

PROJECT AIRPORT GUAM EXECUTIVE PROFILE

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



# A.B. WON PAT INTERNATIONAL AIRPORT, GUAM

**VISION** Setting the standard in excellence as a world-class airport and premier aviation hub in

Micronesia and the Western Pacific the region.

MISSION
To ensure the safety and security of the traveling public, to maintain a superior and reliable
STATEMENT
level of airport services for island residents and tourists, and to develop air linkages and

support facilities integral to the island's economic growth.

**ORGANIZATION** The Airport Authority is an autonomous instrumentality of the Government of Guam and

was created in 1975. It is an essential facility and service provider for the people of Guam

and the lifeline to our island's tourism-driven economy.





## LITTO ILL

## **TERMINAL**

- → 767,553 sq. ft. with 76 ticket counter positions
- + 48 immigration stations and 42 customs inspection stations
- → 5,000 international passengers/hour processing capacity
- → World-class Duty Free shopping
- → International food court
- → International business lounges

## **GATES**

- → 21 aircraft parking positions with 17 common use terminal gate
- Accommodate newer, larger aircraft such as B747-400 and B777-200

## **AIRFIELD**

- Primary Runway 10,000 linear ft. Currently undergoing a 2,000 linear ft. extension to accommodate newer, larger aircraft.
- → Secondary Runway 10,000 linear ft.
- Parallel Taxiway Newly constructed taxiway maximizes airfield capacity









# **OPEN SKIES**

### **→** BILATERAL AVIATION AGREEMENTS

Bilateral agreements negotiated between the U.S. and China granted unlimited rights for all Chinese national air carriers to fly from any city in China to Guam and the Commonwealth of the Northern Mariana Islands (CNMI), effective August 1, 2007. Concurrently, U.S. carriers are allowed to provide unlimited scheduled air service between Guam/CNMI and three (3) points in China (excluding Beijing & Shanghai).

Source: Protocol to Amend the Agreement between the Government of the United States of American and the Government of the People's Republic of China relating to Civil Air Transport, Annex VI, July 2007.

### **→** U.S. VISA WAIVER PROGRAM

There are 36 countries participating in the U.S. Visa Waiver Program which allows the following countries Entry in Guam without a visa a period of up to 90 days:

Andorra	Denmark	Hungary	Liechtenstein	New Zealand	Slovenia
Australia	Estonia	Iceland	Lithuania	Norway	South Korea
Austria	Finland	Ireland	Luxembourg	Portugal	Spain
Belgium	France	Italy	Malta	San Marino	Sweden
Brunei	Germany	Japan	Monaco	Singapore	Switzerland
Czech Republic	Greece	Latvia	the Netherlands	Slovakia	United Kindom

Travels entering Guam under the U.S. Visa Waiver Program must obtain an electronic travel authorization (ETSA) prior to entry and must also complete and sign a Form I-94W.

### → GUAM-CNMI VISA WAIVER PROGRAM

The Guam-CNMI Visa Waiver Program allows the traveler to enter Guam or the Commonwealth of the Northern Marianas Islands (CNMI) visa free for 45 days or fewer for business or pleasure for nationals of the following countries.

Australia	Hong Kong	Malaysia	New Zealand	South Korea	Taiwan
Brunei	Japan	Nauru	Papua New Guinea	Singapore	<b>United Kingdom</b>



To utilize program, traveler must meet the following conditions:

- Be solely entering and staying on Guam or the CNMI for a period not to exceed 45 days
- Be in possession of a round trip ticket that is nontransferable and bears a confirmed departure date not exceeding 45 days from the date of admission to Guam or the CNMI
- Have a completed and signed from I-736 and Form I-94
- Be in possession of a valid, unexpired International Civil Aviation Organization (ICAO) compliant, machine readable passport issued by a country that meets the eligibility requirements of this section
- Have not previously violated the terms of any prior admissions, which include those under the Guam-CNMI Visa Waiver Program, the prior Guam Visa Waiver Program, the Visa Waiver Program as described in section 217(a) of the INA and admissions pursuant to any immigrant or nonimmigrant visa
- Be a resident of Taiwan in possession of a Taiwan Nation identity Card and a valid Taiwan passport beginning their travel in Taiwan and direct flights to Guam and /or the CNMI without an intermediate layover or stop (except that the flights may stop in Guam or the CNMI, a territory and commonwealth of the United States, en-route)

#### **→** RUSSIAN PAROLE AUTHORITY

The US Department of Homeland Security has granted parole authority for Russian visitors to visit Guam up to 45 days from the date of admission to Guam or the CNMI, effective January 15, 2012. Parole authority allows tourists to enter the island on a case-by-case basis, without the need for a visa.

