



A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM

AIRPORT REPORT

**Presented by:
Jess Q. Torres
Executive Manager**

**Federal Aviation Administration
2007 Annual Pacific Aviation Directors Workshop
Koror, Palau
March 26-29, 2007**

Mission Statement

The Authority strives to ensure the safety and security of the traveling public; is dedicated to maintaining a superior and reliable level of airport services for our island residents and tourists; and is committed to supporting the development of air linkages and facilities which are integral to the island's future economic growth.



Guam International Airport Authority Overview



- **Autonomous instrumentality of the Government of Guam, created in 1975**
 - The Authority is governed by a Board of Directors consisting of seven (7) members that are appointed by the Governor of Guam and confirmed by the Legislature
 - The day-to-day operations of the Authority is managed by the Executive Manager and Deputy Executive Manager who are appointed by the GIAA Board of Directors
- **FAA Certified and Licensed Airport Operator**
 - Designated as “Small Hub” Airport
- **Essential facility and service provider for the people of Guam and the lifeline to island’s tourist driven economy**
- **Provides services to major international and regional airlines serving 22 destinations**
- **Provides employment opportunities for over 6,000 Guam residents**



Airport Capacity

➤ Terminal:

- 767,553 square feet with 76 ticket counter positions
- 48 immigration stations and 42 customs inspection stations
- Processing capacity of 5,000 international passengers/hour

➤ Gates:

- 21 aircraft parking positions
- 18 common use terminal gates (17 jetways/1 Busgate)

➤ Primary Runway – 10,000 ft

- Design underway for 2,000 feet runway extension
- Anticipate completion in FY 2008
- Strengthening and extension to accommodate trans-Pacific flights

➤ Secondary Runway – 10,000 ft

- Extension completed 2005

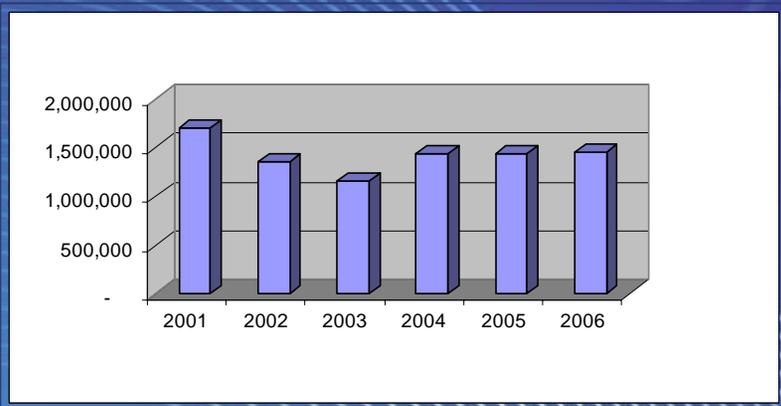
➤ Parallel Taxiway

- Phase I substantially completed March 2006
- Anticipate completion in FY 2008

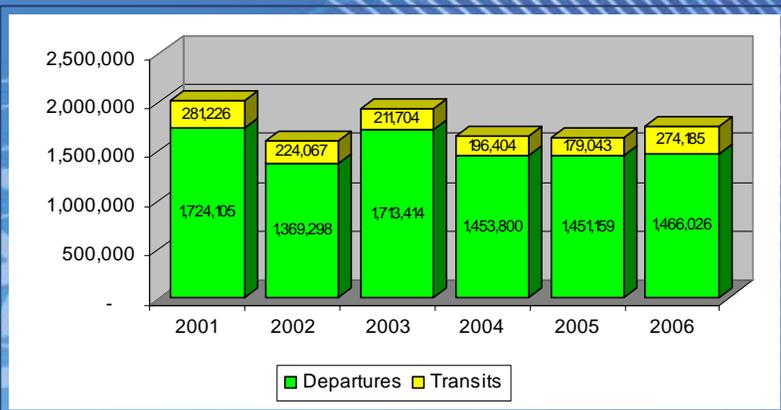


Passenger Activity

Arrivals



Enplanements



➤ Passenger Activity

- Total passenger activity for FY 2006 reflects a 4% growth y-o-y versus FY 2005
 - Arrivals: 1%
 - Enplanements (Departure & Transit): 7%
- GIAA averages over 3 million pax movements p/year

