**clerks@guamlegislature.org**

**From:** Speaker's Office <speaker@guamlegislature.org>
**Sent:** Thursday, October 15, 2020 4:02 PM
**To:** Clerks Office
**Cc:** Rennae Meno
**Subject:** M&C Fwd: Monthly Board of Directors Meeting Minutes for June 2020
**Attachments:** Monthly Board of Directors Meeting Minutes For JUNE 2020.pdf; GIAA Regular BOD Mtg - June 26, 2020.pdf

| | | | | | |
|---|---|---|---|---|---|
| 10/15/20 | 3:17 PM | 10/13/20 | Monthly Board of Directors Meeting Minutes for June 2020.* | A.B. Won Pat International Airport Authority | 35GL-20-2297 |


*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: Thu, Oct 15, 2020 at 3:17 PM
Subject: Monthly Board of Directors Meeting Minutes for June 2020
To: speaker@guamlegislature.org <speaker@guamlegislature.org>

Hafa Adai, Honorable Tina Rose Muna-Barnes

Kindly view the attachments for the Monthly Board of Directors Meeting Minutes for June 26, 2020.

Thank You and Stay Safe.

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

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WE'RE ON IT 24/7

Email: official@guamairport.net

October 13, 2020

VIA EMAIL: speaker@guamlegislature.org

The Honorable Tina Rose Muña Barnes
Speaker
35th Guam Legislature
163 Chalan Santo Papa
Hagatna, Guam 96913

**REFERENCE:** ***MONTHLY BOARD OF DIRECTORS MEETING MINUTES FOR JUNE 2020***

*Hafa Adai, Speaker Muña Barnes!*

Transmitted herewith is the A.B. Won Pat International Airport Authority, Guam (GIAA) Board of Directors regular meeting minutes for Friday, June 26,2020.

Should you have any questions, I will be available to meet with you at your convenience.

*Senseramente,*

John M. Quinata
Executive Manager

Attachments

cc: GIAA Acct. / Admin

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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, June 26, 2020, 3:00 p.m.
## GIAA TERMINAL CONFERENCE ROOM #3

### 1. CALL TO ORDER AND ATTENDANCE

The June 26, 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 3:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

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

**Directors Absent:**
Zenon E. Belanger (Excused)

| **GIAA Officials:** | |
|---|---|
| John M. Quinata | Executive Manager, Acting |
| Jean M. Arriola | Airport Services Manager |
| Edward Muna | Operations Superintendent |
| Vince Naputi | Chief, Airport Police |
| Raymond Mantanona | Chief, ARFF |
| Ken McDonald | P&F Superintendent |
| Antoniette Bautista | Accounting Supervisor |
| Victor Cruz | Engineering Supervisor |
| Rolenda Faasuamalie | Airport Marketing |
| Henry Cruz | Supply Management Administrator |
| | |
| Anita Arriola, Esq. | GIAA Legal Counsel |
| Phillip Torres, Esq. | GIAA Conflicts 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 took this time to introduce GIAA's new legal counsel, Arriola Law Firm. Present in the conference room was Attorney, Anita Arriola. Ms. Arriola announced that the firm was happy to be representing such a great agency, and went on to introduce Attorneys

Nicole Cruz, Jay Arriola, and William Brennan, appearing via Zoom video teleconference. Chairman Bamba announced that the three attorneys appearing via Zoom will exit the meeting and that he appreciated them calling in.

## 2. APPROVAL OF AGENDA

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

## 3. APPROVAL OF MINUTES

**A.** June 2, 2020 - Regular Meeting
**B.** June 15, 2020 - Special Meeting
**C.** June 18, 2020 - Reconvened Meeting

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

**Resolution No. 20-48**

The Board hereby approves the minutes of the June 2, 2020 regular meeting, June 15, 2020 special meeting and June 18, 2020 reconvened meeting, subject to corrections by legal counsel.

## 4. CORRESPONDENCE

**A.** Letter from GIAA Executive Manager - Resignation

Chairman Bamba announced thatExecutive Manager, Thomas C. Ada had submitted his resignation on June 22, 2020, as the Executive Manager, effective Tuesday, June 23, 2020.

The Board members expressed their gratitude to Mr. Ada and wished him well, with Chairman Bamba stating he will be missed, that Mr. Ada felt the Airport was in good hands.

## 5. OLD BUSINESS

**A.** Approval of Award for Legal Services - RFP No. RFP-003-FY20

The next item on the agenda was the award for Legal Services under RFP No. RFP-003-FY20.

Chairman Bamba announced that he would like to recuse himself from this portion of the meeting due to a previously declared conflict of interest with the firm to be discussed, and asked that Vice Chairman Sobti preside over the meeting.

Vice Chairman Sobti announced that he would also like to recuse himself from the next portion of the meeting due to a conflict of interest with the firm to be discussed and asked that Board Secretary, Donald Weakley preside over the meeting.

Legal Counsel, Anita Arriola, informed the Board that she will recuse herself from the next portion of the meeting due to conflict of interest and exited the Board conference room.

Chairman Bamba and Vice Chairman Sobti were placed in a waiting room.

Acting Chairman Donald Weakley now presides over the meeting. It was confirmed that with the recusals there remained a quorum of four (4) directors.

Mr. Henry Cruz, Supply Management Administrator presented the RFP. GIAA had previously awarded a contract to the highest ranked Offerer, Offerer 'A' for the referenced RFP, at the June 2, 2020 regular Board meeting. Mr. Cruz announced that further Board action is requested to approve the award for Legal Services to the second highest ranked Offerer, Offerer 'B'. Pursuant to the RFP, GIAA reserves the right to award to one or more firms, based on the qualification rankings. Background information on the referenced RFP was provided in the Board packets, including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. Mr. Cruz also announced that terms and agreed pricing is also in the Board's packets for reference.

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. The said contract will be funded under the Administration Division's O&M Budget.

Acting Chairman Weakley inquired on the rates for the firm's attorneys, and if they remain the same. Mr. Cruz replied that all attorneys' rates remain the same except for one, Attorney Janalynn C. Damian.

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

**Resolution No. 20-49**

The Board hereby approves the ranking results as presented and the contract award to Offeror 'B' for Legal Services - RFP No. RFP-003-FY20, as presented, subject to Management's negotiation of fair and reasonable fees, subject to review and approval by the Office of the Attorney General of Guam.

Offeror 'B' is Calvo Fisher & Jacob, LLC.

Chairman Bamba and Vice Chairman Sobti re-enter the meeting from the Zoom waiting room. Legal Counsel Anita Arriola returns to the Conference room.

## 6. NEW BUSINESS

**A.** Board Appointment and Compensation - Executive Manager

The first item discussed was the appointment of a new Executive Manager. Chairman Bamba announced that he would like to recommend the appointment of Mr. John M. Quinata to the position of Executive Manager of the A.B. Won Pat International Airport Authority, Guam.

After further discussion, on motion duly made by Chairman Bamba, seconded by Director Tainatongo, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-50**

The Board hereby approves the appointment of Mr. John M. Quinata to the position of Executive Manager of the A.B. Won Pat International Airport Authority, Guam.

The Board and Management congratulated Mr. Quinata.

Board action is also required for the compensation of the Executive Manager. Director Weakley announced that the recommended base salary for the Executive Manager is $154,979.00.

Director Alcorn inquired if the recommended base salary is the same as the former Executive Manager's salary. Director Weakley replied yes, the salary amount is the same.

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

**Resolution No. 20-51**

The Board hereby approves the annual salary of $154,979.00 for Mr. John M. Quinata as the Executive Manager of the A.B. Won Pat International Airport Authority, Guam.

**B.** Approval of Compensation - Deputy Executive Manager

The next item for Board consideration is the compensation of the newly appointed Deputy Executive Manager, Dr. Artemio 'Ricky' Hernandez. Chairman Bamba asked that Executive Manager Quinata introduce Dr. Hernandez and provide justification for his annual salary recommendation. Executive Manager Quinata provided a brief summary of qualifications, experience and accomplishments, stating that Dr. Hernandez is the current Deputy Administrator at the Guam Economic Development Authority (GEDA), an instructor for Accounting and Public Administration at the University of Guam (UOG), a former Interim Deputy at Department of Public Works, and a former, and the longest serving Director of Finance and Budget at the Guam Legislature. He has a Bachelors and Masters degree in Accounting from UOG, and PHD in Business from Capella University. The Executive Manager added that Dr. Hernandez brings diversity and structure to the Airport team, and with his outstanding financial background, they will work hand in hand to bring GIAA in to the new

norm of conducting Airport business in the days to come. He went on to inform the Board that due to Dr. Hernandez's qualifications and experience, he is recommending the annual salary of $140,066.00. Effective date of employment will be July 6, 2020.

Chairman Bamba announced that he has a lot of respect for Dr. Hernandez and that he will be a great addition to the Airport Management team.

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

**Resolution No. 20-52**

The Board hereby approves the annual salary of $140,066.00 for Dr. Artemio 'Ricky' Hernandez as the Deputy Executive Manager of the A.B. Won Pat International Airport Authority, Guam.

Dr. Hernandez thanked the Executive Manager for his trust and faith, and the Board for their confidence in him. He expressed his excitement in joining the Airport team and his willingness to assist in getting GIAA back to where it was in the early months of 2020. The Board and Management congratulated and welcomed Dr. Hernandez.

**C.** Approval of Board Resolution: GIAA's Bank Signatories

The next agenda item was a Board resolution to revise GIAA's Bank Signatories. The revisions are the inclusion of John M. Quinata, Executive Manager and Artemio R. A. Hernandez, Deputy Executive Manager.

After further discussion, on motion duly made by Director Tainatongo, seconded by Director Morato, the following resolution was unanimously approvedvia roll call vote:

**Resolution No. 20-53**

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

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

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

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

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

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

**D.** Approval of Award for Purchase and Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beads – IFB No. GIAA-005-FY20

The next item on the agenda was the approval of Award for Purchase and Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beadsunder IFB No. GIAA-005-FY20. Ms. Jean Arriola provided background information to the Board on the referenced IFB. Fourteen (14) 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: Airfield Guidance Signs (Total Bid Price)** | **Bid Item No. 2: Waterborne Traffic Paint (Total Bid Price)** | **Bid Item No. 3: Reflective Traffic Beads (Total Bid Price)** |
|---|---|---|---|
| Pacific Rainbow Inc. dba Sherwin Williams Paint | No Bid | **$69,198.00** | **$53,298.00** |
| Pacific Industrial Coatings | No Bid | $92,900.00 | $65,750.00 |
| Full Circle, LLC | **$55,209.73** | $90,925.00 | $67,872.75 |
| CRW Trading, Inc. | $62,878.36 | $100,961.00 | $67,584.50 |

Management recommends that the Board approve the contract award based on the following:

| Item & Description | Awarded to: | Total Amount: |
|---|---|---|
| Item 1: Airfield Guidance Signs | Full Circle, LLC | $55,209.73 |
| Item 2: Waterborne Traffic Paint | Pacific Rainbow, Inc. | $69,198.00 |
| Item 3: Reflective Traffic Beads | Pacific Rainbow, Inc. | $53,298.00 |
| | Total Contract Award: | **$177,705.73** |

Upon approval of award, purchase orders will be processed in conformance with the Guam Procurement Law and Regulations. The total contract award for the referenced IFB is $177,705.73. Funding for the awarded purchase orders is available under the Properties and Facilities O&M budget.

Ms. Arriola advised the Board that the contract for the referenced IFB is for an initial term of three (3) years. The contract includes two (2) one (1) year options to be exercised at the sole discretion of GIAA, not to exceed a total contract term of five (5) years. Funding for this contract is available under the Properties and Facilities O&M budget. Discussion ensued on details of the contract.

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

**Resolution No. 20-54**

The Board hereby approves the contract award for Purchase and Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beadsunder IFB No. GIAA-005-FY20for a total contract award of $177,705.73, as presented, subject to review by legal counsel.

**E.** Ratification of Quarterly Travel

The quarterly travel report from January to March 2020 was presented to the Board for ratification.

After further discussion, on motion duly made by Director Weakley, seconded by Director Tainatongo, the following resolution was approved via roll call vote:

**Resolution No. 20-55**

The Board hereby ratifies the FY2020 3rd quarter travel report from January to March 2020, as presented.

## 7. REPORT OF THE EXECUTIVE MANAGER

Reference is made to the Executive Manager's Report included as part of the Board's packet, which was presented by Executive Manager Quinata. The report included brief updates on Airport operations, CIPs and Regulatory updates. Included with the report was an update relative to COVID-19. Brief discussion followed, with Chairman Bamba encouraging testing for those employees that in the front lines, and further asked that Management ensure that there is a response plan in place in the event that an employee tests positive for the virus.

At this time, Director Morato asked that the Board be notified once the second Legal firm, Calvo Fisher & Jacob, LLC's contract is approved by the Attorney General, in order for the Board to get an update on the litigation matters at the next regular Board meeting. Executive Manager replied, once the notification from the Attorney General's Office is received, Management will advise the Board.

## 8. REPORT OF THE COMPTROLLER

Ms. Antoniette Bautista, Accounting Supervisor reported on the revenues and expenses of the Authority as of **May 31, 2020**. Ms. Bautista reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-27.9%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-4.2%** and **-41.0%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **-7.1%**. Year-to-date Total Operating Revenues Actual of **$40.8M** is **-19.3%** below the budget estimate of **$50.6M**. Year-to-date Total Operating Expenses are below budget by **-18.1%**. Components of this line item include a **-5.4%** decrease in Personnel Service, a **-20.1%** decrease in Contractual Services, a **-70.8%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories. The actual year-to-date Net Revenues from Operations of **$11.6M** reflects a decrease of **-22.4%** over the year-to-date budgeted amount of **$14.9M**. Ms. Bautista reported that the year-to-date Debt Service Coverage is at **1.24** versus the requirement of **1.25.**

Director Morato inquired on a timeline for the funding from the Cares Act. Ms. Bautista replied that it is currently being reviewed, but GIAA is hopeful it will be approved in June. Discussion followed on draw downs.

## 9. EXECUTIVE SESSION

There was no Executive Session.

## 10. PUBLIC COMMENTS

There were no Public Comments.

## 11. ADJOURNMENT

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

Dated this 27th, day of August, 2020.