Russian Tourists to Guam must meet the following conditions:

- Travel to Guam and/or the CNMI on a signatory carrier to the Guam-CNMI VWP directly from a foreign port of embarkation
- Travel to either Guam and/or the CNMI must not to exceed 45 days
- A citizen of Russia may be paroled in either Guam or the CNMI, may travel between Guam and the CNMI, but may not remain in the region longer than 45 days
- Be in possession of a round-trip ticket that is nonrefundable and nontransferable and bears a departure date not exceeding 45 days from the date of entry to Guam or the CNMI
- Be in possession of a completed and signed Guam-CNMI Visa Waiver Information Form (CBP Form I-736). (Airlines are responsible for providing all entry forms)



## → RUSSIAN PAROLE AUTHORITY cont'd

- Be in possession of a completed CBP Form I-94, Arrival-Departure Record
- Each applicant must be in possession of a valid, unexpired International Civil Aviation Organization(ICAO)-compliant, machine-readable passport. Children cannot be riding on their parents passports
- Traveler must be classifiable as a visitor for business or pleasure
- Parole authorizations is limited to Guam and the CNMI only and does not confer the benefit of travel to another location within the United States
- · Visitors who are paroled under this authority may not engage in local employment or labor for hire

### Eligibility requirements for carriers:

To be eligible to transport nonimmigrant citizens from Russia into the United States, the carrier must:

- Be signatory to the Guam-CNMI VWP
- Ensure that travelers meet the eligibility requirements for the Guam-CNMI parole of citizen of Russia into Guam and the CNMI

### Transitional conditions and limitations:

- In those cases where a citizen of Russia has a current discretionary parole issued by CBP at a CNMI port of entry on the effective date of this revision and is present in the CNMI, that person will eligible to visit Guam within the term of the parole
- This discretionary authority does not grant a citizen of Russia the benefit of 45 days in the CNMI and a separate 45 days in Guam, but a total of 45 days between both U.S. territories
- The parole for the citizen of Russia applying for this benefit is limited to the geographic limits of Guam and the CNMI; a valid nonimmigrant visa is required to travel to another part of the United States
- Citizens of the People's Republic of China (PRC) continue to be limited to a discretionary parole to the valid nonimmigrant visa issued by a U.S. Embassy or Consulate
- The continued eligibility of the People's Republic of China (PRC) and Russia under this exercise of discretionary authority is subject to review

For more information, please visit www.dhs.gov



# AIR SERVICE DEVELOPMENT

## INTERIM AIR SERVICE DEVELOPMENT INCENTIVE

### **INTERIM INCENTIVES**

The following interim air service development incentive program is adopted by the GIAA Board of Directors to attract new air links from unserved city destinations in the Asia-Pacific region and, moreover, in collaboration with the Guam Visitors Bureau's proposed initiatives to stimulate air service from cities in the Peoples' Republic of China. An early initiative is to target the shoulder or non-peak visitor months when the hotel room inventory is available.

- **1. Destination Based:** All unserved city destinations in the Asia-Pacific region for direct scheduled air service or scheduled on-demand air service to Guam.
- **2. Air Carriers:** GIAA incentive open to all U.S. and foreign based airlines that possess all governmental authorizations. Tour wholesalers and agencies are ineligible to receive the GIAA incentive but may factor such incentive in their negotiations with an airline operator.
- 3. Incentive Duration: Up to a maximum of two (2) years for an unserved destination per air carrier.
- **4. Minimum Weekly Frequency:** GIAA incentive applies to new air service with a minimum of one (1) flight per week.
- **5. Rates & Charges Discount:** The GIAA incentive applies to operational rates and charges published in the Airport Tariff Schedule in effect at the time of inaugural service and limited to the Airfield Use (Landing) Fee, Loading Bridge Use, Immigration Inspection, Arrivals and Departure Fees only.
- The cumulative percentage discount is up to 50% of the operational rates and factors including but not limited to aircraft capacity, non-peak operational schedule and load factors.
- For air carriers that execute an agreement for two (2) years, the cumulative discount for the first year is 75% and 50% for the second year.
- → For existing GIAA signatory airlines, the incentive discount will be negotiated.
- The incentive will be applied on a monthly basis pursuant to the airline activity report for the prior month with the exception of load factors which will be computed on an annual basis.

Note: Revised to reflect the approval terms of the GIAA Board of Directors during the February 27, 2014 Regular Board meeting.