➤ Economic Activity

▪ Tourism

- Guam welcomed over 1.2 million for the second straight year in 2006
- reflects a 5% increase versus figures for 2001
- visitors from China, PRC & Hong Kong reflect strong growth: PRC - 33.8% (840 to 1,124), Hong Kong: 35.5% (4,518 to 6,123)
- Hotel occupancy and average room rates are up for FY 2006 (70% and \$106 p/nite respectively)

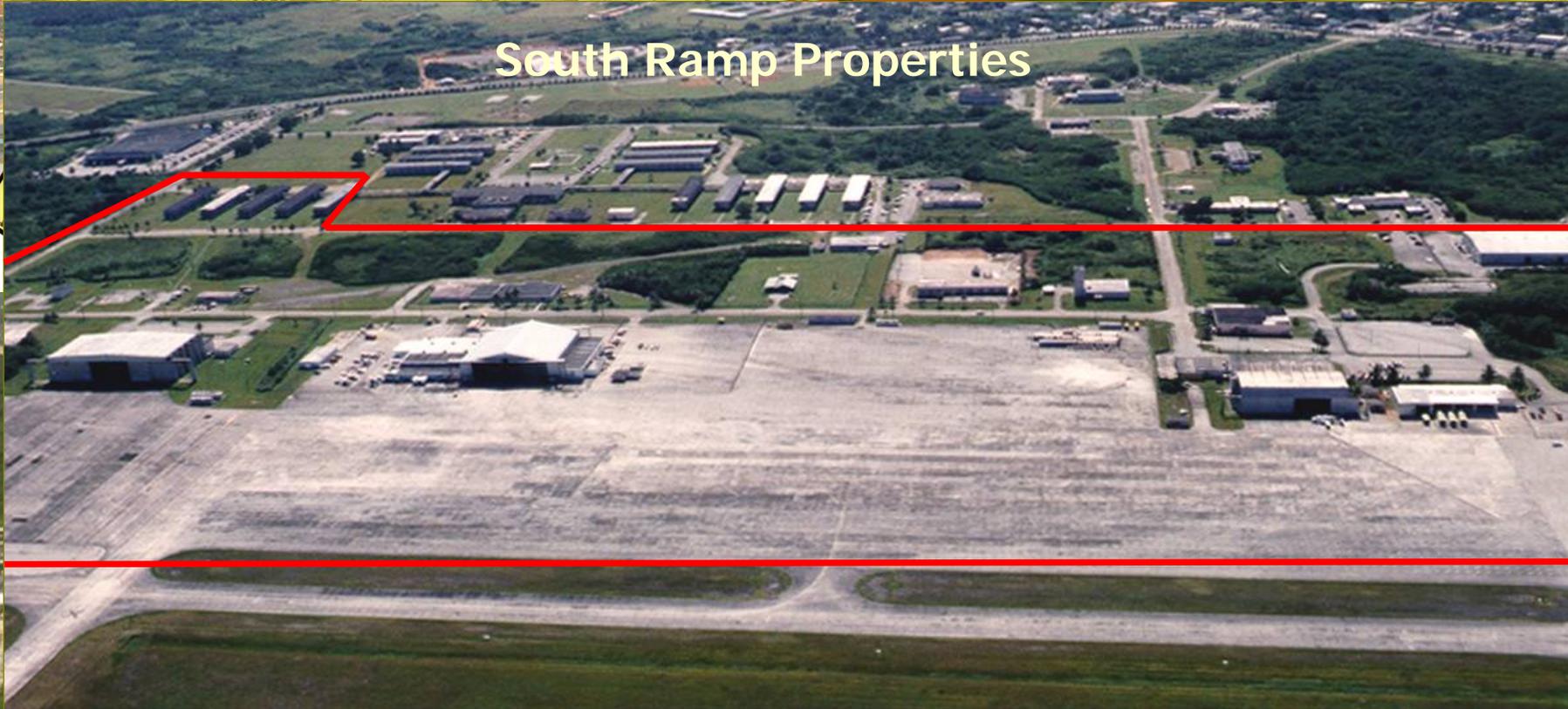
▪ Military

- Anticipated military buildup of more than 30,000 military, dependents, civilian & other contract personnel expected to take place over the next 7-10 years
- Over \$16 Billion investment by DOD
- \$345 million appropriated for Guam for FY 2008

