUPPLIES OR SERVICES:
Rental of Trash Bins/Containers and Disposal and collection services for Terminal Building.

Antonio B. Won Pat
International Airport Authority, Guam
BID ABSTRACT
DETERMINATION FOR PROPOSER'S RESPONSIVENESS/RESPONSIBLENESS

Bid Submission Deadline: 13-Dec-19
Opening Time: 2:15 PM

No. of Packages Issued:
No. of Bids Received:

	BIDDER'S NAME	Special Reminder to Prospective Bidders	Acknowledgement Receipt Form	Acknowledgement of A & B Addenda	Bid Item No. 1	Bid Item No. 2	Bid Item No. 3	Bid Item No. 4	Bid Item No. 5	Total Bid Price	Time & Date of Submission	PROCUREMENT USE ONLY
1	Pacific Waste Systems, LLC	✓	✓	✓	9,536.64	81,647.40	12,282.08	117,824.52	699.50	221,931.14	11:01 pm	☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
2	Guahan Waste Control dba: Rock Island	✓	✓	✓	8,697.-	42,835.-	11,804.-	67,932.80	984.-	132,252.80	1:35 pm	☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED -
3	Mariso Equip. LLC	✓	✓	✓	No Bid	89,544.20	18,720.-	67,635.36	600.-	171,499.56	1:42 pm	☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
4	HCP Inc. dba: Lagu Sanitation	✓	✓	✓	8,892.-	71,500.-	12,748.-	102,960.-	550.-	196,642.-	1:44 pm	☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
5												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
6												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
7												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
8												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
9												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C
10												☐ MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE ☐ DID NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE; THEREFORE, PROPOSAL IS REJECTED C

I hereby certify that all bids received in response to this Invitation were opened under my personal supervison, and that the names of all bidders have been entered hereon.

SIGNATURE
Henry M. Cruz, Supply Management Administrator, Acting

TABULATED BY:

SIGNATURE

AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF Tamuning)
) ss.
)

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the bidder and that *[please check only one]:*

[ ] The bidder is an individual or sole proprietor and owns the entire (100%) interest in the offering business.

[X] The bidder is a corporation, partnership, joint venture, or association known as *[please state name of bidder company]*, and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows *[if none, please so state]:*

Name	Address	% of Interest
DBM Holdings, LLC	PO Box 8452 Tamuning, Guam 96913	26%
Paul M. Calvo	138 Marty St. Hagatna, Guam 96910	25%
Philip Flores	PO Box 216 Hagatna, Guam 96910	19%

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows *[If none, please so state]:*

Name	Address	Compensation
NA		

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the disclosure required by 5 GCA §5233 by delivering another affidavit to the government.

Robert Perron
Signature of one of the following:
Bidder, if the bidder is an individual:
Partner, if the bidder is a partnership;
Officer, if the bidder is a corporation.

Subscribed and sworn to before me this day of Dec 7, 2019.

NOTARY PUBLIC
My commission expires May 9, 2020.

RYAN MANALAC
NOTARY PUBLIC
In and for Guam, U.S.A.
My Commission Expires: MAY 09, 2020
155 E.T. Calvo Memorial Parkway Suite 100 Tamuning, GU 96913

THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE CONTAINING THE BID.

AFFIDAVIT DISCLOSING OWNERSHIP and COMMISSIONS

CITY OF _____)
) ss.
_____)

A. I, the undersigned, being first duly sworn, depose and say that I am an authorized representative of the bidder and that *[please check only one]:*

[ ] The bidder is an individual or sole proprietor and owns the entire (100%) interest in the offering business.

[X] The bidder is a corporation, partnership, joint venture, or association known as *[please state name of bidder company],* and the persons, companies, partners, or joint venturers who have held more than 10% of the shares or interest in the offering business during the 365 days immediately preceding the submission date of the proposal are as follows *[if none, please so state]:*

Name	Address	% of Interest
Hyung Cheol Park	P.O. Box 4277; Hagatna, Guam 96932	100%

B. Further, I say that the persons who have received or are entitled to receive a commission, gratuity or other compensation for procuring or assisting in obtaining business related to the bid or proposal for which this affidavit is submitted are as follows *[If none, please so state]:*

Name	Address	Compensation

C. If the ownership of the offering business should change between the time this affidavit is made and the time an award is made or a contract is entered into, then I promise personally to update the disclosure required by 5 GCA §5233 by delivering another affidavit to the government.

KYUNG SANG YOO, Vice President
Signature of one of the following:
Bidder, if the bidder is an individual:
Partner, if the bidder is a partnership;
Officer, if the bidder is a corporation.

Subscribed and sworn to before me this day 25th
of November, 2019.

C Serafica
NOTARY PUBLIC
My commission expires June 16, 2020

CAROLINA G. SERAFICA
NOTARY PUBLIC
In and for Guam, U.S.A.
My Commission Expires: JUNE. 16, 2020
424 W OBrien Dr Ste 202 Hagatna, Guam 96910

THIS AFFIDAVIT MUST BE COMPLETED AND RETURNED IN THE ENVELOPE CONTAINING THE BID.

Contractor's Request for Change Order No. 11 - PCO BATCH #1 Review / Recommendations

for

A.B. WON PAT GUAM INTERNATIONAL AIRPORT AUTHORITY TERMINAL BUILDING STRUCTURAL UPGRADE AND CONCOURSE ISOLATION PROJECT

CLIENT PROJECT NO: GIAA-FY14-01-1
AIP NO: 3-66-0001-097
OFB NO: GIAA-C06-FY16
GIAA CONTRACT NO: GIAA-17-003 (C)

PROJECT CONSTRUCTION MANAGER: Kent Hsieh, KHLG & Associates

Submitted by:
Kent Hsieh, Construction Manager

14 April 2020

A.B. Won Pat Guam International Airport Authority
P.O Box 8770
Tamuning, Guam 96931

Attention: Mr. Thomas C. Ada
Executive Manager

Through: Mr. Victor J. Cruz
Engineer Supervisor

Subject: Construction Manager Recommendation for Approval of **Change Order No. 11 – [Batch #01]**
A.B. Won Pat Guam International Airport Authority
Terminal Building Structural Upgrade and Concourse Isolation Project
Project No.: GIAA-FY14-01-1
AIP No.: 3-66-0001-097; IFB No.: GIAA-C06-FY16
GIAA Contract No.: GIAA-17-003(C)

Dear Mr. Ada,

We are endorsing our recommendation for the approval of **Change Order No. 11** in the amount of **One Million Two Hundred Three Thousand Nine Hundred Ninety Five Dollars and No Cents ($1,203,995.00)** for the additional cost the Contractor will incur on the Project associated with Change Order Work as shown in the enclosed Matrix Tabulation entitled as BCC-KHLG [BATCH #01] GIAA PENDING PCO NEGOTIATION RESULTS; Date of Negotiation: February 18, 2020.

These works shall be invoiced for payment based on completed and accepted work in placed.

Briefly summarized, this proposed change order package consists of (15) fifteen EA individual PCO's numbers identified as follows:

PCO-021R1	PCO-039	PCO-050	PCO-084	PCO-088
PCO-028	PCO-041	PCO-054	PCO-085	PCO-106
PCO-037	PCO-045A	PCO-069	PCO-086	PCO-111

KHLG has completed price negotiation on the above PCO's with BCC last 18 February 2020, and based on our determination, finds the negotiated total amount of **$1,203,995.00** as fair and reasonable and in the best interest of GIAA.

137 Murray Blvd., Suite 203 Hagatna, Guam 96910 | Tel 671.478.5454 | Fax 671.473.4360 | www.KHLGAssociates.com
Project and Construction Management

Should you have any comments, questions and/or concerns, please do not hesitate to contact the undersigned.

KHLG & ASSOCIATES, INC.

Kent Hsieh, P.E.
Senior Project Manager
Email: kenth@khlgassociates.com

Enclosure: 1) BCC-KHLG [BATCH #01] GIAA PENDING PCO NEGOTIATION RESULTS;
Date of Negotiation: February 18, 2020

Cc: Frank Santos, Transportation Management Group
Victor J. Cruz, GIAA Engineering

137 Murray Blvd., Suite 203 Hagatna, Guam 96910 | Tel 671.478.5454 | Fax 671.473.4360 | www.KHLGAssociates.com
Project and Construction Management

BCC-KHLG [BATCH #01] GIAA PENDING PCO NEGOTIATION RESULTS
Date of Negotiation: February 18, 2020

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
PCO No.	**Scope/ Description**	**BCC Proposal**	**KHLG Estimate**	**KHLG/ BCC % Percentage Ratio**	**PCAS Team Estimate Review/ Comments**	**KHLG Cost Evaluations**	**Negotiated Amount**	**Remarks**
PCO-021R1	Fireproofing of add'l. steel columns and beams at 5 pods	$ 49,185	$ 45,957	93.44%	DOR recommended the use of sprayed on fireproofing in lieu of intumescent fireproofing as stipulated in the contract documents.	Reduced BCC Direct Labor Costs by $342; Prime OH on Sub-Contractor reduced from 5% to 3%; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 6%	$ 47,500	Original BCC estimate of $179,356 was for intumescent fireproofing. Per contract requirements, DOR recommends to use instead spray applied fireproofing. Majority of work is by Sub-Contractor. Refer to Negotiation Memorandum Notes.
PCO-028	40' of Int. Wall, Floor & Ceiling Exp. Joints	$ 5,176	$ 4,117	79.54%	PCAS/DOR finds cost as reasonable and acceptable.	Reduced BCC Direct Labor Costs by $304. Prime H.O.O.H. of BCC reduced from 8% to 3%. Prime Profit of 10% applied vs. 12%	$ 5,000	Refer to Negotiation Memorandum Notes.
PCO-037	Existing Brace Condition at Concourse Level GL W9 and W10	$ 2,287	$ 680	29.73%	PCAS/DOR finds cost on the "high side" cost analysis for L, M and E is $225.99 See Note A.	Reduced BCC Direct Labor Costs by $772; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 1,950	Refer to Negotiation Memorandum Notes.
PCO-039	Stiffener plate and T-section modifications at roof beam retrofit at W10.9 (Note: not enough room for T-section due to 4.5 concrete thickness	$ 3,468	$ 1,956	56.40%	PCAS/DOR recommends "zero" value for PCO 39. See Note B.	Reduced BCC Direct Labor Costs by $481	$ 2,600	Refer to Negotiation Memorandum Notes.
PCO-041	Add'l steel, detailing and installation costs due to relocation of Pod 2	$ 5,912	$ 4,050	68.50%	PCAS/DOR evaluation cost total L, E, M is $1,238.97. See Note A.	Reduced BCC Direct Labor Costs by $673; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 5,000	Refer to Negotiation Memorandum Notes.
PCO-045A	Building 2 Differing Site Conditions Impacting Planted Columns Bracket and Baseplate Installation	$ 42,005	$ 33,371	79.45%	PCAS/DOR review did not adress the cost components in detail. See Note A.	Reduced BCC Direct Labor Costs by $2,135; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 39,000	Refer to Negotiation Memorandum Notes.
PCO-050	Building 3 Differing Site Conditions Impacting Planted Columns Bracket and Baseplate Installation	$ 48,869	$ 38,270	78.31%	PCAS/DOR scope and hours are reasonable; PCAS estimated labor cost for 9 locations @ $1,980 = $17,820. See Note A.	Reduced BCC Direct Labor Costs by $2,804; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 46,000	Refer to Negotiation Memorandum Notes.
PCO-054	Relocating, modifying X-Brace at Apron Level including Wall Mods, Door and Exhaust Fan/Duct Relocations, Etc.	$ 94,234	$ 64,545	68.49%	PCAS/DOR cost evaluation for L, E, M is $3,722.85. See Note A.	Reduced BCC Direct Labor Costs by $13,958; Allow Insurance, Tax & Fringe Benefits for Sub-Contractor Work - 15%; Prime's Profit reduced from 11% to 10%	$ 64,545	Refer to Negotiation Memorandum Notes.
PCO-069	Security and Data Conduit Locations Impacted by GL E15 Seismic Bracing at Basement and Apron Levels	$ 127,684	$ 112,662	88.24%	None Provided. See Note B.	Reduced BCC Direct Labor Costs by $2,805; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 120,000	Refer to Negotiation Memorandum Notes.
PCO-084	Additional Welding Work at E5.1A-Brace	$ 2,171	$ 1,423	65.55%	PCAS/DOR recommends zero amount for PCO 84. See Note A.	Reduced BCC Direct Labor Costs by $284; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 1,800	Refer to Negotiation Memorandum Notes.
PCO-085	New Angle Bracing for Main Roof Eave Beam Supporting Roof Deck and PC Concrete Fascia	$ 113,785	$ 88,961	78.18%	No evaluation by PCAS/DOR. See Note B.	Reduced BCC Direct Material Costs by $8,642; Reduced BCC Direct Labor Costs by $541; Reduced BCC Equipment Costs by $1,755; Prime's Home Office O.H. reduced from 6% to 3%	$ 108,000	Refer to Negotiation Memorandum Notes.
PCO-086	EFC-156 Brace Relocation at E8 into Lotte Food Court Area and all Related MEP and Security System Revisions	$ 517,746	$ 283,898	54.83%	No evaluation by PCAS/DOR. See Note B.	Reduced BCC Material Costs by $44,984; Reduced BCC Direct Labor Costs by $34,632; Prime's Profit reduced from 11% to 5%	$ 440,000	Refer to Negotiation Memorandum Notes.
PCO-088	Additional Gymsum Board and Trespa Panels to Cover Exposed Gussets in Sterile Corridor at Windows and Below Ceilings	$ 144,882	$ 126,211	87.11%	PCAS/DOR recommended cost reduction of $30,214.30	Reduced BCC Direct Labor Costs by $959; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 130,400	Refer to Negotiation Memorandum Notes.
PCO-106	Vertical and Horrizontal Rebar Conflict at E8 Buttress	$ 2,899	$ 1,773	61.16%	PCAS/DOR recommends zero amount for PCO 106. See Note B.	Reduced BCC Direct Labor Costs by $438; Prime's Home Office O.H. reduced from 6% to 3%; Prime's Profit reduced from 11% to 10%	$ 2,200	Refer to Negotiation Memorandum Notes.

BCC-KHLG [BATCH #01] GIAA PENDING PCO NEGOTIATION RESULTS
Date of Negotiation: February 18, 2020

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
PCO No.	**Scope/ Description**	**BCC Proposal**	**KHLG Estimate**	**KHLG/ BCC % Percentage Ratio**	**PCAS Team Estimate Review/ Comments**	**KHLG Cost Evaluations**	**Negotiated Amount**	**Remarks**
PCO-111	Gate 4 Vestibule Extension Per CCD-003	$ 209,194	$ 160,879	76.90%	None Provided. See Note B.	BCC Rental Equipment costs $6,250.00 deleted; BCC Direct Material costs for Sub-Contractor Work - $25,802 deleted. BCC Direct Labor costs for Sub-Contractor Work - $6,114 deleted.	$ 190,000	Refer to Negotiation Memorandum Notes. PCO - 111 is Owner initiated per CCD #003.
(15) TOTALS		**$ 1,369,497**	**$ 968,753**	70.74%			**$ 1,203,995**	

	PRICE PROPOSAL NEGOTIATION MEMORANDUM NOTES:
A.	The PCAS Team Review of proposed "Additive and Deductive" cost breakdown of BCC's proposal did not provide an as Accurate and Reasonable Analysis of the details of the work to be added/deleted. Request for Clarification to the PCAS was considered, however with the intent to provide an independent evaluation, this was no longer pursued.
B.	KHLG review of the PCAS independent cost analysis shows to be non-responsive with respect to individual elements of cost. Documented files also indicated several PCO's submitted by BCC was dis-approved by the PCAS and even recommended zero cost change. Further review by KHLG on the record timeline of events, letter of justification and shop drawings as provided by BCC, clearly defines that changes in scope to the contract is a modification to the contract which the PCAS Team failed to acknowledged.Considering that the contractor was directed by the PCAS Team to perform an item of work for the acceptable completion of contract, additional costs for materials, labor and equipment were incurred and likewise thoroughly discussed and clarified with BCC during the negotiations.Based on our determination, BCC should be fairly compensated for such modification.
C.	The applied labor burdened rates of 32.53% and Field O.H of 20.37% were substantiated with BCC latest audited rates and verified against BCC original Bid Schedule Breakdown. Labor Burdened Rate of 32.53% and Field O.H. of 20.37% are applied to the cost.
D.	Profit - Value Percentage of Profit Computation were determined using weighted guidelines method similar to DFARS 215.404.71(b) approach.
E.	The negotiated amount of an Equitable Adjustment for each PCO was determined by the amount of "Increase and Decrease" in the Contractor's cost of performance.
F.	Determination of Fair and Reasonable Price is based on cost analysis for each cost elements of the Price Proposal.
G.	BCC's cost proposal was higher than KHLG Cost Evaluation. Adjustments in Direct Costs, H.O.OH and Profit resulted in a negotiated cost accepable to both parties. KHLG estimate was adjusted during negotiations to reflect a realistic cost and reasonableness for the work performed.
H.	Negotiated cost is agreeed to be fair and reasonable and in the best interest of GIAA.

PROJECT: TERMINAL BUILDING STRUCTURAL UPGRADE AND CONCOURSE ISOLATION

Project No.: GIAA-FY14-01-1
AIP No.: 3-66-0001-97
Contract: GIAA-17-003 (C)
Change Order No.: 11 (Batch 1)

In connection with Contract No. GIAA-17-003 (C), a construction contract between Black Construction Corporation (Contractor) and Antonio B. Won Pat International Airport Authority - Guam (Owner), dated January 26, 2017 for the Terminal Building Structural Upgrade and Concourse Isolation Construction, the following change order is made in accordance with the Contract Document General Provisions, Section 35, Paragraph 35.8:

1. Description of Change Order No. 11:

a. PCO 021 R1: Fireproofing of Additional Steel Columns and Beam at 5 PODS
   i. The Contractor shall provide the application of intumescent paint on additional exposed steel columns at POD 2, 4, 5, 7, and 8 per DOR response/directive in RFI-0155, RFI-0213, and S.I 0015
   ii. Amount of PCO 021 R1 $ 47,500.00

b. PCO 028: 40 LF Interior Wall, Floor, and Ceiling Expansion Joints
   i. The Contractor shall provide the installation of 40 LF of expansion joint covers between Building 1 and 2 at Grid Line W11/A1-AC which includes interior wall, floor, and ceiling.
   ii. Amount of PCO 028 $ 5,000.00

c. PCO 037: Existing Brace Condition at Concourse Level GL W9 and W10
   i. The Contractor shall provide small and shaped steel plates to be welded in place of the gaps after shifting the columns away from the existing braces
   ii. Amount of PCO 037 $ 1,950.00

d. PCO 039: Stiffener Plate and T-section Modifications for Roof Beam Retrofit at W10.9
   i. The Contractor shall break the continuous stiffener plate into segments and to be welded with complete joint penetration (CJP) directly to and under the beam
   ii. Amount of PCO 039 $ 2,600.00

e. PCO 041: Additional Steel, Detailing, and Installation Costs due to relocation of POD 2
   i. The Contractor shall provide required additional detailing works, fabrication, and installation of steel plates per major modifications directed by RFI-0213.
   ii. Amount of PCO 041 $ 5,000.00

f. PCO 045A: Building 2 Differing Site Conditions Impacting Planted Columns Bracket and Base Plate Installation
   i. The Contractor shall provide the following actions:
      Procure new, larger base plates and/or re-cutting of base plates on-hand for planted columns to fit existing conditions;
      Creation of side plates to strengthen planted column connections;
      Concrete chipping for exploration to connect planted columns to existing concrete beams;
      Filling created void areas with grout;
      Additional reinforcing bar insertions into existing concrete beams;
      Adjustment (cutting) length of planted columns to match existing field conditions;
      Drilling of extra holes and epoxy grout for anchor bolts for side plate connections;
      Demolition of conflicting concrete curbs not indicated on as-built drawings to allow placement of base plates and planted columns.
   ii. Amount of PCO 045A $ 39,000.00

g. PCO 050: Building 3 Differing Site Conditions Impacting Planted Columns Bracket and Base Plate Installation
   i. The Contractor shall provide the following actions:
      Procure new, larger base plates and/or re-cutting of base plates on-hand for planted columns to fit existing conditions;
      Creation of side plates to strengthen planted column connections;
      Concrete chipping for exploration to connect planted columns to existing concrete beams;
      Filling created void areas with grout;
      Additional reinforcing bar insertions into existing concrete beams;
      Adjustment (cutting) length of planted columns to match existing field conditions;
      Drilling of extra holes and epoxy grout for anchor bolts for side plate connections;
      Demolition of conflicting concrete curbs not indicated on as-built drawings to allow placement of base plates and planted columns.
   ii. Amount of PCO 050 $ 46,000.00

h. PCO 054: Relocating, Modifying X-Brace at Apron Level including Wall Mods, Door, and Exhaust Fan/Duct Relocations, etc.
   i. The Contractor shall provide relocation of exhaust fan and double doors, minor electrical and mechanical works, demolition and re-building works, gusset plate modifications, and modification of retrofitting brace beams.
   ii. Amount of PCO 054 $ 64,545.00

i. PCO 069: Security and Data Conduit Locations Impacted by GL E15 Seismic Bracing at Basement and Apron Levels
   i. The Contractor shall provide necessary electrical works due to relocation of security conduits, demolition and re-building of CHB wall, deactivation of FM200 and Argon Fire Suppression Systems, and temporary relocation and re-installation of a dry-type transformer in the vicinity of the beam retrofit steel assembly work.
   ii. Amount of PCO 069 $ 120,000.00

j. PCO 084: Additional Welding Work at E5.1 A-Brace
   i. The Contractor shall provide additional welds at the brace ends in accordance with EFC #118.
   ii. Amount of PCO 084 $ 1,800.00

k. PCO 085: New Angle Bracing for Main Roof Eave Beam Supporting Roof Deck and PC Concrete Fascia
   i. The Contractor shall provide angle bracings to provide a lateral reaction at the bottom of the W18 x 35 beam that will resist the torsional moment, eliminating the twist.
   ii. Amount of PCO 085 $ 108,000.00

l. PCO 086: Brace Relocation at E8 into Lotte Food Court Area and all related MEP and Security Systems Revisions in accordance with EFC-156
   i. The Contractor shall convert the BRB V-Brace along E8, between D & E into an HSS A-Brace, to be relocated along E8, between B.1 & C as per DOR's full response on EFC-156. Relocation and change of the bracing required the procurement of roughly 6 tons of new steel bracing due to different dimensions of the B.1-C bay where the original bracing would not fit. Also, extensive relocation of numerous utilities including Electrical, Security, Paging, CCTV, and Door Access conduits/fiber optic cables, as well as Mechanical items for Water Lines, Sprinkler System and Ducting, and New Architectural Treatment shall be provided.
   ii. Amount of PCO 086 $ 440,000.00

m. PCO 088: Additional Gypsum Board and Trespa Panels to Cover Exposed Gussets in Sterile Corridor at Windows and Below Ceiling

i. The Contractor shall provide the following actions as per Architectural DOR's response on RFI #593:

Exposed gusset plates below the curved ceiling shall be painted with intumescent paint.

Exposed gusset plates at floor level shall be cladded with Trespa Panels.

Window panes at cladded areas shall be tinted with "Opaque Window Film"

ii. Amount of PCO 088 $ 130,400.00

n. PCO 106: Vertical and Horizontal Rebar Conflict at E8 Buttress

i. The Contractor shall cut and splice vertical rebars and transition from the original vertical alignment to the inside portion of the beam rebar in order to accommodate and solve the conflict, thereby meeting the concrete cover requirements. Also, the Contractor shall provide a 5'-0" lap splice and 3 - #4 ties @ 2" O.C. at each end of the lap splice.

ii. Amount of PCO 106 $ 2,200.00

o. PCO 111: Gate 4 Vestibule Extension as per CCD-001

i. The Contractor provide a glass partition enclosure between Gates 4 and 5, Concourse Level W15 to W14 and necessary renovation works.

ii. Amount of PCO 111 $ 190,000.00

TOTAL AMOUNT OF CHANGE ORDER NO. 11 $1,203,995.00

2. This Change Order No. 11 is only for the Work Defined above.

3. Conditions:

a. The aforementioned change order works affected thereby are subject to all contract requirements and covenants;

b. The rights of A.B. Won Pat International Airport Authority, Guam, are not prejudiced;

c. Duration of Change Order 11 shall be 0 Calendar Days;

d. All claims against A.B. Won Pat International Airport Authority, Guam, which are incidental to, or as a consequence of the aforementioned change order works, are satisfied in their entirety.

4. Justification of Change Order item:

See individual PCO.

5. Modification to the Contract:

a.	Original Amount:	$ 96,932,000.00
b.	Previous Change Orders:	$ 14,871,413.36
c.	Contract Amount prior to Change Order No. 11:	$111,803,413.36
d.	Amount of Change Order No. 11:	$ 1,203,995.00
e.	Current Revised Contract Amount:	$113,007,408.36
f.	Notice to Proceed Date:	March 01, 2017
g.	Original Contract Time:	927 Calendar Days
h.	Original Contract Completion Date:	September 13, 2019
i.	Change Order No. 7 Contract Time Extension	325 Calendar Days
j.	Contract Time Extension for Change Order No. 11:	-0- Calendar Days
k.	Revised Contract Completion Date:	August 4, 2020

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P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
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PROJECT: TERMINAL BUILDING STRUCTURAL UPGRADE AND CONCONCOURSE ISOLATION

Project No: GIAA-FY14-01-1
AIP NO: 3-66-0001-97
Contract: GIAA-17-003 (C)

Change Order No.: 11

In connection with Contract No. GIAA-17-003(C), a construction contract between Black Construction Corporation (Contractor) and Antonio B. Won Pat International Airport Authority, Guam, (Owner), dated January 26, 2017 for the Terminal Building Structural Upgrade and Concourse Isolation Construction, the following Change Order is made in accordance with the Contract Document General Provision, Section 35, Paragraph 35.8:

1. **Description of Change Order No. 11:**

   Additional work for Building Structural Upgrade and Concourse Isolation. Change Order No. 11 of Fifteen (15) PCOs: PCO-021RA, PCO-028, PCO-037, PCO-039, PCO-041, PCO-045A, PCO-050, PCO-054, PCO-069, PCO-084, PCO-085, PCO-086, PCO-088, PCO-106, and PCO-111.

   See enclosed List of Negotiated PCOs.

   Amount of Change Order: $1,203,995.00

2. **This Change Order No. 11 is only for the work defined above.**

3. **Conditions:**

   a. The aforementioned change order works affected thereby are subject to all contract requirements and covenants.

   b. The rights of A.B. Won Pat International Airport Authority, Guam, are not prejudiced.

   c. Duration of Change Order 10 shall be 0 Calendar Days.

   d. All claims against A.B. Won Pat International Airport Authority, Guam, which are incidental to, or as a consequence of the aforementioned change order works, are satisfied in their entirety.

