

Guam Visitors Bureau
4th Quarter Significant contracts
Fiscal Year 2022

RFP/IFB	CONTRACT NO	VENDOR	CONTRACT TITLE	Start Date/amount	FY 2022	NOTES
IFB 2019-001	C22001	Advanced Management Inc.	Bus Shelter Maintenance	5/1/19 \$3,787.80/month	\$ 16,200.00	Mod & Amendment 3; OCT21-APR 22)
IFB 2019-003	C22002	Guam Cleaning Masters	Island Road Maintenance	11/1/19 \$276,417.60	\$ 198,003.80	Beautification projects
IFB 2019-002	C22003	LMS Guam	Beach Cleaning Maintenance	10/1/19 \$19,574.00/month	\$ 189,025.39	Last year for renewal
IFB 2018-001	C22020	LMS Guam	Tumon Landscape Maintenance	OCT-DEC 2021 extension	\$ 57,933.46	OCT-DEC 2021 extension
IFB 2021-001	C22028	Dominick San Gil dba Dom's Lawn Maintenance	Tumon Trash and Recycling Maintenance	1/1/2022	\$ 42,724.53	\$4747.17/month x 9/mn
IFB 2022-002	C22029	Pacific Waste Systems LLC and General Pacific Services LLC, a joint venture	Landscape Maintenance - Zone 1	Jan-22	\$ 47,866.29	\$5,729.17/month; FY22 prorated total adjusted by MT 1-20-22.
IFB-2022-003	C22030	Pacific Waste Systems LLC and General Pacific Services LLC, a joint venture	Landscape Maintenance - Zone 2	Jan-22	\$ 35,682.10	\$4,270.83/month; FY22 prorated total adjusted by MT 1-20-22.
IFB 2022-004	C22031	Guam Cleaning Masters	Landscape Maintenance - Zone 3	Jan-22	\$ 42,545.78	\$5,053.33/month; FY22 prorated total adjusted by MT 1-20-22.
IFB-2022-005	C22032	Pacific Waste Systems LLC and General Pacific Services LLC, a joint venture	Landscape Maintenance - Zone 4	Jan-22	\$ 35,682.10	\$4,270.83/month; FY22 prorated total adjusted by MT 1-20-22.
IFB 2022-006	C22033	Guam Cleaning Masters	Landscape Maintenance - Zone 5	Jan-22	\$ 42,545.78	\$5,053.33/month; FY22 prorated total adjusted by MT 1-20-22.
IFB-2022-007	C22034	Pacific Waste Systems LLC and General Pacific Services LLC, a joint venture	Landscape Maintenance - Zone 6	Jan-22	\$ 35,675.16	\$4,270.00/month; FY22 prorated total adjusted by MT 1-20-22.
IFB 2022-009	P22133	Triple J Motors	6-Cylinder Pick-Up	Jan-22	\$ 42,875.00	Awarded by Purchase Order
			Beautification Projects		\$ 786,759.39	786,759.39
RFP 2021-003	C22025	Glimpses of Guam, Inc.	Communication Services	4/1/2021	\$ 50,400.00	FY22 out-of-pocket \$600K
	C22025-A	Glimpses of Guam, Inc.	Communication Services		\$ 5,000.00	Task Order #1 - FY21 Annual Report
	C22025-B	Glimpses of Guam, Inc.	Communication Services		\$ 585,555.00	Task Order #2 - 78th Liberation Festivities
	C22025-C	Glimpses of Guam, Inc.	Communication Services		\$ 23,184.00	Task Order No. 3 Tumon Mural Project
RFP 2020-009	C22005	simpleview, inc.	CRM, CMS & Website Services	10/1/2020	\$ 198,060.00	IT
RFP 2020-008	C22006	Talent Basket	Digital Media Strategy & Execution Services	11/1/2020 (FY21-FY25)	\$ 120,000.00	FY22 out-of-pocket \$130K
RFP 2021-002	C22007	SHINTSU SP	Marketing Rep - Japan (excludes out-of-pocket)	4/1/2021	\$ 363,000.00	As of 5/1/22, monthly increased to \$39,000, out-of-pocket cost not included
RFP 2021-007	C22004	NEXTPAPER	Destination Marketing Services in South Korea	10/1/2021	\$ 276,000.00	out-of-pocket cost not include
not procured on Guam	C22016	Jihoon Park	South Korea Country Manager	10/1/21 IC	\$ 90,000.00	New Contract 10/1/2021
not procured on Guam	C22008	Hiroshi Kaneko	Japan Country Manager	2/1/2019 PLUS BENEFITS; last day of contract 1/31/22	\$ 52,175.37	\$7,500.00 Month-to-Month Contract terminated 1/31/22. Total payments inclusive of severance.
RFP 2021-006	C22009	Veda International	Marketing Rep - Taiwan (excludes out-of-pocket)	10/1/2021	\$ 288,000.00	New Contract 10/1/2021; proposed \$2.5M OOP