Brian J. Bamba
Chairman

Attest:

Donald I. Weakley
Board Secretary

Prepared and Submitted By:

Amanda O'Brien-Rios
Corresponding Secretary

**ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM**
**BOARD OF DIRECTORS RESOLUTION NO. 20-53**

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

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

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

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

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

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

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

**DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 26, 2020 REGULAR BOARD MEETING.**

**BRIAN J. BAMBA, Chairman**

**GURVINDER SOBTI, Vice Chairman**

**DONALD I. WEAKLEY**

**LUCY M. ALCORN**

Absent

**ZENON E. BELANGER**

**ROSIE R. TAINATONGO**

**DOYON A. MORATO**

**ATTEST:**

**DONALD I. WEAKLEY, Board Secretary**

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# BOARD OF DIRECTORS REGULAR MEETING

**3:00 p.m., Friday, June 26, 2020**

**GIAA TERMINAL CONFERENCE ROOM #3**

Public Notice

First Notice:
Guam Daily Post – June 19, 2020
Notice to Media – June 19, 2020

Second Notice:
Guam Daily Post – June 24, 2020
Notice to Media – June 24, 2020

## AGENDA

1. Call to Order and Attendance
2. Approval of Agenda
3. Approval of Minutes
   - **A.** June 2, 2020 Regular Meeting
   - **B.** June 15, 2020 Special Meeting
   - **C.** June 18, 2020 Reconvened Meeting
4. Correspondence
   - **A.** Letter from GIAA Executive Manager - Resignation
5. Old Business
   - **A.** Approval of Award for Legal Services - RFP No. RFP-003-FY20
6. New Business
   - **A.** Board Appointment and Compensation - Executive Manager
   - **B.** Approval of Compensation - Deputy Executive Manager
   - **C.** Approval of Board Resolution: GIAA's Bank Signatories
   - **D.** Approval of Award for Purchase and Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beads - IFB No. GIAA-005-FY20
   - **E.** Ratification of Quarterly Travel
7. Report of Executive Manager
8. Report of the Comptroller
9. Executive Session
10. Public Comments
11. Adjournment

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**A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM**
**Board of Directors Regular Meeting**
**3:00 p.m., Friday, June 26, 2020**
**GIAA Terminal Conference Room #3**

**SIGN-IN SHEET**

| | PRINT NAME | COMPANY/AGENCY |
|---|---|---|
| 1. | Henry Cruz | GIAA |
| 2. | Ann Baptista | GIAA |
| 3. | JEAN ARRIOLA | GIAA |
| 4. | M MARATITA | GLIMPSES \| MBJ |
| 5. | ED MUNA | OPS |
| 6. | Phillip TORRES | TORRES LAW GROUP |
| 7. | Anita P. Arriola | ALF |
| 8. | VICTOR J. CRUZ | GIAA |
| 9. | FRANK SANTOS | TMG |
| 10. | Artemio "Ricky" Hernandez | GEDA |
| 11. | TRICIA GRANILLO | AM INS. |
| 12. | Annmarie Muña | AM INS. |
| 13. | JOE JAVELLANA | PMO |
| 14. | RAY MANTANONA | ARFF |
| 15. | CONNIE CARRIDO (VIA TELEPHONE) | SSFM. |
| 16. | MICHELLE MANIBUSAN (TELEPHONE) | VICE SPEAKER'S OFFICE |
| 17. | VINCE NAPUTI | GIAA POLICE CHIEF |
| 18. | | |
| 19. | | |
| 20. | | |

# Bolton: Trump sought Xi's reelection help

WASHINGTON (Reuters) – In a withering behind-the-scenes portrayal, President Donald Trump's former national security adviser John Bolton accused him of sweeping misdeeds that included explicitly seeking Chinese President Xi Jinping's help to win re-election.

Bolton, a longtime foreign policy hawk who Trump fired in September over policy differences, also said that the U.S. president had expressed a willingness to halt criminal investigations to give "personal favors to dictators he liked," according to a book excerpt published in the New York Times.

The White House attacked Bolton but did not comment directly on excerpts from "The Room Where It Happened: A White House Memoir" published on Wednesday in the Wall Street Journal, the New York Times and the Washington Post.

The accusations are part of a book that the U.S. government on Tuesday sued to block Bolton from publishing, arguing it contained classified information and would compromise national security. The government is seeking a court hearing on Friday.



**WHITE HOUSE BRIEFING:** *President Donald Trump, left, and John Bolton, right, then-national security adviser, attend a briefing from Senior Military Leadership in the Cabinet Room of the White House on April 9, 2018, in Washington, D.C. Olivier Douliery/Abaca Press/Tribune News Service*

Together, they portray a U.S. president mocked by his top advisers who exposed himself to far more extensive accusations of impropriety than those that drove the Democratic-led House of Representatives to impeach Trump last year.

The Republican-led Senate acquitted Trump in early February. Trump was accused of withholding U.S. military aid last year to put pressure on newly-elected Ukrainian President Volodymr Zelensky to provide damaging information on Democratic political opponent Joe Biden.

"Had Democratic impeachment advocates not been so obsessed with their Ukraine blitzkrieg in 2019, had they taken the time to inquire more systematically about Trump's behavior across his entire foreign policy, the impeachment outcome might well have been different," Bolton wrote, according to excerpts of his book published in the Wall Street Journal.

Critics of Bolton note he declined to testify before the House inquiry when his disclosures could have been critical, adhering instead to White House guidance.

**Schiff: 'He saved it for a book'**

Critics of Bolton note he declined to testify before the House inquiry when his disclosures could have been critical, adhering instead to White House guidance.

Representative Adam Schiff, the California Democrat who led the prosecution of Republican Trump, slammed Bolton for saying at the time that "he'd sue if subpoenaed."

"Instead, he saved it for a book," Schiff said on Twitter. "Bolton may be an author, but he's no patriot."

# COVID-19 cases surge in Oklahoma ahead of Trump's Tulsa rally

PHOENIX (Reuters) – Several U.S. states including Oklahoma reported a surge in new coronavirus infections on Wednesday, just days before a planned campaign rally for President Donald Trump in Tulsa that will rank as the nation's largest social gathering by far in three months.

An uptick in coronavirus cases in many states over the past two weeks, along with rising COVID-19 hospitalizations, reflected a troubling national trend that has seen daily U.S. infection numbers climbing after more than a month of declines.

Oklahoma reported a record 259 new cases over the previous 24 hours, while Florida reported more than 2,600 new cases and Arizona more than 1,800 – the second-highest daily increases for those two states.

In Arizona, where doctors, nurses and health administrators called for making face coverings mandatory statewide in public places, Gov. Doug Ducey said he would let local officials decide whether to impose such rules and how to enforce them.

"If you do go out, wear a mask. It's the smart thing to do," he said.

Phoenix Mayor Kate Gallego immediately tweeted that a vote on a proposed ordinance to require face masks outdoors in the nation's fifth-largest city would go on the agenda for the city council's next meeting.

Texas reported 3,100 new coronavirus cases on Wednesday, its biggest single-day tally yet, along with another all-time high for COVID-19 hospitalizations – nearly 2,800 patients. That marks the sixth straight day in which the number of patients currently admitted for the highly contagious respiratory virus has reached record numbers in Texas.

While Texas has not reported how many of its hospitalized COVID-19 patients are admitted to intensive care units, 1,500 ICU beds are available statewide, including 200 in the Houston area, a state website (here) said.

The daily count of infections also hit a new benchmark in California, with more than 4,000 cases recorded statewide on Wednesday. Los Angeles County alone reported its largest daily increase of over 2,100 new cases on Wednesday, though several hundred were attributed to a backlog in test results released all at once.

Trump's political team, meanwhile, forged ahead with plans for a campaign rally on Saturday in Tulsa, his first such event since stay-at-home restrictions were imposed across much of the country in March to fight the coronavirus.


## PUBLICATION NOTICE

In accordance with the provisions of Guam Code Annotated, Title XI, Chapter III, Section 3315, notice is hereby given that:

**Ilas, Davis N.**
**DBA: Ilas, Davis N.**

has applied for a Class: 3 Wholesaler Alcoholic Beverage License said premises being marked as Lot: 5047-1-3-R1, Espino Building Unit C, 2271 Rte. 16, Tamuning/Tumon/Harmon.

GHC
GUAM HOUSING CORPORATION
*P.O. Box 3457, Hagåtña, guam 96932*

Guam Housing Corporation will hold a Regular Board of Directors meeting on Friday, June 26, 2020 at 9:00 a.m. at GEDA conference room, 5th floor, ITC bldg. This meeting is open to the public via Google Meet.
**Google Meet info: Join by phone I (US) +1 413-357-1487 I PIN: 873 564 528#**
For more information or special accommodations, please contact Cassandra Santos or Arleen Evangelista at 647-4143.

## PUBLICATION NOTICE

In accordance with the provisions of Guam Code Annotated, Title XI, Chapter III, Section 3315, notice is hereby given that:

**Krizia Mae F. Espino**
**DBA: Krizia Mae F. Espino**

has applied for a Class: 5 Off Sale Beer & Wine Alcoholic Beverage License said premises being marked as Lot: 5162-6, 228 DE Street Harmon Industrial Park, Harmon.

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
The Honorable Lourdes A. Leon Guerrero, Governor
The Honorable Joshua F. Tenorio, Lt. Governor
GUAM

## PUBLIC NOTICE

The Board of Directors of the A.B. Won Pat International Airport Authority, Guam (GIAA) will convene its Regular Board meeting on Friday, June 26, 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@guamairport.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.
(This ad paid for by GIAA)


Doc. No. 35GL-20-2297.

# Trial set for child porn defendant

By Nick Delgado
nick@postguam.com

A former Guam National Guard sergeant facing federal charges of producing child pornography is scheduled to go to trial in the District Court of Guam this September.

Jerry Thomas Guerrero II appeared via video conference before Chief Judge Frances Tydingco-Gatewood for a status hearing on Tuesday.

Guerrero's attorney Jay Arriola told the court that the pandemic and ongoing lockdown in the state of Arizona has caused delays, adding that is where the evidence is located.

It was also said during the hearing that more than half of potential jurors recently questioned have responded that they are either not comfortable or somewhat uncomfortable with reporting for jury duty during the ongoing pandemic.



Jerry Thomas Guerrero II

"The community is not excited to come in to a non-COVID-free Guam courthouse," said Tydingco-Gatewood.

Another status hearing has been scheduled for July 8.

Guerrero faces up to 30 years in prison if convicted.

In July 2019, federal agents arrested Guerrero at the National Guard Readiness Center in Barrigada.

The arrest is a "direct result of the work being done by the Marianas Child Exploitation/Human Trafficking Task Force ... to prevent, stop and counter all threats of abuse and exploitation to children living in Guam and the CNMI," the FBI stated.

Guerrero also faced criminal charges in the Superior Court of Guam for allegedly engaging in sexual acts with a 14-year-old girl and recording videos of the acts in 2018, Post files state.

Guerrero had been in the Guard for 10 years, but his military obligation expired in July of last year and he did not reenlist, Post files state.

# Court trying to locate man accused of selling turtles

By Nick Delgado
nick@postguam.com

A summons was issued for federal defendant Juliano J. Manuel, who stands accused of illegally taking and selling two green sea turtles.

His case went before District Court of Guam Magistrate Judge Michael Bordallo on Tuesday for arraignment.

It was said in court that efforts are ongoing to locate Manuel so he can answer to the charges. The hearing was continued for another 30 days.

Information filed in federal court earlier this month charged him with two counts of possession of a threatened species and two counts of sale of a threatened species.

The crime is charged as a misdemeanor in federal court. Federal and local endangered species laws state that it is illegal to capture, harass, possess, buy, sell or transport the sea turtles or any part of the turtles including the eggs, shells, shell jewelry and meat, according to Guampedia.com.

## Democrats respond to criticism on Adelup breezeway

By John O'Connor
john@postguam.com

The Democratic Party of Guam has responded to criticisms over its use of the breezeway at Adelup for recent party activities.

"There have been recent concerns over the use of the Adelup breezeway for recent party events," the organization stated in a release.

"The area used is a public space available to all regardless of their political affiliation with the acknowledgement of the governor's office. The Adelup breezeway is situated between the governor's complex and public land overseen by the Department of Parks and Recreation. As a courtesy to both entities, the DPG gave notice to these offices," the release added.

Ken Leon-Guerrero, a potential senatorial candidate who has raised issues with the party's use of the breezeway, told The Guam Daily Post that the local Democratic party and Democratic leadership at Adelup and the Legislature have failed to answer questions "about their violation of the law against using a government facility for partisan political purposes."

"Their inaccurate declaration that the area is a public space available to all regardless of political affiliation was proven false when last month a group of 25 protesters were prevented from protesting on Adelup grounds by police officers backed up by a SWAT unit," Leon-Guerrero said.

"It was also proven false on Saturday, when I asked why we (Republicans) weren't invited and was informed ... that the event was for Democrat candidates only."

## More than 700 sign up for June 27 islandwide cleanup

By Lannie Walker
lannie@postguam.com

The Guam Visitors Bureau and the Islandwide Beautification Taskforce will host an Islandwide Beautification Cleanup on Saturday, June 27, starting at 8 a.m.

During a press conference held at Adelup on Tuesday morning, Lt. Gov. Josh Tenorio said the cleanup indicates that Guam is ready to return to a "new normal."

### Get involved

Groups, individuals and businesses wishing to participate can email the Guam Visitors Bureau at hafaadai@visitguam.org or call Taylor Pangilinan at 686-4823.

Gov. Lou Leon Guerrero announced on Monday that tourism would "reopen" on July 1. The Chamorro Village, a popular tourist spot, will likely reopen later this month, Tenorio added.

More than 700 individuals have signed up to participate in the cleanup, said Tenorio.

Sinajana Mayor Robert Hofmann said the mayors will assist in transporting the bags of trash. Hoffman suggested that those who cannot join in the GVB cleanup tidy up the areas around their residences.


**Guam Memorial Hospital Authority**
**Aturidåt Espetåt Mimuriåt Guåhan**
850 GOV. CARLOS CAMACHO ROAD
OKA, TAMUNING, GUAM 96913
TEL.: (671) 647-2544 or (671) 647-2330; FAX: (671) 649-0145

This Public Notice is paid for by government funds, and is paid for by Guam Memorial Hospital Authority.

**NOTICE OF ZOOM VIDEO PUBLIC HEARING**

As mandated by Public Law 29-02, Chapter V, Part IX, Section 2, §3131, NOTICE IS HEREBY GIVEN that the Guam Memorial Hospital Authority (GMHA) will be conducting a Public Hearing on existing hospital rates, fees, and charges. Pursuant to Public Law 26-66, GMHA will also introduce at this public hearing the hospital's new rates, fees, and charges. Documents relating to these proceedings are available on our website at www.gmha.org under Patient Portal - GMHA Fee Schedule and under Public Information - GMHA Press Release – GMHA Public Hearing. Should you have any questions, please feel free to contact *Mr. Frumen Patacsil*, Hospital Quality Improvement Specialist at 648-7945 or *Ms. Yukari B. Hechanova*, Chief Financial Officer, Acting, at 648-6746.

Date: **Friday, June 26, 2020**
Time: **9:00 a.m.**
Zoom Video Conference: **Zoom Video Public Hearing Details and Link to join:**
https://zoom.us/j/94865462210?pwd=akJja2s1b3gyRnFvbm00NStUMlRsdz09
Meeting ID: 948 6546 2210
Password: 522890

The details and link to this public hearing was also available on the Office of the Attorney General website under www.oagguam.org/govguam-meetings/



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 Friday, June 26, 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@guamairport.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.

(This ad paid for by GIAA)



**PUBLICATION NOTICE**

In accordance with the provisions of Guam Code Annotated, Title XI, Chapter III, Section 3315, notice is hereby given that:

**IN THE KITCHEN, INC.**
**DBA: KITCHEN LINGO**

has applied for a Class: Five (5) General Off-Sale Alcoholic Beverage License said premises being marked as Lot: 7 Blk 2 #153 Martyr St. Unit 101 A Cruz Bldg. Hagatna.


Doc. No. 35GL-20-2297.

**MINUTES OF THE REGULAR MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM**
**Tuesday, June 2, 2020, 3:00 p.m.**
**GIAA TERMINAL CONFERENCE ROOM #3**

## 1. CALL TO ORDER AND ATTENDANCE

The June 2, 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 3:13 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

| **Directors Present:** | **Offices or positions:** |
|---|---|
| Brian J. Bamba (Via VTC) | Chairman |
| Gurvinder Sobti (Via VTC) | Vice Chairman |
| Donald I. Weakley | Board Secretary |
| Lucy M. Alcorn (Via VTC)* | |
| Zenon E. Belanger | |
| Doyon A. Morato (Via VTC) | |
| 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 |
| Edward Muna | Air Terminal Manager, Acting |
| Vince Naputi | Chief, Airport Police |
| Raymond Mantanona | Chief, ARFF |
| Victor Cruz | Engineering Supervisor |
| Ken McDonald | P&F Superintendent |
| Rolenda Faasuamalie | Airport Marketing |
| Henry Cruz | Supply Management Administrator |
| | |
| Janalynn C. Damian, Esq. (Via VTC) | GIAA Legal Counsel |
| Phill Torres, Esq. | Conflicts 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 recognized the hard times that the Airport, tourism and aviation industries, and the Guam community are going through presently due to Covid-19, and expressed the need to prepare for a new operating

environment, stating that it will be a monumental task, though the Board stands with Management and that he looks forward to the challenges ahead.

## 2. APPROVAL OF AGENDA

*Chairman Bamba recognized the arrival of Director Alcorn via zoom video teleconference.