Project: Airport Guam

\$500 Million
investment and growing

South Ramp Properties





59 Projects through 2008 \$150M+

- Airfield improvements
 - Parallel Taxiway w/ILS
 - RWY Extensions
 - Airfield Lighting
- Security
 - Security Perimeter Road
 - AOA Security Fence
- Roadway upgrades
- Utilities Infrastructure Improvements
- Customer service

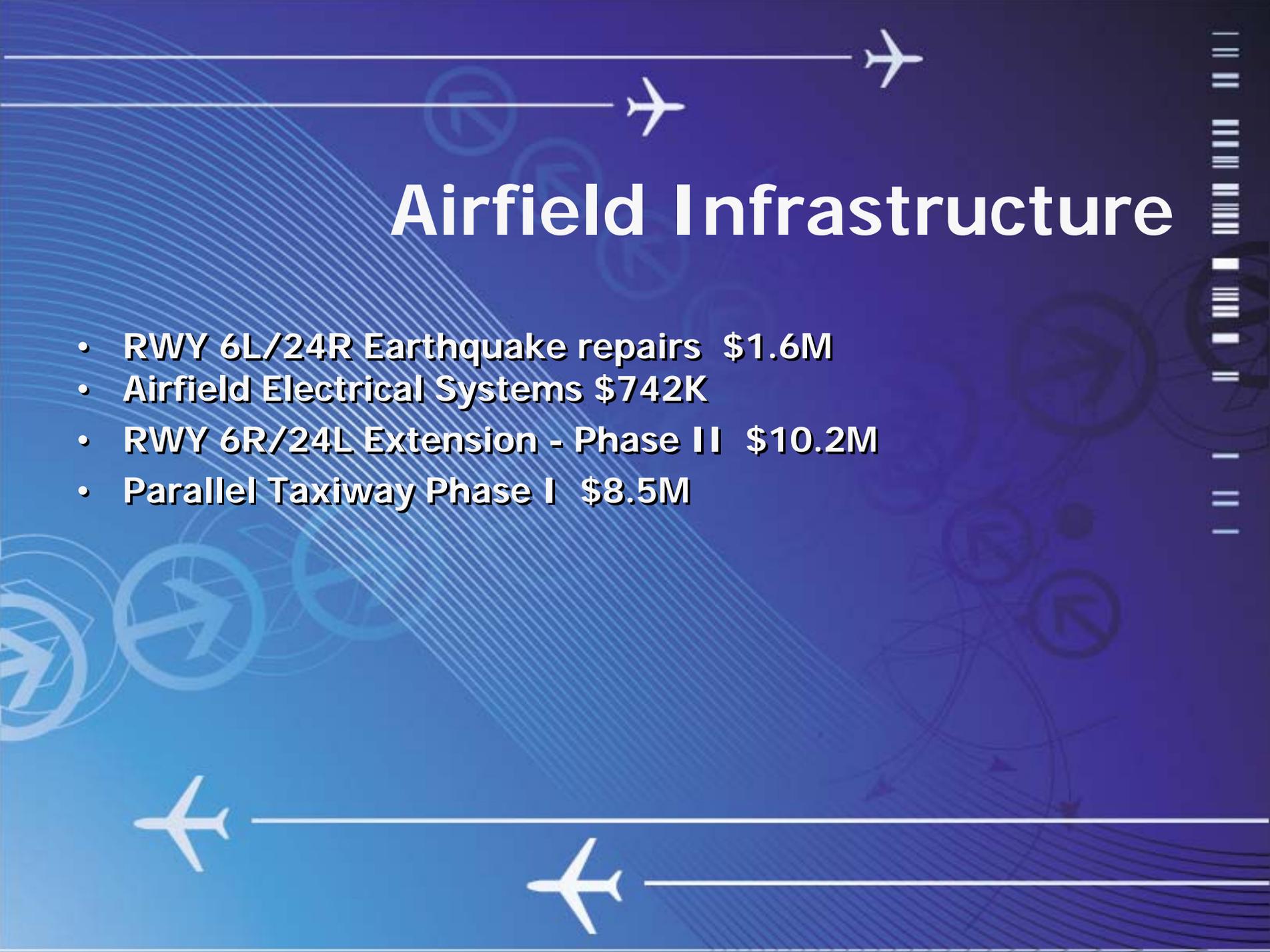


Completed Projects

\$47,762,995

42 Substantially completed Capital Improvement and Infrastructure projects

- **Airfield Infrastructure**
- **Terminal Facilities**
- **Aviation Related Facilities**
- **Other Notable Projects**