Sole Source	PO 22031	New Data Solutions	OpScan 10 Scanner Maintenance	SOLE SOURCE	\$ 9,450.00	By Purchase Order
Sole Source	C22018	New Data Solutions	iSeek Hosting and Support	SOLE SOURCE	\$ 26,500.00	Professional services
RFP 2021-001	C22022	New Data Solutions	Electronic Declaration Form Development	11/20/2020	\$ 131,010.00	Note: FY22 \$131,010 split (CQA \$101,350) (GVB \$29,660)
RFP 2018-006	C22017	Anthology Research	Visitor Exit Surveys	10/1/2018 by PRICING PROPOSAL	\$ 104,240.00	Marketing research (FY19-FY23)
RFP 2019-005	C22023	Tourism Economics LLC	Tourism Economic Impact Studies	12/1/2019 BY TASK ORDER	\$ 65,000.00	Marketing research (FY20-FY24)
RFP 2020-001	C22010	ADF Enderun 101, Inc.	Marketing Rep - Philippines	1/1/2020. \$4,500/month - retainer plus \$500/month office expenses	\$ 32,400.00	FY22 update from SG: \$32,400 retainer; \$3,600 out-of-pocket expenses.
			Marketing Representation and Research		\$ 2,419,974.37	2,419,974.37
RFP 2019-006	C22011-A	G4S Secure Solutions	Visitor Safety Officers	Oct 2021 extension	\$55,000.00	Oct 2021 extension
RFP 2019-006	C22011-B	G4S Secure Solutions	Visitor Safety Officers	12/1/2019	\$ 657,955.10	Nov 2021 - Sep 2022
RFP 2019-006	C22011-C	G4S Secure Solutions	Visitor Safety Officers	10/7/2021-11/7/2021	\$ 10,591.97	Task Order 1 - Guam Museum Budo Exhibition
RFP 2019-006	C22011-D	G4S Secure Solutions	Visitor Safety Officers	11/11/2021-11/18/2021	\$ 2,853.57	Task Order 2 - Add'l VSO in Tumon
RFP 2019-006	C22011-E	G4S Secure Solutions	Visitor Safety Officers	11/25/2021-01/06/2022	\$27,209.27	Task Order 3 - Skinner Plaza Electric Winter Wonderland Display
RFP 2019-006	C22011-F	G4S Secure Solutions	Visitor Safety Officers	1/7/22-1/9/22	\$1,834.38	Task Order 3 extension deadline from 1/6/22 to 1/9/22.
RFP 2019-006	C22011-G	G4S Secure Solutions	Visitor Safety Officers	6/23/22 - 6/26/22	\$2,344.13	Task Order 4 for USS Ronald Reagan port visit
			Visitor Safety		\$757,788.42	757,788.42
RFP 2021-010	C22027	Alan Searle & Associates	Compensation & Classification Study	12/1/2021-09/30/2022	\$70,000.00	Start date 12/1/21 - target completion date 4/30/2022.
Sole Source	PO 22078	Pacific Data Systems	Communication Systems and Hardware	10/1/2021-09/30/2022	\$ 17,981.20	adi to include tax increase
not procured on Guam	C22035	Tatsuhiko Sugiyama	Japan Bookkeeper	02/01/2022-09/30/2022	\$ 18,000.00	
not procured on Guam	C22035-B	Tatsuhiko Sugiyama	Japan Bookkeeper	09/01/2022-09/30/2022	\$ 2,250.00	Task Order #1 Additional Pay for Office closure
IFB 2020-007	PO 22022	XEROX Corporation	Copier Lease & Maintenance	10/1/2021-09/30/2022	\$ 23,457.84	Issued by Purchase Order (P21021) (60 months)
By RFQ	PO 22007	Expert Restorations	Janitorial Services	10/1/2021	\$17,326.44	\$1,443.87/month
RFP 2019-002	C22024	McDonald Law Office	Legal Services	8/7/2019	\$ 38,828.31	as invoiced
RFP 2021-008	C22021	Lyann Dvdasco	Tour Guide Program Coordinator	10/1/2021	\$ 50,133.72	Professional services
RFP 2019-003	P22026	Deloitte & Touche	Independent Auditing Services	FY2019	\$ 18,500.00	Last year of contract
RFP 2020-007	C22013-C	W.B. Flores & Associates	Planning A-E Consultant		\$ 25,000.00	Task Order 3 - Ypao Smart Park Conceptual and Perspectives
RFP 2021-004	C22015	AM Insurance	Insurance Brokerage Services	10/1/2021	\$ 29,719.84	standard commission (15-17%)
			Professional services		\$311,197.35	311,197.35

Commitment Type:	FY 2022	TOTAL
Beautification projects	\$ 786,759.39	786,759.39
Marketing representation and research	\$ 2,419,974.37	2,419,974.37
Visitor Safety	\$757,788.42	757,788.42
Professional services	\$311,197.35	311,197.35