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

## 3. APPROVAL OF MINUTES

**A.** April 23, 2020 - Regular Meeting

On motion duly made by Director Tainatongo, seconded by Vice Chair Sobti, the following resolution was unanimously passed via roll vote:

**Resolution No. 20-34**

The Board hereby approves the minutes of the April 23, 2020 regular meeting, subject to corrections.

## 4. CORRESPONDENCE

**A.** Letter from Car Rental Association - Consideration for Rent Relief
**B.** Letter from Lotte Duty Free Guam - Consideration for Rent Relief
**C.** Letter from IT&E - Consideration for Rent Relief

Executive Manager Ada announced to the Board that correspondence was received relative to requests for consideration for rent relief. Copies of the letters are provided in the Boards package. The Manager added that the requests from the Car Rental Association and Lotte Duty Free Guam will be addressed under Old Business. The request from IT&E will be addressed at the next regular Board meeting. If the Board would like the letters to be elaborated on, Airport Services Manager, Ms. Jean Arriola would be happy to do so. Chairman Bamba acknowledged receipt of the three (3) letters of correspondence.

Director Alcorn inquired on the details of the rent relief requests, and if it is across the Board. Chairman Bamba explained that Management will explain the details of each request should the Board have questions, however Item 5C., will address some of the areas of concern, not specific to individual referenced requests, but a proposed relief package.

## 5. OLD BUSINESS

**A.** Ratification of FAA Grant Agreement - Phase 1A 6L/24R Rehabilitation Project

Mr. Frank Santos informed the Board that the Grant Agreement is for the Runway 6L/24R Rehabilitation Project, specifically for Phase 1A, previously awarded to Hawaiian Rock Products. The Grant was received to fund the Project, and Notice to Proceed to be issued. The source of is from an FAA Supplemental Appropriation made available during FY2019, however the offer was made to the Airport on April 30, 2020. Supplemental Appropriation Grant 3-66-0001-108-2020 (AIP 108) is in the amount of $10M, 90% FAA share, and 10% Airport share; overall the grant is $11M. The Airport's share will be funded by the Restructured Debt Service through the 2019 Bond Refunding.

Mr. Santos announced that Board action is requested to ratify the acceptance of the grant in the amount of $10M, and authorization to utilize the Restructured Debt Service funds in the amount of $1M. Notice to Proceed will be issued in approximately 2-3 weeks from the date of execution. Mr. Santos added that Phase 1B of the referenced Project will be addressed under New Business. Discussion ensued.

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

**Resolution No. 20-35**

The Board hereby ratifies Management's acceptance of the Supplemental Appropriation Grant Agreement AIP Project No. 3-66-0001-108-2020 - Rehabilitate Runway 6L/24R - Phase 1A, and authorizes the utilization of the Restructured Debt Service funds in the amount of $1M as the Airport's 10% share.

**B.** 3rd Floor CIP - Revised Completion Date/Change Order No. 12

The next item discussed was the 3rd Floor CIP. Executive Manager Ada informed the Board that the Board previously authorized Management to undertake a review of the 3rd Floor Project to verify an updated completion date of the Project. With that, the Executive Manager announced that Mr. Kent Hsieh, KHLG & Associates will present an update to the Board. Mr. Hsieh provided a powerpoint presentation to the Board stating that the Project is at 80% completion.

- Contract DBO: August 4, 2020
- January 2020 P6 Schedule Update shows that the project is scheduled to complete on April 26, 2021
- A January 2020 Hoarding Plan for a Sterile Corridor Phase Plan shows a “Target Finish” of December 1, 2021

Discussion followed relative to the reasons for delays. Chairman Bamba expressed concerns with the delays and the budget. The Chairman requested that the issues be brought to the CIP Committee for further review before coming back to the Board.

Executive Manager Ada advised that there is a Change Order requiring Board action. Chairman Bamba inquired if the Change Order is urgent at this time. Executive Manager Ada announced that the work has already been performed by Black Construction.

Mr. Hseih presented Change Order No. 12. Potential Change Orders (PCO's) included two (2) automatic sliding doors at the sterile corridor; Continuation of Island Certificates Steel Inspections and NDT services; Removal and replacement of W7 Glass Wall panel near Gate 7. Changes were not made to the contract, these were services required to move forward with the Project. Change Order No. 12 is in the amount of $774,000.00. Executive Manager Ada reiterated that services have already been provided. Discussion followed.

Mr. Hseih announced that not approving the Change Order at this time, may cause further delays. Executive Manager Ada advised the Board that at the time the referenced PCO's came up, it was in full discussion with the Construction Manager, the Contractor and GIAA Engineering, and it was determined at the time that these services were needed.

After further discussion, on motion duly made by Director Taintaongo, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-36**

The Board hereby approves Change Order No. 12 in the amount of $774,000.00 for the Terminal Building Structural Upgrade and Concourse Isolation Project as presented.

Executive Manager assured the Board, discussion with the CIP Committee regarding the 3rd Floor Project and updated completion date will be scheduled.

**C.** Proposed COVID-19 Rent Relief

Executive Manager Ada announced that Board action is required on a conceptual relief proposal that Management prepared to address the requests received from tenants relative to the hardship due to Covid-19. GIAA Comptroller, Mr. John Rios provided a spread sheet to show the Board that is financially feasible for the Airport to provide relief to its partners. The spreadsheet provided a look at GIAA's original budget approved by the Board for FY20, and the Covid-19 numbers inclusive of the rent relief as previously mentioned by the Executive Manager. Also included on the spreadsheet was the Covid-19 impact on both revenues and expenditures. Mr. Rios announced that the budgeted amount for enplaned passengers dropped from $1.969M to $1.087M, and Operations & Maintenance (O&M) expenses is forecasting at $49.49M from $53.293, which includes the 15% budget reduction beginning April, the hiring freeze, beginning May, and the five (5) month spending reduction from October 2019. Mr. Rios also covered the additional expenditures due to Covid-19, to include the premium pay for Personnel during the pandemic period in the approximate amount of $1.2M, as well as the procurement of equipment and supplies.

The Comptroller informed the Board that Concession revenue is forecasted to drop from $19.014M to $13.806M, a difference of approximately $5.2M. Addressing the rent relief issue relative to those vendors on a Minimum Annual Guarantee (MAG) rent agreement, the Comptroller explained for the Board's information that a MAG vendor is required to pay an annual guarantee payment on a monthly basis regardless of sales or a drop in enplanement numbers. A non-MAG vendors' rent is based on percentage of sales. Out of the $5.2M, non-MAG vendors will see a revenue reduction of approximately $2.2M, therefore a rent relief of approximately $3M may be offered for MAG vendors.

Inclusive of the CARES Act of $20.693M, and impacts to revenues and expenditures, GIAA's Total Airport revenue is forecasted at $72.639M from $77.968. After taking into consideration the O&M expenses, debt service requirements and all other expenditures, GIAA's total surplus is at $5.7M.

Executive Manager Ada announced that the proposed amount of $3M will provide relief to MAG tenants, such as car rental vendors and Lotte Duty Free Guam. The period of relief will be for three (3) months, from April to June, 2020. The Executive Manager emphasized that even after providing $3M in rent relief, and meeting debt service requirements, GIAA will still have a surplus of approximately $5.7M. The relief will be based on the space that the tenant is occupying, through a fixed rate, across the board to all MAG tenants.

Discussion followed on which tenants are included, with Ms. Jean Arriola adding that all tenants are receiving some type of relief. The first relief package was a deferral of rent for three (3) months, the second package is primarily for tenants under a Minimum Annual Guarantee arrangement and informed the Board that the Executive Manager is also asking the Board for the authority to meet with each of those tenants individually to come up with an acceptable arrangement. Discussion ensued on details of possible arrangement options.

Executive Manager Ada added that Management is comfortable in proposing the $3M relief package to tenants as they have actual information for the month of April, however the months of May and June are still forecasted information, and suggested holding off on any additional relief until the actual information becomes available. Chairman Bamba announced that although he has not been engaged in discussions with the Finance Committee, he is comfortable with the numbers presented.

After further discussion, on motion duly made by Director Tainatongo, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-37**

The Board hereby approves the proposed COVID-19 Rent Relief package in an amount up to $3M to cover the period of April to June, 2020; the Board further authorizes Management to individually meet with tenants that are under MAG arrangements with the Airport to come to mutually agreeable arrangements, subject to legal review.

After further discussion, on motion duly made by Director Belanger, seconded by Director Tainatongo, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-38**

The Board hereby authorizes Management to meet with tenants individually that are under Minimum Annual Guarantee arrangements with the Airport to come to mutually agreeable rent relief arrangements, subject to legal review.

## 6. NEW BUSINESS

**A.** Approval of Award for GIAA Runway 6L/24R Rehabilitation - Construction Phase 1B

The first item discussed was the award for GIAA Runway 6L/24R Rehabilitation - Construction Phase 1B. Mr. Frank Santos provided background information to the Board on the referenced project, stating that on June 14, 2019 GIAA issued an Invitation for Bid (IFB) for the construction services for the Project. Only one bidder responded, Hawaiian Rock Products Corporation (HRC), with a bid price exceeding the anticipated phased grant funding. On July 26, 2019, pursuant to Procurement Regulations, GIAA canceled the IFB. At the January 17, 2020 Regular Board meeting, the Board approved 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. Construction for the Project is funded by two (2) separate grant sources from the FAA. The FAA grant previously ratified under Old Business, funded Phase 1A. Management is now prepared to proceed with Phase 1B and request for the Board to approve the sole source award to HRC in the amount of $9,264,620.15. Mr. Santos added that AIP funding for the Project is anticipated for June 2020 in the amount of $11,193,087, FY2020 funding and 100% FAA.

Board action is required to approve the sole source award for Phase 1B to Hawaiian Rock Products Corporation (HRC) in the amount of $9,264,620.15, and to authorize Management to execute the FAA Grant for Phase 1B in the amount of $11,193,087.00. Mr. Santos added that the difference in amounts is due to Construction Management.

After further discussion, on motion duly made by Director Morato, seconded by Director Alocrn, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-39**

The Board hereby approves the sole source award for Rehabilitate Runway 6L/24R - Construction Phase 1B to Hawaiian Rock Products Corporation in the amount of $9,264,620.15.

After further discussion, on motion duly made by Director Tainatongo, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-40**

The Board hereby authorizes Management to execute the FAA AIP grant agreement for Rehabilitate Runway 6L/24R - Construction Phase 1B in the amount of $11,193,087.00.

**B.** Approval of Award for GIAA Cooling Tower Support Rehabilitation and Repair - IFB No. GIAA-C01-FY20

The next item on the agenda was the approval of Award for GIAA Cooling Tower Support Rehabilitation and Repair under Invitation for Bid, IFB No. GIAA-C01-FY20. Ms. Jean Arriola provided background information to the Board on the referenced IFB. Twenty-three (23) 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: | Total Bid Amount: |
|---|---|
| Sumitomo Mitsui Construction Co., Ltd. | $624,544.00 |
| JRN Air Conditioning & Refrigeration, Inc. | $441,610.51 |
| **IAN Corporation** | **$391,763.19** |
| BME & Sons, Inc. | $814,233.70 |

Management recommends that the Board approve the contract award of $391,763.19 to Ian Corporation, who has been determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Ms. Arriola informed the Board that the lowest bid amount received was approximately 60% lower than the government estimate, Ian Corporation was asked to reconfirm their bid price, in which they did. Funding for this project is available under the CIP fund. The project is for a construction period of 180 days upon issuance of notice to proceed.

Chairman Bamba inquired on the work required and if it is considered an urgent project. Ms. Arriola replied, that it is an urgent project, corrosion was found on the pedestals that support the cooling towers.

Chairman Bamba asked how long it has been an issue. Mr. Victor Cruz, GIAA Engineering Supervisor advised the Board that it has been an issue for some time, the steel beams that cooling towers are sitting on are severely corroded, and the concrete pedestals that are supporting the steel beams are also showing some cracks needing repair or reconstruction from the foundation. A collapse of a cooling tower would affect the whole air-conditioning system throughout the terminal building. Discussion ensued.

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

**Resolution No. 20-41**

The Board hereby approves the contract award for GIAA Cooling Tower Support Rehabilitation and Repair under Invitation for Bid No. IFB No. GIAA-C01-FY20 to Ian Corporation in the amount of $391,763.19, subject to review by legal counsel.

**A.** Approval of Award for Landscaping and Plant Rental Services – IFB No. GIAA-004-FY20

The next item on the agenda was the approval of Award for Landscaping and Plant Rental Services under IFB No. GIAA-004-FY20. Ms. Jean Arriola provided background information to the Board on the referenced IFB. Eleven (11) firms/individuals purchased bid packages and two (2) firms submitted a bid before the submission deadline. The two (2) 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: | Year 1: | Year 2: | Year 3: | Total Bid Price (for 3-Year Initial Contract Term): |
|---|---|---|---|---|
| **SHIBY INC. dba Guahan Clean Master 1** | **$119,976.00** | **$131,976.00** | **$143,976.00** | **$395,928.00** |
| JJ Global Services | $176,535.24 | $176,535.24 | $176,535.24 | $529,605.72 |

Management recommends that the Board approve the contract award of $395,928.00 to Guahan Clean Master 1, who has been determined to have met the standards of responsibility as outlined in the Guam Procurement Law and Regulations.

Ms. Arriola advised the Board that the contract for this bid is for an initial term of three (3) years. The contract includes two (2) one (1) year options to be exercised at the sole discretion of GIAA, not to exceed a total contract term of five (5) years. Funding for this contract is available under the Properties and Facilities O&M budget. Discussion ensued on details of the contract.

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

**Resolution No. 20-42**

The Board hereby approves the contract award for Landscaping and Plant Rental Services under IFB No. GIAA-004-FY20 to Guahan Clean Master 1 in the amount of $395,928.00, subject to review by legal counsel.

**D.** Approval of Award for Architectural, Engineering and Surveying Services – RFP No. RFP-004-FY20

The next item requiring Board action was the award for Architectural, Engineering and Surveying Services. Ms. Jean Arriola, Airport Services Manager, provided background information to the Board on the referenced RFP including the scope of services, contract term, dates of advertisement of the RFP, proposal submission deadline, and the number of interested proposers. A total of twenty-nine (29) firms showed their interest by obtaining the RFP package, and sixteen (16) firms submitted proposals before the established deadline. An evaluation committee was established to evaluate the sixteen (16) proposals that were submitted based on the evaluation criteria set forth in the RFP. As a result of the committee's evaluation, the offerors were found to be responsible and responsive and the ranking result is as follows:

1. Offeror E
2. Offeror F
3. Offeror P
4. Offeror K
5. Offeror B
6. Offeror A
7. Offeror I
8. Offeror C
9. Offeror L
10. Offeror O
11. Offeror J
12. Offeror H
13. Offeror N
14. Offeror M
15. Offeror G
16. Offeror D

The term of the contracts is for a period of three (3) years with additional two (2) one (1) year options 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. The contract will be funded under the Engineering Division’s O&M Budget.

Management recommends that the Board approve the ranking results and the contract award to all Offerors for the Architectural, Engineering and Surveying Services contract, subject to negotiation of fair and reasonable fees to be submitted by the Offerors at a time and in a format determined by GIAA.

Ms. Arriola advised the Board that no costs will determined at this time, the rates will be the only thing negotiated at this time. Ms. Arriola added that in the prior contract for similar

services, GIAA engaged twenty-one firms, and only engaged services when needed. Firms were only engaged for non-AIP projects. Discussion followed.

Director Alocrn inquired if the language in the RFP allowed for more than one firm to be awarded. Ms. Arriola replied yes, the RFP allows for one or more to be awarded.

Chairman Bamba asked if there were any anticipated projects that will require the services of the firms. Ms. Arriola replied that there is one project in queue, with regard to renovation of the Customs and Quarantine area in arrivals. Discussion ensued on types of work the firms will doing.

