

GUAM VISITORS BUREAU
Contract Summary Update

3RD QUARTER REPORT
As of June 30, 2020

No.	VENDOR	CONTRACT TITLE/TYPE OF SERVICE	SOLICITATION METHOD	DIVISION/DEPT	CONTRACT TERM	INITIAL TERM	EXPIRATION AFTER OPTIONS	NEXT RENEWAL DUE DATE	CONTRACT AMOUNT	COMMENTS/NOTES
1	ABILITY SOLUTIONS LLC	CLEANING AND MAINTENANCE SERVICES	RFP	ADMIN	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$18,883.37	
2	ADF ENDERUN 101, INC.	MARKETING REPRESENTATION - PHILIPPINES	RFP	MARKETING	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$13,500.00	
3	ADVANCED MANAGEMENT INC.	BUS SHELTER MAINTENANCE	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$36,514.60	
4	ALLIED BUSINESS CONSULTANTS	HUMAN RESOURCES CONSULTANT	RFP	ADMIN	N/A	N/A	N/A	N/A	\$5,750.00	\$125/hr rate, as needed; Currently under review
5	ANTHOLOGY RESEARCH	VISITOR SURVEYS	RFP	RESEARCH	1 yr + 4 yrs OTR	FY19	FY23	FY21	\$161,336.00	
6	AVIAREPS JAPAN	MARKETING REPRESENTATION - JAPAN	RFP	MARKETING	1 yr + 3 yrs OTR	FY19	FY22	FY21	\$327,500.00	
7	COPY EXPRESS INC.	PRINTING OF GUAM CUSTOMS AGRICULTURE DECLARATION FORMS	IFB	RESEARCH	1 yr + 2 yrs OTR	FY18	FY20	TO BE SOLICITED FOR FY21	\$35,921.00	
8	DELOITTE & TOUCHE	INDEPENDENT AUDITING SERVICES	RFP	ADMIN	1 yr + 3 yrs OTR	FY19	FY22	FY21	\$17,500.00	
9	G4S SECURE SOLUTIONS	VISITOR SAFETY OFFICERS	RFP	DESTINATION MANAGEMENT	1 yr + 4 yrs OTR	FY20	FY24	FY21	\$652,793.99	
10	GET LLC	QUALITY ASSURANCE INSPECTOR	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$16,666.64	
11	GUAM CLEANING MASTERS	ISLAND ROAD MAINTENANCE	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$207,082.35	
12	HAPPY IDEA COMPANY	MARKETING REPRESENTATION - KOREA	RFP	MARKETING	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$355,000.00	
13	HIROSHI KANEKO	JAPAN COUNTRY MANAGER	RFP	MARKETING	annually renewed	FY19	N/A	FY21	\$112,627.23	At the discretion of the President and CEO.
14	LMS GUAM	BEACH CLEANING MAINTENANCE	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$214,579.32	
15	LMS GUAM	TUMON LANDSCAPE MAINTENANCE	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$238,000.00	
16	LMS GUAM	HOLIDAY ILLUMINATION	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$150,000.00	
17	LMS GUAM	DESIGN-BUILD SERVICES FOR MEDIAN UPLIGHTING	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY21	FY21	\$488,888.88	
18	LMS GUAM	TREE MITIGATION	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$67,449.88	
19	LMS GUAM	WESTIN HILL MEDIAN IMPROVEMENT	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$87,688.88	
20	LYANN CRUZ	TOUR GUIDE & INSPECTOR SERVICES	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$39,560.00	
21	MARKET RESEARCH & DEVELOPMENT	STAR SURVEY	RFP	RESEARCH	1 yr + 2 yrs OTR	FY17	N/A	N/A	\$33,127.69	Currently under review
22	MCDONALD LAW OFFICE (fee schedule)	LEGAL SERVICES	RFP	ADMIN	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$70,582.50	Fee based on rate
23	NEW DATA SOLUTIONS (sole source)	GVB ISEEK Project - Hosting & Support	SOLE SOURCE	RESEARCH	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$17,150.00	
24	PACIFIC DATA SYSTEMS	COMMUNICATION SERVICES	RFP	ADMIN	N/A	N/A	M-T-M	N/A	\$17,497.80	Maintenance Service only; currently under review
25	PACIFIC FEDERAL MANAGEMENT	STORMWATER MANAGEMENT SYSTEM MAINTENANCE - Phase II Fujita Ponding Basin	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$195,000.00	
26	RUDER INTEGRATED MARKETING STRATEGIES, INC.	COMMUNITY BRAND BUILDING SUPPORT SERVICES	RFP	DESTINATION MANAGEMENT	1 yr + 4 yrs OTR	FY18	FY21	FY21	\$56,000.00	By Task Order
27	RUDER INTEGRATED MARKETING STRATEGIES, INC.	EVENT MANAGEMENT SERVICES	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$104,139.16	By Task Order
28	SIMPLEVIEW	TOURISM DESTINATION CRM, CMS & WEBSITE SERVICES	RFP	ADMIN	1 yr + 2 yrs OTR	FY18	FY20	TO BE SOLICITED FOR FY21	\$204,017.00	
29	TALENT BASKET	DIGITAL MEDIA STRATEGY AND EXECUTION SERVICES	RFP	MARKETING	1 yr + 2 yrs OTR	FY18	FY20	TO BE SOLICITED FOR FY21	\$139,500.00	
30	THE PIT LLC	SIDEWALK CLEANING	IFB	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY20	FY22	FY21	\$160,232.60	
31	TOURISM ECONOMICS LLC	TOURISM ECONOMIC IMPACT STUDIES	RFP	RESEARCH	1 yr + 4 yrs OTR	FY20	FY24	FY21	\$20,500.00	
32	TRAVEL LINK MARKETING	MARKETING REPRESENTATION - CHINA	RFP	MARKETING	1 yr + 2 yrs OTR	FY18			\$70,000.00	041720 terminated
33	TRAVEL LINK MARKETING	MARKETING REPRESENTATION - HONG KONG	RFP	MARKETING	1 yr + 2 yrs OTR	FY19			\$49,000.00	041720 terminated
34	VEDA	MARKETING REPRESENTATION - TAIWAN	RFP	MARKETING	1 yr + 2 yrs OTR	FY19	FY21	FY21	\$128,805.00	
35	W.B. FLORES & ASSOCIATES (professional fee schedule)	PLANNING, ARCHITECTURAL & ENGINEERING SERVICES	RFP	DESTINATION MANAGEMENT	1 yr + 2 yrs OTR	FY17	9/30/20	SOLICITED FOR FY21	\$311,765.00	PROCUREMENT IN PROCESS
						*OTR: Option to Renew		TOTAL AS OF JUNE 30, 2020		\$4,824,558.89