# **KEY AIRPORT PARTNERS**









AIRLINES	WEBSITE	TEL.	FAX
Cape Air	www.flycapeair.com	671.642.2271	671.642.2272
China Airlines	www.china-airlines.com	671.649.0860	671.649.0867
Delta Air Lines	www.delta.com	671.642.6921/3/4	671.649.4150
EVA Airways	www.evaair.com	671.648.7224	671.648.7228
Freedom Air	www.freedomairguam.com	671.472.8010	671.472.8080
Japan Airlines	www.jal.co.jp	671.642.6421	671.642.6429
Jeju Air	www.jejuair.net	671.649.3936	671.649.3938
Jin Air	www.jinair.com	671.642.2800	671.642.2801
Korean Air	www.koreanair.com	671.642.3217/8	671.642.3219
Philippine Airlines	www.philippineairlines.com	671.632.1615	671.632.1625
United Airlines	www.united.com	671.645.8701	
CARGO OPERATORS			
Asia Pacific Airlines	www.flyapa.com	671.647.0050/1	671.647.1086
FedEx Express	www.fedex.com/gu	671.648.4000	671.648.0125
Freedom Air	www.freedomairguam.com	671.472.8009/10	671.472.8080
United Airlines	www.united.com	671.645.8701	
UPS	www.ups.com	671.649.2877	671.649.4885
FUEL HANDLERS			
Airport Services International Group, Inc.	www.asig.com	671.642.5244	671.649.2096
IN-FLIGHT CATERING			
LSG Sky Chefs	www.lsgskychefs.com	671.646.5878/90 ext. 202	671.646.6798
GOVERNMENT INSPECTION			
U.S. Customs & Border Protection Agency	www.cbp.gov	671.642.7611	671.642.7606
Transportation Security Administration	www.tsa.gov	671.642.0202/687.9986	671.642.7643
Guam Customs and Quarantine Agency	www.cqa.guam.gov	671.475.6202	671.475.6227
Guam Department of Agriculture	www.agriculture.guam.gov	671.734.3943	671.734.6569
U.S. Department of Agriculture	www.usda.gov	671.472.7361	671.472.7366
GROUND HANDLING SERVICES			
Airport Services International Group, Inc.	www.asig.com	671.647.0050/1	671.647.1086
Delta Air Lines Global Services, LLC	www.delta.com	671.648.1411/12/13	671.642-1418
Freedom Air	www.freedomairguam.com	671.472.8010	671.472.8080
Guam Flight Services		671.649.7663/472.8314	671.649.7661
United Airlines	www.united.com	671.645.8701	





# AIRPORT TARIFF SCHEDULE October 1, 2013 through September 30, 2014

The following Airport Tariff Schedule reflects the rates, fees and charges established by GIAA's Rules and Regulations. The Rules and Regulations, as the prevailing source document, shall govern any conflicts or disputes hereunder.

1. AIRFIELD USE CHARGE	Signatory	Seventy Eight cents (US\$0.78) per 1000 pounds of certified GTOW for each landing.
(Source: Section 14.02) Effective: OCTOBER 1, 2013	Non-Signatory, Cargo Flights & Others	Ninety Seven cents (US\$0.97) per 1000 pounds of certified GTOW for each landing.
Effective: OCTOBER 1, 2013	Class II	Fourteen Dollars (US\$14.00) for each landing.
	Signatory	Fifty Five cents (US\$0.55) per 1000 pounds of certified GTOW for each landing.
2. APRON/GATE USE CHARGE	Non-Signatory & Others	Sixty Nine cents (US\$0.69) per 1000 pounds of certified GTOW for each landing.
(Source: Section 14.03) Effective: OCTOBER 1, 2013	Class II - Main Terminal	Seventeen cents (US\$0.17) per 1000 pound of certified GTOW for each landing.
Ellective: OCTOBER 1, 2013	Other Areas	Five cents (US\$0.05) per 1000 pounds of GTOW for each use with two (2) hours maximum.
3. LOADING BRIDGE USE CHARGE	Signatory	Five Hundred Forty Dollars and Eighty Seven cents (US\$540.87) each use.
(Source: Section 14.03.01) Effective: OCTOBER 1, 2013	Non-Signatory & Others	Six Hundred Seventy Six Dollars and Nine cents (US\$676.09) each use.
4. AIRCRAFT PARKING CHARGE/STORAGE	Class I - Main Terminal & Other Areas	Eighty Five cents (US\$ 0.85) per 1000 pounds of certified GTOW for each twenty four hour period or a fraction thereof, assessed six hours after landing.
(Source: Section 14.05) Effective: OCTOBER 1, 2011	Class II - Main Terminal & Other Areas	One Dollar and Seventy-Five cents (US\$1.75) for each twenty four hour period or a fraction thereof assessed six hours after landing.
5. FUEL FACILITY USE CHARGE (Source: Section 14.09)	Signatory	By Operating Agreement: Quarter of a cent (US\$.0025) per gallon of fuel taken payable to the fueling system operator.
	Non-Signatory & Others	Two and a quarter cents (US\$.0225) per gallon of fuel taken payable to the fueling system operator.
6. IMMIGRATION	Signatory	One Dollar and Forty Nine cents (US\$1.49) per international arriving passenger.
INSPECTION FEES	Non-Signatory & Others	One Dollar and Eighty Six cents (US\$1.86) per international arriving passenger.
Effective: OCTOBER 1, 2013	Class II - Main Terminal	Forty Seven cents (US\$0.47) per international arriving passenger.
7. ARRIVAL FACILITY	Signatory	Four Dollars and Twelve cents (US\$4.12) per terminating or arriving passenger, in lieu of rent.
SERVICE CHARGE (Source: Section 14.06)	Non-Signatory, Cargo Flights & Others	Five Dollars and Fifteen cents (US\$5.15) per terminating or arriving passenger, in lieu of rent.
Effective: OCTOBER 1, 2013	Class II - Main Terminal	One Dollar and Twenty Nine Cents (US\$1.29) per terminating or arriving passenger, in lieu of rent.
8. DEPARTURE FACILITY	Signatory	Three Dollars and Forty Eight cents (US\$3.48) per enplaned passenger, in lieu of rent. Excludes security inspection services.
SERVICE CHARGE (Source: Section 14.07 & 14.07.01)	Non-Signatory & Others	Four Dollars and Thirty Five cents (US\$4.35) per enplaned passenger, in lieu of rent. Excludes security inspection services.
Effective: OCTOBER 1, 2013	Class II - Main Terminal	One Dollar and Nine cents (US\$1.09) per enplaned passenger, in lieu of rent. Excludes security inspection services.
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**CLASSES OF AIRCRAFT** 