Director Belanger inquired on the previous contract, if all firms were utilized. Ms. Arriola replied no, the Airport did not utilize all firms. Ms. Arriola clarified for the Board, Management would like to award to all sixteen (16) offerors, they will be on an as-needed basis and available to provide services to GIAA when needed, similar to legal services.

Chairman Bamba inquired on the process with regard to approving a dollar amount for each firm. Ms. Ariola explained that after the Board approved the award to all sixteen (16) firms, GIAA will enter into negotiations with each firm to negotiate the fees, which will then lead to the execution of the contracts. The contracts will have work orders, when work is needed, GIAA would negotiate the scope and fees for that work order.

Director Belanger announced that he would like to abstain from voting on the referenced RFP due to a possible conflict of interest.

After further discussion, on motion duly made by Director Tainatongo, seconded by Vice Chairman Sobti, the following resolution was approved via roll call vote with six (6) votes in favor and one (1) abstention:

**Resolution No. 20-43**

The Board hereby approves the ranking results as presented and the contract award to all sixteen (16) Offerors for Architectural, Engineering and Surveying Services - RFP No. RFP-004-FY20, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Ms. Arriola announced the sixten (16) firms are: Amorient Engineering, Duenas Camacho & Associates, E&A Engineers, EM Chen & Associates Inc., EMCE Consulting Engineers, EMPSCO Engineering Consultants, Engineering Partners Inc., GHD Inc., HTD Pacific Inc., KHLG & Associates Inc., Marcario & Asssociates, RIM Architect (Guam), LLC., SSFM International, Inc., Taniguchi Ruth Makio Architects, TG Engineers, PC, and WM Engineering Services, LLC.

**E.** Approval of Award for Legal Services – RFP No. RFP-003-FY20

The next item requiring Board action was the award for Legal Services. Ms. Jean Arriola, Airport Services Manager, announced that she would like to recuse herself from the referenced RFP

due to a conflict of interest, and informed the Board that Mr. Henry Cruz, Supply Management Administrator will present the RFP. Mr. Cruz 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 seven (7) 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 A
**2.** Offeror B

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. The said contract will be funded under the Administration Division's O&M Budget.

On May 29, 2020, a letter was sent from GIAA notifying Offeror 'A 'that they are determined to be the highest ranked Offeror and requesting a fee proposal. On June 1, 2020, GIAA received the requested fee proposal from Offeror 'A'. On June 2, 2020, a negotiations meeting was held with Offeror 'A' and the GIAA Negotiations Committee, where it was determined that the fees were consistent with the scope of work presented in the RFP and that they were fair and reasonable. Therefore, Management recommends that the Board approve the ranking results and the contract award to Offeror 'A' for the Legal Services contract, subject to the approval by the Office of the Attorney General of Guam.

Director Alcorn inquired if language was revised from the initial Legal RFP, regarding the number of firms GIAA is authorized to hire. Mr. Cruz replied that language was incorporated, allowing GIAA to hire one (1) or more highest ranked proposers.

Director Belanger asked if GIAA is looking to hire both Offerors. Mr. Cruz informed the Board that Management is recommending that the contract be awarded to Offeror 'A'. Executive Manager Ada clarified by providing a brief timeline on the RFP, stating that the re-solicitation of the said RFP was due to the limiting language in the initial RFP solicitation, that only one (1) law firm may be selected. The Board approved the cancellation and re-solicitation. The language was revised in the current RFP solicitation, giving the Executive Manager the latitude to select one or more law firms. At this time Management would like to only offer the contract to Offeror 'A'. The current firm, Calvo Fisher & Jacob, will continue the legal work they are doing under their current contract, without taking on any new work.

Executive Manager Ada announced that Offeror 'A' is Arriola Law Firm. The current law firm, Calvo Fisher & Jacob, will continue their work on the Lotte Duty Free litigation and other legal

work that they had started. All legal work moving forward will be directed to the new firm. A second contract, is not necessary at this point.

Vice Chair Sobti inquired on the evaluation committee and how GIAA determines the evaluations. Executive Manager Ada replied that the Board meeting material states who was on the evaluation committee and the RFP outlines the criteria and what GIAA is looking for in a firm.

Director Belanger inquired, if additional legal work is required in the future, could Offeror 'B' be asked to put in a proposal for it. The Executive Manager replied yes.

Chairman Bamba asked what did the review include. Mr. Cruz replied that the review included the change in language relative to the number of firms that may be awarded, no other changes.

Chairman Bamba asked if the Board had any concerns before voting. Vice Chairman Sobti announced that he had a conflict of interest and would like to abstain from voting.

After further discussion, on motion duly made by Director Belanger, seconded by Director Weakley, the following resolution was approved via roll call vote, with Directors Weakley, Belanger, Alcorn, Morato and Tainatongo voting in favor; Chairman Bamba voting against; and Vice Chairman Sobti abstaining:

**Resolution No. 20-44**

The Board hereby approves the ranking results as presented and the contract award to Offeror 'A' for Legal Services - RFP No. RFP-003-FY20, as presented, subject to Management's negotiation of fair and reasonable fees, subject to review and approval by the Office of the Attorney General of Guam.

Offeror 'A' is Arriola Law Firm.

**F.** Approval of Award for Airport Business and Finance Consultant – RFP No. RFP-002-FY20

The next item requiring Board action was the award for Airport Business and Finance Consultant. Mr. Henry Cruz 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 fourteen (14) firms showed their interest by obtaining the RFP package. An evaluation committee was established to evaluate the one (1) proposal that was 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 firm was found to be responsible and responsive, and the firm in order of ranking is as follows:

**1.** Offeror A

The term of the contract is for a period of three (3) years with two (2) 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.

Executive Manager Ada advised the Board that the sole offeror is GIAA's current consultant, Transportation Management Group, LLC (TMG). As a result of the direct efforts of TMG, the firm brought in numerous federal grants to the approximate amount of $51M for FY2020, and currently have $4M in grant applications are underway. The Manager added that the annual contract price of approximately $1.3M for the firm is well worth it, and highly recommends that the Board approve the award to TMG.

Chairman Bamba inquired on the fee for the previous contract. Executive Manager replied $1.1M. Discussion followed.

After further discussion, on motion duly made by Vice Chair Sobti, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-45**

The Board hereby approves the ranking results as presented and the contract award to Offeror 'A' for Airport Business and Finance Consultant - RFP No. RFP-002-FY20, as presented, subject to Management's negotiation of fair and reasonable fees and review by legal counsel.

Offeror 'A' is Transportation Management Group, LLC.

**G.** Refunding of 2020 Bonds

The next item on the agenda was the Refunding of 2020 Bonds. Executive Manager Ada advised that the Board's approval is requested for Management to pursue the refunding of GIAA's 2020 bonds. Similar to Bond legislation approved in 2019, to borrow money at a lower interest rate to pay off GIAA higher interest rate bonds. Legislation has been drafted and a Legislative sponsor to introduce the Bill has been located. A resolution from the Board approving and authorizing Management to pursue legislation to authorize GIAA to got the Bond Market, is required before the Bill may be placed on the legislative agenda.

After further discussion, on motion duly made by Director Tainatongo, seconded by Director Belanger, the following resolution was unanimously approved via roll call vote:

**Resolution No. 20-46**

The Board hereby authorizes Management to pursue legislation relative to the issuance of GIAA revenue bonds and to refund all or a portion of its outstanding general revenue bonds, 2013 Series B, and 2013 Series C.

## 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.

## 8. REPORT OF THE COMPTROLLER

Mr. John Rios reported on the revenues and expenses of the Authority as of **April 30, 2020**. Mr. Rios reported that year-to-date Total Signatory Revenues are below budgeted revenues by **-20.5%**, year-to-date Total Concession Revenues and Passenger Facility Charges are below budget by **-1.3%** and **-31.0%**, respectively. Year-to-date Total Other Revenues, inclusive of non-signatory and non-airline revenues are below the budget estimate by **4.0%**. Year-to-date Total Operating Revenues Actual of **$38.1M** is **-13.7%** below the budget estimate of **$44.2M**. Year-to-date Total Operating Expenses are below budget by **-16.9%**. Components of this line item include a **-2.7%** decrease in Personnel Service, a **-19.7%** decrease in Contractual Services, a **-75.0%** 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 **$12.1M** reflects a decrease of **-6.1%** over the year-to-date budgeted amount of **$12.8M**. Mr. Rios reported that the year-to-date Debt Service Coverage is at **1.10** versus the requirement of **1.25.**

Chairman Bamba inquired on the payroll costs that the Comptroller had mentioned during the COVID-19 relief presentation, and what the expected total is, now the Governor has released certain restrictions. The Comptroller replied Differential Pay was given to employees during Category 1 & 2. Employees that worked during that time will be paid, for Category 3, employees will no longer receive the Differential Pay. Chairman Bamba asked if the costs now were included in the forecast. The Comptroller replied no, that it was only up to June. Executive Manager Ada clarified that the only additional costs are to the Police division, ten (10) Police officers are receiving the 25% Differential Pay, and the remainder are receiving 15% Differential Pay. Discussion followed.

## 9. EXECUTIVE SESSION

There was no Executive Session.

## 10. PUBLIC COMMENTS

There were no Public Comments.

## 11. ADJOURNMENT

Motion to adjourn duly made by Director Tainatongo, seconded by Director Belanger; motion unanimously passed. The meeting was adjourned at 6:08 p.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**
**Monday, June 15, 2020, 4:00 p.m.**
**GIAA TERMINAL CONFERENCE ROOM #3**

## 1. CALL TO ORDER AND ATTENDANCE

The June 15, 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 4:04 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

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

**Directors Absent:**
None

| **GIAA Officials:** | |
|---|---|
| Thomas C. Ada | Executive Manager |
| John M. Quinata | Deputy Executive Manager |
| Jean M. Arriola | Airport Services Manager |
| Edward Muna | Air Terminal Manager, Acting |
| Raymond Mantanona | Chief, ARFF |
| Victor Cruz | Engineering Supervisor |
| Antoniette Bautista | Accounting Supervisor |
| Joseph Javellana | Program Coordinator IV |
| Henry Cruz | Supply Management Administrator |
| | |
| Phillip Torres, Esq. (Via VTC) | GIAA Conflicts 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 announced that he would like to recuse himself from the remainder of the meeting due to a previously declared conflict of interest with the firm to be discussed, and

asked that Vice Chairman Sobti preside over the meeting. The Chairman excused himself from the meeting.

Vice Chairman Sobti announced that he would also like to recuse himself from the remainder of the meeting due to a conflict of interest with the firm to be discussed and asked that Board Secretary, Donald Weakley preside over the meeting. The Vice Chairman excused himself from the meeting.

Acting Chairman, Donald Weakley now presides over the meeting.

## 2. APPROVAL OF AGENDA

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

## 3. OLD BUSINESS

**A.** Approval of Award for Legal Services - RFP No. RFP-003-FY20

At this time Executive Manager Ada recommended that in order for the Board to have a better understanding of the referenced matter, the Board should table the Approval of Award for Legal Services - RFP No. RFP-003-FY20, recess the Special Board meeting, and reconvene on Thursday, June 18, 2020 at 4:00 p.m. The Executive Manager added that Management will make themselves available should the Board have any questions on the matter. The Board had no objections.

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

**Resolution No. 20-47**

The June 15, 2020 Special Meeting of the Board of Directors of A.B. Won Pat International Airport Authority, Guam is hereby adjourned until Thursday, June 18, 2020 at 4:00 p.m., to reconvene at the GIAA conference room, 355 Chalan Pasaheru, Tamuning, Guam 96913.

The meeting recessed at 4:24 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

**MINUTES OF THE SPECIAL MEETING OF THE BOARD OF DIRECTORS OF THE A.B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM**
**Thursday, June 18, 2020, 4:00 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 June 15, 2020 was reconvened and called to order by Acting Chairman, Donald Weakley at 4:00 p.m. at the GIAA Terminal Conference Room #3, 355 Chalan Pasaheru, Tamuning, Guam, 96913.

| **Directors Present:** | **Offices or positions:** |
|---|---|
| Donald I. Weakley | Board Secretary |
| Lucy M. Alcorn (Via VTC) | |
| Zenon E. Belanger | |
| Doyon A. Morato (Via VTC) | |
| Rosie R. Tainatongo | |
| **Directors Absent:** | |
| Brian J. Bamba (Excused) | Chairman |
| Gurvinder Sobti (Excused) | Vice Chairman |
| **GIAA Officials:** | |
| Thomas C. Ada | Executive Manager |
| John M. Quinata | Deputy Executive Manager |
| Jean M. Arriola | Airport Services Manager |
| Antoniette Bautista | Accounting Supervisor |
| Ken McDonald | Properties & Facilities Superintendent |
| Henry Cruz | Supply Management Administrator |
| Phillip Torres, Esq. | GIAA Conflicts Counsel |
| Frank R. Santos | GIAA Consultant |

## 2. OLD BUSINESS

**A.** Approval of Award for Legal Services - RFP No. RFP-003-FY20

At this time Director Morato suggested the Board table the Approval of Award for Legal Services - RFP No. RFP-003-FY20, and adjourn the meeting, as the Board requires more time to review the documents provided.

## 3. ADJOURNMENT

Motion to adjourn duly made by Director Tainatongo, seconded by Director Morato; motion unanimously passed. The meeting adjourned at 4:02 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

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INTERNATIONAL AIRPORT AUTHORITY GUAM
JUN 23 2020
TIME 16:35 hrs
REC'D BY

June 22, 2020

Mr. Brian Bamba
Chairman, GIAA Board of Directors
Tamuning, Guam

Chairman Bamba,

RE: Letter of Resignation

I hereby tender my resignation. On May 21st, I celebrated my 71st birthday. And this past weekend, I actually enjoyed celebrating Father's Day with my family. I enjoyed the quality family time and wish to have more of it.

There are good people working at GIAA, and I am confident that the agency will maintain an effective operation to serve our island. I am confident that my sudden departure will not impact GIAA; the airport is in good hands with an effective Board and senior staff and management.

Thank you for the opportunity to have served your GIAA, the Administration and our island.

Thomas C. Ada
EM, GIAA

CC: Honorable Lourdes Leon Guerrero, Governor

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

**EXECUTIVE SUMMARY**

**REQUEST FOR PROPOSALS NO. RFP-003-FY20**
**LEGAL SERVICES (RE-SOLICITATION)**

June 15, 2020

## Purpose

Board action is requested to approve the award for Request for Proposasl No. RFP-003-FY20 for Legal Services (Re-Solicitation) ("RFP") to the second highest ranked Offeror.

## 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.

At the June 2, 2020 regularly scheduled Board of Directors meeting, the Board approved the ranking results and award to Offeror A, the highest ranked offeror.

Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of Basic Information of the RFP documents, "GIAA reserves the right to award the **Legal Services** Agreement to one (1) or more firm(s) and/or individual(s) based on the Offerors' qualification ranking, subject to negotiations and mutual agreement of reasonable rates."

## Proposal Analysis and Evaluation

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

1. Offeror A
2. Offeror B

## 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

All offerors have been deemed to have met the standards of responsibility outlined in the Guam Procurement Law & Regulations.

On June 9, 2020, GIAA sent a letter notifying Offeror B that its proposal was determined to be responsive and responsible in accordance to the requirements as set forth in the RFP and subsequently requesting a fee proposal.

On June 11, 2020, GIAA received requested fee proposal from Offeror B. On June 12, 2020, a negotiations meeting was held with Offeror B and the GIAA Negotiations Committee via telephone conference where it was determined that the fees presented by the offeror were consistent with the scope of work presented in the RFP and that they were fair and reasonable.

Therefore, I recommend the Board approve the contract award to **Offeror B** for the **Legal Services** contract, subject to approval of the contract by the Office of the Attorney General of Guam.