4. **Justification of Change Order Items:**

   See individual PCO.

5. Modification to the Contract:

a. Original Contract Amount:	$ 96,932,000.00
b. Previous Change Orders:	$ 14,871,413.36
c. Contract Amount prior to Change Order 11:	$111,803,413.36
d. Amount of Change Order No. 11:	$ 1,203,995.00
e. Current Revised Contract Amount:	$113,007,408.36
f. Notice to Proceed Date:	March 01, 2017
g. Original Contract Time:	927 Calendar Days
h. Original Contract Completion Date:	September 13, 2019
i. Change Order No.7 Contract Time Extension:	325 Calendar Days
j. Contract Time Extension for Change Order No. 11:	-0- Calendar Days
k. Revised Contract Completion Date:	August 4, 2020

In witness thereof, the parties have signed this Change Order this _____ day of April 2020.

APPROVED:

A.B. WON PAT GUAM INTERNATIONAL AIRPORT AUTHORITY
(Contracting Officer)

By: _____
Thomas C. Ada
Executive Manager

Date: _____

CONTRACTOR:
BLACK CONSTRUCTION CORP.

By: _____
Leonard K. Kaae
Senior Vice President/General Manager

Date: _____

CERTIFIED FUNDS AVAILABLE:

_____
By: Antonniette Bautista
Certifying Officer, GIAA

Date: _____

BOARD SUMMARY

Modification to IAC Contract

I. **Project: International Arrivals Corridor (Terminal Building Structural Upgrade & Concourse Isolation) Project**

II. **Contractor: Black Construction Company**

III. **Modification: Change Order No. 11**

IV. **Amount: $1,203,995**

V. **Time Extension: None**

VI. **Description: Change Order No. 11 consists of fifteen aging individual PCOs that were negotiated by the Construction Manager's sub-consultant. The major items included the brace relocation at the food court; the Gate 4 vestibule extension; additional work to cover exposed gusset plates; relocation of security and data conduits.**

Additional batches of PCOs are being validated and package. These will be presented at the next Board of Directors meeting.

VII. **Funding Source: Net revenues or other available monies from prior fiscal years.**

Executive Manager's Report
BoD Meeting
April 23, 2020

1. Release of Non-Essential Employees. On March 19, GIAA began to release non-essential employees to begin self-quarantine at home.

2. Safety and Security Sustained.
    a. APD remains on full staffing, with exception of some employees who submitted requests to be allowed to self-quarantine due to health concerns.
    b. ARFF remains on full staffing.
    c. Operations on full staffing – Control Tower, Terminal Center, and 24-hour duty manager.
    d. P&F on limited stand-down. Personnel needed to accomplished critical maintenance were asked to come in – and they did. Critical maintenance included:
        i. painting of runway edge lines, (20,000 feet of it, water blasting rubber residue build up, etc.
        ii. Plumbing work on backed up drains,
    e. Administration on limited staffing to process personnel actions, payroll, payables, and procurement.

3. Staying Connected and WFH. Senior Management have been exercising WFH procedures and have been able to continue with our weekly meetings with Division Heads.

4. GIAA Role in COVID19 Response Efforts. Deputy Executive Manager to provide report.

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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, February 27, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The February 27, 2020 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 3:09 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	Board Secretary
Lucy M. Alcorn	
Zenon E. Belanger	
Doyon A. Morato	

Directors Absent:	
Gurvinder Sobti (Excused)	Vice Chairman

GIAA Officials:	
Thomas C. Ada	Executive Manager
John A. Rios	Comptroller
Jean M. Arriola	Airport Services Manager
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Victor Cruz	Engineering Supervisor
Ken McDonald	P&F Superintendant
Rolenda Faasuamalie	Airport Marketing
Janalynn A. Damian, 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.

Chairman Bamba called for a motion to excuse Vice Chairman Sobti, as he is off-island. Motion to excuse the attendance of Vice Chairman Sobti duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed.

2. APPROVAL OF AGENDA

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

3. APPROVAL OF MINUTES

A. January 17, 2020 - Regular Meeting
B. January 30, 2020 - Regular Meeting

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

Resolution No. 20-20

The Board hereby approves the minutes of the January 17, 2020 regular meeting and the January 30, 2020 regular meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada had no Correspondence to report.

5. OLD BUSINESS

Executive Manager Ada had no Old Business to present.

6. NEW BUSINESS

A. 2020 Bond Refunding

The first item discussed was the 2020 bond refunding. Executive Manager Ada provided brief background on the item, stating that GIAA went out to the bond market in October 2019 to restructure and refund GIAA bonds, and as a result were able to obtain $18M in debt service savings. Those funds, as listed in GIAA finance plan at the time, were intended to be used for two (2) purposes: 1. Approximately $10M as a local match to leverage $100M in FAA grants, 2. Balance of $8M to fund deferred CIP projects.

Underwriters, Barclays International has done an analysis and provided a recommendation to GIAA. Stating that the decline in interest rates presents the Airport with an opportunity to refund certain of its Series 2013 bonds for significant debt service savings. The result of the analysis concluded that theAirport may realize a savings of approximately $9.6M. $5.8M in 2021 and $3.8M in 2022. Barclays provided a number of options, with the recommended option being driven by when GIAA needs to have the savings available:

1. A level savings through 2043. If there is no urgency, $15.3M in savings may be realized by refunding through 2043.
2. Accelerated savings, with $10.2M becoming available during 2021 to 2026.
3. Maximum acceleratedsavings could be realized with $9.6M becoming available in 2021 to 2022.

Executive Manager Ada added that the savings realized will be used to fund the cost increases of the 3rd floor project, which is expected to increase from $134M in January 2019, to an estimated $150M, due to all of the change orders currently being processed.

Management recommends that the Board approve the recommendation to pursue the Maximum Acceleration Savings option, as well as approve the resolution authorizing the Executive Manager to work with legal counsel in drafting appropriate legislation, and to work with the legislature in passage of legislation authorizing GIAA to undertake a bond refunding transaction.

Director Weakley brought up the overage for the 3rd floor project. The Executive Manager announced that the cost increases are largely attributable to the fact that the contract was bid on a set of drawings that was not based on an as-built drawing. Every time the contractor would open up a wall, there was infrastructure behind, giving rise to the increases. The other part to the cost increases were delays, delays because there were not timely responses to questions that the contractor had. Discussion followed on details of approximately how much the 3rd floor project will need, and where these funds will come from, with the Comptroller adding that currently there are funds available to cover some of the existing change orders.

Chairman Bamba requested for an outline from the Management with regard to the 3rd floor project, financing and available funds for additional projects.

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

Resolution No. 20-21

The Board hereby authorizes Management to pursue the Maximum Acceleration Savings option as presented to achieve a savings at the earliest date possible for GIAA.

B. Legislation - Use of RFP for Food & beverage and Retail Concessions

The next item on the agenda was the legislation and the amendment to GIAA's enabling and solicitation methods. Legal counsel presented a resolution from the Board authorizing the Executive Manager to proceed with amending GIAA's enabling statute with regard to the concessions at the Airport and the solicitation process.Current state of the law is that the use of RFP's is not a permissible way to solicit for concessions, GIAA would like to seek legislative reform to allow for soliciting through various methods including the RFP process.

Director Belanger inquired if the resolution is specific to concessions or if it could include contracts with contractors. Discussion followed relative to procurement law, with legal counsel announcing that construction would be treated differently at the legislature. The Executive Manager informed Director Belanger that the best to time to pursue the change in legislation with regard to construction solicitation would be after the master plan update.

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

Resolution No. 20-22

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM's ("GIAA" or the "Authority")Board of Directors ("Board") finds that GIAA's strong financial health and stability and the efficient management and operation of the Antonio B. Won Pat International Airport (the "Airport") are in the best interest of the government of Guam, are consistent with GIAA's Federal Aviation Administration ("FAA") grant assurances, and benefit and protect GIAA's bondholders, the traveling public, and the people of Guam; and

WHEREAS, GIAA's Board further finds that GIAA's continued financial health, stability, welfare and efficiency is dependent on the Authority's ability to maximize non-airline revenues generated by concession agreements and the revenue generated from GIAA's concession agreements is a cornerstone of GIAA's self-sustainability, financial condition, operations and future; and

WHEREAS, GIAA's Board finds that the majority of international airports in the United States and throughout the world utilize the Request for Proposal ("RFP") process with respect to their retail, duty free, food and beverage, and other concessions to optimize revenues and benefits; and

WHEREAS, GIAA's Board finds that the Guam Procurement Law's and Procurement Regulations' solicitation, selection, and award procedures do not provide the best process for securing concessions intended to optimize revenues and ensure long-term self-sustainability and efficiency at GIAA; and

WHEREAS, GIAA's Board finds that concession agreements entered into by GIAA do not involve the expenditure of public funds but rather the generation of revenues for the benefit and welfare of the travelling public, the airlines serving Guam, the people of Guam, and GIAA's ability to meet demands for airport services; and

WHEREAS, GIAA's Board finds that it is in GIAA's and the Territory's best interest to clearly define and set forth the best practices and process for GIAA's solicitation of concessions; and

WHEREAS, GIAA's Board finds that it is in the interest of GIAA bondholders, the traveling public, the people of Guam, and the Territory that GIAA possess the ability to utilize various

solicitation, selection, and award methods consistent with industry standards, including the RFP process, that would optimize non-airline revenue-generating potential; and

WHEREAS, in light of the importance of protecting and optimizing the revenue generated by concessions, the Board has determined that it is necessary to amend GIAA's enabling statute.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby authorizes the amendment of GIAA's enabling statute consistent with the above findings, and further authorizes and directs the Executive Manager and GIAA management to take all actions and steps advisable or necessary to carry out the amendment of the Authority's enabling statute in accordance with this resolution.

C. Approval of $1.2 Change Order for 3rd Floor CIP

The third item on the agenda was the approval of a $1.2M change order for the 3rd floor project Executive Manager informed the Board that Mr. Kent Hseih, the CM for the 3rd floor project will present the change order to the Board. Mr. Hseih announced that the $1.2M change order (CO) is a delayed claim filed by Supreme Steel, Black Construction sub contractor that provided the steel for the project. In 2019, Supreme Steel submitted a claim for $1.5M to Black Construction, who subsequently submitted the claim to GIAA. During that time the claim was negotiated down to $1.4M. Mr. Hseih informed the Board that the amount is basically the additional man power that they incurred to accommodate all of the changes during the first year of the project, due to the delay in the RFI (request for information) response, and site conditions. Initially Supreme was claiming more, however they absorbed the costs and is only asking for the overage in manpower for the shop drawings and manufacturing of the steel, approximately 13,000 hours. The negotiated claim was $1.388M, which was able to be reduced to $1.2M after a two months process of negotiations. Supreme threatened to put a mechanic lean on the project, which was discussed with Black Construction in order to avoid the lean on the project.

Director Weakley inquired of Black Construction paid the claim. Mr. Hseih replied that Black Construction reduced their share and transferred the claim to GIAA. GIAA will pay Black Construction and a large portion of that will go to Supreme Steel.

Director Morato asked if the man hours were justified. Mr. Hseih replied with the shop drawings and everything, yes. Discussion followed on the justification and process.

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

Resolution No. 20-23

The Board hereby approves the approval of $1.2M change order for 3rd Floor CIP as presented.

D. GIAA Beautification Initiatives - *TABLED*

In the interest of time, Executive Manager Ada asked that the Board table GIAA Beautification Initiatives until the next regular Board meeting. The Board had no objection.

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. Included for this meeting was a general update from Mr. Kent Hseih on the 3rd floor arrivals corridor. Mr. Hseih announced that Black Construction's estimated completion date of August 4, 2020. At the end of March 2020, a reviewed schedule will be presented to the Board with more accurate dates. Discussion on change orders, with Mr. Hseih confirming that 89 of 400 change orders are being reviewed, with a number of the 400 possibly to be deleted.

Mr. John Deirking, KHLG provided a brief update of the ARFF project. Director Belanger asked that Management look at the potential overhead. Mr. Hseih informed the Board that he is in communication with the owner and he believes it will be minimal.

Executive Manager Ada provided an update to the Board on the Corona Virus efforts at the Airport. At a recent meeting with airlines to discuss Corona Virus protocol on GIAA's side and for GIAA to get an understanding on the Airlines protocol at the point of origin, a number of airlines conveyed their concerns with recovering costs due to cancellations, and suggested that the Airport consider a discount. Executive Manager Ada expressed his concern with offering a discount at a time when GIAA is imposing a 15% reduction in operation budget. However, the Manager added that Management along with the Comptroller had discussed an option of a 50% discount on landing fees for the next three (3) months for landing fees.

Director Belanger inquired on what airlines would be included in discount. Executive Manager Ada replied that it would across the Board. Director Belanger inquired if the discounts would affect GIAA's bond requirements. The Comptroller replied no, GIAA has one (1) year reserves for the bond requirement. Discussion followed on the process of screening passengers, with Chairman Bamba expressing the importance of GIAA communication with other Airports in order to mitigate should there be an outbreak on Guam.

Going back to the 15% reductions in operations budget, Director Weakley at this time announced that he agreed with almost everything listed on the memorandum from the Executive Manager except for the Employee Wellness Program, and stated that he did not feel

the need for Program to be included with reductions such as, overtime and power consumption. Executive Manager Ada asked if the Director would like it to be removed, Director Weakley replied yes, to remove the Program from the list of budget reductions. Chairman Bamba informed the Board that he had discussed with Management a number of areas within the budget where cuts could be made due to loss of revenue at this time, and that he agreed with Director Weakley in removing the program from the list of budget reductions.

Director Morato informed the Board of a recent GVB Air Service Committee meeting, adding that GVB is inquiring if GIAA may be able to provide a brochure of what procedures GIAA has in place on screening of passengers that GVB could share with travelling customers. Executive Manager Ada replied that relevant information is provided on screens in CBP area, as well as small cards given at CBP and Immigration with symptoms listed.

Due to unforeseen circumstances, Chairman Bamba advised the Board that he would need to excuse himself from the remainder of the meeting. Chairman Bamba called for a motion to excuse the Chairman and appointment Board Secretary, Director Weakley to preside over the next portion of the meeting.

Motion to excuse Chairman Bamba, appoint Director Weakley to preside over the next portion of the meeting and a brief recess, duly made by Director Tainatongo, seconded by Director Alcorn; motion unanimously passed.

The Board recessed for a brief break at 4:20 p.m.

The Board meeting reconvened regular session at 4:26 p.m. Acting Chairman Weakley now presides over the meeting.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **January 31, 2020**. Mr. Rios reported that year-to-date Total Signatory Revenues are above budgeted revenues by **0.1%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **6.3%** and **-2.5%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **8.2%**. Year-to-date Total Operating Revenues Actual of **$26.3M** is **2.9%** above the budget estimate of **$25.5M**. Year-to-date Total Operating Expenses are below budget by **-20.4%**. Components of this line item include a **-19.2%** decrease in Personnel Service, a **-15.5%** decrease in Contractual Services, a **-76.1%** decrease in Materials & Supplies and a **-100.00%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$11.9M** reflects an increase of **59.3%** over the year-to-date budgeted amount of **$7.5M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.63**versus the requirement of **1.25.**

Mr. Rios announced that he also provided an extra spreadsheet to his report showing different scenarios. Discussion followed on impact of flight cancellations.

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Upon written recommendation of counsel, on motion duly made by Director Tainatongo, seconded by Director Alcorn, and unanimously approved, the Board recessed to convene into Executive Session at 4:40 p.m.

The Board convened into Executive Session at 4:44 p.m. to discuss pending or threatened litigation to which GIAA is or may be a party. Attending Executive Session were Directors Weakley, Alcorn, Belanger, Tainatongo and Morato, Executive Manager Ada, and Legal Counsel, Janalynn Damian. Also present was the court reporter who will prepare a transcript of the Executive session.

Executive Session adjourned at 5:11 p.m., at which time the Board reconvened regular session.

Based on discussions during Executive Session, there was a matter for Board approval.

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

Resolution No. 20-24

The Board hereby authorizes the Authority to issue payment to Calvo Fisher & Jacob LLP for the general matters legal fees incurred in January 2020 that exceed the monthly cap in the amount of $60,590.85.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Director Alcorn, seconded by Director Tainatongo; motion unanimously passed. The meeting was adjourned at 5:11p.m.

Dated this 8TH, day of MAY, 2020.

Brian J. Bamba
Chairman

Attest:

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

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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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BOARD OF DIRECTORS REGULAR MEETING
3:00 p.m., Thursday, February 27, 2020
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
PDN – February 20, 2020
Notice to Media – February 20, 2020

Second Notice:
PDN – February 25, 2020
Notice to Media – February 25, 2020

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   - **A.** January 17, 2020 Regular Meeting
   - **B.** January 30, 2020 Regular Meeting
4. Correspondence
5. Old Business
6. New Business
   - **A.** 2020 Bond Refunding
   - **B.** Legislation - Use of RFP for Food & Beverage and Retail Concessions
   - **C.** Approval of $1.2M Change Order for 3rd Floor CIP
   - **D.** GIAA Beautification Initiatives
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

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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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A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Board of Directors Regular Meeting
3:00 p.m., Thursday, February 27, 2020
GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	John Paul Dierking	KHLH
2.	Connie Garrido	SSFM Int'l Inc
3.	[illegible]	GIAA/OPS
4.	[illegible]	ARFF GIAA
5.	VICTOR J. CRUZ	GIAA
6.	Liz Blas	GIAA FMO
7.	VINCENT [illegible]	GIAA POLICE
8.	Art Dawley	Aviation Concepts
9.	Roleda Fransdal	GIAA Mtce
10.	Raymond T. Martinez	ARFF
11.	[illegible]	AM INSURANCE
12.	Pramila Sullivan	Court Reporter
13.	Annmarie Muna	AM Ins
14.	JEAN ARCILLA	GIAA
15.		
16.		
17.		
18.		
19.		
20.		

Sports

UConn's top-5 streak ends in women's poll

Doug Feinberg
ASSOCIATED PRESS



UConn's Olivia Nelson-Ododa, left, drives against South Florida's Kristyna Brabencova on Sunday in Tampa, Fla. MIKE CARLSON/AP

NEW YORK – UConn's record streak of top five appearances in The Associated Press women's basketball poll is over.

The Huskies fell to sixth on Monday, ending a run of 253 consecutive weeks as one of the first five teams in the Top 25. That historic stretch dated back to Feb. 5, 2007. Connecticut's run dwarfs the No. 2 all-time mark of 96 set by Louisiana Tech in the 1980s.

The longest current streak is now held by No. 1 South Carolina at 11. The Gamecocks had a hand in ending the Huskies' run by routing UConn last Monday night. The Huskies' three losses this season have come to the Gamecocks, No. 2 Baylor and third-ranked Oregon. South Carolina earned 27 first-place votes from the national media panel. Baylor received two and Oregon one.

UConn's streak may have continued had fourth-ranked Stanford not had a miracle finish to beat Colorado on Sunday. The Cardinal trailed by three with 12 seconds left when Kiana Williams tied the game. She then stole the ball from Mya Hollingshed and sank a 40-footer at the buzzer.

The Cardinal moved up four spots in the poll. Louisville moved into fifth after knocking off then-No. 4 N.C. State on Thursday.

Maryland, UCLA, Mississippi State and N.C. State round out the first 10 teams. Princeton re-entered the Top 25 this week, coming in 25th. Tennessee fell out of the poll.

The longest current streak is now held by No. 1 South Carolina at 11.

During UConn's record run the Huskies were No. 1 in the poll for 151 weeks, including 51 consecutive weeks from 2008-10. A total of 27 other teams had been in the top five during that stretch; none came close to lasting as long as the Huskies.

Meanwhile, Maryland jumped three places to seventh this week. The Terrapins have been playing extremely well lately, including a 34-point win over Iowa last week to take command of the Big Ten. The Terrapins were fourth in the preseason poll before falling to as low as 20th on Jan. 13. They've been climbing ever since.

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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, February 27, 2020 at 3:00 p.m. in 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 DFS Guam L.P. related litigation to which GIAA is or may be 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.

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No Banks, No Waiting! Yigo. 4br. 2ba. Reasonable Down. Owner financing balance. $269K. 687-6239 PPM BRK.

Commission on the Healing Arts of Guam Regular Board Meeting Thursday, February 27, 2020 at 5:30 p.m. to 6:30 p.m. at the Terlaje Professional Building, 194 Hernan Cortez Avenue, 2nd Floor, Suite 209 Health Professional Licensing Office Board Conference Room, Hagatna, Guam.

For more information, please contact the Board Office at 735-7410/7411 thru 12.

The Honorable **Lourdes A. Leon Guerrero** Governor
The Honorable **Joshua F. Tenorio** Lt.Governor

PUBLIC NOTICE

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For special accommodations or agenda items, please call the Board Office at 642-4717/18.

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mail@paclawpro.com
Attorneys for Petitioner

IN THE SUPERIOR COURT OF GUAM

IN THE MATTER OF THE ESTATE OF RUBEN L. SALAZAR, Deceased.

Probate Case No. PR0182-19

NOTICE OF HEARING

THIS NOTICE IS REQUIRED BY LAW. YOU ARE NOT REQUIRED TO APPEAR IN COURT UNLESS YOU DESIRE.

NOTICE IS HEREBY GIVEN that Arturo S. Salazar has filed herein a Petition for Probate of Will and of Administration with the Will Annexed upon the above captioned estate of the Deceased, and the time and place of said hearing is in the Superior Court of Guam on Mar 04, 2020 at the hour of 9:00 a.m., and all persons interested are hereby notified to appear and show cause, if any they have, why the Petition should not be granted.

Reference is made to said petition for further particulars.

Dated: Jan. 30, 2020.

Danielle T. Rosete
Clerk of Court,
Superior Court of Guam

By: /s/Serena T. Hernandez
Courtroom/Chamber Clerk

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MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Friday, January 17, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The January 17, 2020 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 3:07 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

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

Directors Absent:
None

GIAA Officials:	
Thomas C. Ada	Executive Manager
Jean M. Arriola	Airport Services Manager
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Victor Cruz	Engineering Supervisor
Antoinette Bautista	Accounting Supervisor
Joseph Javellana	Program Coordinator IV
Elfrie Koshiba	Airport Marketing
Henry Cruz	Procurement
Janalynn C. Damian, 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

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

3. APPROVAL OF MINUTES

A. November 12, 2019 Regular Meeting

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

Resolution No. 20-11

The Board hereby approves the minutes of the November 12, 2019 regular meeting, subject to corrections.

4. CORRESPONDENCE

Executive Manager Ada announced that there was no correspondence.

5. OLD BUSINESS

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

6. NEW BUSINESS

A. Timekeeping and Attendance System Policy

The first item discussed was the Timekeeping and Attendance System Policy, presented by Ms. Jean Arriola, Airport Services Manager. Ms. Arriola informed the Board that the policy is an update to the Kronos timekeeping and attendance system policy, developed in 2006. The current system requires employees to utilize a magnetic strip card to time in and manual entries leave requests. The referenced policy is in line with the new NovaTime timekeeping system. GIAA's Timekeeping and Attendance System is an electronic time tracking system that allows GIAA to accurately record, track, and report employee information in real time. This allows employees to accurately monitor and keep track of their time and enables GIAA to efficiently process employee time worked and leave taken for payroll purposes, additionally reducing the amount of paperwork. Ms. Arriola also added that the Policy is guided by local laws and Personnel Rules and Regulations.

Vice Chairman Sobti inquired on the NovaTime System, and how it is working. Ms. Arriola replied that the system has been implemented, and is working fine, however we need all employees to use it.

Director Weakley inquired if the locations of time-in machines are conveniently located and if

there are any employees exempt from timing in. Ms. Arriola, replied yes, the machines are located next to current Kronos machines and the policy covers non-exempt employees that are eligible for overtime, based on their hourly rate.

The Chairman asked why all employees are not in the system yet. Ms. Arriola replied that employees are getting familiar with doing everything online versus generating paperwork. February 2nd is the projected execution date to go paperless. Chairman Bamba also inquired on manual tasks currently required. Ms. Arriola replied that there won't be the manual task of pushing paperwork through the organization, everything will be done online. Discussion followed relative to the timekeepers' duties once everything is online.

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

Resolution No. 20-12

The Board hereby adopts the Timekeeping and Attendance System Policy as presented by Management.

*Chairman Bamba recognized the arrival of Director Alcorn.

B. Approval of Award for Janitorial and Maintenance Services - IFB No. GIAA-002-FY20

The next item on the agenda was the approval of award for Janitorial and Maintenance Services under Invitation for Bid No. IFB No.GIAA-002-FY20. Ms. Jean Arriola provided background information to the Board on the referenced IFB. Thirty (30) firms/individuals purchased bid packages and seven (7) firms submitted a bid before the submission deadline. As required by the Guam Procurement Regulations, the bids were publicly opened and read aloud in the presence of the bidders. The bid submittalsare as follows:

	Bid Item No. / Service Area	**Bid Amount (for 12 months)**
BIDDER: Advance Management, Inc.		
	1. Basement Level	$328,161.00
	2. Apron Level	$375,224.00
	3. GIAA Office & Other Areas	$178,997.00
	4. TSA Offices & Facilities	$238,662.00
	5. International Arrivals Corridor	$119,331.00
Alternate Bid B	All Service Areas (1+2+3+4+5)	$1,148,495.00
BIDDER: Guam Cleaning Masters		
Alternate Bid A	1. Basement Level	**$162,988.32**
	2. Apron Level	$295,830.15
	3. GIAA Office & Other Areas	$52,000.00
	4. TSA Offices & Facilities	$52,000.00
	5. International Arrivals Corridor	**$53,000.00**

	Bid Item No. / Service Area	Bid Amount (for 12 months)
Alternate Bid B	All Service Areas (1+2+3+4+5)	**$564,992.29**
BIDDER: ABM Aviation, Inc.		
Alternate Bid A	1. Basement Level	NO BID
	2. Apron Level	NO BID
	3. GIAA Office & Other Areas	NO BID
	4. TSA Offices & Facilities	NO BID
	5. International Arrivals Corridor	NO BID
Alternate Bid B	All Service Areas (1+2+3+4+5)	$2,446,798.63
BIDDER: K Cleaning Services		
Alternate Bid A	1. Basement Level	$408,000.00
	2. Apron Level	$348,000.00
	3. GIAA Office & Other Areas	$57,600.00
	4. TSA Offices & Facilities	$60,000.00
	5. International Arrivals Corridor	$108,000.00
Alternate Bid B	All Service Areas (1+2+3+4+5)	$950,000.00
BIDDER: JJ Global Services		
Alternate Bid A	1. Basement Level	$379,484.00
	2. Apron Level	$379,855.00
	3. GIAA Office & Other Areas	**$38,847.00**
	4. TSA Offices & Facilities	$49,222.00
	5. International Arrivals Corridor	$265,652.00
Alternate Bid B	All Service Areas (1+2+3+4+5)	$1,001,420.00
BIDDER: JJ Global Services		
Alternate Bid A	1. Basement Level	$379,484.00
	2. Apron Level	$379,855.00
	3. GIAA Office & Other Areas	$38,847.00
	4. TSA Offices & Facilities	$49,222.00
	5. International Arrivals Corridor	$265,652.00
Alternate Bid B	All Service Areas (1+2+3+4+5)	$1,001,420.00
BIDDER: Unique Pacific Resources		
Alternate Bid A	1. Basement Level	$364,800.00
	2. Apron Level	NO BID
	3. GIAA Office & Other Areas	NO BID
	4. TSA Offices & Facilities	NO BID
	5. International Arrivals Corridor	NO BID
Alternate Bid B	All Service Areas (1+2+3+4+5)	NO BID
BIDDER: G-Crew Maintenance		
Alternate Bid A	1. Basement Level	$274,950.00
	2. Apron Level	**$284,994.00**
	3. GIAA Office & Other Areas	$38,896.00
	4. TSA Offices & Facilities	**$39,840.00**

	Bid Item No. / Service Area	Bid Amount (for 12 months)
	5. International Arrivals Corridor	$129,850.00
Alternate Bid B	All Service Areas (1+2+3+4+5)	$767,293.50

The lowest Alternate Bid B total bid is lower than the total of the lowest bids submitted for Alternate Bid A. The lowest Alternate Bid B bid was submitted by Guam Cleaning Masters in the amount of $564,992.29.