The slide features a dark blue background with a pattern of white lines and circular icons containing arrows. At the top, two horizontal white lines with airplane icons pointing right are positioned. At the bottom, two horizontal white lines with airplane icons pointing left are positioned. The main title 'Airfield Infrastructure' is centered in a large, white, sans-serif font. Below the title, a bulleted list of project items is presented in a smaller, white, sans-serif font.

Airfield Infrastructure

- **RWY 6L/24R Earthquake repairs \$1.6M**
- **Airfield Electrical Systems \$742K**
- **RWY 6R/24L Extension - Phase II \$10.2M**
- **Parallel Taxiway Phase I \$8.5M**



Airfield Infrastructure

RWY 6L/24R Earthquake repairs

\$1.6M





Airfield Infrastructure

RWY 6R/24L Extension Phase II

\$10.2M





Airfield Infrastructure

Parallel Taxiway Phase I

\$8.5M





Terminal Facilities

- **DFS Concession Core Improvements \$5M**
- **GIAA Retail Spaces \$85K**
- **Cooling Tower Rehabilitation \$1.8M**
- **Passenger Loading Bridges \$1.3M**
- **Passenger Screening Improvements \$668K**
- **Security Access Control System Upgrades \$636K**



Terminal Facilities

DFS Concession Core Improvements

\$5M





Terminal Facilities

GIAA Retail Spaces
\$85K



Terminal Facilities
Passenger Loading Bridges
\$1.3M



Terminal Facilities
Passenger Screening Improvements
\$668K





Terminal Facilities

Security Access Control System Upgrades \$636K





Aviation Related Facilities

- **CMI Maintenance Hangar Repairs \$3.7M**
- **ARFF Facility Upgrade \$900K**
- **DHL Express Package Facility \$1.1M**
- **Air Cargo Warehouse Repair & Security Upgrades \$458K**
- **Nose Dock Hangar Repair \$510K**
- **HC-5 (ACI Pacific) Hangar Repair \$315K**
- **Misc Typhoon Repairs \$198K**