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June 12, 2020

**MEMORANDUM**

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

FROM: **SUPPLY MANAGEMENT ADMINISTRATOR**

**SUBJECT:** **EVALUATION AND RECOMMENDATION - REQUEST FOR PROPOSAL (RFP) (SUPPLEMENTAL)**
LEGAL SERVICES (RE-SOLICITATION), RFP NO. RFP-003-FY20

This memorandum is to supplement to the Evaluation and Recommendation memorandum dated May 29, 2020. On the June 2, 2020 regularly scheduled Board of Directors meeting, the GIAA Board of Directors approved the ranking results and the contract award to Offeror A, the highest ranked proposer. Pursuant to Section 8: Selection of Best Qualified Offeror and Proposal of Basic Information of the RFP documents, "GIAA reserves the right to award the **Legal Services** Agreement to one (1) or more firm(s) and/or individual(s) based on the Offerors' qualification ranking, subject to negotiations and mutual agreement of reasonable rates."

**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. Both offerors' proposals were deemed responsive.

**Evaluation and Selection**

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

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 ranked in the order as follows:

1. Offeror A
2. Offeror B

**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, management may approve the contract award to the second highest ranked offeror, **Offeror B** for **Legal Services**, subject to negotiation of fair and reasonable fees and approval by the GIAA Board of Directors. 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 and approval by the Office of the Attorney General of Guam.

Should you have any questions, 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-003-FY20

## LEGAL SERVICES (RE-SOLICITATION)

| OFFEROR DESIGNATION | Evaluator 1 | | Evaluator 2 | | Evaluator 3 | | Final Ranking |
|---|---|---|---|---|---|---|---|
| | Score | Rank | Score | Rank | Score | Rank | |
| OFFEROR A | 98 | 1 | 88 | 2 | 99 | 1 | 1 |
| OFFEROR B | 96 | 2 | 95 | 1 | 96 | 2 | 2 |

| Evaluators: |
|---|
| No. 1: John M. Quinata, Deputy Executive Manager |
| No. 2: Victor J. Cruz, Engineering Supervisor |
| No. 3: Ken McDonald, Properties & Facilities Superintendent |

**Agreement No. GIAA-S20-010**

# AGREEMENT

## by and between

## ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM

**AND**

## CALVO FISHER AND JACOB LLP

**AGREEMENT FOR:**

LEGAL SERVICES
RFP NO. RFP-003-FY20

## AGREEMENT FOR LEGAL SERVICES

This AGREEMENT is made as of this ____ day of June, 2020 ("Effective Date"), by and between **Calvo Fisher & Jacob LLP** ("Attorney"), whose address is 259 Martyr Street, Suite 100, Hagatna GU 96910, and the **ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM** (the "Airport", "Authority", or "GIAA") whose mailing address is P.O. Box 8770, Tamuning, Guam 96931.

## RECITALS

**WHEREAS,** the Airport is empowered under Title 12, Guam Code Annotated, Chapter 1, to carry on the business of operating and maintaining the Antonio B. Won Pat International Airport Authority, Guam and its adjoining facilities, enter into contracts, retain the professional services of qualified individuals or firms, and various other activities; and

**WHEREAS**, the Airport has the authority pursuant to Title 12, Guam Code Annotated, section 1108, to appoint an attorney who shall serve at the pleasure of the Board, and whose compensation shall be fixed by the Board. The attorney by statute is permitted to advise the Board and the Executive Manager on all legal matters to which GIAA is a party or in which GIAA is legally interested. In addition, the attorney by statute is permitted to represent GIAA in litigation; and

**WHEREAS**, GIAA has the authority pursuant to Title 12, Guam Code Annotated, Section 1105(k) to "employ agents and retain or contract for the services of qualified consultants, specialists or experts, as individuals or as organizations, to advise and assist the Authority and its employees, all of which may be accomplished without regard to the portion of the Personnel Laws relative to compensation;" and

**WHEREAS**, the Airport has the authority pursuant to Title 4, Guam Code Annotated, Section 2103.16, to "hire under independent contract person who do not wish to be full-time employees…and who agree that they shall not receive any of the benefits give full-time non-contractual employees of the Government of Guam;" and

**WHEREAS**, such authority has been confirmed by the Guam Supreme Court in the case of A.B. Won Pat International Airport Authority v. Douglas B. Moylan, Supreme Court Case No. CVA03-013 (Superior Court of Guam Case No. SP0055-03), whereby the Supreme Court affirmed the Airport's authority to retain the services of independent legal counsel; and

**WHEREAS**, pursuant to Title 5, Guam Code Annotated, Section 5216, the Airport issued a Request for Proposals No. RFP-003-FY20 (the "RFP") to obtain legal services giving adequate notice of the need for such services and Attorney was determined in writing by the head of the

purchasing agency or a designee of such officer to the best qualified based on the evaluation factors set forth in the Request for Proposal, and GIAA's Board of Directors approved the award subject to negotiation of fair and reasonable fees; and

**WHEREAS**, fair and reasonable fees were agreed to between the parties.

**NOW THEREFORE**, the Airport and Attorney in consideration of the premises and the mutual covenants hereinafter set forth, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

## SECTION ONE
## SCOPE OF SERVICES

Attorney agrees to fully and competently perform the following scope of services as assigned by GIAA from time to time:

A. Act as counsel to GIAA;

B. Have particular expertise in and prepare opinions, resolutions, and reports of the Board of Directors or Executive Manager or their designee(s) in:

1. Matters of a commercial and business nature;
2. Matters in the transportation industry;
3. Matters pertaining to federal, regulatory or local statutes;
4. Matters relating to personnel rules, regulations and procedures;

C. Undertake such legal research as shall be requested by the Board or Executive Manager or their designee as described in section B above;

D. Represent the Authority in connection with matters before I Liheslaturan Guahan, Boards and other agencies of Guam or the United States as described in section B;

E. Represent the Authority in litigation matters as described in section B;

F. Review contracts, leases, bid invitations and other documents for work as described in section B;

G. Provide legal assistance and advice during any negotiations with the Authority's tenants, concessionaires and contractors for work as described in section B;

H. Provide special services as requested by the Board of Directors; and

I. Such other tasks not specified above as GIAA may require.

## SECTION TWO
## AGREEMENT TERM

The term of this Agreement shall commence on the Effective Date and continue for two (2) years with three (3) options to extend for a period of one (1) year each, not to exceed a total contract period of five (5) years with GIAA approval. Any reference to year in this Agreement shall mean a twelve (12) month period. Attorney's agreement to the Effective Date set forth herein shall not be deemed a waiver by Attorney of any claim for payment for services rendered to GIAA prior to the Effective Date. This Agreement may be terminated by either party upon thirty (30) days' written notice.

## SECTION THREE
## COMPENSATION

GIAA shall compensate Attorney according to its hourly rate schedule, attached hereto as **Exhibit "A",** for actual time devoted to performing the above stated services. Attorney's billings shall not exceed the sum of **$10,000.00 (Ten Thousand Dollars)** per month without prior written approval or subsequent ratification by GIAA; provided, however, that GIAA may, at its discretion, establish separate monthly caps for special legal matters. This monthly cap excludes out-of-pocket costs incurred by Attorney.

Attorney shall invoice GIAA for payments on a monthly basis and shall be required to provide a record of hours worked and the description of work. GIAA's obligation for payment of attorney's fees and costs shall be subject to the availability of funds for such payment.

GIAA will closely monitor the performance of work by Attorney and GIAA has determined that it would not be practical to use any other type of contract to obtain the needed services. Attorney agrees that it shall not receive any of the benefits given full-time non-contractual employees of the Government of Guam.

## SECTION FOUR
## REIMBURSEMENT OF EXPENSES

GIAA shall reimburse Attorney for the following expenses if incurred on behalf of GIAA:

1. Travel, food, lodging, and other related traveling expenses, provided the prior approval of GIAA is obtained for such travel and provided further that reimbursement for such travel expenses shall be pursuant to GIAA's policy and rates for per diem compensation;

2. Whenever Attorney finds it necessary to obtain any specialized services not normally retained by Attorney, Attorney and GIAA together shall determine first that the acquisition of such services by Attorney will not circumvent the Guam Procurement Law. The determination shall be made by reviewing the scope of services needed for their degree of specialization and the purpose of the services. If the Guam Procurement Law will be circumvented, then the acquisition must be undertaken by GIAA. If it is determined that the acquisition of specialized services may be procured by Attorney, then Attorney may contract directly for such services. The costs and fees associated with the specialized services may, at GIAA's election, be paid directly to such specialist or to Attorney as reimbursement;

3. Process servers' fees, court reporters' fees, long distance telephone calls, messenger and delivery fees, postage, photocopying, parking, and other similar items customarily paid for by clients;

4. Any other expenses provided that the prior approval of GIAA has been obtained; and,

5. Any other expenses that although the prior approval of GIAA was not obtained, GIAA determines to have been beneficial and justified.

Attorney shall provide vouchers and receipts, together with a brief explanation of such expenses that it has incurred for the benefit of GIAA.

## SECTION FIVE
## COMPLIANCE WITH LAWS AND REGULATIONS

In performing the work provided for herein, Attorney agrees to fully comply with any and all applicable laws, rules and regulations adopted or promulgated by any governmental agency or regulatory body, both territorial and federal. Attorney assumes full responsibility for the payment of all contributions, payroll taxes, or assessments, territorial or federal, and further agrees to meet all requirements that may be specified under regulations of administrative officials or bodies charged with enforcement of any local or federal laws on this subject.

## SECTION SIX
## CERTAIN REPRESENTATIONS

A. Gratuities and Kickbacks. Attorney represents that it has not violated, is not violating, and promises that it will not violate the prohibition against gratuities and kickbacks set forth in §11206 (Gratuities and Kickbacks) of the Guam Procurement Regulations.

B. Ethical Standards. Attorney represents that it has not knowingly influenced and promises that it will not knowingly influence a government employee to breach any of the ethical

standards set forth in 5 GCA Chapter 5 Article 11 (Ethics in Public Contracting) of the Guam Procurement Act and in Chapter 11 of the Guam Procurement Regulations.

C. Wage Determination (5 GCA Article 13).

Attorney shall pay its employees whose purpose in whole or in part is the direct delivery of services in accordance with the Wage Determination applicable to this Agreement.

In addition to the subsection above, Attorney shall pay said employees health and similar benefits having a minimum value as detailed in the Wage Determination, and shall pay them a minimum of ten (10) paid holidays per year.

Attorney is advised that the Guam Department of Labor, or its successor, shall monitor compliance with the provisions of 5 GCA Article 13, Wage and Benefit Determination. The Director of the Department of Labor, or that person's successor, shall investigate possible or reported violations of the provisions of the law, and shall forward such findings to the Authority. The Department of Labor, or its successor, shall promulgate rules and regulations, pursuant to the Administrative Adjudication law, as needed to ensure the equitable investigation of violations and the maintenance of due process, as well as the assessment of any monetary penalties in the event of a violation, providing that such monetary penalties shall be limited to assessment of no less than One Hundred Dollars ($100.00) per day, and no more than One Thousand Dollars ($1,000.00) per day, until such time as a violation has been corrected, as well as the payment of all back wages and benefits due.

In the event there is a violation, Attorney may be placed on probationary status by the Chief Procurement Officer of the General Services Agency, or its successor, for a period of one (1) year. During the probationary status, Attorney shall not be awarded any contract by any instrumentality of the Government of Guam. In the event Attorney is placed on probationary status or has been assessed a monetary penalty pursuant to 5 GCA Article 13, Attorney may appeal such penalty or probationary status to the Superior Court of Guam.

Attorney has submitted a Declaration of Compliance with Wage Determination laws with the most recent Wage Determination promulgated by the U.S. Department of Labor attached.

Upon any renewal of this Agreement, GIAA and Attorney agree that the Wage Determination promulgated by the U.S. Department of Labor on a date most recent to the renewal shall apply to the Agreement.

## SECTION SEVEN
## FINAL PAYMENT AND RELEASE OF CLAIMS

Final payment shall be made upon satisfactory delivery and acceptance of all services as herein specified and performed under this Agreement. Prior to final payment, as a condition precedent thereto, Attorney shall execute and deliver to GIAA a release, in a form approved by GIAA, of claims against GIAA arising under virtue of this Agreement.

## SECTION EIGHT
## INDEPENDENT AGENT

For the purpose of the Government Claims Act, Attorney shall not be considered an agent of GIAA with respect to any acts performed by it in connection with the discharge of the duties of this Agreement. There shall be no employee benefits provided under this Agreement, such as health or life insurance, retirement benefits, vacation leave or sick leave, and there shall be no withholding of taxes by GIAA. Attorney contracts herein with GIAA as an independent contractor and is neither an employee nor an agent of GIAA for the purpose of performing the services hereunder. GIAA, therefore, assumes no responsibility of liability for the acts of Attorney which are performed in its independent and professional capacity.

## SECTION NINE
## RESPONSIBILITY OF ATTORNEY

Attorney shall be responsible for the professional and technical accuracy of all work and materials furnished under this Agreement. Attorney shall correct or revise all errors or deficiencies in his/her work. GIAA's review, approval, acceptance of, and payment of fees for services required under this Agreement, shall not be construed to operate as a waiver of any rights under this Agreement or of any cause of action arising out of Attorney's failure to GIAA for all costs of any kind which may be incurred by GIAA as a result of Attorney's negligent performance of any of the services performed under this Agreement.

## SECTION TEN
## ASSIGNMENT

Attorney may not assign this Agreement, or any sum becoming due under the provisions of this Agreement without the prior written consent of GIAA and the Attorney General of Guam.

**SECTION ELEVEN**
**GENERAL COMPLIANCE WITH LAWS**

Attorney shall be required to comply with all Federal and Guam laws and ordinances applicable to this work. Attorney has provided GIAA with a copy of its Statement of Exemption pursuant to Section 16024 of the Government Code.

**SECTION TWELVE**
**INTENTIONALLY OMITTED**

**SECTION THIRTEEN**
**OWNERSHIP OF DOCUMENTS**

All briefs, memoranda and other incidental work of Attorney or materials furnished hereunder shall be and remain the property of GIAA including all publication rights and copyright interests and may be used by GIAA without any additional costs to GIAA.

**SECTION FOURTEEN**
**INSURANCE**

Attorney shall maintain in effect during the term of this Agreement, and any extensions of the term, Comprehensive General Liability Insurance.

**SECTION FIFTEEN**
**INTENTIONALLY OMITTED**

**SECTION SIXTEEN**
**INTENTIONALLY OMITTED**

**SECTION SEVENTEEN**
**TERMINATION**

Either of the parties hereto may, by written notice to the other, terminate this Agreement in whole or in part, upon thirty (30) days written notice for either convenience or default. Upon such termination all briefs, reports, summaries, completed work and work in progress, and such other information and materials as may have been accumulated by Attorney in performing this Agreement shall, in the manner to the extent determined by the Authority, become the property of and be delivered to the Authority.

**SECTION EIGHTEEN**
**SEVERABLE PROVISIONS**

If any provision of this Agreement shall be deemed by a court of competent jurisdiction to be invalid, then such provision shall be deemed stricken from the Agreement and the Agreement shall be enforced according to its valid and subsisting terms and provisions.

**SECTION NINETEEN**
**GOVERNING LAW**

Venue of any action brought under this Agreement shall lie in Guam exclusively. This Agreement shall be governed by and construed in accordance with the laws and court decisions of the Guam.

**SECTION TWENTY**
**GIAA NOT LIABLE**

GIAA assumes no liability for any accident or injury that may occur to Attorney, its agents, dependents, or personal property while en route to or from this territory or during travel mandated by the terms of this Agreement.

**SECTION TWENTY-ONE**
**APPROVALS**

Any approvals required herein by GIAA shall mean approval by GIAA Board is required unless another person is designated by GIAA Board of Directors to issue particular or limited approvals on certain matters.

**SECTION TWENTY-TWO**
**CONFLICTS**

Attorney agrees to disclose to GIAA any possible conflict of interest that may arise in representing GIAA's interest and obtain a written waiver from GIAA regarding its conflict. Should any possible conflict of interest arise, Attorney agrees not to disclose or otherwise use any matters learned from GIAA to the disadvantage of GIAA.