The total contract award for this bid is a total annual cost of $564,992.29 per year for a term of three (3) years with two (2) one-year option years, not to exceed five (5) years, to be exercised at GIAA's sole discretion. Funding for this contract is available under the Property & Facilities Division O&M Budget.

Management recommends that the Board award the Janitorial and Maintenance Services contract to Guam Cleaning Masters, who has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations for a term of three (3) years, with two (2) one-year option years.

Executive Manager Ada added that the specifications that were put out in the solicitation were specifications used in for previous contracts. During the review process, necessary amendments were made to the specifications based on the past years' experience. A number of changes will be implemented with this contract, to include a Quality Assurance team consisting of three (3) employees. Executive Manager Ada added that the Authority also has a new P&F Superintendent.

Executive Manager Ada expressed his confidence in the contract and added that it is important to give the firm the opportunity to perform, however there are procedures available under the contract should the firm not perform according to specifications. Discussion followed relative to details of the contract.

Legal Counsel added that one of the bidders was deemed non-responsive due to not providing a bid security with their bid, as noted in the memorandum provided in the Board's packet.

Discussion ensued relative to the large difference in bids and ensuring quality and standards are adhered to, with Executive Manager Ada stating there are provisions within the contract that will ensure standards are met.

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

Resolution No. 20-13

The Board hereby approves the contract award for Janitorial and Maintenance Services under the Invitation for Bid No. IFB No. GIAA-002-FY20 to Guam Cleaning Masters in the amount of $564,992.29, as recommended by Management, subject to review by legal counsel.

C. Approval of Award for Grounds Maintenance Services - IFB No. GIAA-003-FY20

The next item on the agenda was the approval of award for Grounds Maintenance Services under the Invitation for Bid No. IFB No.GIAA-003-FY20. Ms. Jean Arriola provided background information to the Board on the referenced MSB. Twenty-nine (29) firms/individuals purchased bid packages and nine (9) firms submitted a bid before the submission deadline. The nine (9) firms were evaluated and determined to be acceptable. As required by the Guam Procurement Regulations, the bid was publicly opened and read aloud in the presence of the bidders. The bid submittals are as follows:

	Bid Item No. / Service Area	**Bid Amount (for 12 months)**
BIDDER: Guam Cleaning Masters		
	1. Airport Operations (Secured Area)	$211,111.00
	2. North Tiyan (Non-Secured Area)	$99,999.99
	3. South Tiyan (Non-Secured Area)	$28,000.00
	4. Airport Industrial Park (Non-Secured Area)	$33,000.00
Alternate Bid B	All Service Areas (1+2+3+4)	$355,555.55
BIDDER: GET, LLC		
Alternate Bid A	1. Airport Operations (Secured Area)	NO BID
	2. North Tiyan (Non-Secured Area)	$141,372.00
	3. South Tiyan (Non-Secured Area)	$111,492.00
	4. Airport Industrial Park (Non-Secured Area)	$113,220.00
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: K Cleaning Services		
Alternate Bid A	1. Airport Operations (Secured Area)	NO BID
	2. North Tiyan (Non-Secured Area)	$138,000.00
	3. South Tiyan (Non-Secured Area)	$62,000.00
	4. Airport Industrial Park (Non-Secured Area)	NO BID
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: Service Management Corporation		
Alternate Bid A	1. Airport Operations (Secured Area)	$498,500.00
	2. North Tiyan (Non-Secured Area)	NO BID
	3. South Tiyan (Non-Secured Area)	NO BID
	4. Airport Industrial Park (Non-Secured Area)	NO BID
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: Unique Pacific Resources		
Alternate Bid A	1. Airport Operations (Secured Area)	NO BID
	2. North Tiyan (Non-Secured Area)	$79,980.80
	3. South Tiyan (Non-Secured Area)	$27,890.80
	4. Airport Industrial Park (Non-Secured Area)	$88,980.80

	Bid Item No. / Service Area	Bid Amount (for 12 months)
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: JJ Global Services		
Alternate Bid A	1. Airport Operations (Secured Area)	**$184,949.00**
	2. North Tiyan (Non-Secured Area)	$94,499.00
	3. South Tiyan (Non-Secured Area)	**$27,700.00**
	4. Airport Industrial Park (Non-Secured Area)	**$31,999.00**
Alternate Bid B	All Service Areas (1+2+3+4)	**$289,485.00**
BIDDER: Maids to Order, Inc.		
Alternate Bid A	1. Airport Operations (Secured Area)	NO BID
	2. North Tiyan (Non-Secured Area)	$80,388.00
	3. South Tiyan (Non-Secured Area)	$60,984.00
	4. Airport Industrial Park (Non-Secured Area)	$73,180.80
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: G-Crew Maintenance		
Alternate Bid A	1. Airport Operations (Secured Area)	NO BID
	2. North Tiyan (Non-Secured Area)	$104,995.00
	3. South Tiyan (Non-Secured Area)	$49,895.00
	4. Airport Industrial Park (Non-Secured Area)	$59,895.00
Alternate Bid B	All Service Areas (1+2+3+4)	NO BID
BIDDER: The Pit, LLC		
Alternate Bid A	1. Airport Operations (Secured Area)	$263,874.25
	2. North Tiyan (Non-Secured Area)	**$75,145.58**
	3. South Tiyan (Non-Secured Area)	$43,182.76
	4. Airport Industrial Park (Non-Secured Area)	$81,201.00
Alternate Bid B	All Service Areas (1+2+3+4)	$463,403.59

The lowest Alternate Bid B total bid is lower than the total of the lowest bids submitted for Alternate Bid A. The lowest Alternate Bid B bid was submitted by JJ Global Services in the amount of $289,485.00.

The total contract award for this bid is a total annual cost of $289,485.00 per year for a term of three (3) years with two (2) one-year option years, not to exceed five (5) years, to be exercised at GIAA's sole discretion. Funding for this contract is available under the Property & Facilities Division O&M Budget.

Management recommends that the Board award the Grounds Maintenance Services contract to JJ Global Services, who has been determined to have met the standards of responsibility and responsiveness outlined in the Guam Procurement Regulations for a term of three (3) years, with two (2) one-year option years. Discussion followed relative to current contracts versus bids.

Director Weakley inquired whether the same quality assurance group working on the Janitorial and Maintenance Services contracts will also oversee the referenced contract. Executive Manager Ada replied yes, the team will also be provided a vehicle.

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

Resolution No. 20-14

The Board hereby approves the contract award for Grounds Maintenance Services under the Invitation for Bid No. IFB No.GIAA-003-FY20 to Luis Bustamante dba JJ Global Services in the amount of $289,485.00, as recommended by Management, subject to review by legal counsel.

D. Approval of Award for Rehabilitate Runway 6L/24R - Construction Phase I

The next item requiring Board action was the award for Rehabilitate Runway 6L/24R - Construction Phase I. Mr. Frank Santos provided background information to the Board on the referenced project, stating that on June 14, 2019 GIAA issued an IFB for the construction services for the Project. Only one bidder responded, with a bid price exceeding the anticipated phased grant funding. On July 26, 2019, pursuant to Procurement Regulations, GIAA canceled the IFB. Pursuant to Procurement Regulations, GIAA now intends to proceed with the procurement of the construction services for the Project via sole source from the single bidder who responded to the IFB, Hawaiian Rock Products Corporation (HRC).

Under the single bidder contract with the FAA, GIAA was allowed to negotiate with the single bidder. GIAA was able to negotiate from $21M to less than $20M. Construction for the project will be funded by two (2) separate grant sources from the FAA. Phase 1A will be funded with $10M in Supplemental Appropriations programmed by the Secretary of the U.S. Department of Transportation. Phase 1B will be funded with $10M from FY2020 AIP funding. Summer 2020, FAA will issue a grant for $10M for Phase 1B, if the contractor elects to hold the same price for the project. Phase 1B may be awarded to the contractor on the same basis under sole source. Discussion ensued relative to the process.

Board action is required to approve the sole source award for Phase 1A to Hawaiian Rock Products Corporation (HRC) in the amount of $10,014,867.60 for a construction period of nine (9) months.

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

Resolution No. 20-15

The Board hereby approves the sole source award for Rehabilitate Runway 6L/24R - Construction Phase 1A to Hawaiian Rock Products Corporation in the amount of $10,014,867.60 for a construction period of nine (9) months.

C. Ratification of Quarterly Travel

Executive Manager Ada presented the quarterly travel report from October to December 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. 20-16

The Board hereby ratifies the FY2020 1st quarter travel report from October to November 2019 as presented.

7. REPORT OF THE EXECUTIVE MANAGER

A. Management Plans and Priorities for 2020 & Significant Accomplishments for 2019

Reference is made to the Executive Manager's Report,which isincluded as part of the Board's packet, Management's Plans and Priorities for 2020 & Significant Accomplishments for 2019, which was presented by Executive Manager Ada. The report included brief updates on Airport operations, CIPs and Regulatory updates.

Chairman Bamba raised the topic of the establishment of Board Sub-Committees and suggested not only participation from the Board but also Management in order for the Board to support the priorities that the Executive Manager has laid out. Chairman Bamba informed the Board that the suggested committees will be: Strategic Development and Finance; Capital Improvement Projects (CIP); People & Operations; Air Service Development, Marketing & Customer Service; and Legislative Issues & Litigation.

Discussion followed with Chairman Bamba announcing the suggested committee members. Chairman Bamba asked that the Board review the handout and advise of any questions or revisions. The item will be tabled until the next Board meeting and discussed under Old Business.

8. REPORT OF THE COMPTROLLER

Ms. Antoinette Bautista reported on the revenues and expenses of the Authority as of **November 30, 2019**. Ms. Bautista reported that year-to-date Total Signatory Revenues are above budgeted revenues by **5.3%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-0.2%** and **-1.1%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **8.5%**. Year-to-date Total Operating Revenues Actual of **$12.5M** is **-0.9%** below the budget estimate of **$12.6M**. Year-to-date Total Operating Expenses are below budget by **-17.7%**. Components of this line item include a **-9.4%** decrease in Personnel Service, a **-19.7%** decrease in Contractual Services, a **-83.0%** 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 **$5.6M**reflects an increase of **33.1%** over the year-to-date budgeted amount of **$4.2M**. Ms. Bautista reported that the year-to-date Debt Service Coverage is at **1.53** versus the requirement of **1.25.**

Chairman Bamba requested a forecast for the next quarter.

9. EXECUTIVE SESSION

The next item on the agenda was Executive Session.

Due to previously disclosed conflicts of interest, Chairman Bamba recused himself from participating in Executive Session and requested that Vice Chairman Sobti preside over the next portion of the meeting.

Upon written recommendation of counsel, on motion duly made by Director Weakley, seconded by Director Belanger, and unanimously approved, the Board recessed to convene into Executive Session at 4:26 p.m.

The Board convened into Executive Session at 4:37 p.m. to discuss DFS Guam L.P. related litigation to which GIAA is or may be a party. Attending Executive Session were Directors Sobti, Alcorn, Belanger, Tainatongo and Morato, Weakley, Executive Manager Ada, and Legal Counsels, Janalynn Cruz Damian, Eduardo A. Calvo and Genevieve P. Rapadas. Also present was the court reporter who will prepare a transcript of the Executive session.

Executive Session adjourned at 5:18 p.m., at which time Chairman Bamba re-enters the conference room and announced that the Board will reconvened regular session.

10. PUBLIC COMMENTS

There were no Public Comments.

11. ADJOURNMENT

Motion to adjourn duly made by Director Belanger, seconded by Director Alcorn; motion unanimously passed. The meeting was adjourned at 5:26p.m.

Dated this _____, day of _____, 2019.

Attest:

Brian J. Bamba	Donald I. Weakley
Chairman	Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, January 30, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The January 30, 2020 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 3:08 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Directors Present:	**Offices or positions:**
Brian J. Bamba	Chairman
Gurvinder Sobti	Vice Chairman
Donald I. Weakley	Board Secretary
Zenon E. Belanger	
Doyon A. Morato	
Rosie R. Tainatongo*	

Directors Absent:
Lucy M. Alcorn (Excused)

GIAA Officials:	
Thomas C. Ada	Executive Manager
John A. Rios	Comptroller
Edward Muna	Air Terminal Manager, Acting
Vince Naputi	Chief, Airport Police
Victor Cruz	Engineering Supervisor
Joseph Javellana	Program Coordinator IV
Elfrie Koshiba	Airport Marketing
Henry Cruz	Procurement
Genevieve P. 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

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

3. APPROVAL OF MINUTES

A. January 17, 2020 - Regular Meeting *TABLED*

Chairman Bamba announced that the minutes of the January 17, 2020 meeting would be tabled until the next regular Board meeting.

4. CORRESPONDENCE

Executive Manager Ada announced the correspondence from the Office of the Vice Speaker, Telena C. Nelson dated January 30, 2020. The letter outlines a request from the Vice Speaker that GIAA immediately suspend all incoming flights from countries that have confirmed cases of coronavirus, including China, Japan, Korea, Malaysia, Singapore and Australia, and countries suspected of having cases of coronavirus, such as the Philippines, Taiwan and Hong Kong. Executive Manager Ada informed the Board that he has not yet responded, and had forwarded the letter to both the Governor's Office as well as the Guam Visitors' Bureau (GVB) who is formulating a response.

The Vice Speaker in another letter is requesting documents relating to the measures and procedures in place for preventing, detecting and responding to infectious disease threats or epidemics. Executive Manager Ada informed the Board that the Airport will provide whatever possible, however GIAA's only purview is directing planes, the clinical response is from Department of Public Health (DPHSS).

The Vice Speaker has also sent an email with notice of an Oversight Hearing on February 6, 2020 relative to the coronavirus and measures that are being taken. Executive Manager Ada went on to inform the Board of multi-agency meetings that have taken place to discuss coronavirus procedures and scenarios.

Director Weakley inquired if the Vice Speaker’s Office should be invited for the multi-agency meetings. Executive Manager Ada replied that the Vice Speaker’s Office will be extended an invitation. Discussion followed relative to procedures.

*Chairman Bamba at this time announced the arrival of Director Tainatongo.

5. OLD BUSINESS

A. Board Committees and Assignments

Chairman Bamba presented a memorandum to the Board dated January 30, 2020 regarding previously recommended Board sub-committees. The Chairman suggested Committees that include Board and Management participation to drive policy and work hand in hand with Management. Discussion followed relative to educating the Board.

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

Resolution No. 20-17

The Board hereby approves the Board Committees and Assignments as presented:

1. **Strategic Development and Finance**
   Chair: Brian Bamba
   Gurvinder (Bic) Sobti
   Comptroller
   Airport Services Manager
   Airport Terminal Manager
2. **Capital Improvement Projects (CIP)**
   Chair: Zenon Belanger
   Gurvinder (Bic) Sobti
   P&F Superintendent
   Engineering Supervisor
   Finance and Accounting Supervisor
3. **People & Operations**
   Chair: Rosie Tainatongo
   Donald Weakley
   Deputy Executive Manager
   Airport Services Manager
   Commercial Property Manager
4. **Air Service Development, Marketing, & Customer Service**
   Chair: Lucy Alcorn
   Doyon Morato
   Airport Services Manager
   Commercial Property Manager
   Marketing Administrator
5. **Legislative Issues & Litigation**
   Chair: Brian Bamba
   Gurvinder (Bic) Sobti
   Doyon Morato (for conflict matters)
   Executive Manager
   Deputy Executive Manager
   Comptroller
   Airport Services Manager

6. NEW BUSINESS

A. Strategic Partnership Study

I. Approval of Resolution to enter into MOA with GEDA to Undertake Study

II. Approval of Budget to Fund Strategic Partnership Study

The first item discussed was the Strategic Partnership study. Executive Manager Ada informed the Board that Airports around the world are entering into various levels of public-private strategic partnerships for the purpose of accessing the private capital to upgrade aviation infrastructure and system capacity, and to improve passengers' airport experience. GIAA and GEDA recognize the need to study the costs and benefits associated with entering into various types of public-private partnership arrangements.

GIAA's Master Plan will be worked on in 2020. This will let us know what kind of capital GIAA has to work with. GEDA has administered the planning and implementation of multiple development projects utilizing its resources and expertise of Real Property Planning and Capital Raising. A consultant will be hired with expertise and be able to advise, support and collaborate with GEDA and GIAA with respect to the partnership study.

The MOA between GIAA and GEDA authorizes GIAA to undertake the study, and authorizes the allocation of $285,000.00 to execute the study. The funds will be under Administration division budget.

Chairman Bamba advised that GIAA will be involved in every step of the study.

Vice Chairman inquired if the GEDA Board is involved. Executive Manager Ada advised that the signatories will be the GIAA Executive Manager, GIAA Chairman, GEDA Director, GEDA Chairman and Legal Counsels.

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

Resolution No. 20-18

The Board hereby approves the Memorandum of Agreement (MOA) between GIAA and GEDA with regard to the strategic partnership study as presented and further authorizes the allocation of $285,000.00 to execute the study, subject to further review by Legal Counsel.

A. Approval of Budget for Procurement of Luggage Carts

The next item on the agenda was the procurement of luggage carts. Executive Manager Ada advised the Board that there are no numbers to present to that Board at this time, that Management is working with staff to gather the information such as price and quantity. At this time Executive Manager Ada is requesting for a budget not to exceed $200,000.00 for the procurement of luggage carts.

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

Resolution No. 20-19

The Board hereby authorizes a budget not to exceed $200,000.00 for the procurement of luggage carts.

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.

Director Morato inquired on the RFP for the Master Food & Beverage Concession, if the Board would be provided an overview. Executive Manager Ada replied yes. Discussion followed relative to the opportunity for small businesses to be involved in concession.

8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **December 31, 2019**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-2.6%**, year-to-date Total Concession Revenues and Passenger Facility Charges are above and below budget by **1.6%** and **-0.4%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are above the budget estimate by **8.3%**. Year-to-date Total Operating Revenues Actual of **$19.2M** is **0.8%** below the budget estimate of **$19.1M**. Year-to-date Total Operating Expenses are below budget by **-23.2%**. Components of this line item include a **-22.4%** decrease in Personnel Service, a **-21.1%** decrease in Contractual Services, a **-69.2%** decrease in Materials & Supplies and a **-0.00%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$8.9M** reflects an increase of **58.5%** over the year-to-date budgeted amount of **$5.6M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **2.02** versus the requirement of **1.25.**

9. EXECUTIVE SESSION

Legal counsel announced that there would be no Executive Session.

10. PUBLIC COMMENTS

There were no Public Comments.

Director Weakley inquired with the Directors which email address they use for the Airport. A number of Directors mentioned that they would use the Airport email strictly for Airport business. The Chairman recommended Directors separate their personal email from the Airport email. Legal Counsel agreed and stated that it is best to separate Airport emails from their personal email. She noted that circumstances from a prior litigation required all Board of Directors at the time to make available their personal email files.

11. ADJOURNMENT

Motion to adjourn duly made by Director Weakley, seconded by Vice Chairman Sobti; motion unanimously passed. The meeting was adjourned at 4:14p.m.

Dated this _____, day of _____, 2020.

Attest:

Brian J. Bamba	Donald I. Weakley
Chairman	Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

Subject: GIAA Refunding 2020

I. Background:

1. GIAA went to bond market in Oct. 2019 to refund/restructure bonds to obtain $18M in debt service savings,
2. GIAA stated in its finance plan that savings was to be used for:
   a. $10M for local match to approx. $100M in FAA Grants,
   b. $8M to fund deferred CIPs.
   c. Savings was not to be used for 3rd Floor project.

II. Proposed Refunding Summary:

1. Barclays makes the following recommendation:
   "...the decline in interest rates presents GIAA an opportunity to refund certain of its Series 2013 Bonds for significant debt service savings."
2. GIAA could realize savings of about $9.6M in 2021-2022 ($5.8M & $3.8M, respectively).
3. Although several options were looked at, the recommended option is driven by when GIAA needs to have the savings available.
   a. Level Savings through 2043. If there is no urgency for the savings, $15.3M in savings can be realized by the refunding through 2043.
   b. Accelerated Savings with $10.2M becoming available during 2021-2026.
   c. Maximum accelerated savings could be realized with $9.6M becoming available in 2021-2022
4. Savings realized will be used to fund cost increases of the 3rd Floor project, which is expected to go from $134M in Jan 2019, to an estimated $150M.

III. Needed Board Action:

a. To approve Bond Refunding, with the recommendation to pursue the Maximum Accelerated Savings option.
b. Approve Resolution authorizing EM to work with Legal Counsel in drafting appropriate legislation and working with the Legislature in passage of legislation authorizing GIAA to undertake a bonding refunding transaction.

BARCLAYS

Sean Keatts
Director

701 Fifth Avenue, Suite 7101
Seattle, Washington 98104-7016
(206) 344-5881 Office
(646) 491-0943 Cell
(212) 520-0817 Fax
sean.keatts@barclays.com

TO: A.B. Won Pat International Airport Authority
Guam Economic Development Authority
Bureau of Budget and Management Research

FROM: Barclays

DATE: February 21, 2020

SUBJECT: **Refunding Opportunity**

As we have discussed, the decline in interest rates has presented the Authority with an opportunity to refund certain of its Series 2013 Bonds for significant debt service savings. This memo is a follow-up to our call from yesterday.

We estimate that net present value ("NPV") savings would be around **$8.7 to $9.1 million**, depending on how the Authority chose to realize savings up-front or over time (i.e., through 2043).

Based on our call of yesterday, we have prepared three refunding scenarios:

1. A purely economic refunding with level savings over time (through 2043).
2. A purely economic refunding with savings accelerated as quickly as possible (in this case, through 2027).
3. An economic refunding with a small amount of refunding of non-callable bonds in order to accelerate savings as quickly as possible into 2021-2022.

None of these scenarios would be a restructuring of the type the Authority executed in 2019. Such a scenario potentially would be possible if further up-front savings were desired.

The following summarizes the results of our analyses:

Scenario	1. Level Savings	2. Accelerated Savings	3. Maximum Accelerated Savings
Series Refunded	2013B/C	2013B/C	2013A/B/C
Principal Refunded	$111,950,000	$111,950,000	$118,105,000
NPV Savings	$9,105,577	$8,709,259	$8,665,129
Savings Ratio	8.13%	7.78%	7.34%
Total Savings Over Time	$15,265,792	$10,610,673	$9,644,454
Savings Realized 2021-2022	$1,322,890	$3,400,520	$9,592,221
Average Rate on Refunded Bonds	6.18%	6.18%	6.18%
All-In True Interest Cost of Refunding Bonds	4.26%	4.28%	4.26%

The following summarizes the debt service savings by year:

Fiscal Year	1. Level Savings	2. Accelerated Savings	3. Maximum Accelerated Savings
2021	$661,065	$1,700,260	$5,803,236
2022	661,825	1,700,260	3,788,986
2023	664,908	1,700,260	486
2024	665,508	1,700,260	3,991
2025	664,579	1,700,260	1,787
2026	661,517	1,700,260	3,215
2027	661,972	370,260	3,900
2028	663,457	1,265	1,265
2029	663,838	3,255	3,255
2030	665,306	2,023	2,023
2031	662,629	2,532	2,532
2032	665,810	4,637	4,637
2033	664,556	3,246	3,246
2034	663,679	3,203	3,203
2035	661,361	2,720	2,720
2036	666,263	486	486
2037	662,952	2,695	2,695
2038	662,436	3,348	3,348
2039	663,483	1,426	1,426
2040	664,968	1,023	1,023
2041	665,682	930	930
2043	663,864	4,676	4,676
2043	664,139	1,390	1,390
Total	$15,265,794	$10,610,675	$9,644,454

I hope you have found this information useful. Please call Sean at (206) 344-5881 or (646) 491-0943 if you have any questions.

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 20-____

RELATIVE TO AMENDING GIAA'S ENABLING STATUTE TO AUTHORIZE REFUNDING OF PRIOR BONDS

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.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE FEBRUARY 27, 2020 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman	**GURVINDER SOBTI, Vice Chairman**
DONALD I. WEAKLEY, Secretary	**LUCY M. ALCORN**
ZENON E. BELANGER	**ROSIE R. TAINATONGO**
DOYON A. MORATO	

ATTEST:

DONALD I. WEAKLEY, Secretary

ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
BOARD OF DIRECTORS RESOLUTION NO. 20-____

RELATIVE TO AMENDING ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM'S ENABLING STATUTE RELATIVE TO THE SOLICITATION OF CONCESSION AGREEMENTS

WHEREAS, the ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM's ("GIAA" or the "Authority") Board of Directors ("Board") finds that GIAA's strong financial health and stability and the efficient management and operation of the Antonio B. Won Pat International Airport (the "Airport") are in the best interest of the government of Guam, are consistent with GIAA's Federal Aviation Administration ("FAA") grant assurances, and benefit and protect GIAA's bondholders, the traveling public, and the people of Guam; and

WHEREAS, GIAA's Board further finds that GIAA's continued financial health, stability, welfare and efficiency is dependent on the Authority's ability to maximize non-airline revenues generated by concession agreements and the revenue generated from GIAA's concession agreements is a cornerstone of GIAA's self-sustainability, financial condition, operations and future; and

WHEREAS, GIAA's Board finds that the majority of international airports in the United States and throughout the world utilize the Request for Proposal ("RFP") process with respect to their retail, duty free, food and beverage, and other concessions to optimize revenues and benefits; and

WHEREAS, GIAA's Board finds that the Guam Procurement Law's and Procurement Regulations' solicitation, selection, and award procedures do not provide the best process for securing concessions intended to optimize revenues and ensure long-term self-sustainability and efficiency at GIAA; and

WHEREAS, GIAA's Board finds that concession agreements entered into by GIAA do not involve the expenditure of public funds but rather the generation of revenues for the benefit and welfare of the travelling public, the airlines serving Guam, the people of Guam, and GIAA's ability to meet demands for airport services; and

WHEREAS, GIAA's Board finds that it is in GIAA's and the Territory's best interest to clearly define and set forth the best practices and process for GIAA's solicitation of concessions; and

WHEREAS, GIAA's Board finds that it is in the interest of GIAA bondholders, the traveling public, the people of Guam, and the Territory that GIAA possess the ability to utilize various solicitation, selection, and award methods consistent with industry standards, including the RFP process, that would optimize non-airline revenue-generating potential; and

WHEREAS, in light of the importance of protecting and optimizing the revenue generated by concessions, the Board has determined that it is necessary to amend GIAA's enabling statute.