Aviation Related Facilities

CMI Maintenance Hangar Repair

\$3.7M





Aviation Related Facilities

ARFF Facility Upgrade \$900K





Aviation Related Facilities

DHL Express Package Facility

\$1.1M





Aviation Related Facilities

Nose Dock Hangar Repair \$510K



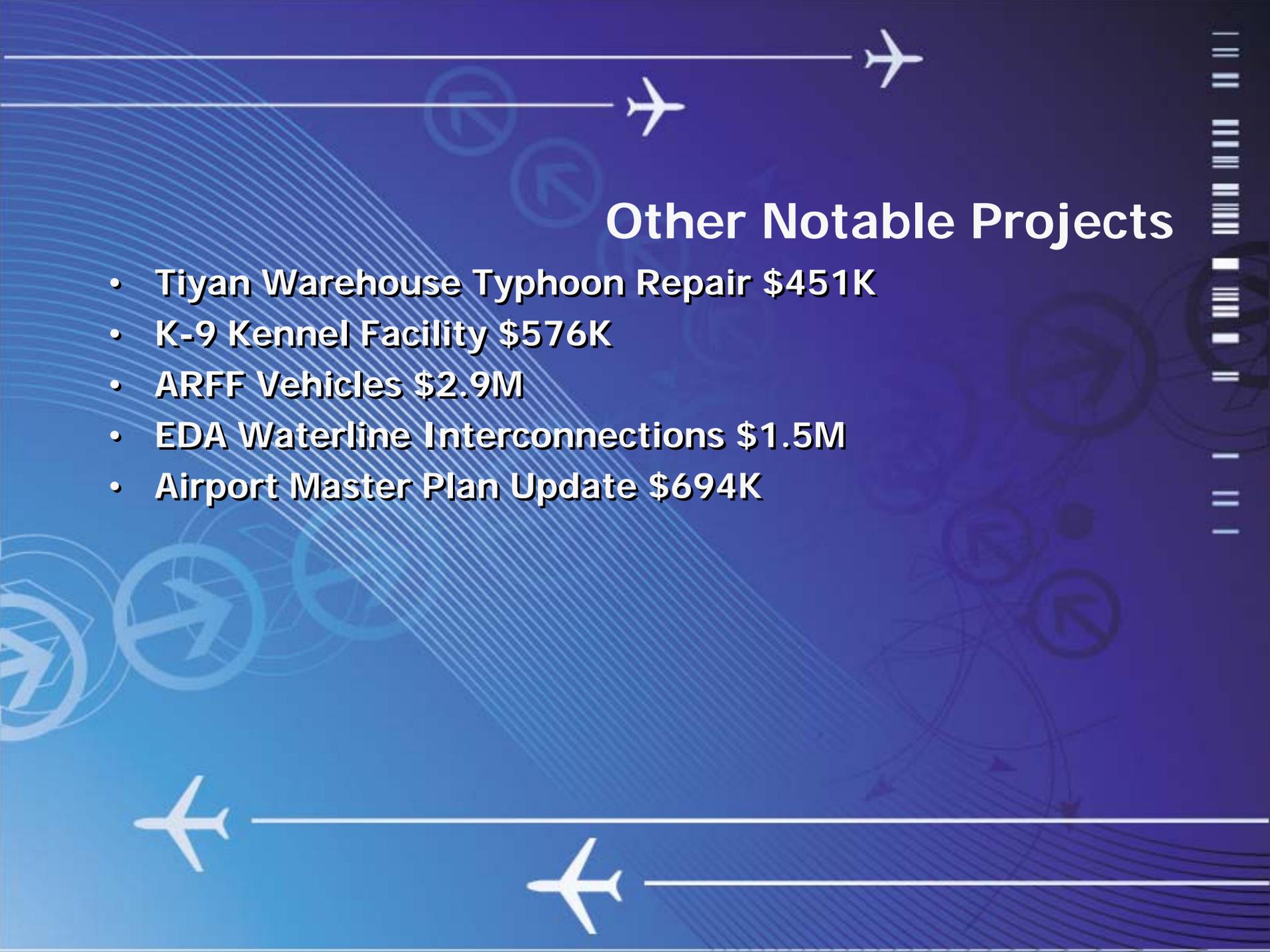


Aviation Related Facilities

HC-5 (ACI Pacific) Hangar Repair

\$315K





Other Notable Projects

- **Tiyan Warehouse Typhoon Repair \$451K**
- **K-9 Kennel Facility \$576K**
- **ARFF Vehicles \$2.9M**
- **EDA Waterline Interconnections \$1.5M**
- **Airport Master Plan Update \$694K**



Other Notable Projects

Tiyan Warehouse Typhoon Repair \$451K





Other Notable Projects

K-9 Kennel Facility \$576K





Other Notable Projects

ARFF Vehicles

\$2.9M





Work In Progress
\$98,528,551

Pending Capital Improvement & Infrastructure projects

- **Airfield Infrastructure**
- **Terminal Facilities**
- **Other Notable Projects**



Airfield Infrastructure

- **Perimeter Security Road \$7.9M**
- **Parallel Taxiway - Phase II w/ILS and RWY 6L/24R ext \$12.8M**
 - **Ground Breaking held on 3/21/07**
- **Perimeter Security Fence \$5M**
 - **Phase II Ground Breaking held on 3/21/07**
- **Replace/Upgrade Airfield Lighting System \$5.8M**
- **AOA Perimeter Fence \$3.6M**



Airfield Infrastructure



Perimeter Security Road

\$7.9M





Airfield Infrastructure
Parallel Taxiway - Phase II
w/ILS and RWY 6L/24R ext
\$12.8M