 ${\it CLASS I-Aircraft having certified gross take-off weight (GTOW) of thirty thousand (30,000) pounds or more.}$ 

 ${\it CLASS\,II-Aircraft\ having\ certified\ GTOW\ of\ less\ than\ thirty\ thousand\ (30,000)\ pounds.}$ 



# AIRPORT TARIFF SCHEDULE October 1, 2013 through September 30, 2014

The following Airport Tariff Schedule reflects the rates, fees and charges established by GIAA's Rules and Regulations. The Rules and Regulations, as the prevailing source document, shall govern any conflicts or disputes hereunder.

9. WASTE DISPOSAL FACILITY USE CHARGE (Source: Section 14.10)	Main Terminal	Charge for use is set by and payable to the waste disposal facility operator.
10. CUSTOMS, AGRICULTURE AND QUARANTINE INSPECTION SERVICES CHARGE (Source: P.L. 23-45 ) Charge effective SEPTEMBER 1, 2013		Eight Dollars and Twenty Nine cents (US\$8.29) per passenger.
11. TERMINAL BUILDING	Signatory	Forty Six Dollars and Sixty Five cents (US\$46.65) per square foot per annum.
RENTAL RATE Effective: OCTOBER 1, 2013	Non-Signatory & Others	Fifty Eight Dollars and Thirty One cents (US\$58.31) per square foot per annum.
12. CATERING FEE (Source: Section 14.12)		Monthly fee equal to five percent (5%) of gross monthly billings from supplier of in-flight food and beverage. Excluded is in-flight catering provided directly by bonafide airline tenant.
13. RAMP VEHICLE DECAL CHARGE (Source: Section 1.08 & 2.05) Effective: OCTOBER 1, 2013		Fifty Dollars (US\$50.00) per decal
14. TOUR BUS FACILITY CHARGE	Tour Bus Permittees	Five Dollars (US\$5.00) per arriving passenger
(Source: Section 14.13) Effective: APRIL 1, 2013	Non-Tour Bus Permittees	Ten Dollars (US\$10.00) per arriving passenger
15. VEHICLE PERMIT	1 to 10 passengers	Thirty Five Dollars (US\$35.00) per vehicle
CHARGE	11 to 20 passengers	Forty Five Dollars (US\$45.00) per vehicle
(Source: Section 14.14) For vehicles used in the commercial	21 to 30 passengers	Fifty Five Dollars (US\$55.00) per vehicle
carriage of persons to and from the passenger terminal, the following annual	31 to 40 passengers	Sixty Five Dollars (US\$65.00) per vehicle
permit fees shall apply based on the seating capacity of each vehicle:	41 to 50 passengers	Seventy Five Dollars (US\$75.00) per vehicle
Effective: OCTOBER 1, 2013	Over 50 passengers	Eighty Five Dollars (US\$85.00) per vehicle
16. TAXICAB PERMIT CHARGE (Source: Section 14.14) Effective: OCTOBER 1, 2013		One Hundred Dollars (US\$100.00) per vehicle

CLASSES OF AIRCRAFT

CLASS I-Aircraft having certified gross take-off weight (GTOW) of thirty thousand (30,000) pounds or more.