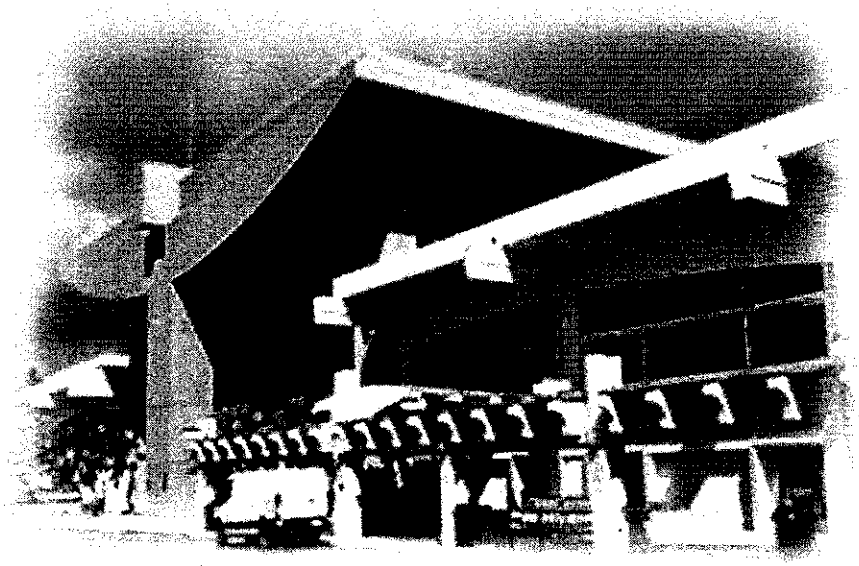
NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of GIAA hereby authorizes the amendment of GIAA's enabling statute consistent with the above findings, and further authorizes and directs the Executive Manager and GIAA management to take all actions and steps advisable or necessary to carry out the amendment of the Authority's enabling statute in accordance with this resolution.

DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE FEBRUARY 27, 2020 REGULAR BOARD MEETING.

BRIAN J. BAMBA, Chairman	**GURVINDER SOBTI, Vice Chairman**
DONALD I. WEAKLEY, Secretary	**LUCY M. ALCORN**
ZENON E. BELANGER	**ROSIE R. TAINATONGO**
DOYON A. MORATO	

ATTEST:

DONALD I. WEAKLEY, Secretary



International Arrivals Corridor

Terminal Building Structural Upgrade
and Concourse Isolation Project

Status Update Briefing
February 27, 2020

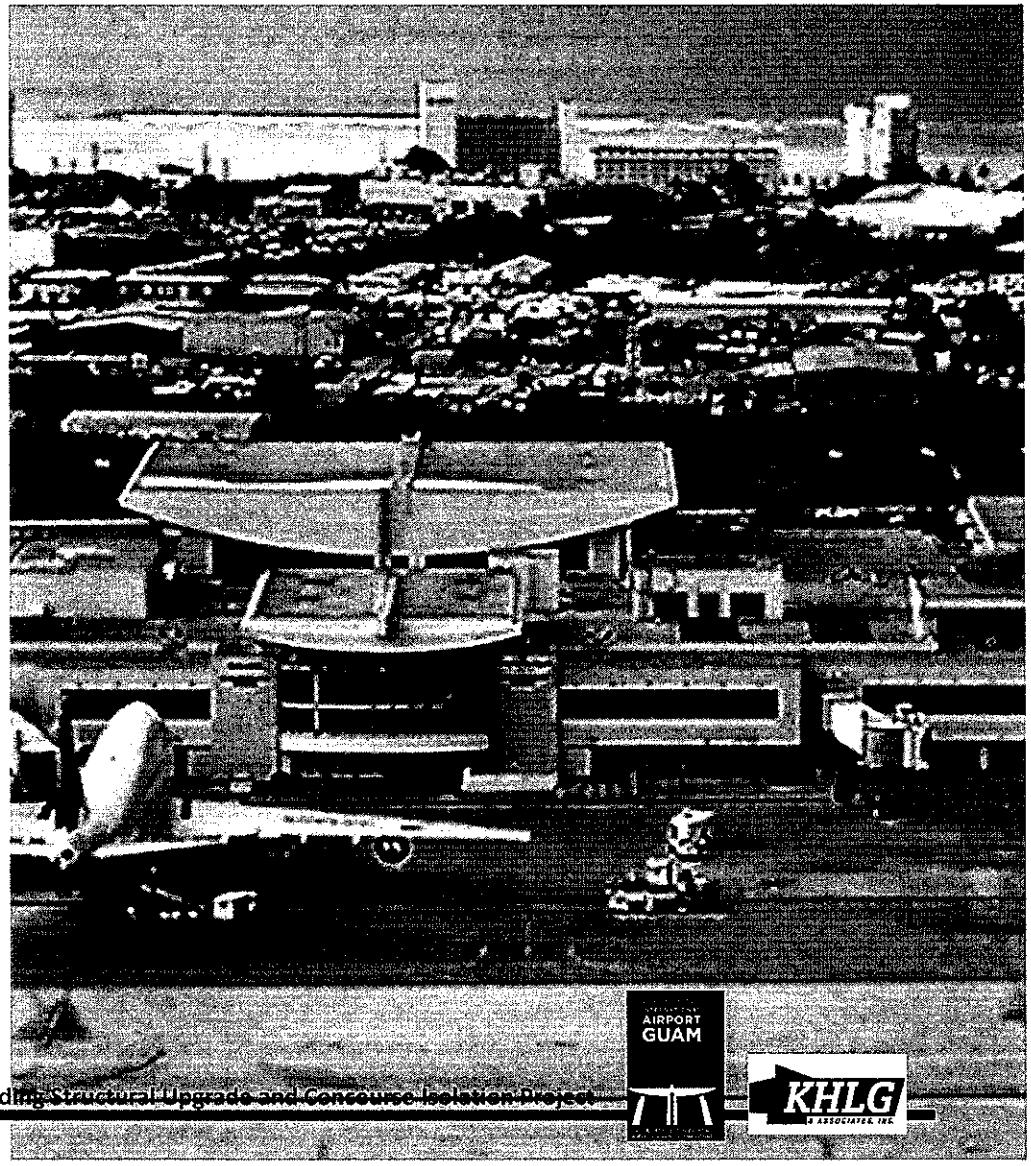
KHLG & ASSOCIATES, INC.

A.B. WON PAT
INTERNATIONAL
AIRPORT
GUAM

ATURIDAT PUETTON BATKON
AIREN GUAHAN ENTENASIONAT

CONTENTS

- The Team
- Scope of the Project
- Project Location/ Work Sites
- Schedule & Costs Update
- Contract Modifications
- Timelapse Video



The Team

Construction Management Team

Kent Hsieh, P.E.
Construction Manager

Isagani Rollo
Construction Engineer

Gerardo Leonardo
Resident Engineer

Al Tyrone De Guzman
Resident Engineer

Amelia Leon Guerrero
Document Control Specialist

Nazareth Presa, *QA Specialist*
Jason Remoket, *Project Inspector (Security/Safety)*
Ed Duay, *Resident Inspector*
Michael Duay, *Resident Inspector*

Contractor

Leonard K. Kaae
Sr VP & GM

Dean Bates, P.E
Senior Project Manager

Alex Factor
QCM

Santiago Baluyut
General Superintendent

Christen Clark
Project Controls

PCAS

Gil V. Evangelista, PE, SE
President

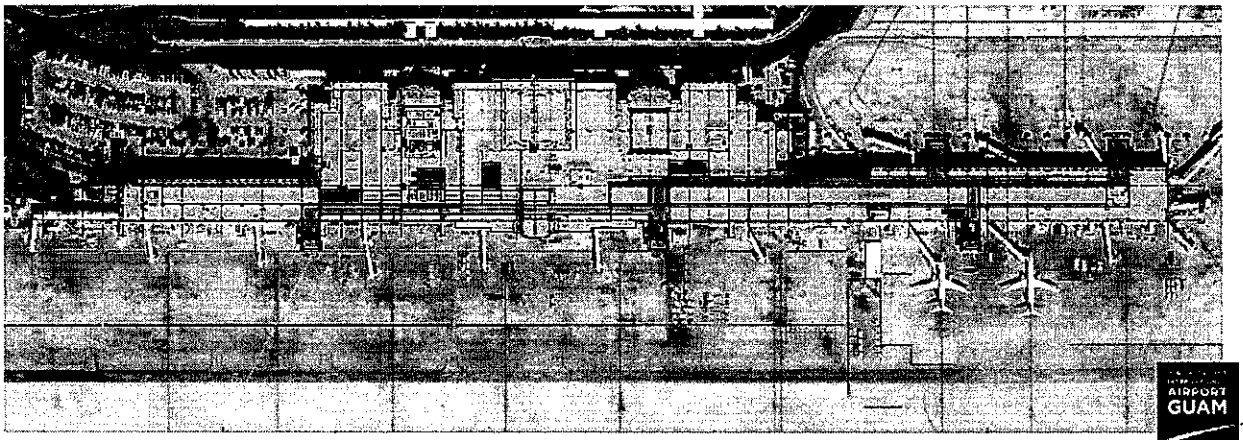
Carlito P. Acabado, P.E.
Vice President

Roger Nochefranca, P.E.

The PCAS Team lead by E&A Engineers is also comprised of professionals from EMC2 Mechanical Inc., EMCE, TRM Architects

Scope of Project

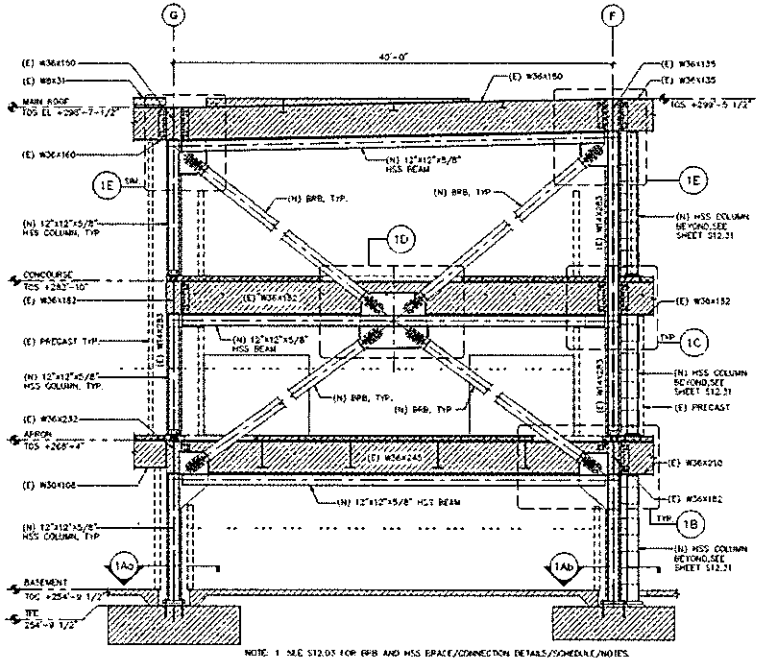
Package 1 - Terminal Building Structure Upgrade and Concourse Isolation Project will allow arriving and departing passengers to be separated, meeting federal security requirements. As it stands, temporary partitions line the departure corridor, and airport police monitor arrivals to ensure passengers don't mingle. The International Arrivals Corridor will add a third level to the currently existing airport terminal. The new level will be accessible through pods built outside of the existing structure. Arriving passengers will enter the new corridor through the pods, arriving directly at the U.S. Customs and Border Protection Hall. This new access path will separate arriving passengers from departing passengers in the second level concourse.



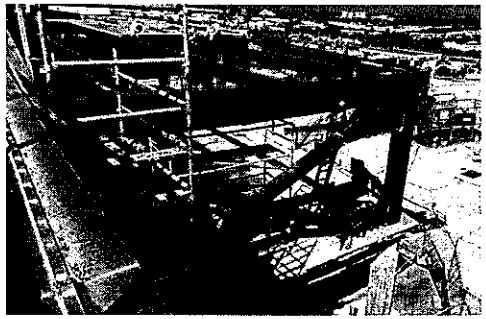
Terminal Building Structural Upgrade

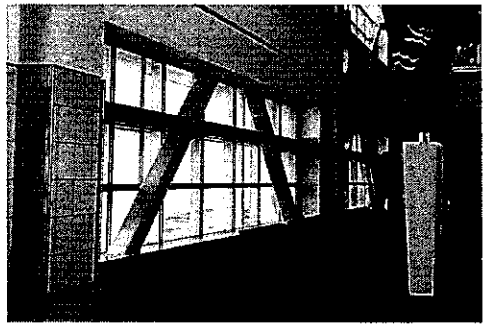
Package 2

The Structural Upgrade involves Contractor providing braces, brace connections, retrofitting of existing beams and columns and footings and other structural members.



1 OFFSET 2-STOREY X-BRACING ELEVATION AT GRID LINE E9 / G, F

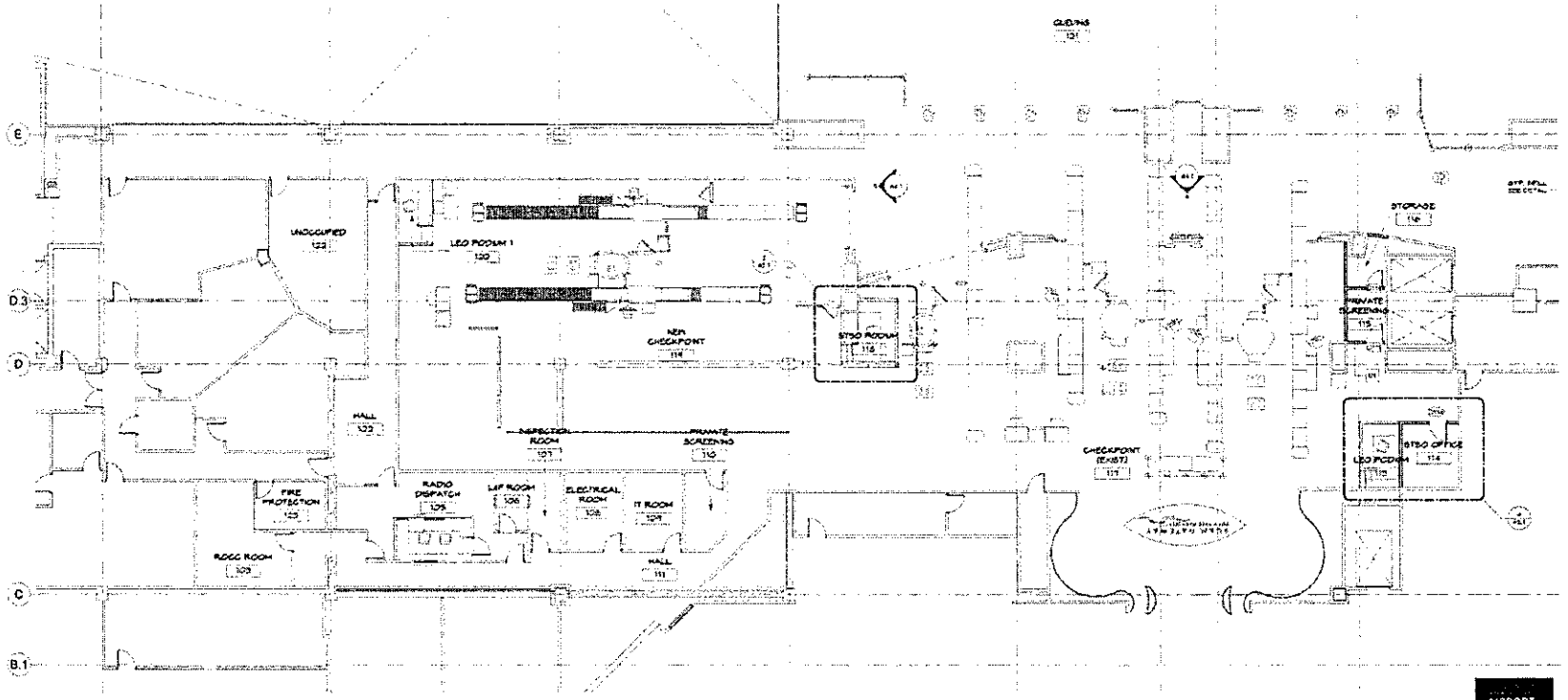




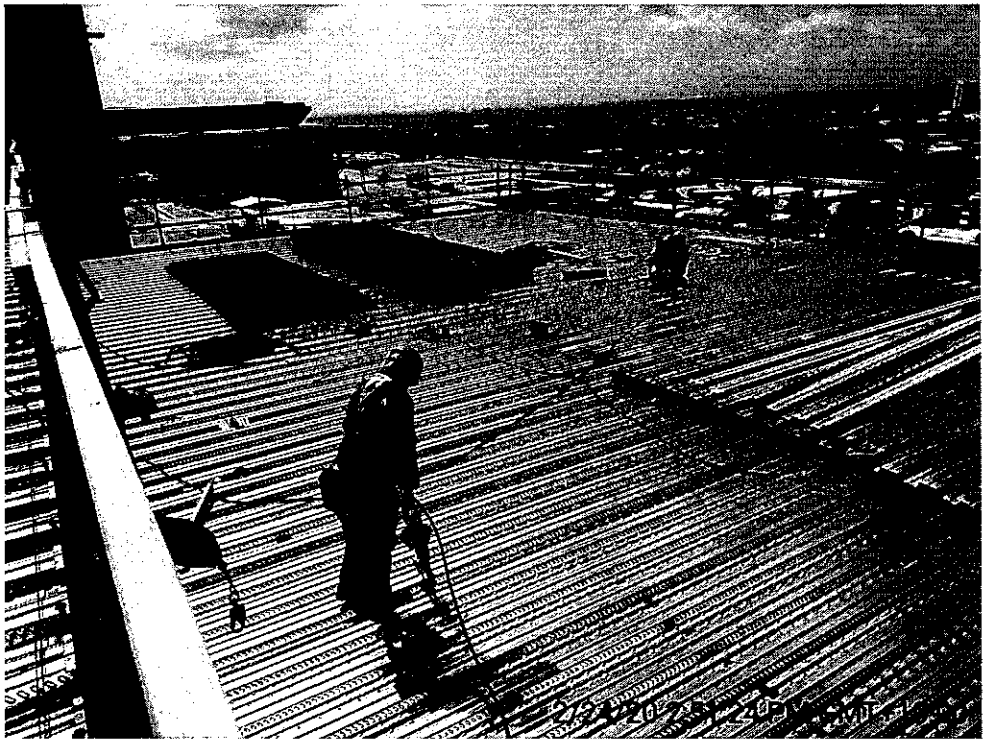
TSA Checkpoint Expansion

Package 3

TSA Checkpoint Expansion will provide two additional passenger checkpoint screening lanes.



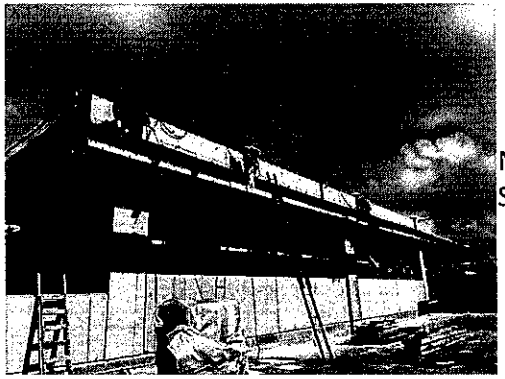
Roof Level



Placement of Metal Deck Wire Mesh

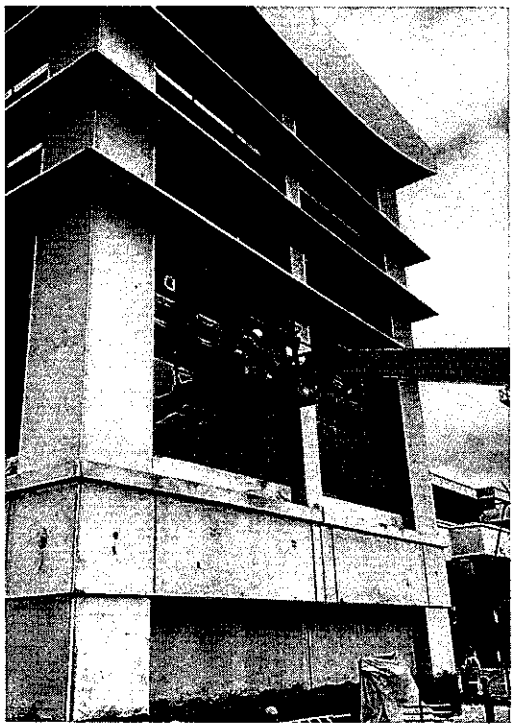


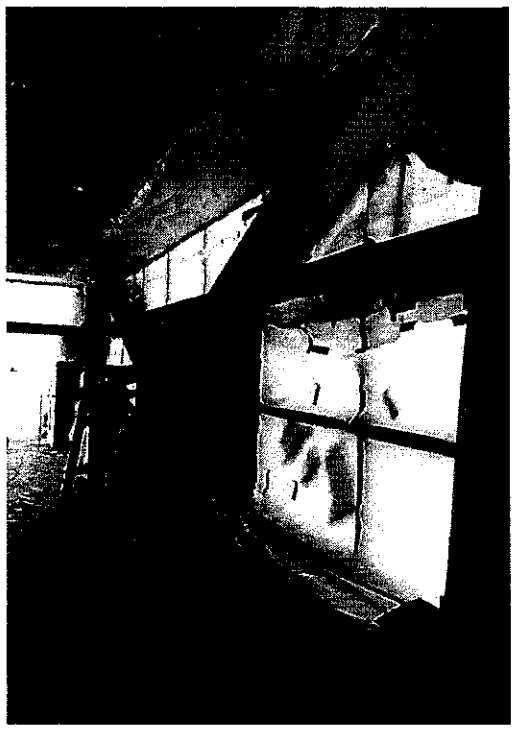
Main Roof Selective Demolition



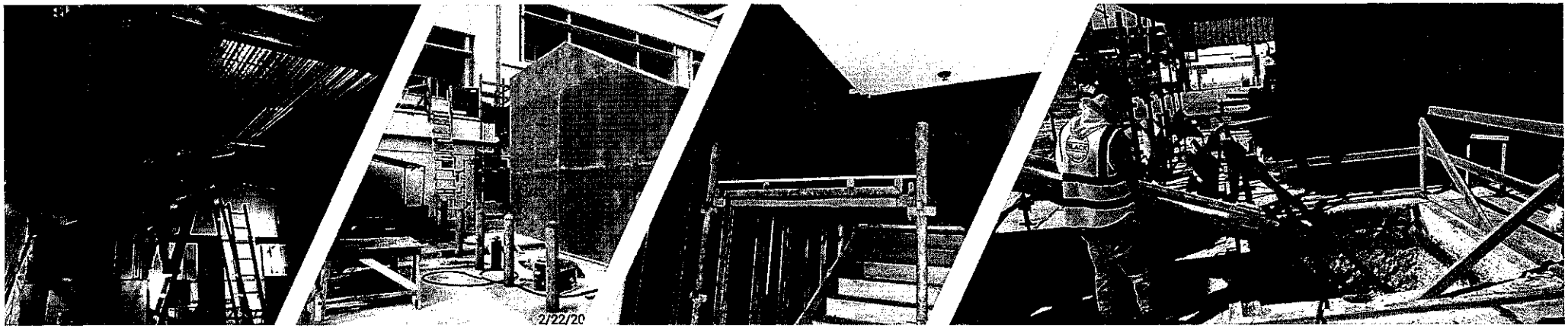
Main Roof Precast Panel Support Welding







Concourse Level





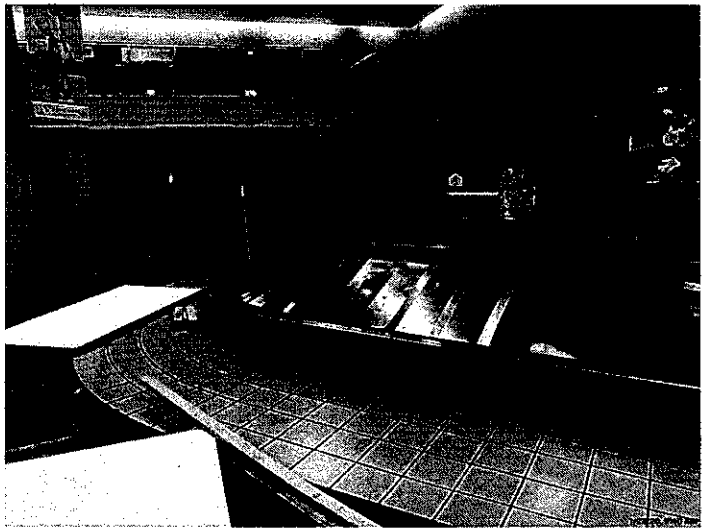
Apron Level

Terminal Building Structural Upgrade and Concourse Isolation Project

AIRPORT GUAM

KHLG & ASSOCIATES, INC.