Airfield Infrastructure

Perimeter Security Fence \$5M





Airfield Infrastructure



Replace Upgrade Airfield Lighting System \$5.8M





Airfield Infrastructure



AOA Perimeter Fence

\$3.6M





Terminal Facilities

- **Terminal Roof Repair & Painting \$786K**
- **TSA International Transfer Facility (Partial) \$2.6M**
- **Arrivals Corridor Design \$1.3M**
- **Air Conditioning Upgrades \$500K**
- **FEMA Exterior Door Hardening \$211K**



Terminal Facilities

Terminal Roof Repair & Painting

\$786K

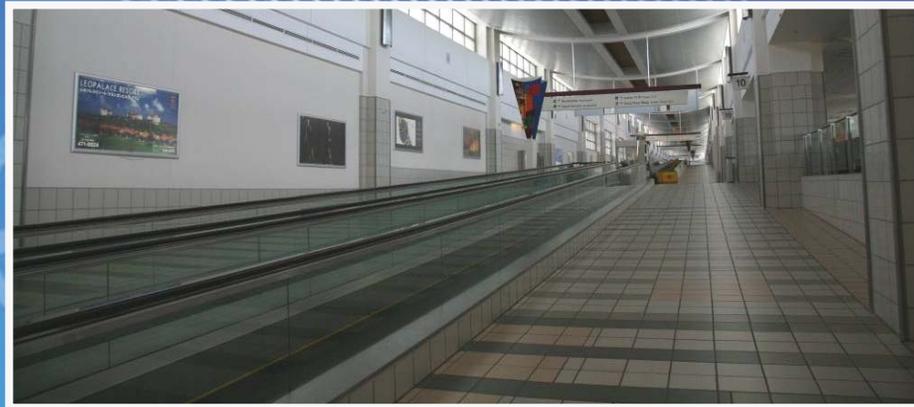




Terminal Facilities



**TSA
International
Transfer Facility
(Partial) \$2.6M**



Arrivals Corridor Design \$1.3M



Terminal Facilities
Air Conditioning Upgrades
\$500K





Terminal Facilities

FEMA Exterior Door Hardening \$211K





Other Notable Projects

- **Na' La' Bonita Roadway Beautification \$1.5M**
- **Energy Management Plan - TBD**
- **FEMA Underground Power \$6.5M**
- **Land Acquisition for Noise Mitigation Program \$1.3M**
- **Residential Sound Solution Program \$9.5M**
- **Replace/Upgrade Airport Landside Areas \$744K**
- **Outbound Baggage Diverters \$1.7M**



Other Notable Projects (Cont'd)

- Upgrade of Utility Infrastructure \$12.5M
 - Airport Facilities Seismic Zone Upgrade \$2.2M
 - Exterior & Manual Glass Panel/Door
 - Consolidated Maintenance Facility \$350K
 - Car Rental Facility Improvements \$500K
 - Tiyan Housing Demolition & Renovation \$4.9M
 - Mechanical Support & Airfield Safety Equipment \$760K
- 



Other Notable Projects

Na' La' Bonita Roadway Beautification \$1.5M





Other Notable Projects

Residential Sound Solution Insulation Program

\$9.5M





Other Notable Projects

Outbound Baggage Diverters

\$1.7M





Other Notable Projects

Exterior & Manual Glass Panel/Door



Consolidated
Maintenance
Facility





Other Notable Projects

Car Rental Facility Improvements

\$500K





Other Notable Projects

Tiyan Housing Demolition & Renovation \$4.9M





Other Notable Projects

Mechanical Support & Airfield Safety Equipment

\$760K





A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM



Route Development & Airline Incentives



Cost Per Enplaned Passenger



Average airline costs structure for Guam has been effectively managed over the past years resulting in favorable rates....



...that are competitive with other Asian airports (e.g., Narita and Kansai: \$25-30 per enplaned passenger).