**SECTION TWENTY-THREE**
**INTEREST OF ATTORNEY**

Attorney covenants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services

required to be performed under this Agreement. Attorney further covenants that in the performance of this Agreement, no person having such interest shall be employed.

**SECTION TWENTY-FOUR**
**GUAM TAX**

Attorney is responsible for payment of all applicable Guam taxes.

**SECTION TWENTY-FIVE**
**NO WAIVER OF LEGAL RIGHTS**

No waiver of any breach of the Agreement shall be held to be waiver of any other or subsequent breach, or of any right that GIAA may have for damages. Each party reserves the right to correct any error that may be discovered in any invoice that may have been paid to Attorney and to adjust the same to meet the requirements of the Agreement.

**SECTION TWENTY-SIX**
**SUCCESSORS AND ASSIGNS**

Subject to the limitations on assignment and transfer herein contained, this Agreement shall be binding upon and inure to the benefit of the parties hereto, their respective successors and assigns.

**SECTION TWENTY-SEVEN**
**BREACH OF CONTRACT TERMS**

Any violation or breach of terms of this Agreement on the part of Attorney or its subcontractors may result in the suspension or termination of this Agreement or such other action that may be necessary to enforce the rights of the parties of this Agreement. The duties and obligations imposed by this Agreement and the rights and remedies available hereunder shall be in addition to and not a limitation of any duties, obligations, rights and remedies otherwise imposed or available by law.

**SECTION TWENTY-EIGHT**
**COVENANT AGAINST CONTINGENT FEES**

Attorney represents that it has not retained a person to solicit or secure a territorial contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except for retention of bona fide employees or bona fide established commercial selling agencies for the purpose of securing business.

For breach or violation of this warranty, GIAA shall have the right to annul this Agreement without liability, or, in its discretion to deduct from the contract price of consideration or otherwise recover, the full amount of such fee, commission, percentage, brokerage fee, gift, or contingent fee.

## SECTION TWENTY-NINE
## INFORMATION TO BE FURNISHED TO ATTORNEY

All information, data, reports, and records as are existing, available, and in GIAA's custody, and necessary for the carrying out of the services shall be furnished to Attorney without charge by GIAA, and GIAA shall cooperate with Attorney in every reasonable way during all phases of the project. Attorney hereby agrees to indemnify and hold GIAA harmless from any losses, damages, costs, claims, suits and judgments, expenses of any nature or kind, including attorney's fees, arising from any defects or failures attributable to Attorney's unreasonable or imprudent reliance on the aforementioned documents.

## SECTION THIRTY
## WARRANTY AGAINST EMPLOYMENT OF SEX OFFENDERS (P.L. 28-98:2)

Attorney warrants that no person providing services on behalf of Attorney has been convicted of a sex offense under the provisions of Chapter 25 of Title 9 GCA or an offense as defined in Article 2 of Chapter 28, Title 9 GCA, or an offense in another jurisdiction with, at a minimum, the same elements as such offenses, or who is listed on the Sex Offender Registry.

If any person providing services on behalf of Attorney is convicted of a sex offense under the provisions of Chapter 25 of Title 9 GCA or an offense as defined in Article 2 of Chapter 28, Title 9 GCA or an offense in another jurisdiction with, at a minimum, the same elements as such offenses, or who is listed on the Sex Offender Registry, that such person will immediately be removed from working at said agency and that the Executive Manager be informed of such within twenty-four (24) hours of such conviction.

## SECTION THIRTY-ONE
## DISPUTES

The Authority and Attorney agree to attempt resolution of all controversies which arise under, or are by virtue of, this Agreement through mutual agreement. If the controversy is not resolved by mutual agreement, then the controversy shall be decided by the Authority in writing within sixty (60) days after Attorney shall request the Authority in writing to issue a final decision. The Authority does not issue a written decision within sixty days after written request for a final decision, or within such longer period as may be agreed upon by the parties, then Attorney may proceed as though the Authority had issued a decision adverse to Attorney.

The Authority shall immediately furnish a copy of the decision to Attorney, by certified mail with a return receipt requested, or by any other method that provides evidence of receipt.

The Authority's decision shall be final and conclusive, unless fraudulent or unless Attorney appeals the decision as follows:

(A) For disputes involving money owed by or to the Authority under this Agreement, Attorney files appeal of the decision in accordance with the Government Claims Act by filing a government claim with the Authority no later than eighteen months after the decision is rendered by the Authority or from the date when a decision should have been rendered.

(B) For all other disputes arising under this Agreement, Attorney files an appeal with the Office of the Public Accountability pursuant to 5 GCA §§ 5706(a) and 5427(e) within sixty days of the Authority's decision or from the date the decision should have been made.

Attorney shall exhaust all administrative remedies before filing an action in the Superior Court of Guam in accordance with applicable laws.

Attorney shall comply with the Authority's decision and proceed diligently with performance of this Agreement pending final resolution by the Superior Court of Guam of any controversy arising under, or by virtue of, this Agreement, except where Attorney claims a material breach of this Agreement by the Authority. However, if the Authority determines in writing that continuation of services under this Agreement is essential to the public's health or safety, then Attorney shall proceed diligently with performance of the Agreement notwithstanding any claim of material breach by the Authority.

## SECTION THIRTY-TWO
## ENTIRE AGREEMENT

A. This Agreement and exhibits or attachments hereto constitute the entire agreement between the parties, and no prior or contemporaneous written or oral promises, representations or assurances shall be deemed to alter the provisions hereof. This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the retention of Attorney by GIAA and contains all of the covenants and agreements between the parties with respect to such retention in any manner whatsoever. Each party to this Agreement acknowledges that no representation, inducements, promises or agreements, orally or otherwise, have been made by any party, or anyone acting on behalf of any party, which are not embodied herein, and that no other agreement, statement, or promise not contained in this Agreement shall be valid or binding.

## SECTION THIRTY-THREE
## NOTICES

Notices to either party will be sent to:

**A.B. Won Pat International Airport Authority, Guam**
**Attention: JOHN M. QUINATA**
**Acting Executive Manager**
**P.O. Box 8770**
**Tamuning, Guam 96932**

**Calvo Fisher & Jacob LLP**
**Attention: MICHAEL A. PANGELINAN**
**Partner**
**259 Martyr Street, Suite 100**
**Hagatna GU 96910**

## SECTION THIRTY-FOUR
## FEDERAL REQUIREMENTS

The words used in this Section have such meaning as corresponds with their definition or use in Title 49, Code of Federal Regulations, Part 21, (the "Regulations") as they may be amended from time to time. During the performance of this Agreement, Attorney, for itself, its assignees and successors in interest agrees as follows:

1. *Compliance with Regulations.* Attorney shall comply with the Regulations relative to nondiscrimination in federally assisted programs of the Department of Transportation (hereinafter, "DOT"), Regulations, which are herein incorporated by reference and made a part of this Agreement.

2. *Nondiscrimination.* Attorney with regard to the work performed by it during the contract term, shall not discriminate on the grounds of race, color, or national origin in the selection and retention of subcontractors, including procurement of materials and leases of equipment. Attorney shall not participate either directly or indirectly in the discrimination prohibited by Section 21.5 of the Regulations, including employment practices when the contract covers a program set forth in Appendix B of the Regulations.

3. *Solicitations for Subcontracts.* Including Procurement of Materials and Equipment. In all notifications either by competitive bidding or negotiation made by Attorney for work to be performed under a subcontract, including procurement of materials and leases of equipment, each potential subcontractor or supplier shall be notified by Attorney of Attorney's obligations under

this Agreement and the Regulations relative to nondiscrimination on the grounds of race, color, or national origin.

4. *Information and Reports.* Attorney shall provide all information and reports required by the Regulations or directive issued pursuant thereto and shall permit access to its books, records, accounts, other sources of information, and its facilities as may be determined by the sponsor or the Federal Aviation Administration ("FAA") to be pertinent to ascertain compliance with such Regulations, orders, and instructions. Where any information required of a contractor is in the exclusive possession of another who fails or refuses to furnish this information, Attorney shall certify to the sponsor or the FAA, as appropriate, and shall set forth what efforts it has made to obtain the information.

5. *Sanctions for Noncompliance.* In the event of Attorney's noncompliance with the nondiscrimination provisions of this Agreement, the sponsor shall impose such contract sanctions as it or the FAA may determine to be appropriate, including, but not limited to:

a. Withholding of payments to Attorney under the contract until the contractor complies, and/or

b. Cancellation, termination, or suspension of the contract, in whole or in part.

6. *Incorporation of Provisions.* Attorney shall include the provisions of Subparagraphs 1 through 5 of this Section in every subcontract, including procurement of materials and leases of equipment, unless exempt by the Regulations or directives issued pursuant thereto. Attorney shall take such action with respect to any subcontract or procurement as the sponsor or the FAA may direct as means of enforcing such provisions including sanctions for noncompliance. Provided, however, that in the event that a contractor becomes involved in, or is threatened with, litigation with a subcontractor or supplier as a result of such discretion, the contractor may request the sponsor and, in addition the contractor may request the United States to enter into such litigation to protect the interests of the United States.

## SECTION THIRTY-FIVE
## PROCUREMENTS OF FIVE HUNDRED THOUSAND DOLLARS OR MORE

Attorney agrees GIAA must notify the Attorney General of any GIAA solicitation or procurement which is estimated to result in an award of Five Hundred Thousand Dollars ($500,000) or more. Attorney acknowledges that the Attorney General is the legal advisor during all phases of the solicitation and procurement pursuant to 5 GCA § 5150.

Attorney agrees to follow all the forms and formats required by the Attorney General. In the event Attorney is designated as a Special Assistant Attorney General with regard to said procurement, Attorney agrees to follow all the applicable requirements of that appointment. Attorney agrees to keep the Attorney General informed of all legal matters.

## SECTION THIRTY-SIX
## MODIFICATIONS

This Agreement shall not be amended, modified, or revised except pursuant to a dated written instrument executed by GIAA and Attorney and approved by the Attorney General pursuant to 5 GCA Sections 5150 and 5121(b).

[SIGNATURES ON FOLLOWING PAGE]

IN WITNESS WHEREOF, the parties hereto have executed this Agreement to be effective on the day and year first above written.

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

By:_____
**JOHN M. QUINATA**
ACTING EXECUTIVE MANAGER

Date: _____

**CERTIFIED FUNDS AVAILABLE:**

By: _____
**Name:** _____
GIAA CERTIFYING OFFICER

Date: _____

**ATTEST:**

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

By:_____
**BRIAN J. BAMBA**
CHAIRMAN, BOARD OF DIRECTORS

Date: _____

**ATTORNEY/LAW FIRM**
**Calvo Fisher & Jacob LLP**

By: _____
**Name:** _____
**Title:** _____

Date: _____

**APPROVED AS TO LEGALITY AND FORM:**

**OFFICE OF THE ATTORNEY GENERAL OF GUAM**

By: _____
**LEEVIN TAITANO CAMACHO**
ATTORNEY GENERAL OF GUAM

Date: _____

**APPROVED AS TO FORM:**

**By:** _____
**Attorney Phillip Torres**
Torres Law Group
GIAA Legal Counsel

Date: _____

**EXHIBIT A**
**FEE SCHEDULE**

SEE ATTACHED FEES

**EXHIBIT A**
**FEE SCHEDULE**

| **Attorney** | **Hourly Rate** |
|---|---|
| Eduardo A. Calvo | $400.00 |
| Kathy V. Fisher | $400.00 |
| Genevieve P. Rapadas | $300.00 |
| Michael A. Pangelinan | $280.00 |
| Janalynn C. Damian | $280.00 |
| All other attorneys (except as noted below) | $225.00 |
| Legal Assistants | $85.00 |

## Determining Implementation Range - 20th Market Percentile

| Union | MARKET DATA (at 20th Market Percentile - 2012) | JE Points | Market Base Salary | Reg. Base Salary | Midpoint (Market Base Salary and Reg. Base Salary) | Midpoint Base Salary as a % of Market Base Salary | Adjusted Base Salary to 95% Cap | Adjusted Base Salary to 105% Cap | Structural Adjustment - MIN | | | | Structural Adjustment - MAX | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | Base Salary | Grade | Step | Sub Step | Base Salary | Grade | Step | Sub Step |
| **1600 - 1950 JE Point Range** | | | | | | | | | | | | | | | | |
| GIAA | Executive Manager | 1734 | 148,411 | 227,070 | 187,741 | 126.50 | | 155,832 | 143,121 | R | 9 | C | 154,979 | R | 11 | C |
| **1300 - 1599 JE Point Range** | | | | | | | | | | | | | | | | |
| GIAA | Deputy Executive Manager | 1583 | 133,623 | 182,107 | 157,865 | 118.14 | | 140,304 | 129,348 | Q | 10 | B | 140,066 | Q | 12 | B |
| **1200 - 1299 JE Point Range** | | | | | | | | | | | | | | | | |
| GIAA | Chief Engineer | 1246 | 117,961 | 111,288 | 114,625 | 97.17 | | | 105,829 | P | 8 | C | 114,598 | P | 10 | C |
| GIAA | Comptroller | 1264 | 119,625 | 114,255 | 116,940 | 97.76 | | | 107,957 | P | 9 | A | 116,902 | P | 11 | A |
| GIAA | Airport Services Manager | 1242 | 115,678 | 110,640 | 113,159 | 97.82 | | | 103,744 | P | 8 | A | 112,340 | P | 10 | A |
| GIAA | Air Terminal Manager | 1244 | 115,678 | 110,964 | 113,321 | 97.96 | | | 103,744 | P | 8 | A | 112,340 | P | 10 | A |
| **1100 - 1199 JE Point Range** | | | | | | | | | | | | | | | | |
| **1050 - 1099 JE Point Range** | | | | | | | | | | | | | | | | |
| GIAA | Engineer Supervisor | 1069 | 93,082 | 85,924 | 89,503 | 96.16 | | | 82,384 | O | 5 | C | 89,211 | O | 7 | C |
| GIAA | Chief Planner | 1081 | 93,082 | 87,445 | 90,264 | 96.97 | | | 83,208 | O | 5 | D | 90,103 | O | 7 | D |
| GIAA | Airport Operations Superintendent | 1085 | 92,485 | 87,957 | 90,221 | 97.55 | | | 83,208 | O | 5 | D | 90,103 | O | 7 | D |
| GIAA | Data Processing Manager | 1064 | 89,655 | 85,299 | 87,477 | 97.57 | | | 80,626 | N | 8 | B | 87,307 | N | 10 | B |
| GIAA | Chief of Airport Police | 1078 | 89,726 | 87,062 | 88,394 | 98.52 | | | 81,432 | N | 8 | C | 88,180 | N | 10 | C |
| GIAA | Airport Marketing Administrator | 1064 | 87,725 | 85,299 | 86,512 | 98.62 | | | 79,828 | N | 8 | A | 86,442 | N | 10 | A |
| GIAA | Budget and Management Analyst Sup. | 1070 | 85,455 | 86,050 | 85,753 | 100.35 | | | 79,037 | N | 7 | D | 85,586 | N | 9 | D |

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

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

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

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

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

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

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

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

**DULY AND REGULARLY ADOPTED BY THE BOARD OF DIRECTORS OF THE ANTONIO B. WON PAT INTERNATIONAL AIRPORT AUTHORITY, GUAM AT THE JUNE 26, 2020 REGULAR BOARD MEETING.**

**BRIAN J. BAMBA, Chairman**

**GURVINDER SOBTI, Vice Chairman**

**DONALD I. WEAKLEY**

**LUCY M. ALCORN**

**ZENON E. BELANGER**

**ROSIE R. TAINATONGO**

**DOYON A. MORATO**

**ATTEST:**

**DONALD I. WEAKLEY, Board Secretary**

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

# INVITATION FOR BID
# PURCHASE AND DELIVERY OF AIRFIELD GUIDANCE SIGNS, WATERBORNE TRAFFIC PAINT AND REFLECTIVE TRAFFIC BEADS

**June 26, 2020**

## Purpose

Board action is requested to approve the bid award for Purchase and Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beads under the Invitation For Bid No. GIAA-005-FY20.