Basement Level









Schedule and Cost Update

Updates as of December 31, 2019

Start Date:	01 March 2017
Original Contract Completion Date:	04 September 2019
Original Contract Amount:	$ 96,932,000.00
Approved Change Order #01 through #09:	$ 13,671,413.00
Revised Contract Amount:	$ 110,603,413.00
Work in Place:	$ 82,561,636
Estimated Percentage Complete:	74.65%
Payment Application #33	December 31,2019
Revised Completion Date:	04 August 2020
Revised Contract Time Elapsed:	82.67%

Completed Segments of Planned Construction

Seismic Upgrade of Bldg. 1&2 (W15-W5)

Seismic Upgrade of Bldg. 3 (W5-W2)

Seismic Upgrade of Bldg. 4 (W2-E2)

Concourse Renovation of Bldg. 3 (W5-W2),

Concourse Renovation of Bldg. 4 (W2-E2),

Concourse Renovation of Bldg. 5 (E2-E5),

Concourse Renovation of Bldg. 6 (E5-E10)

Concourse Renovation of Bldg. 1&2 (W15-W5),

Concourse Renovation of Bldg. 3 (W5-W2),

Concourse Renovation of Bldg. 4 (W2-E2),

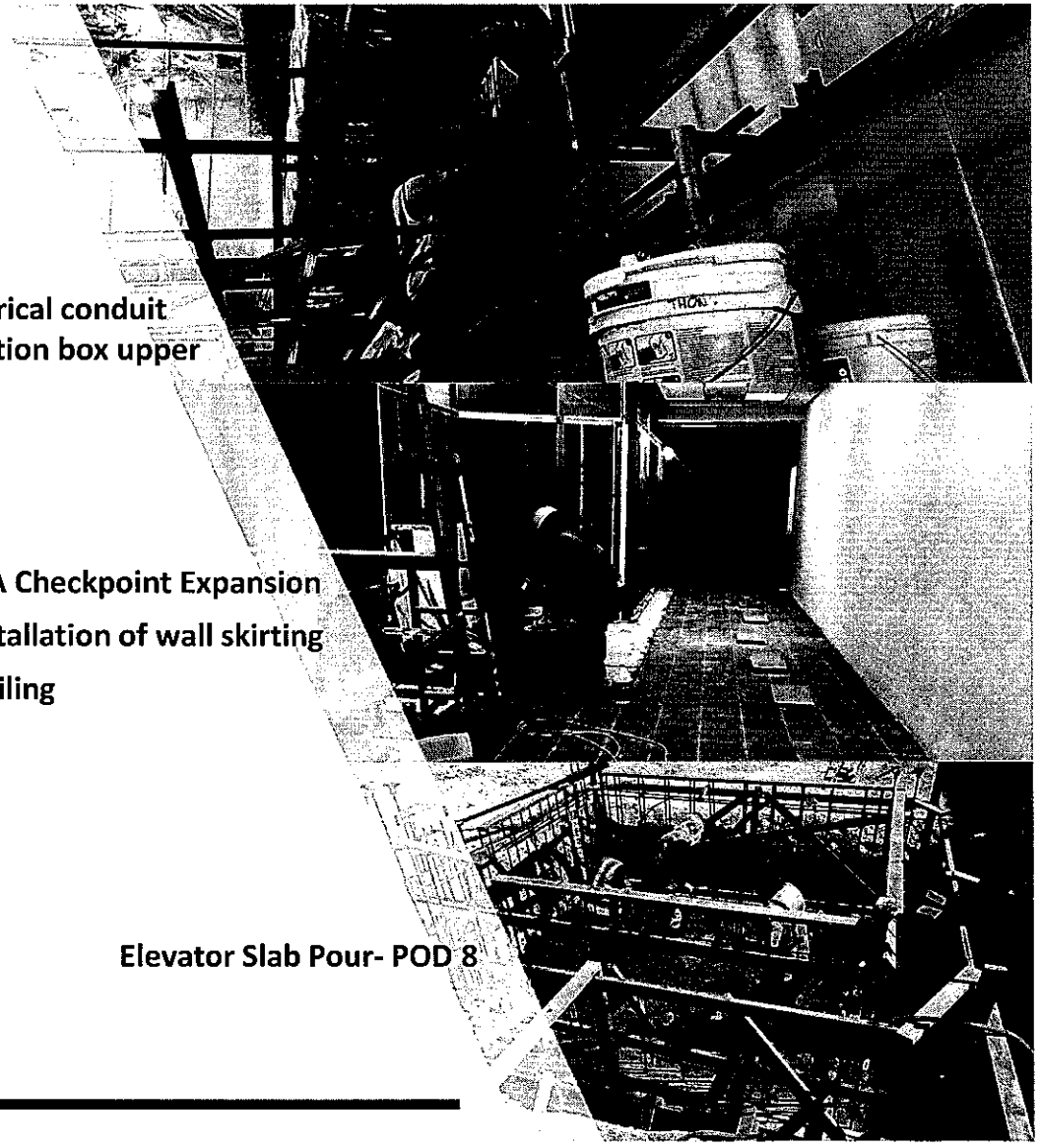
Concourse Renovation of Bldg. 5 (E2-E5),

Concourse Renovation of Bldg. 6 (E5-E10)



Work-In-Progress

- Seismic Upgrade - Bldg. 5 (E2-E5)
- Seismic Upgrade - Bldg. 6 (E6-10)
- Seismic Upgrade - Bldg. 6 (E10-E19)
- Seismic Upgrade - CBP & new elevator
- Seismic Upgrade - Bldg. 7 (E19-E24)
- POD 4 – Enclosure and Roofing, MEP
- POD 8 – Civil and Site Work & Foundation, Elevator Pit
- TSA Phase 2B and 2C
- Buttress and Bollard at GL E17
- Stair #10 extension at GL E1



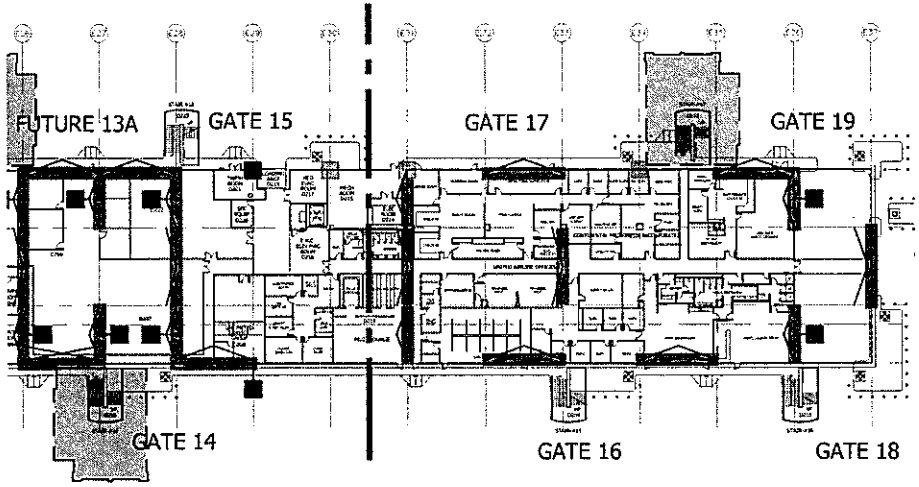
Installing electrical conduit pipes and junction box upper level of POD 4

TSA Checkpoint Expansion
Installation of wall skirting & tiling

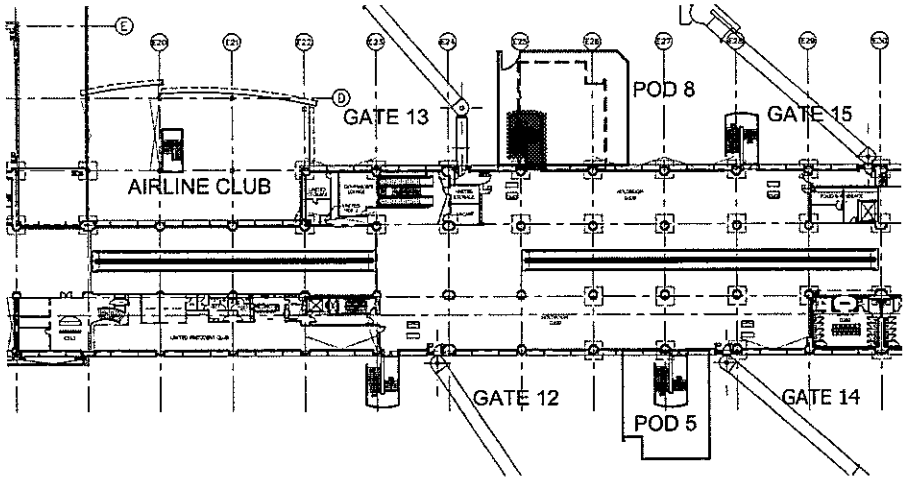
Elevator Slab Pour- POD 8

Work Awaiting Schedule

Airline Operation Offices at East end of Terminal



POD 5



RFIs & Submittals

Status of RFIs

- RFIs received to Date = 743
- PENDING RFIs = 7

- **Status of SUBMITTALS**
- Submittals received to Date = 1003
- PENDING Submittals = 16

As of February 25,2020



ARFF Phase 2 - Construction

Aircraft Rescue Firefighting Facility (ARFF)

Status Update Briefing
February 27, 2020

KHLG
& ASSOCIATES, INC.

A.B. WON PAT
INTERNATIONAL
AIRPORT
GUAM

ATURIDAT PUETTON BATKON
AIREN GUAHAN ENTENASIONAT

ABOUT THE TEAM:

Construction Management Team: KHLG & Associates

- Principal – Kent Hsieh, PE
- CM – John Paul Dierking
- Project Engineer – Carlo Tambora
- Other Team Members – RC Gallinari, Joanna Sablan, Mikee Solomon

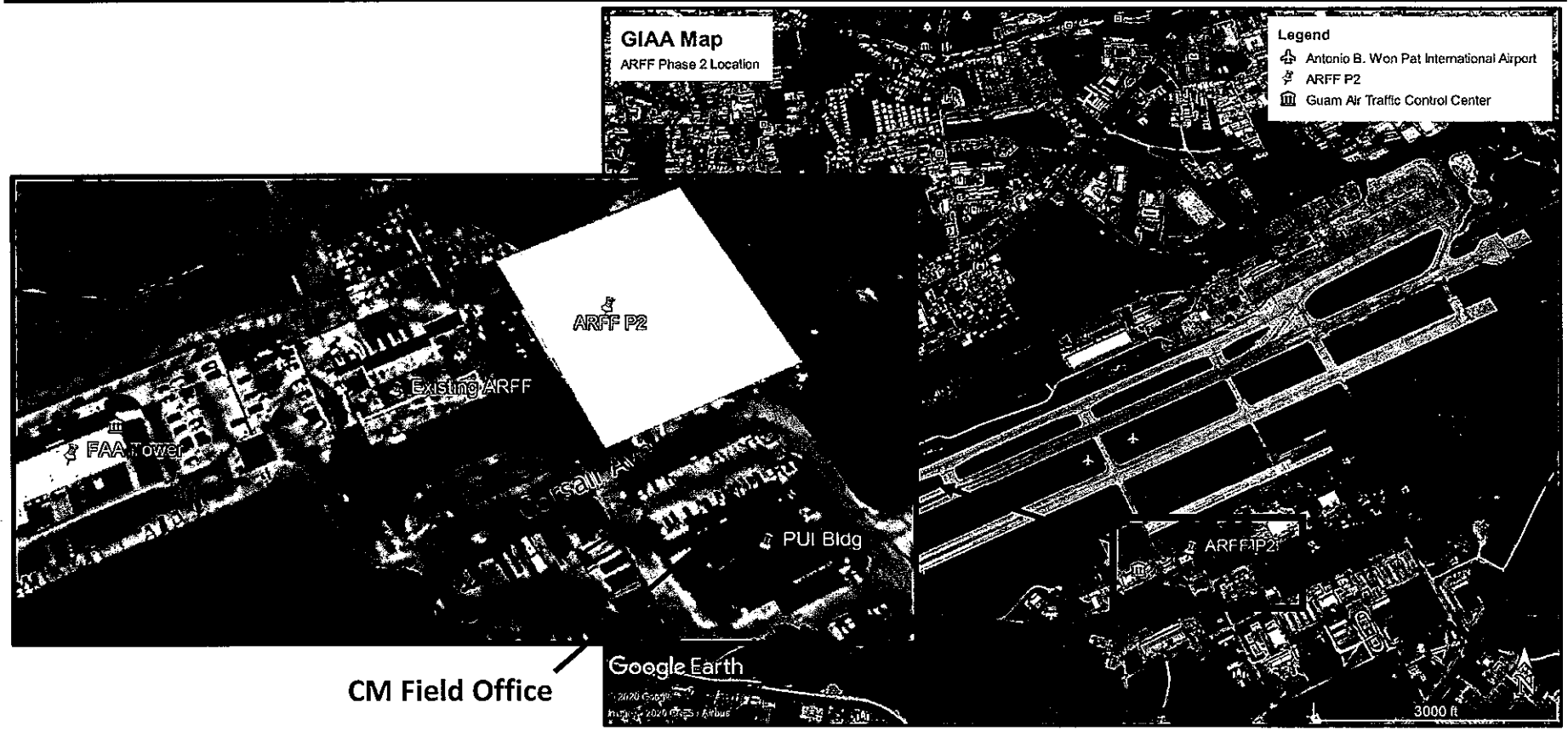
Contractor: BME & Sons

- President/Owner – Bernie Maranan
- PM- Danny Hernandez
- QC – Ruel Galang
- Other Team Members – Vital Biala, Danny Natividad

PCAS Team: Taniguchi Ruth Makio Architects

- Principal – Mike Makio, AIA
- Lead Design Coordinator – Nida Quilenderino
- Other Disciplines: Mech-WMES, Elec-EMCE, Struct-GHD, Civil/Telecom-HDR, AV-DL Adams

PROJECT LOCATION:



ARFF PHASE 2 - CONSTRUCTION

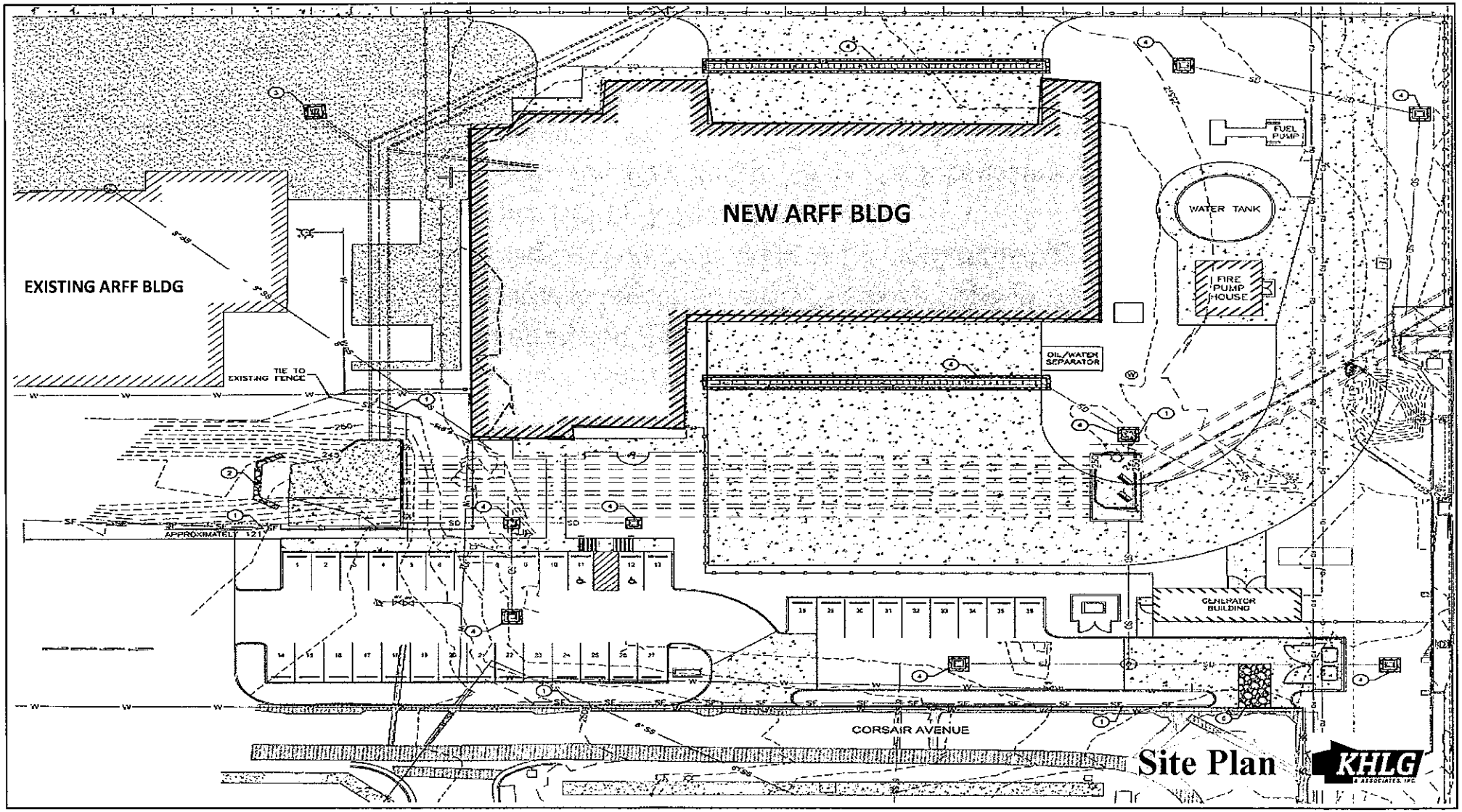
KHLG

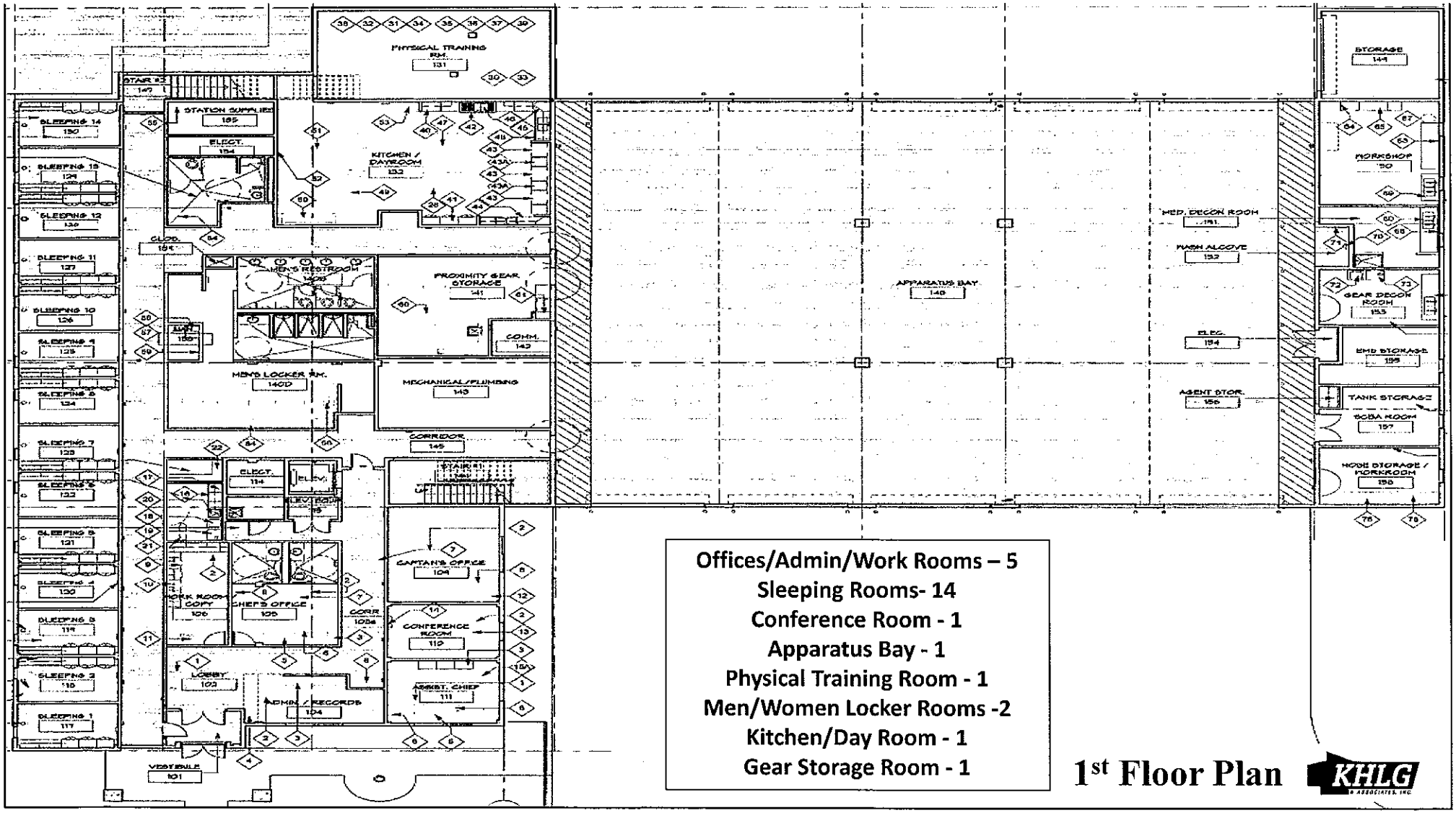
SCOPE OF PROJECT:

The project is for the construction of a new ARFF Facility at the A.B. Won Pat International Airport, Guam. This includes construction of a new, regulatory, compliant ARFF Facility to accommodate: 1) the station's apparatus bays; 2) living and working quarters; 3) and other ancillary facilities.

Key Features / Improvements:

- New 28K SF facility.
- Replaces older / rundown ARFF Building 17K SF facility.
- Adequate Office, Sleep Rooms, and Apparatus Bay for ARFF Personnel
- Drive thru operation to apparatus bays (currently "back-in" operation only).
- Reinforced concrete access aprons on both sides of the apparatus bay.
- New drive up Fuel and Water Filling Dispensers.
- New Support Facilities: Generator, Fire Pump, Water Tank Buildings.
- New perimeter security fencing.
- Vehicle parking for 35 POVs (currently very limited parking).

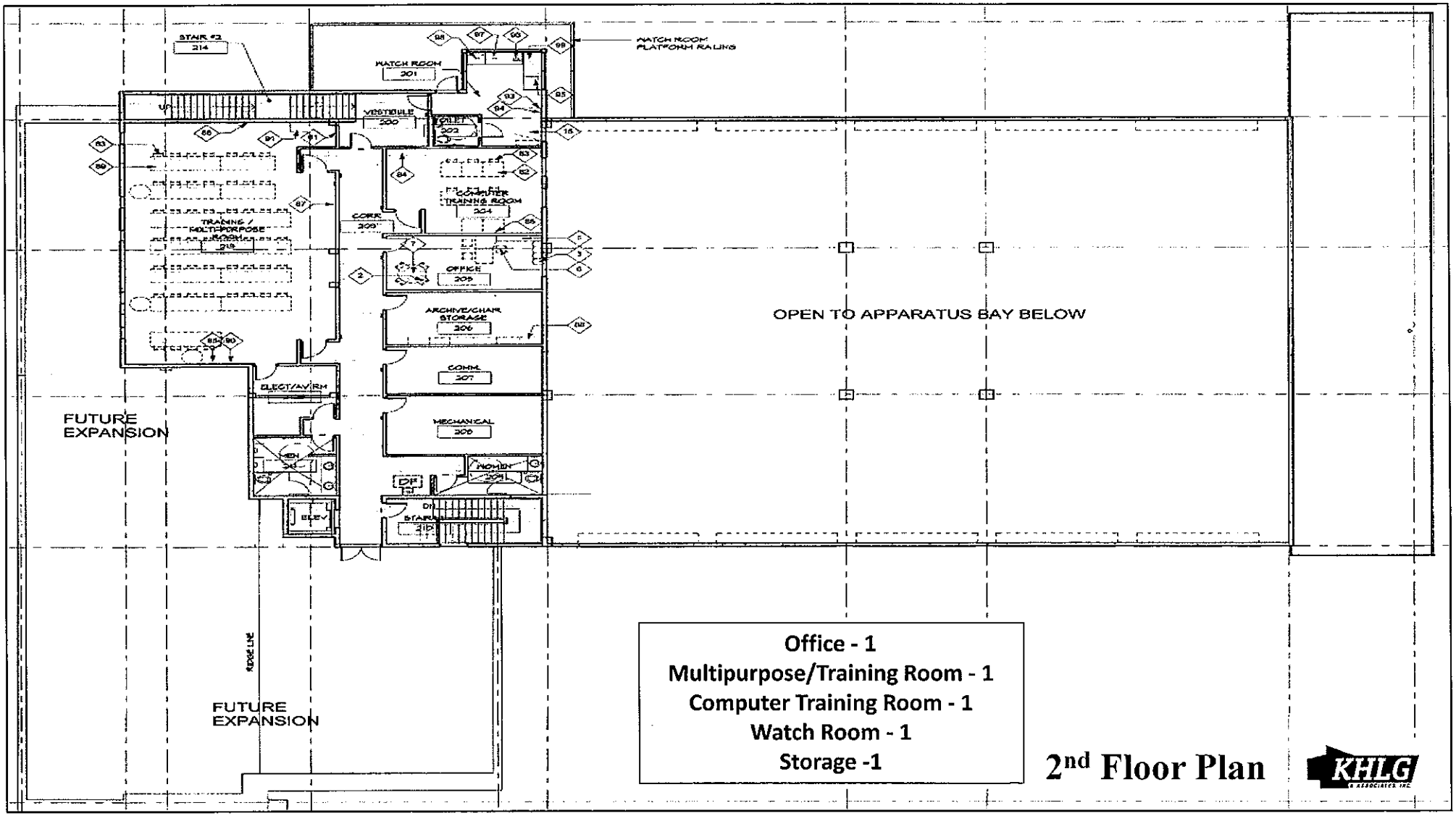

NEW ARFF BLDG
EXISTING ARFF BLDG
WATER TANK
FUEL PUMP
FIRE PUMP HOUSE
OIL/WATER SEPARATOR
TIE TO EXISTING FENCE
APPROXIMATELY 121'
GENERATOR BUILDING
CORSAIR AVENUE
Site Plan
KHLG

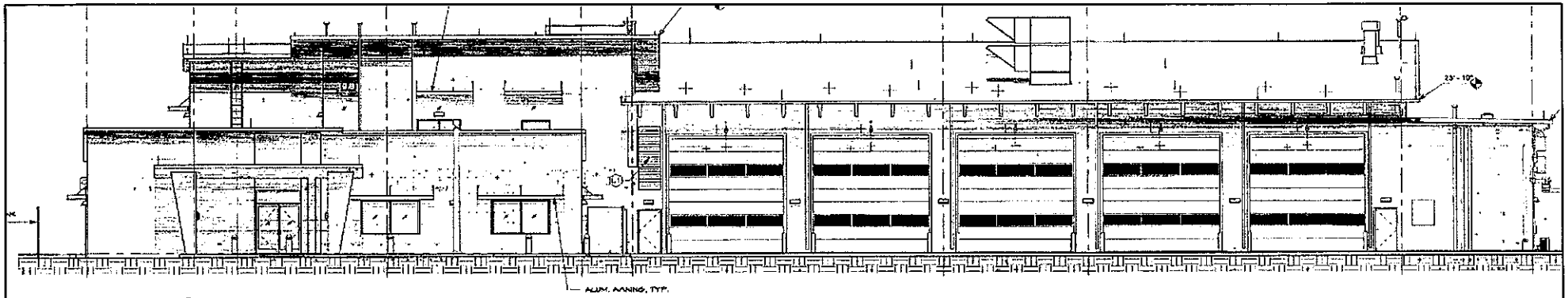


Offices/Admin/Work Rooms – 5
Sleeping Rooms- 14
Conference Room - 1
Apparatus Bay - 1
Physical Training Room - 1
Men/Women Locker Rooms -2
Kitchen/Day Room - 1
Gear Storage Room - 1