Cost Per Enplaned Passenger

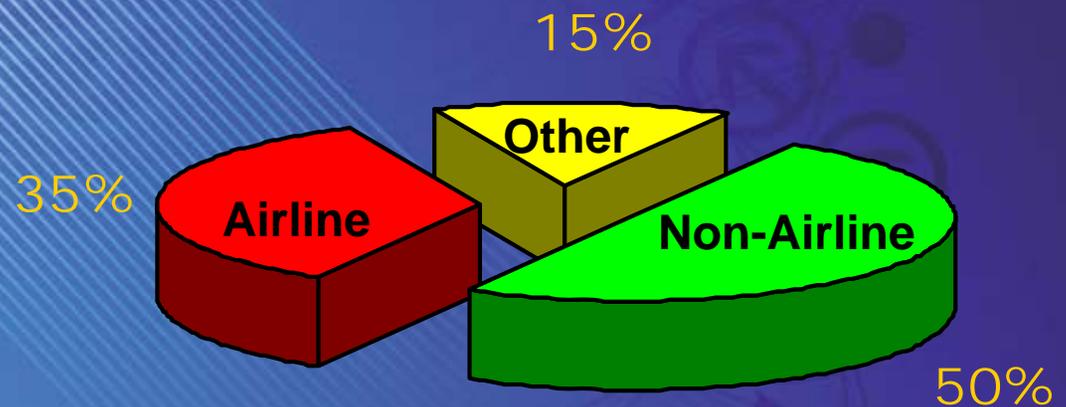


- Cost can be lowered by reducing expenses and increasing non-airline revenue
 - Non-airline revenue accounts for more than 65% of GIAA's operating revenues
 - Diversification is key but must be in line with the Airport's overall strategic initiatives
 - "Operate as a business not just an airport"

Current Non-Airline Tenant Activities

- DFS Guam Retail Concession
- Food & Beverage Concessions
- Airport Group International Fuel Operations
- Ground Transportation Services
- Bus Operations/Car Rental Concessions
- Freight Forwarding Companies
- Heavy Equipment Retailer
- Service Station and Mini-mart

% of GIAA's Operational Revenue





Airline Incentive Program

- Provide financial incentives for new or expanded air service
 - New Air Service – Regular & Sustained Charter Service
 - Up to 50% of all airport rates & charges
 - Expanded Air Service
 - 50% discount on facility charges for passenger activity in excess of 110% of forecasted pax activity
- Available to incumbent and new air carrier entrants
- 2-year promotional period with escalating incentives to encourage route sustainability
- Include marketing assistance and inaugural support



Proactive Management Initiatives

- Expanded Air Service
 - Approval from DOT
 - Operational flexibility for foreign airlines for cargo ops
 - Interline opportunities
- Revenue Diversification





BY THE NUMBERS

- Over 3 million passenger movements
- Over 6,000 badged employees at the airport
- Ranked 8th in the U.S. for international arrivals
- Ranked 80th in enplanements out of 455 U.S. airports
- Non-airline revenues at 65%; personnel cost at 43%
- Level procurement playing field
- Airport pays on time

STIMULATING INITIATIVES

- Aggressive approach to expand air service
- More airport activity demands more services...business potential
- Flexible Investment Options
 - Long Term Lease – maximize ROI - 30 yr term (2 successive 10-yr renewal)
 - Third Party Developers
 - Joint Partnerships
 - Direct Tenant/Owner Developed
 - Build, Operate, Transfer
- Focus on upgrading and hardening infrastructure
- Spread the work around & outsource where feasible
- Improve and expand customer services
- Develop cooperative relationships with industry stakeholders



GROWTH

- Expanded air service
 - Greater operational flexibility for foreign air carriers for cargo ops
- Air cargo & logistics (interline opportunities)
- Extended runway for long haul, non-stop routes in 2008
- New aircraft deliveries
- U.S. closer to China ADS designation

SUSTAINABILITY

- Low cost airport
- Emphasis on **service**
- Military build up increases population base
- Increased business travel
- Increased freight opportunities
- Promote, promote





- World-class airport
- Outstanding product of the vision and pride of our island and embodies the *Hafa Adai* spirit of the people of Guam
- Collaborative efforts with the Governor Office, the 29th Guam Legislature, airline partners, forwarders, and visitor and tourism industry leaders ensures that we remain at the forefront of the aviation industry in this region
- GIAA's continued development of Guam's only commercial airport, the lifeline to our island's economy, ensures that we will meet and surpass the travel and aviation needs for the people of Guam and the Western Pacific





A.B. WON PAT
INTERNATIONAL AIRPORT AUTHORITY, GUAM

Airport Report

Presented by:
Jess Q. Torres
Executive Manager

Federal Aviation Administration
2007 Annual Pacific Aviation Directors Workshop
Koror, Palau
March 26-29, 2007