## Background

The bid is for the purchase and delivery of replacement panels for GIAA's airfield guidance signs and traffic paint and reflective beads to be used for maintenance of the Airport Operations Area (AOA).

## Procurement Background

The solicitation announcement was advertised through a local newspaper on May 28 and June 1 and 5, 2020. The bid submission deadline and bid opening took place on June 16, 2020.

Fourteen (14) firms and/or individuals downloaded or purchased bid packages and four (4) firms submitted bids before the submission deadline. As required by the Procurement Law and Regulations, the bids were publicly opened and read aloud in the presence of several GIAA representatives. Upon further evaluation, the four (4) bids were deemed responsive and all bidders were determined to have met the standards of responsibility as set forth in the Guam Procurement Law and Regulations.

The following presents the results of the bid opening in the order in which they were received and opened:

| **BIDDER:** | Bid Item No. 1: Airfield Guidance Signs (Total Bid Price) | Bid Item No. 2: Waterborne Traffic Paint (Total Bid Price) | Bid Item No. 3: Reflective Traffic Beads (Total Bid Price) |
|---|---|---|---|
| Pacific Rainbow Inc. dba Sherwin Williams Paint | No Bid | **$69,198.00** | **$53,298.00** |

| | | | |
|---|---|---|---|
| Pacific Industrial Coatings | No Bid | $92,900.00 | $65,750.00 |
| Full Circle, LLC | **$55,209.73** | $90,925.00 | $67,872.75 |
| CRW Trading, Inc. | $62,878.36 | $100,961.00 | $67,584.50 |

## Legal Review

Upon approval of award, purchase orders will be processed in conformance with the Guam Procurement Law and Regulations.

## Financial Review

The total award for this bid is $177,705.73. Funding for awarded purchase orders is available under the Properties and Facilities O&M budget.

Bid Item No. 1:
The government estimate for Bid Item No. 1 was $66,296.74. The lowest responsive bid amount was $55,209.73, or approximately 16.7% below the government estimate.

Bid Item No. 2:
The government estimate for Bid Item No. 2 was $70,000.00. The lowest responsive bid amount was $69,198.00, or approximately 1.1% below the government estimate.

Bid Item No. 3:
The government estimate for Bid Item No. 3 was $70,000.00. The lowest responsive bid amount was $53,298.00, or approximately 23.9% below the government estimate.

## Recommendation

Management recommends award based on the following:

| Item & Description | Awarded to: | Total Amount: |
|---|---|---|
| Item 1: Airfield Guidance Signs | Full Circle, LLC | $55,209.73 |
| Item 2: Waterborne Traffic Paint | Pacific Rainbow, Inc | $69,198.00 |
| Item 3: Reflective Traffic Beads | Pacific Rainbow, Inc | $53,298.00 |
| | **Total Contract Award:** | **$177,705.73** |

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

June 19, 2020

**MEMORANDUM**

TO: JOHN M. QUINATA
**ACTING EXECUTIVE MANAGER**

FROM: **SUPPLY MANAGEMENT ADMINISTRATOR**

**SUBJECT:** **BID EVALUATION AND RECOMMENDATION**
PURCHASE & DELIVERY OF AIRFIELD GUIDANCE SIGNS, WATERBORNE TRAFFIC PAINT AND REFLECTIVE TRAFFIC BEADS,
IFB NO. GIAA-005-FY20

---

**Procurement Background:**
The above referenced Invitation For Bid was publicly announced through a local newspaper on May 28 and June 1 and 5, 2020. The bid submission deadline and bid opening took place on June 16, 2020 at 10:30 a.m.

Fourteen (14) firms and/or individuals downloaded or purchased the bid package and four (4) firms submitted bids before the bid submission deadline. The bid submittals were opened in the presence of several GIAA representatives. The bids were read aloud by the Supply Management Administrator and tabulated by the Procurement staff.

The following presents the results of the bid opening in the order in which they were received and opened:

| **BIDDER:** | Bid Item No. 1: Airfield Guidance Signs (Total Bid Price) | Bid Item No. 2: Waterborne Traffic Paint (Total Bid Price) | Bid Item No. 3: Reflective Traffic Beads (Total Bid Price) |
|---|---|---|---|
| Pacific Rainbow Inc. dba Sherwin Williams Paint | No Bid | **$69,198.00** | **$53,298.00** |
| Pacific Industrial Coatings | No Bid | $92,900.00 | $65,750.00 |
| Full Circle, LLC | **$55,209.73** | $90,925.00 | $67,872.75 |
| CRW Trading, Inc. | $62,878.36 | $100,961.00 | $67,584.50 |

Pursuant to Section 11 of the Instructions to Bidders, the bid will be awarded, if it is to be awarded, to the responsible bidder(s) with the lowest responsive bid based on the Total Bid Price for each bid item, provided the bid is reasonable and is in the best interest of GIAA to accept it. To determine the responsibility of bidders, the bid package specified the required documents that

bidders must submit with their bid packages. The attached abstract illustrates the inventory of required documents and bidders' submittal.

***Pacific Rainbow Inc. dba Sherwin Williams Paint:*** The firm submitted a bid in the amounts of $69,198.00 for Bid Item No. 2 and $53,298.00 for Bid Item No. 3. Bid was deemed responsive and bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Regulations.

***Pacific Industrial Coatings:*** The firm submitted a bid in the amounts of $92,900.00 for Bid Item No. 2 and $65,750.00 for Bid Item No. 3. Bid was deemed responsive and bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Regulations.

***Full Circle, LLC:*** The firm submitted a bid in the amounts of $55,209.73 for Bid Item No. 1, $90,925.00 for Bid Item No. 2, and $67,872.75. for Bid Item No. 3. Bid was deemed responsive and bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Regulations.

***CRW Trading, Inc.:*** The firm submitted a bid in the amounts of $62,878.36 for Bid Item No. 1, $100,961.00 for Bid Item No. 2, and $67,584.50 for Bid Item No. 3. Bid was deemed responsive and bidder was determined to have met the standards of responsibility as outlined in the Guam Procurement Regulations.

**Recommendation:**
Pursuant to the guidelines in Section 11 of the Instruction to Bidders, the award of the bid will be made to the responsible bidder(s) with the lowest bid based on the Total Bid Price for each bid item, provided the bid is reasonable and is in the best interest of GIAA.

Full Circle, LLC and Pacific Rainbow Inc.'s (dba Sherwin Williams Paint) bids have been deemed responsive. Furthermore, it has been determined that both bidders have met the standards of responsibility as set forth in the Guam Procurement Law and Regulations. Therefore, management may award Bid Item No. 1 to **Full Circle, LLC** in the amount of $55,209.73 and Bid Item No. 2 and Bid Item No. 3 to **Pacific Rainbow Inc.** in the amounts of $69,198.00 and $65,750.00. The total award for this bid is $177,705.73.

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

**HENRY M. CRUZ**

**APPROVED:**

**JOHN M. QUINATA**
ACTING EXECUTIVE MANAGER
Attachment

Invitation for Bid No: **GIAA-005-FY20**

IFB Name:

**Purchase & Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beads**

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

Bid Submission Deadline: **16-Jun-20**
Opening Time: **10:30 AM**



No. of Packages Issued: **13**

No. of Bids Received: **4**

| | BIDDER'S NAME | Special Reminder to Prospective Bidders | Bid Form *(See 2nd Page for bid items)* | Bid Security | Declaration Disclosing Ownership & Commissions | Declaration Re Non-Collusion | Declaration Re No Gratuities & Kickbacks | Declaration re Contingent Fees | Declaration re Ethical Standards | Delcaration re Compliance with U.S. DOL Wage & Benefits Determination | Title VI Solicitation Notice | Local Procurement Application | Service Disabled Veteran Owned Business Application | Time & Date of Submission | PROCUREMENT USE ONLY |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | **Pacific Rainbow Inc dba Sherwin Williams Paint** | X | X | Bid Bond No. CIC-SUBID20-1008<br>15% of Total Bid Amount | X | X | X | X | X | X | X | X | X | **6/16/20 8:46 AM** | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 2 | **Pacific Industrial Coatings** | X | X | Bid Bond No. BD250150184<br>15% of Total Bid Amount | X | X | X | X | X | X | X | X | X | **6/16/20 9:01 AM** | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 3 | **Full Circle LLC** | X | X | Cashier's Check No. 2287731<br>$32,101.12 | X | X | X | X | X | X | X | X | X | **6/16/20 9:40 AM** | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 4 | **CRW Trading Inc** | X | X | Bid Bond No. N/A<br>15% of Total Bid Amount | X | X | X | X | X | X | X | X | X | **6/16/20 9:41 AM** | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 5 | *Nothing Follows* | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 6 | | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 7 | | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 8 | | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 9 | | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |
| 10 | | | | | | | | | | | | | | | :: MET ALL REQUIREMENTS DEEMED RESPONSIVE & RESPONSIBLE<br>:: DID NOT NOT MEET ALL REQUIREMENTS DEEMED NON-RESPONSIVE & NON-RESPONSIBLE: THEREFORE, PROPOSAL IS REJECTED |

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

TABULATED BY:

SIGNATURE

Taublated by:

Invitation for Bid No: **GIAA-005-FY20**

IFB Name:

**Purchase & Delivery of Airfield Guidance Signs, Waterborne Traffic Paint and Reflective Traffic Beads**

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

Bid Submission Deadline:
**16-Jun-20**
Opening Time:
**10:30 AM**



No. of Packages Issued: **13**
No. of Bids Received: **4**

| | BIDDER'S NAME | Copy of Valid Business License | Acknowledgement of Receipt Form | Acknowledgement of Receipt of All Addenda (A & B) | Special Reminder to Prospective Bidders | Bid Item No. 1 Airfield Guidance Signs (Aggregate Total) | Bid Item No. 2 Waterborne Traffic Paint (Aggregate Total) | Bid Item No. 3 Reflective Traffic Beads (Aggregate Total) |
|---|---|---|---|---|---|---|---|---|
| 1 | **Pacific Rainbow Inc dba Sherwin Williams Paint** | X | X | X | X | **No Bid** | **$69,198.00** | **$53,298.00** |
| 2 | **Pacific Industrial Coatings** | X | X | X | X | **No Bid** | **$92,900.00** | **$65,687.50** |
| 3 | **Full Circle LLC** | X | X | X | X | **$55,209.72** | **$90,925.00** | **$67,872.75** |
| 4 | **CRW Trading Inc** | X | X | X | X | **$62,878.36** | **$100,961.00** | **$67,584.50** |
| 5 | *Nothing Follows* | | | | | | | |
| 6 | | | | | | | | |
| 7 | | | | | | | | |
| 8 | | | | | | | | |
| 9 | | | | | | | | |
| 10 | | | | | | | | |

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

SIGNATURE

Henry M. Cruz, Supply Management Administrator

TABULATED BY:

SIGNATURE

## DECLARATION DISCLOSING OWNERSHIP and COMMISSIONS

A. I, PERPETUA ALMIRA RUDER declare that I am an authorized representative of FULL CIRCLE, LLC [name of 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.

[✓] 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 |
|---|---|---|
| STEPHEN CHARLES RUDER | 182 TRANKILO ST. #903 TAMUNING, GUAM 96913 | 20% |
| | | |
| | | |

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 Declaration 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 declaration 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 declaration to the government.

I declare under penalty of perjury under the laws of Guam (4 GCA Section 4308) that the foregoing is true and correct.

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.

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

# DECLARATION DISCLOSING OWNERSHIP and COMMISSIONS

A. I, ANITA M. MELWANI, declare that I am an authorized representative of PACIFIC RAINBOW, INC. DBA SHERWIN WILLIAMS PAINT [name of 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 |
|---|---|---|
| ANITA M. MELWANI | 130 PASEO DE ORO TAMUNING GU | 99.997% |
| MANU P. MELWANI | 130 PASEO DE ORO TAMUNING GU | 0.003% |
| | | |

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 Declaration is submitted are as follows *[If none, please so state]:*

| Name | Address | Compensation |
|---|---|---|
| NONE | | |
| | | |
| | | |

C. If the ownership of the offering business should change between the time this declaration 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 declaration to the government.

I declare under penalty of perjury under the laws of Guam (4 GCA Section 4308) that the foregoing is true and correct.

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.

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

# FY 2020 TRAVEL REPORT

## BOARD RATIFICATION - January - March

| TA NO. | NAME | COST | TRAVEL DATES | PURPOSE | DESTINATION |
|---|---|---|---|---|---|
| 20-02-27-A | Ada, Thomas C. | $830.00 | 02/18/2020 - 02/22/2020 | To attend the Airport Consultants Council/American Association of Airport Executives Airport Planning, Design and Construction Symposium (Traveller Cancelled) | Reno, Nevada |
| 20-02-28-A | Belanger, Zenon E. | $3,715.13 | 02/18/2020 - 02/22/2020 | Traveller attended the Airport Consultants Council/American Association of Airport Executives Airport Planning, Design and Construction Symposium | Reno, Nevada |
| 20-01-31 | Alcorn, Lucy C.M. | $3,866.61 | 01/27/20 - 01/30/20 | Traveller attended the 2020 Innovation@Airports | San Francisco, California |
| 20-02-34 | Quinata, John M. | $3,963.79 | 02/18/2020 - 02/21/2020 | Traveller attended the Airport Consultants Council/American Association of Airport Executives Airport Planning, Design and Construction Symposium | Reno, Nevada |

# EXECUTIVE MANAGER'S REPORT
# June 26, 2020

## AIRLINE ISSUES

**Current Flights Continue:**

- Daily Honolulu Flight
- 3x weekly Narita Flight
- 3x weekly Saipan Flight
- 1x weekly MNL Flight
- 1x weekly ANC/GUM/PVG (FedEx)Cargo Flight
- 1x weekly HNL/GUM/HKG (UPS) Cargo Flight

We anticipate the resumption of flight activity from Incheon on July 21, resumption of daily flights to/from Narita July 27, and other airlines resuming service within that timeline as a result of the announcement of Guam opening to the Korea, Japan and Taiwan markets.Please see the attached spreadsheet detailing current and suspended flights.

**Japan Airlines**

Japan Airlines will resume its pilot training program. The latest cohort will be trained and certified on the operations of JALs B737-800 and B767-300 aircraft, and the required landings, takeoffs, flight time and touch and go operations. JAL conducted its 1st pilot training in has been training pilots at the Guam Airport since 2013.

## FACILITY ISSUES

The Airport team has completed many of the tasks associated with enhanced measures and facility preparation requirementsfor the "new normal" in anticipation of increased traffic in the terminal. This includes terminal-wide capacity assessment, controlled entry into terminal, social distancing measures, enhanced sanitation and hygiene measures and queue management.

**"SAFE TRAVEL" Designation**

With the implementation of new and enhanced safety measures, the Guam Airport is in pursuit of the "Safe Travels" Stamp issued by the World Travel & Tourism Council (WTC). The WTC has compiled a standard of global protocols that will rebuild trust & confidence in the traveler. These protocols are dynamic and will be updated as new information and practices in the prevention of viral infection evolves. To receive the designation or "stamp" from WTC of SAFE TRAVEL, the Guam Airport must implement protocols under the guidance of ICAO's "Takeoff: Guidance for Air Travel through the COVID-19 Public Health Crisis".

## EMPLOYEE ISSUES

All GIAA employees have returned to regular work status effective June 1, 2020. 100% thermal screening is conducted daily before employees assumes duty for the day. All employees have also received and have been briefed on the GIAA COVID-19 Workplace Standard Operating Procedures on the new processes and procedures in place

## ENTRY RESRICTIONS

100% mandatory quarantine measures remain in effect for all arriving residents and non-residents. We anticipate changes to entry restrictions effective July 1, 2020, when Japan, Korea and Taiwan visitors will be exempt from quarantine.