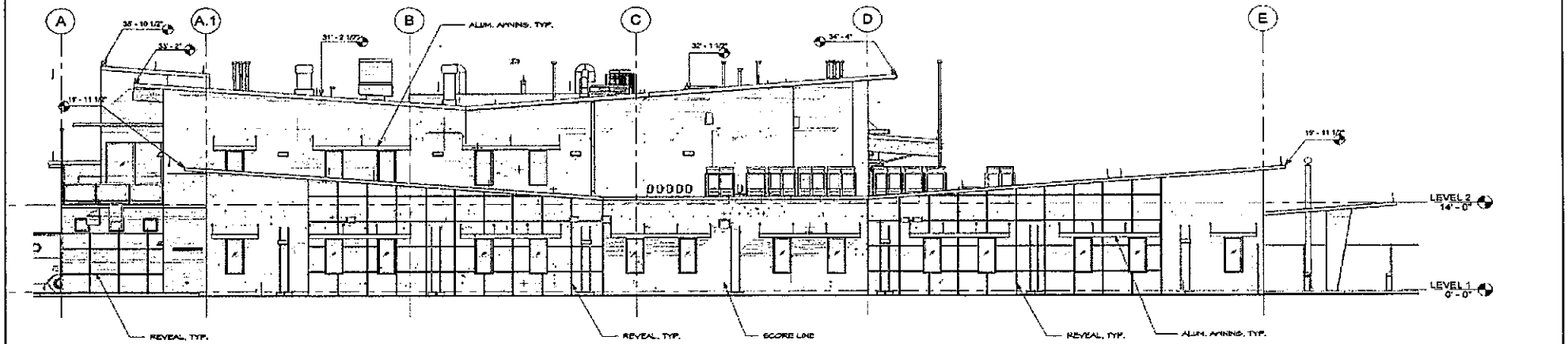
1st Floor Plan

KHLG


STAIR #2
214
MATCH ROOM
301
MATCH ROOM PLATFORM RAILING
VESTIBULE
200
TOILET
202
COMPUTER TRAINING ROOM
204
CORR.
203
TRAINING / MULTI-PURPOSE ROOM
215
OFFICE
205
ARCHIVE/CHAIR STORAGE
206
CONN.
207
MECHANICAL
208
ELECT/AV RM
OPEN TO APPARATUS BAY BELOW
FUTURE EXPANSION
FUTURE EXPANSION
RIDGE LINE
Office - 1
Multipurpose/Training Room - 1
Computer Training Room - 1
Watch Room - 1
Storage -1
2nd Floor Plan
KHLG



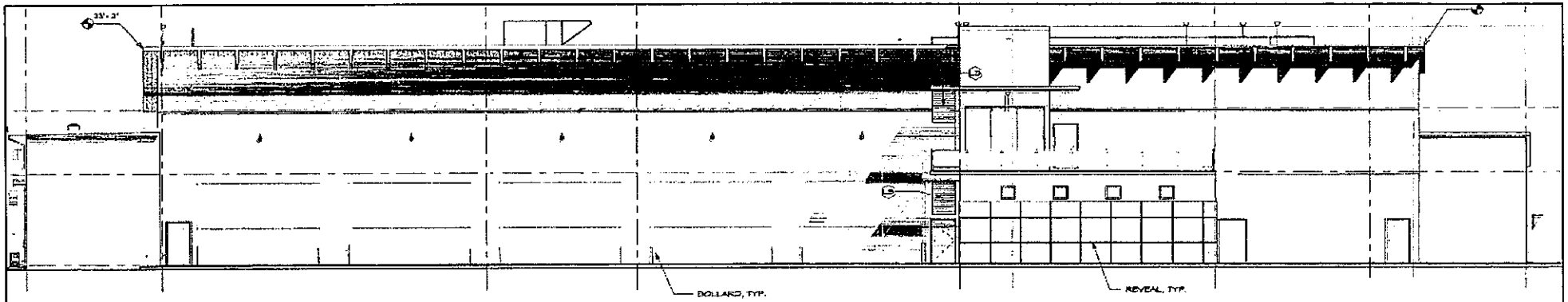
1 SOUTH ELEVATION
SCALE: 1/8" = 1'-0"



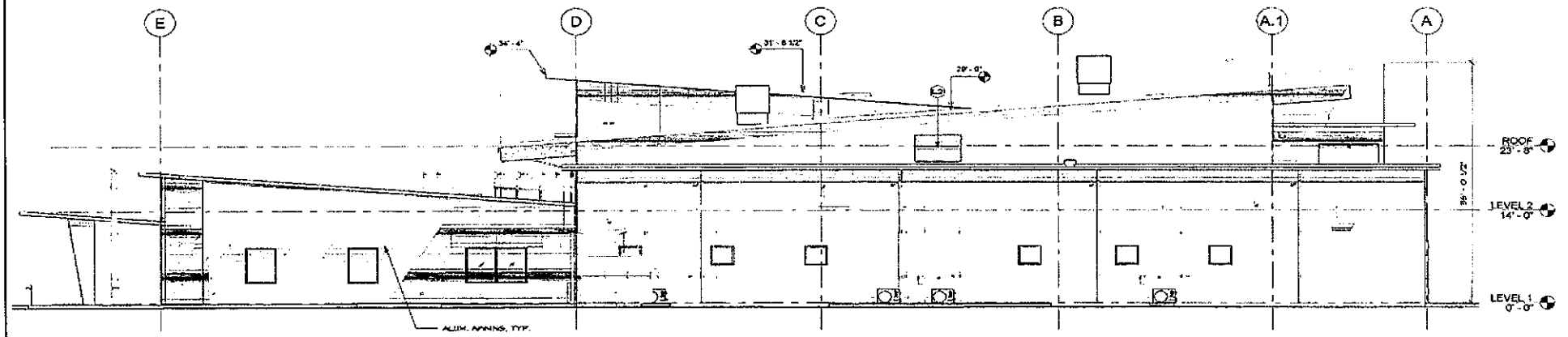
2 WEST ELEVATION
SCALE: 1/8" = 1'-0"

Elevations

KHLG & ASSOCIATES, INC.



1 NORTH ELEVATION
SCALE: 1/8" = 1'-0"



2 EAST ELEVATION
SCALE: 1/8" = 1'-0"

Elevations

KHLG & ASSOCIATES, INC.

SCHEDULE & COST UPDATE:

Award Date:	02-OCT-2019
Notice to Proceed / Bldg. Permit Issued:	04-FEB-2019 / 09-OCT-2019
Original Completion Date:	16-NOV-2020
Original Award Amount:	$ 18,113,152.00
Current Completion Date:	06-SEP-2021
Current Award Amount:	$ 20,273,836.88
% Complete:	8.89%
Paid to Date (thru Inv#06 Jan 2020):	$1,621,609.80

SCHEDULE & COST UPDATE:

PROJECT MILESTONES	ESTIMATED COMPLETION DATE	
Award Date	02-OCT-2019	
Notice to Proceed	04-FEB-2019	
Bldg Permit Issued	09-AUG-2019	
Mobilization	27-AUG-2019	
Civil Work / Grading / Storm Drainage	18-JUN-2020	← ONGOING
Pile Driving Operations	27-JUL-2020	← ESTIMATED START (30MAR2020)
Site Utilities Complete	16-OCT-2020	← ONGOING
Building Foundations Complete	09-NOV-2020	
Structure Complete	02-JUL-2021	
Substantial Completion	06-SEP-2021	
Final Interior Complete / Inspection	20-OCT-2021	

***per revised baseline schedule rcvd 17FEB2020*

ARFF PHASE 2 - CONSTRUCTION

KHLG & ASSOCIATES, INC.

CONTRACT MODIFICATIONS:

COMPLETED MODS	EXEC DATE	COST	TIME
CO#01 – CM Field Office	16-AUG-2019	$75,378	0 DAYS
CO#02 – Revised Structural Foundation / Concrete Piles	19-DEC-2019	$2,085,306	292 DAYS

PENDING MODS	ESTIMATED COST / TIME
ADDITIVE	
PC04 – Relocation of AOA Temp Fence Line	~$30K
PC06 – 3rd Party Special Inspector	~$50K
PC07 – Unforeseen Waterline Relocation / Capping	~$10K
PC08 - Sewer line reroute due to Storm Drain Conflict	TBD
PCXX – Revised Structural Foundation for Water Tank	~$130K
DEDUCTIVE or NO COST	
PC09 – Revised Power Point of Connection	TBD
PCXX – Misc. Deductive Work associated with responses to RFIs & Submittal changes	TBD

RFI & SUBMITTAL STATISTICS:

Status of RFIs

RFIs received to Date = 55

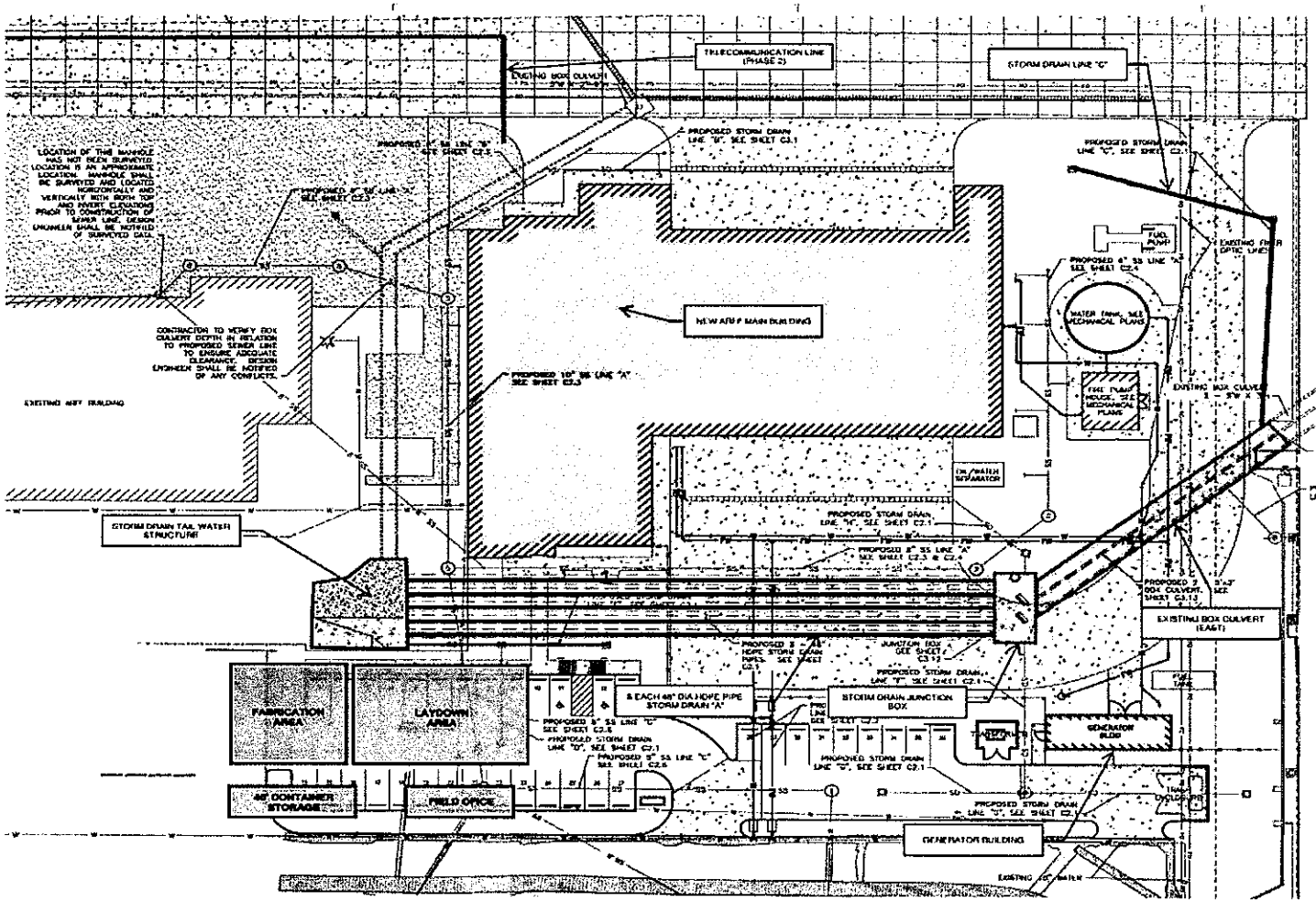
PENDING RFIs = 2

Status of SUBMITTALS

Submittals received to Date = 291

PENDING Submittals = 15

**as of 24FEB2020



ARFF PHASE 2 - PRODUCTION PROGRESS FEBRURARY 2020

COMPLETED WORK

WORK IN PROGRESS

UPCOMING WORK

COMPLETED WORK:

- INSTALLATION OF NEW STORM DRAIN JUNCTION BOX.
- INSTALLATION OF 5 EACH 48" DIA HDPE PIPE FOR STORM DRAIN LINE "A".
- INSTALLATION OF TAILWATER STRUCTURE AND STORM DRAIN OUTFALL APRON.
- INSTALLATION OF CATCH BASIN 4 AND 5 INCLUDING STORM DRAIN LINE "E".
- INSTALLATION OF TELECOMMUNICATION LINE (PHASE 1) (NOT SHOWN ON PLAN).

WORK IN PROGRESS:

- TELECOMMUNICATION LINE (PHASE 2) DUCT INSTALLATION AND CONCRETE RESTORATION **(90%)**
- EXCAVATION AND CLEARING OF EXISTING BOX CULVERT (EAST) IN PREPARATION OF NEW BOX CULVERT STRUCTURE **(80%)**
- EXCAVATION OF NEW GENERATOR BUILDING FOR FOUNDATION REBAR AND FORMWORK INSTALLATION **(95%)**.

UPCOMING WORK:

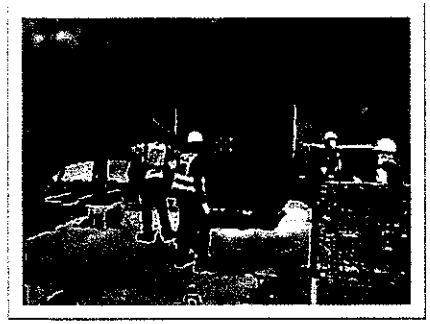
- INSTALLATION OF CATCH BASIN 1 AND 2 WITH 12" DIA HDPE PIPE FOR STORM DRAIN LINE "C" (MARCH).
- DRIVING PILES FOR MAIN ARFF BUILDING FOUNDATION (APRIL).
- TELECOMMUNICATION LINE (PHASE 3) DUCT INSTALLATION AND CONCRETE RESTORATION AT FAA TOWER (MARCH).

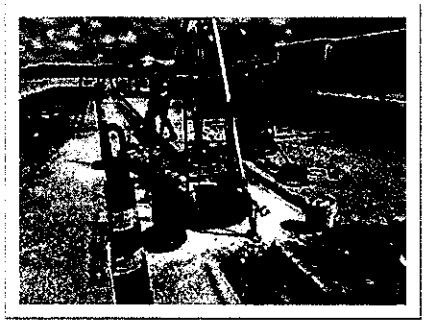
PHOTOS:

TELECOMM LINE (PHASE 1) – Installation of 4 – 4" PVC conduits from FAA Tower to New ARFF







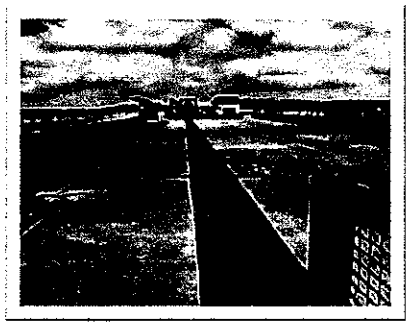
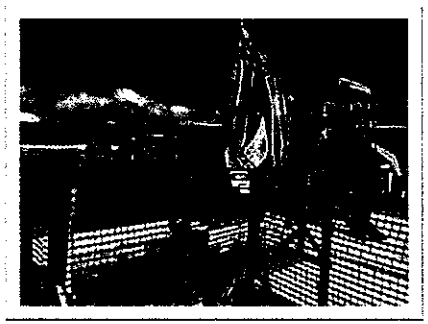
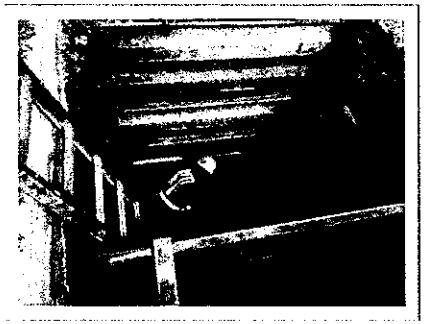
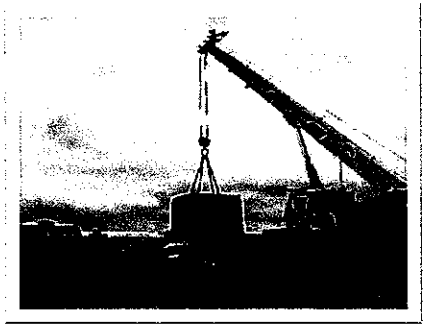



ARFF PHASE 2 - CONSTRUCTION

KHLG & ASSOCIATES, INC

PHOTOS:

TELECOMM LINE (PHASE 2) – Installation of 4 – 4" PVC conduits from FAA Tower to New ARFF





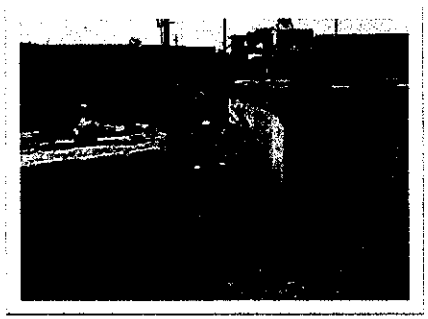
ARFF PHASE 2 - CONSTRUCTION

KHLG & ASSOCIATES, INC

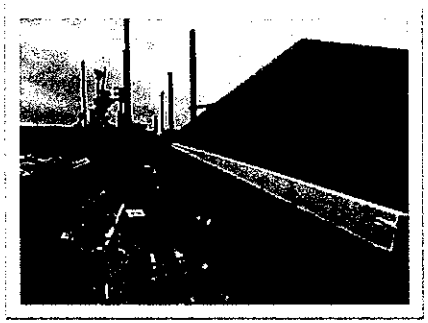
PHOTOS:

STORM DRAIN LINE JUNCTION BOX 31' x 17' x 8'







ARFF PHASE 2 - CONSTRUCTION

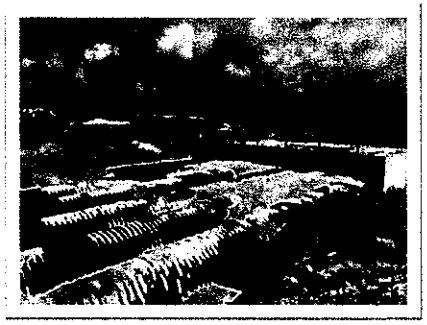
KHLG

PHOTOS:

STORM DRAIN LINE "A" – 5 each 48" dia HDPE pipe installation and backfill.





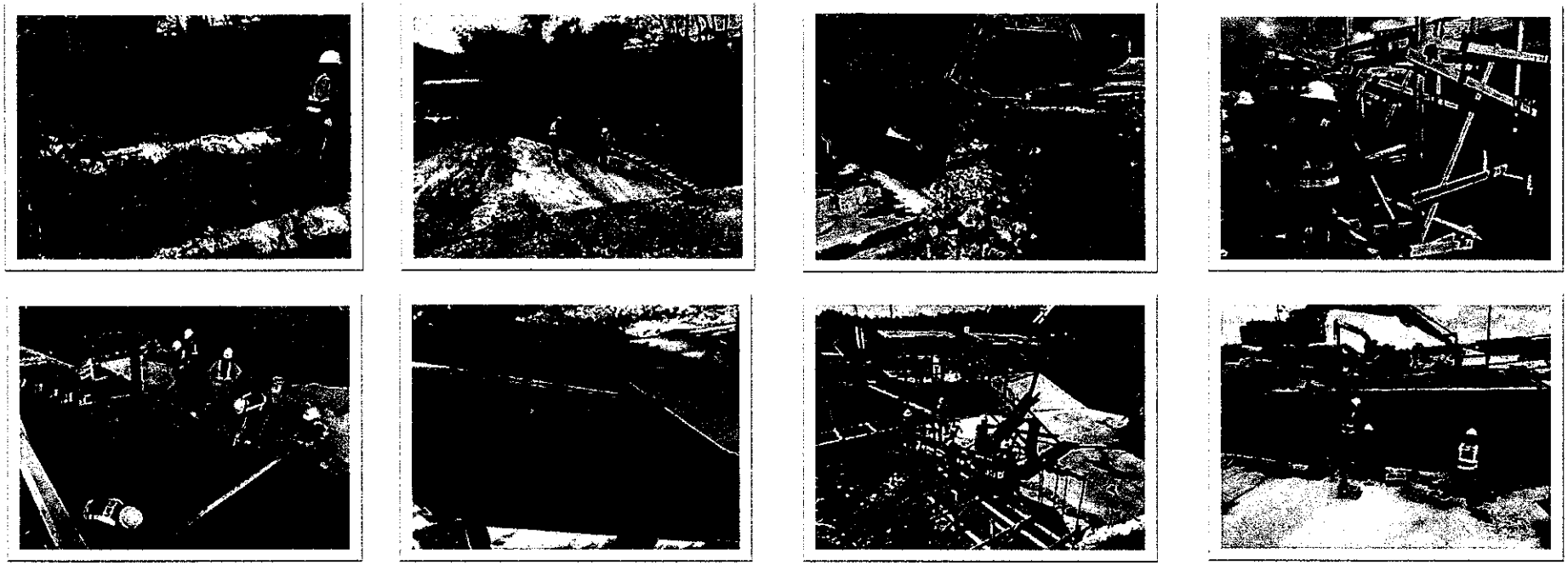


ARFF PHASE 2 - CONSTRUCTION

KHLG & ASSOCIATES, INC.

PHOTOS:

STORM DRAIN LINE TAILWATER – Outfall structure of storm drain including riprap apron.



ARFF PHASE 2 - CONSTRUCTION

KHLG

TIMELAPSE VIDEO:



ARFF PHASE 2 - CONSTRUCTION

KHLG

END:

ANY QUESTIONS ?

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

February 25, 2020

MEMORANDUM

To: Mr. Brian Bamba
Chairman
GIAA Board of Directors

From: John A. Rios
Comptroller

Subject: **Operating Results – Revenues and Expenses as of January 31, 2020**

Attached herewith is GIAA's Operating Results Report for the month ending January 31, 2020. This report summarizes the Budgeted versus Actual Revenues and Expenses for the month and year-to-date results ended January 31, 2020.

The key operating results for 4 month(s) of FY2020 ending January 31, 2020 – (in $000's) are

CATEGORY	Actual FY20 Current Month	YEAR-TO-DATE			FORECAST - FY20		
		Budget FY20 Y-T-D	Actual FY20 Y-T-D	% Variance Budget vs. Actual Y-T-D Current Month	Feb - Apr	Full Year	% Variance Budget vs. Estimate for Full Year
Total Signatory Revenues	$ 3,226.9	$ 11,773.1	$ 11,782.6	0.1%	$ 8,407.3	$ 34,184.2	0.0%
Total Concession Revenues	$ 1,796.7	$ 5,891.8	$ 6,260.4	6.3%	$ 4,456.4	$ 19,382.5	1.9%
Total PFC's	$ 728.6	$ 2,672.2	$ 2,605.5	-2.5%	$ 1,913.5	$ 7,682.3	-0.9%
Total Other Revenues	$ 1,386.5	$ 5,207.0	$ 5,633.7	8.2%	$ 3,873.5	$ 15,853.1	2.8%
Total Operating Revenues	$ 7,138.6	$ 25,544.1	$ 26,282.1	2.9%	$ 18,650.7	$ 77,102.0	1.0%
Total Operating Expenses	$ 3,927.4	$ 18,088.6	$ 14,406.5	-20.4%	$ 13,231.4	$ 48,811.2	-7.0%
Net Revenues from Operations	$ 3,211.2	$ 7,455.5	$ 11,875.6	59.3%	$ 5,419.2	$ 28,290.8	18.5%
Non-Operating Expenses	$ 44.5	$ 436.0	$ 423.9	-2.8%	$ 364.0	$ 787.9	-1.5%
Other Available Moneys/other sources of funds	$ 550.9	$ 2,252.9	$ 2,197.4	-2.5%	$ 1,689.7	$ 6,703.3	-0.8%
Net Debt Service Coverage	**1.75**	**1.14**	**1.63**	**43.1%**	**1.11**	**1.38**	**13.4%**

Year-to-date Total Signatory Revenues for the month ending January 31, 2020 are above Budgeted revenues by **0.1%.** Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **6.3%** above budget while Passenger Facility Charges are below the budget estimate by **-2.5%.**

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are above the budget estimate by **8.2%.**

Year-to-date Total Operating Revenues actual of **$26.3M** is **2.9%** above the budget estimate of **$25.5M**.

Year-to-date Total Operating Expenses are below budget by **-20.4%.** Components of this line item include a **-19.2%** decrease in Personnel Service, a **-15.5%** decrease in Contractual Services, a **-76.1%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **$11.9M** represents a **59.3%** increase over the year-to-date budgeted amount of **$7.5M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.63** versus the requirement of **1.25.**

Should you have any questions, please contact me at your convenience.