CLASS II - Aircraft having certified GTOW of less than thirty thousand (30,000) pounds.





# AIRPORT TARIFF SCHEDULE October 1, 2013 through September 30, 2014

The following Airport Tariff Schedule reflects the rates, fees and charges established by GIAA's Rules and Regulations. The Rules and Regulations, as the prevailing source document, shall govern any conflicts or disputes hereunder.

17. RESERVED PARKING DECAL CHARGE (Source: Section 14.15.01)	October 1, 2011	One Hundred Dollars (US\$100.00) per decal per annum Authorized Airlines, commercial operators and tenants affected only.
18. EMPLOYEE PARKING DECAL CHARGE (Source: Section 14.15)	October 1, 2011	Charges are annually for each employee parking decal issued to employees of tenants or concessionaires who use designated employee parking facilities.  Fifty Dollars (US\$50.00) per annum per decal
19. PUBLIC PARKING	TIMED DURATION PARKING RATES:	
LOT CHARGES (Source: Section 14.16)	Short Term Parking	
Charges effective: APRIL 1, 2007	0 - 15 Minutes	One Dollar (US\$1.00)
	15 - 30 Minutes	Three Dollars (US\$3.00)
US Currency, Visa and Mastercard Accepted	30 Minutes - 1 Hour	Four Dollars (US\$4.00)
a.recepted	1 - 2 Hours	Six Dollars (US\$6.00)
	2 - 3 Hours	Eight Dollars (US\$8.00)
	3 - 4 Hours	Ten Dollars (US\$10.00)
	4 - 5 Hours	Eleven Dollars (US\$11.00)
	5 - 24 Hours	Thirteen Dollars (US\$13.00)
	Lost Ticket	Thirteen Dollars (US\$13.00)
	Long Term Parking	
	1 - 3 Days	Ten Dollars (US\$10.00) per day
	3 - 7 Days	Nine Dollars (US\$9.00) per day
	7 or More Days	Eight Dollars (US\$8.00) per day
	Lost Ticket	Thirteen Dollars (US\$13.00)

CLASSES OF AIRCRAFT

 ${\it CLASS I-Aircraft having certified gross take-off weight (GTOW) of thirty thousand (30,000) pounds or more.}$ 

CLASS II - Aircraft having certified GTOW of less than thirty thousand (30,000) pounds.





# INSURANCE REQUIREMENTS October 1, 2013 through September 30, 2014

AIRSIDE COVERAGE	LIMITS
AIR TRANSPORT OPERATORS, including CARGO Aviation Liability	\$1,000,000 x number of passenger seats of the largest aircraft operated subject to: \$50,000,000 minimum \$450,000,000 maximum Combined Single Limit (CSL) including passengers
Airport Liability including:  • Premises  • Operations  • Products  • Hangarkeepers Legal  • Blanket Contractual  • Personal Injury  • Independent Contractors  • Premises Medical Payments	\$50,000,000 CSL \$1,000/person, \$5,000 accident
*GIAA named as an additional insured	
GENERAL AVIATION Aviation Liability (as above)	\$1,000,000 x number of passenger seats of the largest aircraft operated subject to: \$10,000,000 minimum including passengers
Airport Liability	\$10,000,000 CSL
PRIVATE AIRCRAFT	\$1,000,000 CSL including passengers
<b>AUTOMOBILES AND UNLICENSED MOBILE EQUIPMENT</b> Owned, Hired and Non-owned	\$4,000,000 CSL
PROPERTY Commercial All Risk Form including earthquake, flood and typhoon	100% Insurable replacement value
All real and personal property include tenant's improvement	
Waiver of Subrogation in favor of GIAA	
WORKERS' COMPENSATION	Statutory



# INSURANCE REQUIREMENTS October 1, 2013 through September 30, 2014

LANDSIDE COVERAGE	LIMITS
AIR TRANSPORT OPERATORS, including CARGO Commercial General Liability including the following coverage and endorsements: • Premises • Blanket Contractual	\$1,000,000 CSL
Operations Personal Injury Products Hangarkeepers Legal  *GIAA named as an additional insured  Operations Personal Injury Independent Contractors Premises Medical Payments	\$1,000/person, \$5,000 accident
AUTOMOBILES Owned, Hired and Non-owned	Statutory
PROPERTY Commercial All Risk Form including earthquake, flood and typhoon	100% Insurable replacement value
All real and personal property include tenant's improvement	
Waiver of Subrogation in favor of GIAA	
WORKERS' COMPENSATION	Statutory



# APPLICATION PACKET

These documents are to be used for first time applicants or renewals.