## ANNOUNCEMENTS

- The Island Pride Beautification Eventled by the Lt. Governor, together with GVB's Give Us a Moment program, is scheduled for Saturday, June 27, 2020. GIAA's assigned area is from Inn on the Bay to Nimitz Beach Park in Agat. Meeting point is the Agat Mayors Office. Show time is at 7am. We encourage all to participate and advise all participants to wear appropriate attire and safety vests for high visibility.

## GUAM AIRPORT FLIGHT ACTIVITY - JUNE/JULY 2020

(as of June 25, 2020)

**CURRENT**

| Airline | Route | Flight Number | ETA/ETD | | Frequecy | Notes |
|---|---|---|---|---|---|---|
| **United Airlines** | **GUM/HNL** | **UA200** | **0900** | **B777** | **Daily** | |
| | HNL/GUM | UA201 | 2025 | B777 | Daily | |
| | GUM/NRT | UA196 | 1305 | B737 | T,TH, SAT | to increase to daily eff July 27 |
| | NRT/GUM | UA197 | 2220 | B737 | T,TH,SAT | to increase daily eff July 27 |
| | GUM/SPN | UA174 | 0730 | B737 | M,W,TH | |
| | SPN/GUM | UA117 | 0955 | B737 | M,W,TH | |
| | GUM/ROR | UA157 | 2335 | B737 | 2 x only | June 11 &June 25 |
| | ROR/GUM | UA158 | 0520 | B737 | 2 x only | June 12 & June 26 |
| | GUM/YAP | UA185 | | B737 | 2 x only | June 14 & June 28 (didn't operate June 14) |
| | YAP/GUM | UA186 | | B737 | 2 x only | June 14 & June 28 (didn't operate June 14) |
| | GUM/HNL | UA155 | | B737 | 1x only | June 17 - Island Hopper |
| | TKK/GUM | UA95* | | B737 | 1 x only | June 28 - Island Hopper |
| **Phlippine Airlines** | MNL/GUM | PR110 | 0445 | A321- NEO | 3x only | June 16, 20 & 27 (July 1x weekly arriving Saturday) |
| | | PR111 | 0645 | A321- NEO | 3x only | June 16, 20 & 27 (july 1x weekly departing Saturday) |
| **Jeju Airlines** | ICN/GUM/ICN | 7C3102/3101 | 0840/1505 | B738 | June 5 only | One time charter |
| | | | | B738 | | |
| **Korean Airlines** | ICN/GUM/ICN | KE111/112 | 0100/0225 | A333 | Every Friday | CARGO OPERATION ONLY |
| | | KE111/112 | 0100/0225 | A333 | June 24 only | Ferry In and out |
| | | KE 111/112 | 0100/0225 | B789 | June 26 only | Live In and Out Flight |

**SUSPENDED**

| Airline | Route | | | | Frequency | Dates of Suspension |
|---|---|---|---|---|---|---|
| **Korean Airlines** | ICN/GUM/ICN | KE111/112 | 0100/0225 | A333 | Daily | Through July |
| | ICN/GUM/ICN | KE113/114 | 1515/1700 | A333 | Daily | |
| **Jeju Airlines** | ICN/GUM/ICN | 7C3106/3105 | 0200/0305 | B738 | Daily | Through July 28 |
| | PUS/GUM/PUS | 7C3153/3154 | 0305/0405 | B738 | Daily | Through July 28 |
| | ICN/Gum/ICN | 7C3100/3109 | 1200/1300 | B738 | Daily | Through July 28 |
| | KIX/GUM/KIX | 7C3174/7C3173 | 1405/1550 | B738 | 6x weekly | Through July 28 M,W,THU,FRI,SAT, SUN |
| | KIX/GUM/KIX | 7C3184/7C3183 | 1405/1550 | B738 | 1x weekly | Through July 28 - TUE |
| | NRT/GUM/NRT | 7C31182/7C1189 | 1500/1610 | B738 | Daily | Through July 28 |
| | ICN/GUM/ICN | 7C3102/3101 | 1605/1710 | B738 | Daily | Through July 28 |
| **Japan Airlines** | NRT/GUM/NRT | JL941/942 | 1415/1625 | B777 | Daily | Through July 31 (AOC mentioned October) |
| **Air Seoul** | ICN/GUM/ICN | RS103/104 | 1510/1610 | A321 | Daily | Through July 28 |
| **China Airlines** | TPE/GUM/TPE | CI026/025 | 1350/1520 | B738 | 4x weekly | TUE/WED/FRI/SAT - Through August |
| **Jin Air** | ICN/GUM/ICN | LJ641/642 | 1505/1615 | B738 | Daily | Resumption July 21- Schedule submitted |
| | PUS/GUM/PUS | LJ647/648 | 1300/1435 | B738 | Daily | Through July 31 |
| **T'way Airlines** | ICN/GUM/ICN | TW301/302 | | B737 | Daily | suspended through July 23 |
| | KIX/GUM>Kix | TW9311/9312 | | | | suspended through July 23 |

A.B. WON PAT INTERNATIONAL AIRPORT GUAM
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www.guamairport.com
WE'RE ON IT 24/7

June 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 May 31, 2020**

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

The key operating results for 8 month(s) of FY2020 ending May 31, 2020 – (in $000's) are

| CATEGORY | Actual FY20 Current Month | YEAR-TO-DATE | | |
|---|---|---|---|---|
| | | Budget FY20 Y-T-D | Actual FY20 Y-T-D | % Variance Budget vs. Actual Y-T-D Current Month |
| Total Signatory Revenues | $ 526.7 | $ 22,962.9 | $ 16,560.7 | -27.9% |
| Total Concession Revenues | $ 1,383.0 | $ 12,110.5 | $ 11,598.6 | -4.2% |
| Total PFC's | $ (90.3) | $ 5,213.1 | $ 3,075.6 | -41.0% |
| Total Other Revenues | $ 861.8 | $ 10,277.3 | $ 9,546.4 | -7.1% |
| Total Operating Revenues | $ 2,681.2 | $ 50,563.8 | $ 40,781.2 | -19.3% |
| Total Operating Expenses | $ 3,150.8 | $ 35,620.1 | $ 29,187.1 | -18.1% |
| Net Revenues from Operations | $ (469.7) | $ 14,943.8 | $ 11,594.3 | -22.4% |
| Non-Operating Expenses | $ 1,060.8 | $ 800.0 | $ 1,762.0 | 120.2% |
| Other Sources of Funds/Available Moneys | $ 6,217.3 | $ 4,505.9 | $ 10,130.1 | 124.8% |
| **Net Debt Service Coverage** | **2.20** | **1.15** | **1.24** | **7.9%** |

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

Year-to-date Total Signatory Revenues for the month ending May 31, 2020 are **below** budgeted revenues by **-27.9%.** Signatory revenue estimates are based on projections submitted by Signatory airlines and adopted in the annual budget.

Year-to-date Total Concession Revenues are **-4.2% below** budget while Passenger Facility Charges are **below** the budget estimate by **-41.0%.**

Year-to-date Total Other Revenues, inclusive of non-signatory and non-airlines revenues, are **below** the budget estimate by **-7.1%.**

Year-to-date Total Operating Revenues actual of **$40.8M** is **-19.3% below** the budget estimate of **$50.6M**.

Year-to-date Total Operating Expenses are **below** budget by **-18.1%.** Components of this line item include a **-5.4%** decrease in Personnel Service, a **-20.1%** decrease in Contractual Services, a **-70.8%** decrease in Materials & Supplies and a **-100.0%** decrease in Equipment/Furnishings from budgeted amounts for these respective categories.

The actual year-to-date Net Revenues from Operations of **$11.6M** represents a **-22.4%** decrease over the year-to-date budgeted amount of **$14.9M**.

Finally, our year-to-date results for Debt Service Coverage is at **1.24** 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 May 31, 2020**

| | CURRENT MONTH | | | | | YEAR - TO - DATE | | | | FULL YEAR 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 | Actual/Est | %Var Bud Vs Act'l |
| **I. Signatory Airline Rents & Fees** | | | | | | | | | | | |
| Terminal Bldg Rentals | 352.1 | 332.8 | 264.3 | -20.6% | 3,997.2 | 2,845.8 | 2,664.5 | 2,459.5 | -7.7% | 3,792.2 | -5.1% |
| Departure Fees | 663.6 | 598.0 | 10.2 | -98.3% | 7,385.1 | 5,434.8 | 4,968.3 | 3,243.9 | -34.7% | 5,660.7 | -23.3% |
| Arrival Fees | 625.6 | 577.1 | 5.8 | -99.0% | 7,320.2 | 5,515.4 | 4,936.3 | 3,098.1 | -37.2% | 5,481.9 | -25.1% |
| Immigration Inspection Fees | 219.4 | 212.2 | 0.5 | -99.8% | 2,642.6 | 1,944.3 | 1,788.7 | 1,128.7 | -36.9% | 1,982.6 | -25.0% |
| Loading Bridge Use Fees | 460.9 | 689.9 | 103.1 | -85.1% | 8,245.3 | 3,736.6 | 5,484.1 | 4,071.0 | -25.8% | 6,832.3 | -17.1% |
| Apron Use Fees | 101.1 | 114.9 | 44.1 | -61.6% | 1,413.5 | 866.5 | 962.4 | 774.3 | -19.5% | 1,225.5 | -13.3% |
| Landing Fees | 238.9 | 257.7 | 98.7 | -61.7% | 3,170.7 | 2,005.6 | 2,158.7 | 1,785.2 | -17.3% | 2,797.2 | -11.8% |
| **Total Signatory Revenue** | **2,661.4** | **2,782.5** | **526.7** | **-81.1%** | **34,174.7** | **22,349.0** | **22,962.9** | **16,560.7** | **-27.9%** | **27,772.5** | **-18.7%** |
| Enplaned Signatory Pax | 148,335 | 158,800 | 2,294 | -98.6% | 1,961,267 | 1,233,335 | 1,319,432 | 862,902 | -34.6% | 1,504,737 | -23.3% |
| **Cost per Enplaned Pax** | **$17.94** | **$17.52** | **$229.59** | **1210.3%** | **$17.42** | **$18.12** | **$17.40** | **$19.19** | **10.3%** | **$18.46** | **5.9%** |
| **Revenues from Sources other than Signatory Airlines Rents & Fees** | | | | | | | | | | | |
| Concession Revenues | | | | | | | | | | | |
| Gen Mdse | 1,091.0 | 1,378.3 | 1,240.4 | -10.0% | 14,528.0 | 8,728.4 | 9,015.2 | 9,195.0 | 2.0% | 14,707.8 | 1.2% |
| In-flight Catering | 68.5 | 70.9 | 18.3 | -74.2% | 908.0 | 606.4 | 599.9 | 470.3 | -21.6% | 778.4 | -14.3% |
| Food & Beverage | 88.1 | 85.4 | 12.1 | -85.8% | 1,042.7 | 687.8 | 686.0 | 570.2 | -16.9% | 926.9 | -11.1% |
| Rental Cars | 127.6 | 152.7 | 112.2 | -26.5% | 1,840.5 | 1,106.6 | 1,190.9 | 1,027.5 | -13.7% | 1,677.1 | -8.9% |
| Other Concession Rev | 50.5 | 75.1 | 0.0 | -100.0% | 694.9 | 523.1 | 618.6 | 335.7 | -45.7% | 411.9 | -40.7% |
| Total Concession Revenues | **1,425.7** | **1,762.3** | **1,383.0** | **-21.5%** | **19,014.0** | **11,652.1** | **12,110.5** | **11,598.6** | **-4.2%** | **18,502.1** | **-2.7%** |
| Passenger Facility Charges | 591.2 | 627.4 | 90.3 | -114.4% | 7,749.0 | 4,798.7 | 5,213.1 | 3,075.6 | -41.0% | 5,611.5 | -27.6% |
| Other Revenue | 1,493.9 | 1,227.4 | 861.8 | -29.8% | 15,426.4 | 11,740.3 | 10,277.3 | 9,546.4 | -7.1% | 14,695.5 | -4.7% |
| **Total Operating Revenue** | **6,172.1** | **6,399.6** | **2,681.1** | **-58.1%** | **76,364.0** | **50,540.1** | **50,563.8** | **40,781.3** | **-19.3%** | **66,581.5** | **-12.8%** |
| **II. Operating Expenses:** | | | | | | | | | | | |
| Personnel Services | 1,721.1 | 1,707.0 | 1,263.2 | -26.0% | 22,191.8 | 13,656.9 | 14,510.1 | 13,726.4 | -5.4% | 21,408.1 | -3.5% |
| Contractual Services | 2,203.6 | 2,239.2 | 1,731.5 | -22.7% | 27,018.0 | 16,232.0 | 18,563.9 | 14,840.4 | -20.1% | 23,294.4 | -13.8% |
| Materials & Supplies | 106.1 | 263.7 | 156.1 | -40.8% | 2,765.7 | 574.0 | 2,125.2 | 620.3 | -70.8% | 1,260.8 | -54.4% |
| Equipment/Furnishings | 0.0 | 90.1 | 0.0 | 0.0% | 517.8 | 20.2 | 420.9 | 0.0 | -100.0% | 96.8 | -81.3% |
| **Total Operating Expenses** | **4,030.8** | **4,300.0** | **3,150.8** | **-26.7%** | **52,493.2** | **30,483.1** | **35,620.1** | **29,187.1** | **-18.1%** | **46,060.2** | **-12.3%** |
| **Net income from Operations** | **2,141.3** | **2,099.6** | **-469.7** | **-122.4%** | **23,870.8** | **20,057.0** | **14,943.8** | **11,594.3** | **-22.4%** | **20,521.3** | **-14.0%** |

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

| | CURRENT MONTH | | | | | YEAR - TO - DATE | | | | FULL YEAR 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 | Actual/Est | %Var Bud Vs Act'l |
| **III. Other Revenues and Expenses** | | | | | | | | | | | |
| Less: Non Operating Expense(Ret/DOI/OHS) | 82.0 | 0.0 | 1,060.8 | 0.0% | 800.0 | 911.4 | 800.0 | 1,762.0 | 120.2% | 1,762.0 | 120.2% |
| Add: Interest on Investments | 106.0 | 104.4 | -33.9 | -132.4% | 1,203.8 | 815.1 | 833.1 | 1,061.8 | 27.5% | 1,432.5 | 19.0% |
| **Net Revenues** | 2,165.3 | 2,204.0 | -1,564.4 | -171.0% | 24,274.6 | 19,960.7 | 14,976.8 | 10,894.1 | -27.3% | 20,191.8 | -16.8% |
| Add: Other Sources of Funds | 38.2 | 33.3 | 5,687.4 | 16962.0% | 400.0 | 256.6 | 266.7 | 5,890.9 | 2109.1% | 6,024.2 | 1406.1% |
| Add: Other Available Moneys | 530.0 | 529.9 | 529.9 | 0.0% | 6,358.8 | 4,240.1 | 4,239.2 | 4,239.2 | 0.0% | 6,358.8 | 0.0% |
| **Net Revenues and Other Available Moneys** | **2,733.6** | **2,767.2** | **4,652.9** | **68.1%** | **31,033.4** | **24,457.4** | **19,482.7** | **21,024.2** | **7.9%** | **32,574.9** | **5.0%** |
| Debt Service payments | 2,120.0 | 2,119.6 | 2,119.6 | 0.0% | 25,435.3 | 16,960.3 | 16,956.8 | 16,956.8 | 0.0% | 25,435.3 | 0.0% |
| **Debt Service Coverage** | **1.29** | **1.31** | **2.20** | **68.1%** | **1.22** | **1.44** | **1.15** | **1.24** | **7.9%** | **1.28** | **5.0%** |
| **Debt Service Requirement** | **1.25** | **1.25** | **1.25** | | **1.25** | **1.25** | **1.25** | **1.25** | | **1.25** | |