Attachments

Cc: Board of Directors
Executive Manager
Deputy Executive Manager
Airport Services Manager

GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS ($000's)
as of January 31, 2020

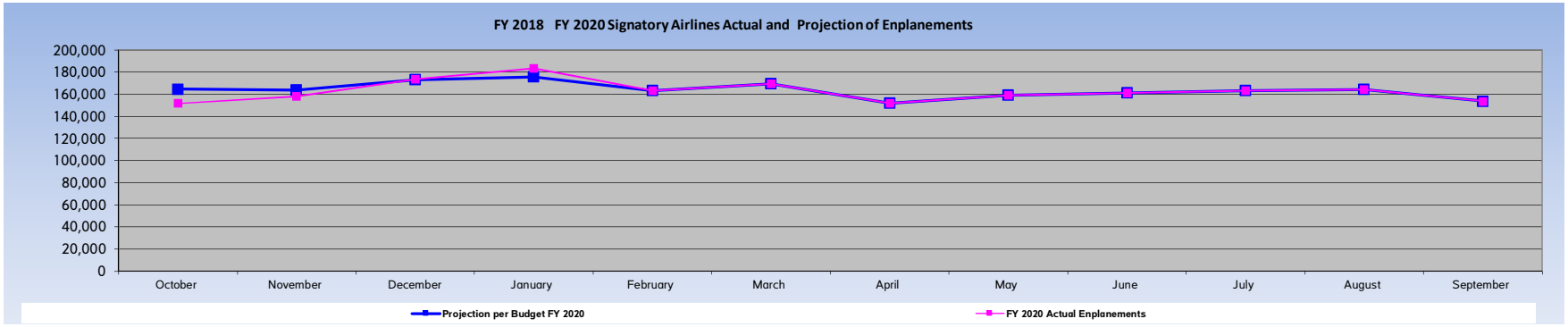
	CURRENT MONTH					YEAR TO DATE				FORECAST	
	Actual FY2019	Budget FY2020	Actual FY2020	%Var Bud Vs Act'l	Budget Full Year	Actual FY2019	Budget FY2020	Actual FY2020	%Var Bud Vs Act'l	Feb Apr	Full Year
I. Signatory Airline Rents & Fees											
Terminal Bldg Rentals	361.1	336.6	343.3	2.0%	3,997.2	1,427.2	1,339.2	1,333.1	-0.5%	992.4	3,991.1
Departure Fees	761.8	660.4	693.1	5.0%	7,385.1	2,746.0	2,546.7	2,512.3	-1.4%	1,823.6	7,350.7
Arrival Fees	767.9	649.8	668.4	2.9%	7,320.2	2,818.9	2,552.3	2,468.8	-3.3%	1,806.9	7,236.6
Immigration Inspection Fees	274.4	236.5	246.0	4.0%	2,642.6	993.9	923.0	903.2	-2.1%	653.5	2,622.8
Loading Bridge Use Fees	498.9	691.5	794.7	14.9%	8,245.3	1,913.0	2,796.5	2,850.3	1.9%	1,997.8	8,299.1
Apron Use Fees	122.2	127.5	143.5	12.6%	1,413.5	447.8	498.1	519.0	4.2%	349.4	1,434.5
Landing Fees	272.5	286.0	337.9	18.2%	3,170.7	1,032.7	1,117.3	1,196.0	7.0%	783.7	3,249.4
Total Signatory Revenue	**3,058.8**	**2,988.2**	**3,226.9**	**8.0%**	**34,174.7**	**11,379.5**	**11,773.1**	**11,782.6**	**0.1%**	**8,407.3**	**34,184.2**
Enplaned Signatory Pax	172,617	175,385	183,236	4.5%	1,961,267	623,585	676,335	665,779	-1.6%	484,297	1,950,711
Cost per Enplaned Pax	**$17.72**	**$17.04**	**$17.61**	**3.4%**	**$17.42**	**$18.25**	**$17.41**	**$17.70**	**1.7%**	**$17.36**	**$17.52**
Revenues from Sources other than Signatory Airlines Rents & Fees											
Concession Revenues											
Gen Mdse	1,091.1	1,091.2	1,382.9	26.7%	14,528.0	4,364.0	4,364.1	4,758.5	9.0%	3,272.8	14,922.4
In-flight Catering	80.7	77.8	84.6	8.7%	908.0	312.5	298.0	314.3	5.5%	231.0	924.3
Food & Beverage	91.9	96.8	117.5	21.3%	1,042.7	342.0	349.0	408.7	17.1%	251.6	1,102.4
Rental Cars	139.3	159.9	143.9	-10.0%	1,840.5	559.9	586.4	**538.2**	-8.2%	451.8	1,792.4
Other Concession Rev	70.4	74.6	67.9	-9.0%	694.9	286.6	294.4	240.6	-18.3%	249.1	641.1
Total Concession Revenues	**1,473.4**	**1,500.4**	**1,796.7**	**19.7%**	**19,014.0**	**5,865.0**	**5,891.8**	**6,260.4**	**6.3%**	**4,456.4**	**19,382.5**
Passenger Facility Charges	673.0	692.9	728.6	5.1%	7,749.0	2,423.4	2,672.2	2,605.5	-2.5%	1,913.5	7,682.3
Other Revenue	1,478.7	1,290.1	1,386.5	7.5%	15,426.4	5,876.6	5,207.0	5,633.7	8.2%	3,873.5	15,853.1
Total Operating Revenue	**6,683.8**	**6,471.7**	**7,138.6**	**10.3%**	**76,364.0**	**25,544.5**	**25,544.1**	**26,282.1**	**2.9%**	**18,650.7**	**77,102.0**
II. Operating Expenses:											
Personnel Services	1,620.3	1,707.1	1,568.0	-8.1%	22,191.8	6,299.6	7,681.8	6,204.4	-19.2%	5,121.2	20,714.3
Contractual Services	2,146.2	2,375.3	2,276.4	-4.2%	27,018.0	7,938.9	9,440.1	7,980.3	-15.5%	6,884.6	25,558.2
Materials & Supplies	110.2	504.6	83.1	-83.5%	2,765.7	183.4	928.8	221.9	-76.1%	932.7	2,058.8
Equipment/Furnishings	12.7	37.9	0.0	0.0%	517.8	12.7	37.9	0.0	-100.0%	293.0	479.8
Total Operating Expenses	**3,889.4**	**4,624.8**	**3,927.4**	**-15.1%**	**52,493.2**	**14,434.6**	**18,088.6**	**14,406.5**	**-20.4%**	**13,231.4**	**48,811.2**
Net Revenues from Operations	**2,794.4**	**1,846.8**	**3,211.2**	**73.9%**	**23,870.8**	**11,109.9**	**7,455.5**	**11,875.6**	**59.3%**	**5,419.2**	**28,290.8**

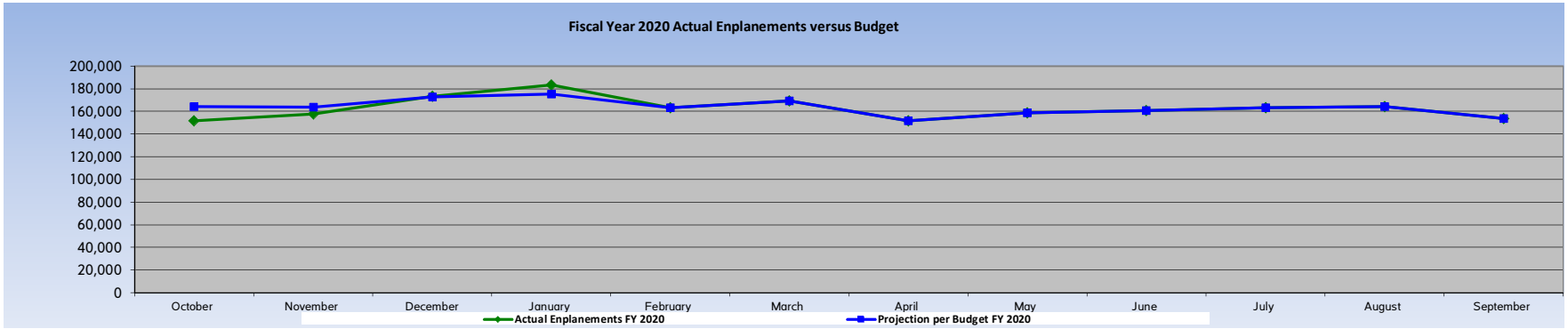
GUAM INTERNATIONAL AIRPORT AUTHORITY
KEY OPERATING RESULTS ($000's)
as of January 31, 2020

	CURRENT MONTH					YEAR TO DATE				FORECAST	
	Actual FY2019	Budget FY2020	Actual FY2020	%Var Bud Vs Act'l	Budget Full Year	Actual FY2019	Budget FY2020	Actual FY2020	%Var Bud Vs Act'l	Feb Apr	Full Year
III. Other Revenues and Expenses											
Less: Non Operating Expense(Ret/DOI/OHS)	44.9	0.0	44.5	0.0%	800.0	406.0	436.0	423.9	-2.8%	364.0	787.9
Add: Interest on Investments	99.7	98.1	0.0	-100.0%	1,203.8	393.1	386.9	175.1	-54.7%	311.2	992.0
Net Revenues	2,849.2	1,944.9	3,166.7	62.8%	24,274.6	11,096.9	7,406.5	11,626.8	57.0%	5,366.4	28,494.9
Add: Other Sources of Funds	47.1	33.3	21.0	0.0%	400.0	91.2	133.3	77.8	-41.7%	100.0	344.5
Add: Other Available Moneys	530.0	529.9	529.9	0.0%	6,358.8	2,120.0	2,119.6	2,119.6	**0.0%**	1,589.7	6,358.8
Net Revenues and Other Available Moneys	**3,426.3**	**2,508.2**	**3,717.6**	**48.2%**	**31,033.4**	**13,308.2**	**9,659.4**	**13,824.2**	**43.1%**	**7,056.1**	**35,198.2**
Debt Service payments	2,120.0	2,119.6	2,119.6	0.0%	25,435.3	8,480.2	8,478.4	8,478.4	0.0%	6,358.8	25,435.3
Debt Service Coverage	**1.62**	**1.18**	**1.75**	**48.2%**	**1.22**	**1.57**	**1.14**	**1.63**	**43.1%**	**1.11**	**1.38**
Debt Service Requirement	**1.25**	**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 2020	164,423	163,736	172,792	175,385	163,341	169,140	151,816	158,800	160,982	163,106	164,179	153,567	1,961,267
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	137,359	149,055	164,554	172,617	155,215	169,061	137,139	147,855	148,080	158,771	182,370	153,899	1,875,975
FY 2020 Actual Enplanements/Projection	151,548	157,717	173,278	183,236	163,341	169,140	151,816	158,800	160,982	163,106	164,179	153,567	1,950,711
FY 2020 versus FY 2019 Monthly%	10.33%	5.81%	5.30%	6.15%	5.24%	0.05%	10.70%	7.40%	8.71%	2.73%	-9.97%	-0.22%	3.98%
FY 2020 versus FY 2019 Monthly	14,189	8,662	8,724	10,619	8,126	79	14,677	10,945	12,902	4,335	-18,191	-332	74,736
FY 2020 versus FY 2019 Cumulative	14,189	22,851	31,575	42,194	50,320	50,398	65,076	76,021	88,923	93,259	75,068	74,736	74,736
	10.33%	15.33%	19.19%	24.44%	32.42%	29.81%	47.45%	51.42%	60.05%	58.74%	41.16%	48.56%	3.98%





Actual versus Forecast

Enplanements	October	November	December	January	February	March	April	May	June	July	August	September	Total
Actual Enplanements FY 2020	151,548	157,717	173,278	183,236	163,341	169,140	151,816	158,800	160,982	163,106	164,179	153,567	1,950,711
Projection per Budget FY 2020	164,423	163,736	172,792	175,385	163,341	169,140	151,816	158,800	160,982	163,106	164,179	153,567	1,961,267
Actual Enplanements Over/(Under) Projection	(12,875)	(6,019)	486	7,851	0	0	0	0	0	0	0	0	(10,556)
Cumulative Total	(12,875)	(18,894)	(18,407)	(10,556)	0	0	0	0	0	0	0	0	-0.5%

Percentage Over/(Under) Forecast

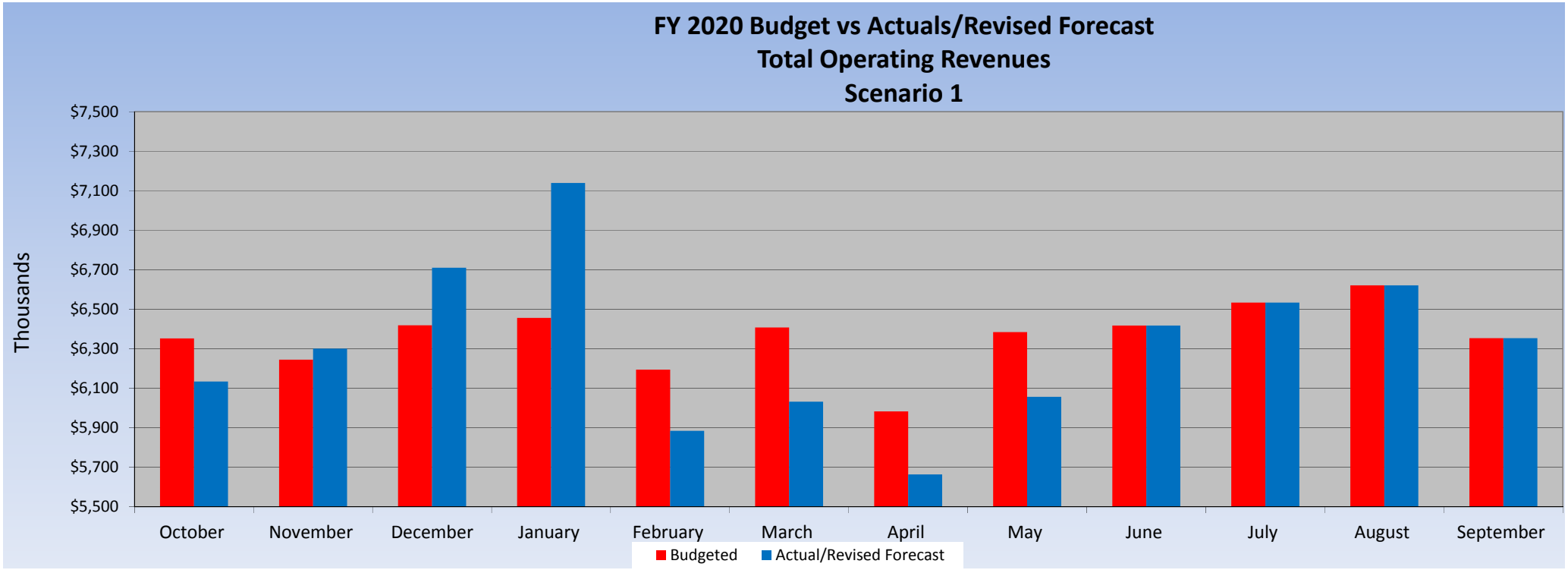
	October	November	December	January	February	March	April	May	June	July	August	September
% Monthly versus Projection	-7.8%	-3.7%	0.3%	4.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
% Cumulative Total	-7.8%	-5.8%	-3.7%	-1.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Month to Month Trend

	October	November	December	January	February	March	April	May	June	July	August	September
Actual Enplanements	151,548	157,717	173,278	183,236	163,341	169,140	151,816	158,800	160,982	163,106	164,179	153,567
Month to Month Increase/(Decrease)		6,169	15,561	9,958	-19,895	5,799	-17,323	6,984	2,182	2,124	1,073	-10,612
Month to Month Increase/(Decrease) in %		4.1%	9.9%	5.7%	-10.9%	3.6%	-10.2%	4.6%	1.4%	1.3%	0.7%	-6.5%

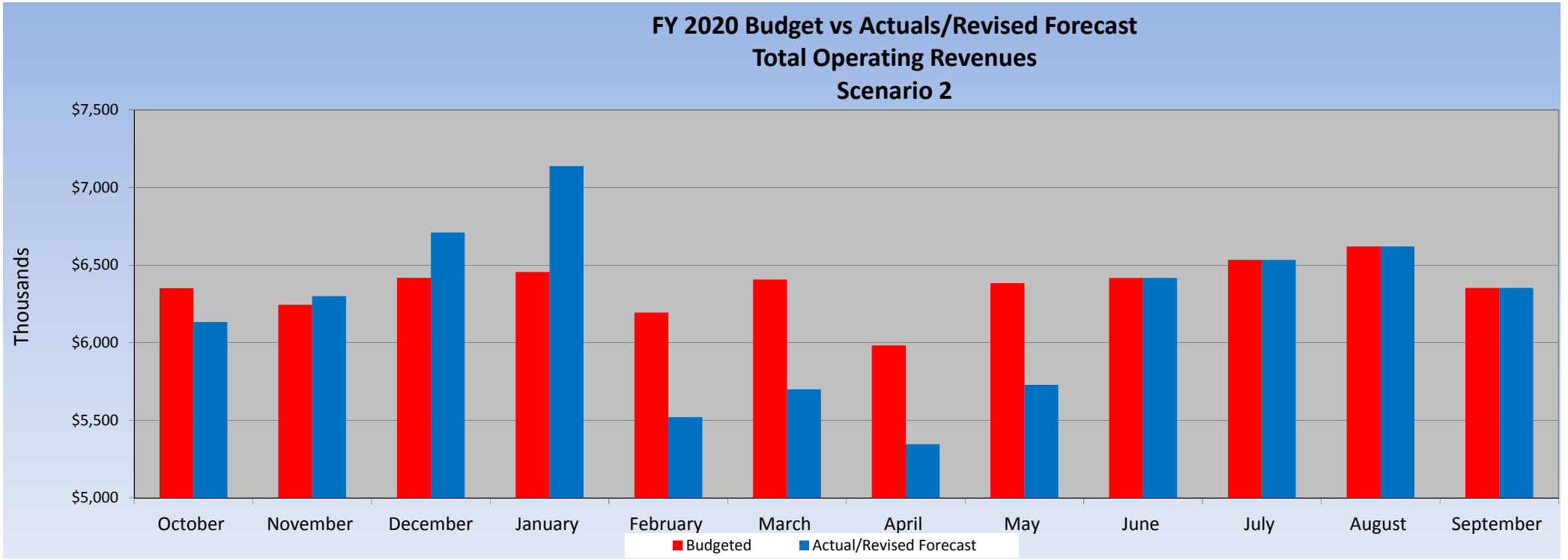
Cost Per Enplanement FY2019 Actual versus Projected

CPE													CPE FY20
Forecast Per FY2020 Budget	$ 18.16	$ 17.41	$ 17.06	$ 17.04	$ 17.12	$ 17.23	$ 17.77	$ 17.52	$ 17.19	$ 17.55	$ 17.34	$ 17.81	$ 17.42
Actual CPE	$ 18.07	$ 17.69	$ 17.47	$ 17.61									
Variance	$ 0.09	$ (0.28)	$ (0.41)	$ (0.57)	$ 17.12	$ 17.23	$ 17.77	$ 17.52	$ 17.19	$ 17.55	$ 17.34	$ 17.81	$ 17.42



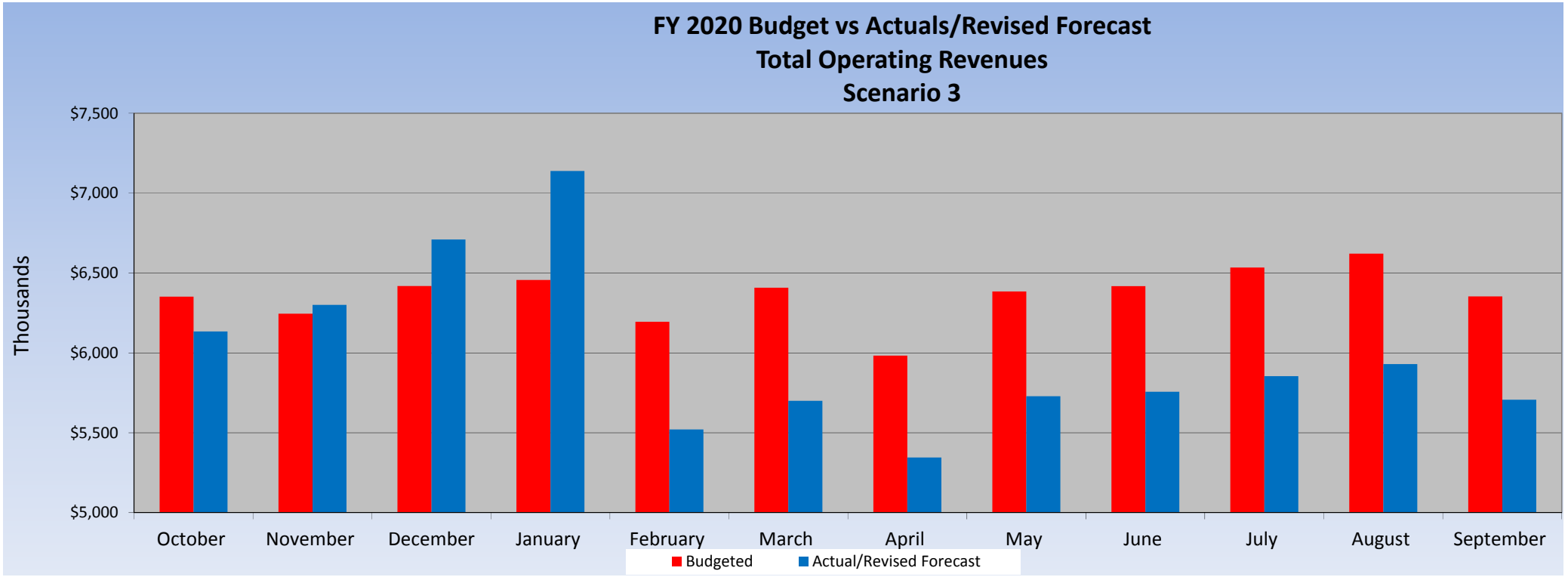
Scenario 1: 9% Reduction in Total Operating Revenues (Feb May)

	October	November	December	January	February	March	April	May	June	July	August	September	Total	
Budgeted	$ 6,352	$ 6,245	$ 6,418	$ 6,456	$ 6,194	$ 6,407	$ 5,983	$ 6,384	$ 6,417	$ 6,534	$ 6,621	$ 6,353	$ 76,364	
Actual/Revised Forecast	$ 6,133	$ 6,300	$ 6,710	$ 7,139	$ 5,884	$ 6,032	$ 5,664	$ 6,056	$ 6,417	$ 6,534	$ 6,621	$ 6,353	$ 75,843	
Difference	$ (218)	$ 56	$ 291	$ 682	$ (310)	$ (376)	$ (319)	$ (328)	$	$	$	$	$ (521)	0.68%



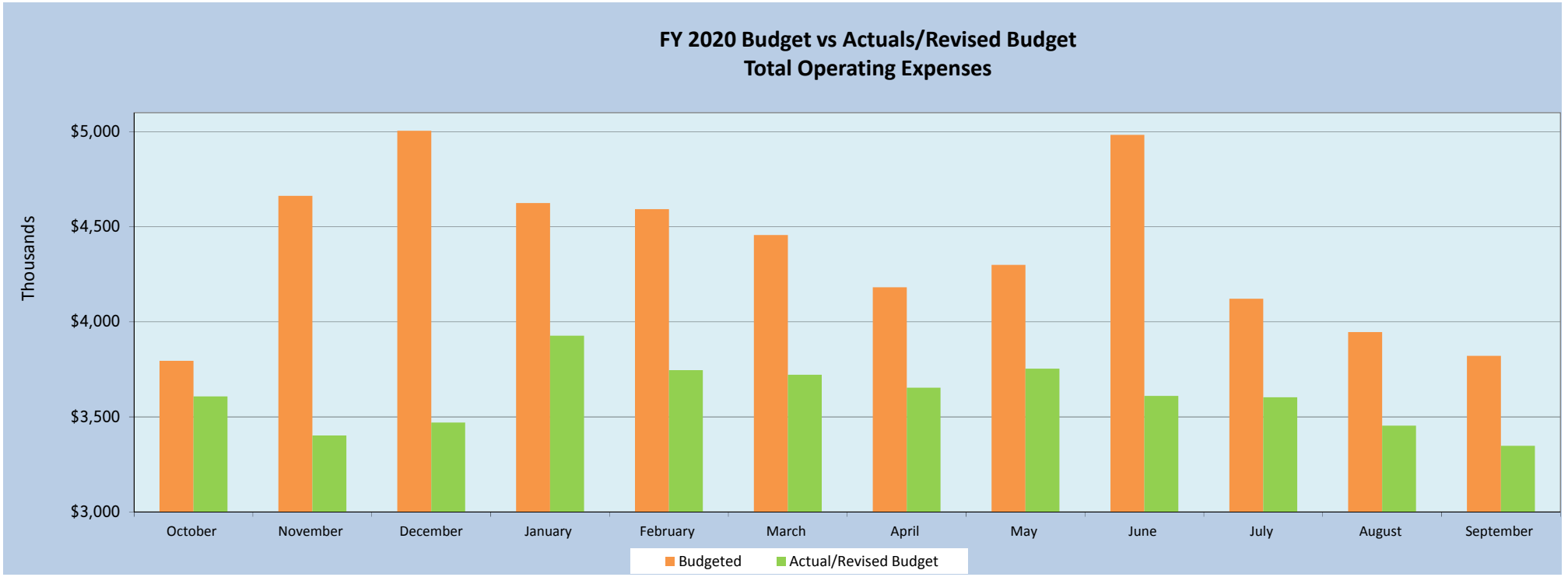
Scenario 2: 18% Reduction in Total Operating Revenues (Feb May)

	October	November	December	January	February	March	April	May	June	July	August	September	Total	
Budgeted	$ 6,352	$ 6,245	$ 6,418	$ 6,456	$ 6,194	$ 6,407	$ 5,983	$ 6,384	$ 6,417	$ 6,534	$ 6,621	$ 6,353	$ 76,364	
Actual/Revised Forecast	$ 6,133	$ 6,300	$ 6,710	$ 7,139	$ 5,520	$ 5,700	$ 5,346	$ 5,728	$ 6,417	$ 6,534	$ 6,621	$ 6,353	$ 74,500	
Difference	$ (218)	$ 56	$ 291	$ 682	$ (674)	$ (708)	$ (637)	$ (656)	$	$	$	$	$ (1,864)	2.44%



Scenario 3: 18% Reduction in Total Operating Revenues (Feb Sep)

	October	November	December	January	February	March	April	May	June	July	August	September	Total	
Budgeted	$ 6,352	$ 6,245	$ 6,418	$ 6,456	$ 6,194	$ 6,407	$ 5,983	$ 6,384	$ 6,417	$ 6,534	$ 6,621	$ 6,353	$ 76,364	
Actual/Revised Forecast	$ 6,133	$ 6,300	$ 6,710	$ 7,139	$ 5,520	$ 5,700	$ 5,346	$ 5,728	$ 5,756	$ 5,854	$ 5,930	$ 5,706	$ 71,822	
Difference	$ (218)	$ 56	$ 291	$ 682	$ (674)	$ (708)	$ (637)	$ (656)	$ (661)	$ (680)	$ (691)	$ (647)	$ (4,542)	5.95%



Budgeted

Category	October	November	December	January	February	March	April	May	June	July	August	September	Total
Personnel Services	$ 1,707,081	$ 1,707,070	$ 2,560,622	$ 1,707,067	$ 1,707,062	$ 1,707,061	$ 1,707,060	$ 1,707,048	$ 2,560,602	$ 1,707,042	$ 1,707,040	$ 1,707,031	$ 22,191,786
Contractual Services	$ 2,006,199	$ 2,757,564	$ 2,301,016	$ 2,375,273	$ 2,385,711	$ 2,305,697	$ 2,193,180	$ 2,239,240	$ 2,201,992	$ 2,185,046	$ 2,086,557	$ 1,980,481	$ 27,017,956
Materials and Supplies	$ 82,025	$ 198,566	$ 143,623	$ 504,565	$ 370,116	$ 333,815	$ 228,779	$ 263,702	$ 174,759	$ 178,971	$ 152,984	$ 133,834	$ 2,765,739
Equipment and Furnishings	$ -	$	$	$ 37,925	$ 129,750	$ 110,250	$ 52,950	$ 90,050	$ 46,200	$ 50,625	$	$	$ 517,750
Operating Expenses	$ 3,795,305	$ 4,663,200	$ 5,005,261	$ 4,624,830	$ 4,592,639	$ 4,456,823	$ 4,181,969	$ 4,300,040	$ 4,983,553	$ 4,121,684	$ 3,946,581	$ 3,821,346	$ 52,493,231

Actual/Revised Budget

Category	October	November	December	January	February	March	April	May	June	July	August	September	September
Personnel Services	$ 1,570,061	$ 1,522,704	$ 1,543,601	$ 1,567,995	$ 1,551,090	$ 1,546,348	$ 1,550,300	$ 1,550,300	$ 1,550,300	$ 1,550,300	$ 1,550,300	$ 1,550,300	$ 18,603,597
Contractual Services	$ 2,009,395	$ 1,814,924	$ 1,879,599	$ 2,276,367	$ 1,995,071	$ 1,991,490	$ 1,864,203	$ 1,903,354	$ 1,871,693	$ 1,857,289	$ 1,773,573	$ 1,683,409	$ 22,920,369
Materials and Supplies	$ 27,880	$ 64,368	$ 46,572	$ 83,061	$ 70,220	$ 73,618	$ 194,462	$ 224,147	$ 148,545	$ 152,125	$ 130,036	$ 113,759	$ 1,328,792
Equipment and Furnishings	$ -	$	$	$	$ 129,750	$ 110,250	$ 45,008	$ 76,543	$ 39,270	$ 43,031	$	$	$ 443,851
Operating Expenses	$ 3,607,335	$ 3,401,997	$ 3,469,771	$ 3,927,423	$ 3,746,132	$ 3,721,706	$ 3,653,972	$ 3,754,343	$ 3,609,808	$ 3,602,745	$ 3,453,910	$ 3,347,468	$ 43,296,610

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:
grapadas@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: Genevieve P. Rapadas GPR
CALVO FISHER & JACOB LLP

DATE: February 14, 2020

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 DFS Guam L.P. related litigation to which GIAA is or may be a party.