- ☐ Landing Permit Application form
- ☐ Certificate of Insurance
- ☐ Additional Insured Endorsement
- ☐ Waiver of Subrogation Endorsement
- ☐ Airworthiness Certificate(s) of Aircraft(s)

Please complete and submit to:

Mr. Edward A.P. Muna II, A.C.E. Airport Operations Superintendent P.O. Box 8770 Tamuning, GU 96931 Tel.: 671-642-4481 / 52 / 55~56 / 60~63

Fax: 671-647-2678 / 646-8567 Email: edmuna@guamairport.net



Foreign & Domestic

#### **CIVIL AIRCRAFT LANDING AND FACILITY USE PERMIT**

A. B. Won Pat International Airport Authority, Guam (GIAA), is responsible for the operations and maintenance of Guam International Airport. This permit is issued in compliance with Section 1.03 (Commercial Activity), Section 1.04 (Sightseeing Flights), Section 1.05 (Storage of Cargo), Section 1.06 (Parking & Storage of Aircraft), Section 1.07 (Use of Operational Areas), Section 1.09 (Commercial Photography), and Section 9.01 (Operational of Aircraft) of the Guam International Airport Authority Rules and Regulations and subsequent amendments thereto. These Sections require that, unless otherwise provided by a contractual agreement, permission of the Executive Manager must be granted for the use of the Guam International Airport facilities for the above.

#### **SECTION 1 - INFORMATION REQUIRED FROM USER**

Permission is requested to use the Guam International Airport. It is understood and agreed that:

- The Permittee named below is granted the non-exclusive right to land at the Guam International Airport for the purpose indicated below and in accordance with general conditions herein set forth in Section 2.
- On-board personnel are not authorized activities except for purposes directly connected with this permit.
- · Use is limited to the listed aircraft, period indicated, purpose stated and conditions shown, and is not transferable.
- · An approved copy of this permit must be aboard each aircraft using the Guam International Airport.
- The Permittee engages in air transportation as a certificated air carrier and must possess all necessary and current Federal and local governmental approvals to include FAA Operating Certificate. GIAA Aircraft Landing & Facility Use Permit, Radio Facility License, Insurance policies as required. FAA Airworthiness Certificate, and aircraft ownership and/or lease documents.
- The Parties incorporate herein by this reference all provisions lawfully required to be contained herein by any governmental body or agency. The parties hereto acknowledge and are aware that GIAA has the right to use the landing area of the Airport under the Joint Use Agreement (JUA) with United States Government. It is expressly agreed that in the case of any inconsistency between this permit and said JUA, the latter will govern.

	PERMITTEE				
Г	NAME		ADDRESS (Street, City, State, Zip Code)		
L					
	RELATIONSHIP TO PARENT ORGANIZATION (If any)			Are Pilots Instruments Rated and Current? (✓ one)	
				□YES	
				□NO	
Г	PURPOSE OF USE				
	AIRCRAFT DATA	CAPACITY		EQUIPMENT	
Г					

#### **SECTION 2 - GENERAL CONDITIONS**

- Permittee shall be responsible to report in writing any changes, updates or deletions of the information contained in the application for this Permit to the Executive Manager, GIAA, and all changes shall be subject to prior approval by the Executive Manager through a written/numbered amendment duly executed on behalf of the parties and attached hereto.
   This permit may be revoked by GIAA for failure to comply with existing GIAA Rules and Regulations, incorporated herein by reference. Particular attention is directed to Section 1.02 (Compliance
- This permit may be revoked by GIAA for failure to comply with existing GIAA Rules and Regulations, incorporated herein by reference. Particular attention is directed to Section 1.02 (Compliance with Rules and Regulations), Section 1.08 (Payment of Charges, Section 13.06 (Applications of Rules and Regulations); Article VII (Taxing Rules): Article VII (Rules for Ground Operations of Aircraft); Article IX (Conditions on Use of Air Terminal General): and Article XIV (Rates, Fees and Charges).
- Permittee agrees to adhere to all airport security regulations under FAA Part 107 and the GIAA Airport Security Program, as they may be amended, which are incorporated herein by reference. Permittee will be held responsible and liable for any and all violations of security in its activities to include the payment of fines or penalties resulting from any violations.
- Permittee shall pay all fees and charges in connection with its use of GIA and in accordance with the Airport Tariff Schedule, which may be subsequently amended, to GIAA, P.O. Box 8770, Tamuning, Guam 96931, no later than five (5) days after receipt of any invoice or statement. Failure to do so shall constitute a violation of this permit and GIAA Rules and Regulations. Overdue charges shall bear interest at the rate of 1.8% per annum until paid in full.
- Subject to the terms and provisions of all local and federal rules and regulations and agreements. The Permittee shall be entitled to the use, in common with others authorized to do so, of the airport appurtenances, together with all facilities, equipment improvements and services which have been or may hereafter be provided at or in connection with they Airport for common use for the sole purpose of activities in connection with air use, without limiting the generality hereof, shall include: The right to land, take-off, fly, taxi, tow, load and unload aircraft and other equipment used by the Permittee in its conduct of air transportation; the repairing, maintaining, conditioning, servicing, testing, parking or storage of aircraft or other equipment operated by Permittee, provided such right shall not be construed as authorizing the conduct of a separate business by Permittee, but shall allow Permittee to perform such functions only as an incident to its conduct of air transportation; and the servicing by Permittee of its aircraft and other equipment operated by Permittee on the apron by truck or otherwise with aviation fuel lubricants, or any other materials or supplies required by Permittee, provided however, GIAA's fuel storage and delivery system must be utilized for such fuel servicing unless it is inoperative.
- The Permittee may perform fueling and servicing of aircraft parking positions as designated by GIAA and may perform any maintenance of aircraft, vehicle or equipment at the locations on the Airport designated by GIAA and in a manner which does not violate applicable fire or building codes, or Authority's Rules and Regulations. Such maintenance activities shall not be unsightly, offensive, or annoying to the public as determined by GIAA. Permittee shall be responsible to keep such maintenance locations free of debris, trash, oil spills, and similar unsightly equipment or materials that may become a health hazard to passengers.
- Either the Permittee or GIAA may terminate this permit at any time upon thirty (30) days written notice to the other party, unless Permittee is in default in which case permit may be immediately revoked. In the event of any termination, Permittee must and shall pay immediately all arrears and current charges in full.
- The Permittee shall submit daily and monthly reports to GIAA covering Permittee's activities as listed below which shall be submitted in writing and signed by a responsible official of the Permittee and subject to audit upon notice from the Executive Manager. Submission of the monthly report shall be not later than the 10th calendar day of the following month. The format of such reports and the contexts thereof may be changed, modified or altered from time to time by GIAA.
  - Monthly Report Format: a. Passenger counts of arriving, transit, departing, revenue and non-revenue; b. Aircraft landings, to include training flights, touch and go's and technical stops; parking/storage in excess of 6 hours; c. Statistical report showing all mail and cargo pounds/kilos landed and boarded; aircraft fuel boarded stated in U.S. gallons; and d. Additional statistical reports, upon the request by GIAA.
- GIAA reserves the right to revise or impose charges or requirements in which Permittee shall be required to immediately comply with and shall be incorporated as an amendment.

Foreign & Domestic

SECTION 3 - CERTIFICATION BY INDIVIDUAL OR AUTHORIZED COMPANY REPRESENTATIVE					
Permittee and agents have read, understand, and will comply with all pertinent parts of applicable regulations listed herein and local supplements, directives and orders. Such compliance is an express condition of this permit. I certify that the information contained in this permit is true to the best of my knowledge and belief. As a corporate representative, I certify this information on behalf of the corporation and hereby designate the aircraft commander as our agent on all matters arising from the use of this permit. I certify that I meet and possess all required and current Federal and local government approvals in include:					
☐ FAA Operating Certificate	☐ Radio Fac	ility License	☐ Insurance policies as	s required	
☐ GIAA Aircraft Landing Permit	☐ Business L	License	☐ Aircraft Ownership a	and/or Lea	se Documents
NAME		TITLE			TELEPHONE NO.
SIGNATURE					DATE SIGNED (MM/DD/YY)
SECTION 4 - FOR USE BY	GIAA APPROVING AU	THORITY			
PERIOD OF USE FROM (MM/DD/YY)			TO (MM/DD/YY)		
FREQUENCY OF USE					
THIS PERMIT SUPERSEDES PERMIT N	NO. (Identification No.)		IDE	ENTIFICAT	TION NO.
CREDIT AUTHORIZED FOR	FUEL ISSUES (√ one) □ YES □ NO	LANDING FEES (√ on □ YES □ NO	e)		
GIAA APPROVING OFFICIAL					
NAME		TITLE			TELEPHONE NO.
SIGNATURE DATE SIGNED (MM/DD/YY)					
STATUS/COMMENTS					