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

MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM
Thursday, March 11, 2020, 3:00 p.m.
GIAA TERMINAL CONFERENCE ROOM #3

1. CALL TO ORDER AND ATTENDANCE

The March 11, 2020 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 Bamba at 3:08 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

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

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
Vince Naputi	Chief, Airport Police
Ken McDonald	P&F Superintendant
Joseph Javellana	Program Coordinator IV
Victor Cruz	Engineering Supervisor
Rolenda Faasuamalie	Airport Marketing
Henry Cruz	GIAA Procurement
Janalynn A. Damian, 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

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

3. NEW BUSINESS

A. Rebate of Landing and Apron Fees

The first item discussed was the rebate of landing and apron fees. Executive Manager Ada asked that Mr. Frank Santos present the item to the Board via powerpoint presentation. Mr. Santos informed the Board that to date, 400 flights have been suspended, representing a loss of approximately 78,000 seats, with an economic impact to GIAA of approximately $7.9M. Carriers have consideration for relief. It is in GIAA's best interest to assist its primary customers, who are guarantors of GIAA's financial bottom line.

*Director Alcorn arrived at the Board meeting.

Aircraft operators pay approximately $274.00 per landing and $123.00 per apron use. Airport landing and apron fees represent approximately $4.6M or 15% of total signatory airline revenues. Significance if the fees are directly correlated to frequency of landings. Total estimated savings to airlines from April to June 2020:

A. 50% rebate: $370,000.00
B. 100% rebate: $740,000.00

GIAA's cost impact:

Suspension of 400 flights	$7.90M
Cost of Rebate at 100%	$ .74M
Total Cost Impact	**$8.64M**

Mr. Santos provided the revenue source for cost mitigation totaling $8.64M.

Management is seeking approval of 100% rebate of landing fees and 100% rebate of apron parking charges for the period of April to June 2020. The impact will be reviewed on a monthly basis.

Chairman Bamba inquired on the period of the rebate. Executive Manager informed the Board that after June, Management will come back to the Board for additional guidance should it be required, and that Management is looking at other relief options for concessions. Discussion followed relative to what carriers are included.

Director Morato inquired if there is a forecast of impacts should this issue go past three months. Executive Manager Ada announced that Management is not there yet. Relief options for concessions are being reviewed, and will be brought before the Board at the next regular Board meeting.

Director Belanger inquired if the rebate will affect operational costs for the Airport. Executive Manager Ada replied no. Discussion followed relative to the funding to cover the costs of the rebate.

Director Belanger shared his concern with giving 100% rebate.

Director Alcorn inquired on rebates for all tenants. Chairman Bamba announced that because this is a special meeting and the fact that the Board limited to agenda items, but assured the Board that there are discussions for relief options for concessionaires, which will be discussed at a later meeting.

Executive Manager Ada reminded the Board that it is in GIAA's best interest to assist its primary customers, the signatory airlines, who are guarantors of GIAA's financial bottom line.

After further discussion, on motion duly made by Director Weakley, seconded by Director Tainatongo, the following resolution was approved, with Director Belanger voting against the motion:

Resolution No. 20-25

The Board hereby approves the 100% rebate of landing fees and 100% rebate of apron parking charges for signatory airlines for the period of April to June 2020, at which time the need for a rebate will be reassessed.

B. Approval of Award for Legal Services - RFP No. RFP-001-FY20

At this time Legal Counsel recused herself, and removed herself from the conference room table.

The next item requiring Board action was the award for Legal Services, under Request for Proposal - RFP No. RFP-001-FY20. Mr. Henry Cruz, GIAA Procurement, 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 eight (8) 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, based on the evaluation criteria set forth in the RFP. 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 A

The term of the contract is for a period of two (2) years with additional three (23) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding. The said contract will be funded under the Administration Division's O&M Budget.

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

Executive Manager Ada announced that the recommendation for the Board to award the contract to both offerors. The Manger pointed out that the firms scored very similar in their evaluations. The incumbent is heavily involved in current litigation proceedings, and Management believes there is enough work to justify both law firms.

Director Belanger inquired if there is anything in Procurement Law that prevents GIAA from hiring two law firms, or to put together a scope of work for two, or do they compete for work. The Executive Manager replied no, they will not compete, there is enough work for two.

Chairman Bamba inquired if GIAA has ever done this before, one RFP and more than one awardee. Mr. Frank Santos replied yes, with an IDIQ, where multiple firms were awarded. Based on what work was needed, the firms would provide a fee proposal.

Executive Manager added that the incumbent currently does not have a retainer fee, the Board approved an hourly rate. Director Belanger added that the current legal counsel went over the cap in the amount of $60,000 in January, and expressed his concern. Discussion followed relative to Procurement Law, the process of the RFP and fees.

Director Tainatongo announced that she would like the Attorney Generals opinion on the referenced RFP before making a decision. Chairman Bamba agreed, and suggested that the Board get legal opinion before proceeding.

Director Belanger inquired if GIAA is at the exposure of have no legal counsel. Executive Manager informed the Board that legal counsels term expires March 22, 2020, however conflicts counsel Phil Torres will oversee this RFP.

Executive Manager Ada suggested that the Board recess and reconvene the meeting so that conflicts counsel, Phil Torres may be able to attend the meeting and address the referenced RFP.

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

Resolution No. 20-26

The March 11, 2020 Special Meeting of the Board of Directors of A.B. Won Pat International Airport Authority, Guam is hereby adjourned until Monday, March 16, 2020 at 11:00 a.m., to reconvene at the GIAA conference room, 355 Chalan Pasaheru, Tamuning, Guam 96913.

The meeting recessed at 4:24 p.m.
Dated this 8TH, day of MAY, 2020.

Brian J. Bamba
Chairman

Attest:

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding 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

ORDER OF ADJOURNMENT

By Resolution of the Board of Directors of the A.B. Won Pat International Airport Authority, Guam ("GIAA"), the March 11, 2020 Special Meeting of the Board of Directors of GIAA is hereby adjourned until Monday, March 16, 2020 at 11:00 a.m., to reconvene at the GIAA Conference Room 355 Chalan Pasaheru, Tamuning, Guam, 96913.

Dated this 11th day of March, 2020.

Brian J. Bamba
Chairman of the Board

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

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BOARD OF DIRECTORS SPECIAL MEETING
3:00 p.m., Wednesday, March 11, 2020
GIAA TERMINAL CONFERENCE ROOM #3

Public Notice
First Notice:
The Daily Post – March 4, 2020
Notice to Media – March 4, 2020

Second Notice:
The Daily Post – March 9, 2020
Notice to Media – March 9, 2020

AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. New Business
   - **A.** Rebate of Landing and Apron Fees
   - **B.** Approval of Award for Legal Services - RFP No. RFP-001-FY20
4. Adjournment

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A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

Board of Directors Special Meeting

3:00 p.m., Wednesday, March 11, 2020

GIAA Terminal Conference Room #3

SIGN-IN SHEET

	PRINT NAME	COMPANY/AGENCY
1.	Nancy Kwan	China Airlines
2.	JEAN MERIUA	GIAA
3.	J. G. Javellana	GIAA
4.	FRANK SANTOS	TMG
5.	VINCE NAPUTI	APD
6.	Ken McDonald	P&F
7.	Daehoong chon	Lotte
8.	Letitia Law-Byerly	Lotte DF
9.	ANN BAUTISTA	GIAA
10.	Michael Min	Lotte
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Indian lawmakers scuffle over deadly riots

NEW DELHI (Reuters) – Indian lawmakers pushed and shoved each other in parliament on Monday after opposition parties demanded the resignation of Interior Minister Amit Shah over the handling of deadly riots triggered by a citizenship law that excludes Muslims.

Police said on Monday that at least 41 people had died in two days of Hindu-Muslim clashes in New Delhi last week, the worst communal riots in the capital in decades.

Prime Minister Narendra Modi's Hindu nationalist Bharatiya Janata Party says the law, which grants refuge to non-Muslim minorities from across south Asia, is required to protect those groups from persecution. Critics say it is discriminatory and contravenes the spirit of India's secular constitution.

Hundreds of thousands of people – led by students and Muslim groups – have been demonstrating for more than two months, amid fears that the government will also launch a population register that could leave many Muslims stateless.

A week ago, a mob of several hundred people chanting Hindu nationalist slogans torched two mosques and dozens of Muslim houses, eyewitnesses said, while nearby houses carrying Hindu symbols were left untouched.

In parliament on Monday, opposition legislators shouted slogans and waved posters demanding that Shah, who controls Delhi's police and is an key ally of Modi's, step down.

Wuhan closes coronavirus hospital as China officials hail drop in cases

BEIJING/SHANGHAI (Reuters) – The Chinese city at the center of the coronavirus epidemic has closed the first of 16 specially built hospitals, hurriedly put up to treat people with the virus, after it discharged its last recovered patients, state broadcaster CCTV said on Monday.

News of the closure coincided with a sharp fall in new cases in Hubei province and its capital of Wuhan, but China remained on alert for people returning home with the virus from other countries where it has spread.

"The rapid rising trend of virus cases in Wuhan has been controlled," Mi Feng, a spokesman for China's National Health Commission, told a briefing.

"Outbreaks in Hubei outside of Wuhan are curbed and provinces outside of Hubei are showing a positive trend."



SHANGHAI: *A woman wearing a face mask is seen on a subway in Shanghai, China, on March 2. Aly Song/Reuters*

The virus emerged in Wuhan late last year and has since infected more than 86,500 people, the majority in China, with most in Hubei.

Outside China, it has in recent days spread rapidly, now to 53 countries, with more than 6,500 cases and more than 100 deaths. In all, the illness has killed nearly 3,000 people.

Hubei on Sunday reported 196 new infections, the first time since January it has reported fewer than 200 in a day, the National Health Commission said on Monday.

After what some critics said was an initially hesitant response to the new virus, China imposed sweeping restrictions to try to stop it, including widespread suspensions of transport and extending a Lunar New Year holiday across the country.

Mi said authorities would transition from "overall containment to targeted containment" measures, with a focus on containment within communities, and medical treatment.

NKorea marks year of failed Trump talks with missiles

By Jihye Lee
Bloomberg

North Korea launched two unidentified projectiles off its eastern coast, South Korea's defense ministry said, a move that comes just after the year anniversary of the failed Hanoi summit between leader Kim Jong Un and President Donald Trump.

The projectiles were launched Monday from an area near the North Korean coastal city of Wonsan, the South Korean defense ministry said, adding that it was "monitoring relevant movements and in a state of preparedness." North Korea's most recent missile test was on Nov. 28, 2019, one of numerous volleys of short-range ballistic missiles launched by the regime last year.

"It can be viewed as a symbolic gesture marking the one-year anniversary of the Trump-Kim Hanoi summit ending in a no-deal," said Choi Soon-mi, who researches North Korean social and economic affairs at Ajou University's Institute of Unification. "And they could be using this day as a platform to nudge for either Washington or Seoul to take actions for their demands, such as sanctions relief."

The projectiles flew about 240 kilometers (150 miles), reaching an altitude of 35 kilometers, South Korea's defense ministry said, which would be similar to some short-range ballistic missiles fired off in 2019. The office of South Korean President Moon Jae-in expressed "strong concern" about the launches after a special meeting of security ministers Monday, saying the tests were likely conducted as part of military drills.

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 hold a Special Board Meeting on **Wednesday, March 11, 2020** at **3:00 p.m.**, in Terminal Conference Room No.3. to discuss the Rebate of Landing and Apron Fees; and Approval of Award for Legal Services - RFP No. RFP-001-FY20. 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)

GUAM VISITOR INDUSTRY EDUCATION COUNCIL
(A NOT-FOR-PROFIT ORGANIZATION)
Statement of Financial Position

	As of September 30, 2019	As of December 31, 2018
Assets		
Cash	$ 9,039.70	$ 6,008.74
Accounts receivable	50,000.00	0.00
Total assets	$ 59,039.70	$ 6,008.74
Liabilities and net assets		
Accrued professional fees	7,122.63	3,441.15
Deferred income - GVB appropriation	50,000.00	0.00
Total liabilities	57,122.63	3,441.15
Net assets - unrestricted	1,917.07	2,567.59
Total liabilities and net assets	$ 59,039.70	$ 6,008.74

GUAM VISITORS BUREAU
SETBISION BISITAN GUÅHAN

REQUEST FOR PROPOSAL
GVB RFP 2020-006
COMPENSATION AND CLASSIFICATION STUDY

The Guam Visitors Bureau (GVB), a public, non-stock, non-profit membership corporation, issues this Request for Proposal ("RFP") soliciting proposals from a qualified firm for a **COMPENSATION AND CLASSIFICATION STUDY** and to provide recommendations to ensure the bureau's classifications and compensation system support the bureau's mission and strategic objectives, subject to the availability and certification of funds from fiscal year to fiscal year. Specific duties are outlined in the Scope of Work.

RFP packages can also be **downloaded at no cost** from GVB's website at https://www.guamvisitorsbureau.com/news/rfps or obtained (in USB format) at the GVB Office, 401 Pale San Vitores Road, Tumon, Guam, 8:00 AM – 5:00 PM, Monday – Friday, excluding Guam holidays. A non-refundable $25.00 fee is required for each packet picked up at the GVB office payable in US$ cash, bank wire transfer or major credit card (Visa, MasterCard, Discover, JCB).

Questions, if any, should be made in writing to the President and CEO, which can be dropped off at the GVB office; emailed to procurement@visitguam.com; or sent by fax to 671-646-8861 according to the timeline provided in the RFP.

GVB hereby notifies all offerors that it will affirmatively ensure that minority business enterprises will be afforded full opportunity to submit a response to this request for proposal and will not be discriminated against on the grounds of race, color or national origin in consideration for an award.

GVB reserves the right to reject any or all proposals, waive any imperfection in the proposal, or cancel this solicitation all according to law in the interest of the bureau. Direct or indirect contact with the GVB Management or Staff, Board Member, or any person participating in the selection process is prohibited.

If you are interested in submitting a proposal, please note the deadline for submission is no later than 5:00 PM (Chamorro Standard Time) on Monday, March 23, 2020.

/s/ ROBERT C. ALVAREZ
Acting President and CEO

This advertisement was paid for by the Tourist Attraction Fund.

GUAM VISITORS BUREAU | SETBISION BISITAN GUÅHAN
401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278 | (671) 646-8861 fax
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GUAM

PUBLIC NOTICE

The Guam Developmental Disabilities Council (GDDC) will hold its General Membership Meeting on Wednesday, March 11, 2020, from 11:00 am to 2:00 pm at the Holiday Resort Chief Kepuha Room. All Council members are urged to attend. The meeting is open to the public. For persons requiring special accommodations, please contact 735-9127 to make arrangements with the hotel.

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 hold a Special Board Meeting on **Wednesday, March 11, 2020** at **3:00 p.m.**, in Terminal Conference Room No.3. to discuss the Rebate of Landing and Apron Fees; and Approval of Award for Legal Services - RFP No. RFP-001-FY20. 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)

DEPARTMENT OF ADMINISTRATION
DIPATTAMENTON ATMENESTRASION
GENERAL SERVICES AGENCY
(Ahensian Setbision Hinirat)

EDWARD M. BIRN, *Director (Direktot)*
EDITH C. PANGELINAN, *Deputy Director (Sigundo Direktot)*
LOURDES A. LEON GUERRERO, *Governor (Maga'håga)*
JOSHUA F. TENORIO, *Lt. Governor (Sigundo Maga'låhi)*
Tel. *(Telifon)*: (671) 475-1707/1729 • Fax *(Faks)*: (671) 472-4217/1727

THIS ADVERTISEMENT WAS PAID WITH GOVERNMENT FUNDS BY:
DEPARTMENT OF ADMINISTRATION/GENERAL SERVICES AGENCY
A non-refundable fee of $10.00 per bid package will be assessed.
Certified Check, Cashier's Check, Cash will be accepted. No personal or Company check.
Payment for bid package picked up after 3:00 pm will not be accepted.

INVITATION FOR BID

BID NO.: GSA-014-20
FOR: ELECTRIC REACH TRUCK/FORKLIFT
OPENING DATE: March 24, 2020 **TIME:** 10:00 AM
PLACE: GENERAL SERVICES AGENCY, PITI GUAM

Note: IFB packages could be picked up at the General Services Agency located at 148 Route 1, Marine Corps drive, Piti, Guam or may be acquired in the GSA Website: gsa.doa.guam.gov; please follow the Instructions once downloaded.

The IFB package will be available at GSA in Piti Guam commencing on date of advertisement up to the opening date and time stated above or can be downloaded from the GSA website: gsa.doa.guam.gov from the date of advertisement.

GSA recommends that prospective bidders register current contact Information with GSA to ensure they receive any notices regarding any changes or updates to the IFB. The procuring agency and GSA will not be liable for failure to provide notice to any party who did not register current contact information.

/s/ CLAUDIA S. ACFALLE
Chief Procurement Officer

DEPARTMENT OF ADMINISTRATION
DIPATTAMENTON ATMENESTRASION
GENERAL SERVICES AGENCY
(Ahensian Setbision Hinirat)

EDWARD M. BIRN, *Director (Direktot)*
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JOSHUA F. TENORIO, *Lt. Governor (Sigundo Maga'låhi)*
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DEPARTMENT OF MILITARY AFFAIRS
A non-refundable fee of $10.00 per bid package will be assessed.
Certified Check, Cashier's Check, Cash will be accepted. No personal or Company check.
Payment for bid package picked up after 3:00 pm will not be accepted.

INVITATION FOR BID

BID NO.: GSA-015-20
FOR: GROUNDS MAINTENANCE FOR: GUAM ARMY NATIONAL GUARD
OPENING DATE: March 24, 2020 **TIME:** 11:00 AM
PLACE: GENERAL SERVICES AGENCY, TAMUNING GUAM

Note: IFB packages could be picked up at the General Services Agency located at 148 Route 1, Marine Corps drive, Piti, Guam or may be acquired in the GSA Website: gsa.doa.guam.gov; please follow the Instructions once downloaded.

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GSA recommends that prospective bidders register current contact Information with GSA to ensure they receive any notices regarding any changes or updates to the IFB. The procuring agency and GSA will not be liable for failure to provide notice to any party who did not register current contact information.

/s/ CLAUDIA S. ACFALLE
Chief Procurement Officer

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Another home invasion suspect has criminal past
Next batch: $4 million in tax refunds
Tamuning students perform
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WHERE TO FIND US



Doc. No. 35GL-20-2141.*

A.B. WON PAT INTERNATIONAL
AIRPORT GUAM

COVID-19 RELIEF PACKAGE

GIAA Special Board of Directors Meeting
March 11, 2020

Discussion Points

- Justification for Proposed Rebate
- Flight Cancellations and Economic Impact of Cancellations
- Proposed Rebate and Cost Impact
- Rebate Mitigation Plan
- Relief Package Decision Points

Justification For Rebate:

1. Decrease in travel demand due to COVID-19 concerns.

- 400 flights have been suspended to date *(3% of total flights scheduled for FY'20)*
- Suspended flights represent loss of approximately 78K seats
- Economic impact to GIAA approx. $7.9M

Justification For Rebate
(continued)

2. Carriers have requested consideration for relief.

3. It is in GIAA's interest to assist its primary customers, the signatory airlines, who are guarantors of GIAA's financial bottom line.

Fees Paid to Land at GIAA

- On average, aircraft operators pay approx. $274 per landing and $123 per apron use.

- Airport landing and apron fees represent about $4.6M or 15%, of total signatory airline revenues

Rebate and the Potential Savings to Airline Industry

- Significance of the fees are directly correlated to frequency of landings.

- Total estimated savings to airlines from April-June '20:
  i. @ 50% rebate: $370K
  ii. @ 100% rebate: $740K

Mitigation of Revenue Loss and Rebate

- Cost impact of

Suspension of 400 flights:	$ 7.90M
Cost of Rebate (@100%) :	$ .74M
Total Cost Impact	**$ 8.64M**

- Revenue Source for Cost Mitigation:

Carry Forward of Budget Savings	
Oct '19 – Jan '20	$ 3.10M
15% Budget Reduction	
Apr '20 – Jan '20	$ 3.90M
Early Drawdown from 2019 Bond Refi	$ 1.64M
Total Revenues Available	**$ 8.64M**

COVID-19 RELIEF PACKAGE:
Decision Points

Rebate of following Fees/Charges for the period April'20-Jun'20:

- 100% Rebate of Landing Fees
- 100% Rebate of Apron Parking Charges

*** The COVID-19 impact will be reviewed on a monthly basis*

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

EXECUTIVE SUMMARY

REQUEST FOR PROPOSAL NO. RFP-001-FY20
LEGAL SERVICES

March 11, 2020

Purpose

Board action is requested to approve the ranking results and award for Request for Proposal No. RFP-001-FY20 for Legal Services ("RFP").

Background

The referenced RFP solicits proposals from professional firms and/or individuals to provide professional expertise in all legal activities and representations such as, but not limited to, litigations, provide professional opinions, legal interpretations, research, for and on behalf of GIAA Management and its Board of Directors.

Procurement Background

The RFP was advertised in the local newspapers on February 18, 21, and 26, 2020. The established deadline to submit the proposals was March 4, 2020, 4 p.m.

A total of eight (8) 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 B**
2. **Offeror A**

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 two (2) years with additional three (3) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract period of five (5) years and subject to the availability of funding.

Financial Review

The *Legal 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** and **Offeror B** for the *Legal 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.

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P.O. Box 8770
Tamuning, GU 96931
Tel (671) 646-0300
Fax (671) 646-8823
www.guamairport.com
WE'RE ON IT 24/7

March 9, 2019

MEMORANDUM

TO: THOMAS C. ADA
EXECUTIVE MANAGER

FROM: **SUPPLY MANAGEMENT ADMINISTRATOR**

SUBJECT: **EVALUATION AND RECOMMENDATION - REQUEST FOR PROPOSAL (RFP)**
LEGAL SERVICES, RFP NO. RFP-001-FY20

The referenced Request for Proposal ("RFP") solicits proposals from firms and/or individuals to provide professional legal services for the Antonio B. Won Pat International Airport Authority, Guam ("GIAA"). The RFP was advertised in the local newspapers on February 18, 21, and 26, 2020. The deadline to submit proposals was established for March 4, 2020.

A total of eight (8) firms and/or individuals downloaded 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 the documents required by the RFP.

Offeror A:

With regard to Addendum A, it was determined that Offeror A failed to submit a copy of the Acknowledgement of Receipt form for the addendum with their proposal as instructed by the RFP. Offeror A did acknowledge receipt of Addendum A upon receipt via email dated February 27, 2020. Said email correspondence indicating acknowledgement is included in the procurement record.

As this mistake is immaterial, a waiver of this mistake is justified pursuant to 2 GAR § 3109 (m) as such omission is insignificant and does not prejudice the other offeror and has a negligible effect on price, quantity, delivery or contractual conditions. Furthermore, there is no doubt that Offeror A received said addendum and intended to be bound by it.

Offeror B:

Offeror B's proposal was determined to be responsive.

Evaluation and Selection

Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of *Basic Information* of the RFP documents, after receipt of all proposals, the GIAA Evaluation Committee 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 evaluation committee established by management was comprised of the following individuals:

1. John M. Quinata, Deputy Executive Manager
2. Victor J. Cruz, Engineering Supervisor
3. Ralph W. Guitierrez, II, Management Analyst IV

The committee completed their evaluations of the two (2) proposals based 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 A**

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

Recommendation

As a result of our review of the submitted required documents, all offerors have been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

Therefore, if the minor informality found in Offeror A's proposal is waived, it is recommended to approve the ranking results and the contract award to **Offerors A** and **Offeror B** for *Legal Services*, subject to negotiation of fair and reasonable fees. The term of the contract to be awarded is for a period of two (2) years with additional three (3) one (1) year option years to be exercised at the sole discretion of GIAA, not to exceed a total contract term of five (5) years and subject to the availability of funding.

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

HENRY M. CRUZ

APPROVED:

THOMAS C. ADA
EXECUTIVE MANAGER

Attachments

cc: Evaluation Committee / Procurement File

Antonio B. Won Pat International Airport Authority, Guam

Evaluation Score Tally Sheet

RFP No. RFP-001-FY20

LEGAL SERVICES

OFFEROR DESIGNATION	Evaluator 1		Evaluator 2		Evaluator 3		Final Ranking
	Score	Rank	Score	Rank	Score	Rank	
OFFEROR A	98	1	85	2	72	2	2
OFFEROR B	95	2	94	1	90	1	**1**

Evaluators:
No. 1: John M. Quinata, Deputy Executive Manager
No. 2: Victor J. Cruz, Engineering Supervisor
No. 3: Ralph W. Gutierrez, II, Management Analyst IV