**Additional Insured Endorsement** 

NAMED INSURED AND ADDRESS				
DESCRIPTION OF AGREEMENTS AND/OR ACTIVITIES INSURED				
All written agreements, contracts and leases with the A.B. Won Pat International Ai	rport Authority, Guam (GIAA) and/or any and all activities or	work performed on any premises owned or controlled by the GIAA.		
Notwithstanding any inconsistent statement in the policy to which this endorsement is attached or in any endorsement now or hereafter attached thereto, it is understood and agreed:  1. The Government of Guam, GIAA, its elected officials, directors, officers, employees and agents are additional insureds thereunder in relation to those activities described generally above with regards to all operations performed by or on behalf of the named insured.  2. Such insurance shall be primary, and not contributing with any other insurance maintained by the Government of Guam or GIAA.  3. The policy to which this endorsement is attached shall apply separately to each insured against whom claim is made or suit is brought except with respect to the limits of the company's liability.  4. The policy to which the endorsement is attached shall not be subject to cancellation, change in coverage, reduction or limits or non-renewal except after written notice to the Executive Manager of the GIAA by certified mail, (Return Receipt Requested), not less than thirty (30) days prior to the effective date thereof.				
ADDRESS NOTICE TO:	ISSUE ENDORSEMENT TO:			
EXECUTIVE MANAGER A.B. Won Pat International Airport Authority, Guam Post Office Box 8770 Tamuning, Guam 96931  Except as stated above and not in conflict with this endorsement, nothing contain	PROPERTY MANAGEMENT OFFICE A.B. Won Pat International Airport Authority, Post Office Box 8770 Tamuning, Guam 96931	Guam		
any of the limits, agreements or exclusions of the policy to which this endorsemen				
ENDORSEMENT NO.	EFFECTIVE DATE	POLICY NO.		
INSURANCE COMPANY AND ADDRESS				
I, hereby declare under penalty of perjury, under the laws of the (type or print name)  Territory of Guam and the U.S., that I have the authority to bind the above-named insurance company to this endorsement and by my execution hereof, do so bind the company.				
	AUTHO	IRIZED SIGNATURE / DATE		



Waiver of Subrogation Endorsement

NAMED INSURED AND ADDRESS				
<b>DESCRIPTION OF AGREEMENTS AND/OR ACTIVITIES INSURED</b> All written agreements, contracts and leases with the A.B. Won Pat International Ai	rport Authority, Guam (GIAA) and/or any and all activities or work performed	on any premises owned or controlled by the GIAA.		
Notwithstanding any inconsistent statement in the policy to which this endorsement is attached or in any endorsement now or hereafter attached thereto, it is understood and agreed:  1. The company agrees to waive its rights of subrogation against GIAA, its elected officers, employees and agents thereunder in relation to those activities described generally above with regard to all operations performed by or on behalf of the named insured.  2. The policy to which the endorsement is attached shall not be subject to cancellation, change in coverage, reduction of limits or non-renewal except after written notice to the Executive Manager of the A.B. Won Pat International Airport Authority, Guam by certified mail (Return Receipt Requested), not less than thirty (30) days prior to the effective date thereof.				
ADDRESS NOTICE TO:	ISSUE ENDORSEMENT TO:			
EXECUTIVE MANAGER A.B. Won Pat International Airport Authority, Guam Post Office Box 8770 Tamuning, Guam 96931	PROPERTY MANAGEMENT OFFICE A.B. Won Pat International Airport Authority, Guam Post Office Box 8770 Tamuning, Guam 96931			
Except as stated above and not in conflict with this endorsement, nothing contain endorsement is attached.	ed herein shall be held to waive, alter or extend any of the limits, agreements	or exclusions of the policy to which this		
ENDORSEMENT NO.	EFFECTIVE DATE	POLICY NO.		
INSURANCE COMPANY AND ADDRESS				
I,(type or print name)  Territory of Guam and the U.S., that I have the authority to bir	hereby declare under penalty o			
bind the company.	is the above named insurance company to this endoisement	and by my execution hereof, at 30		
	AUTHORIZED SIGNATURE	./ DATE		





# SAMPLE BILLING - 1X WEEK OPERATION October 1, 2013 through September 30, 2014

ASSI		BTI	
	TW/	-	

Aircraft: A320
Flight Frequency: 1x week
GTOW: 135,200 lbs.

Passenger Count: 143 (80% of max pax capacity of 179)

# **SIGNATORY AIRLINE RENTS AND FEES**

DESCRIPTION	FY '14 RATE	QTY	FY '14 AMT
Arrival Fees	\$ 4.12	143 PAX	\$ 589.16
Departure Fees	\$ 3.48	143 PAX	\$ 497.64
Immigration Inspection Fees	\$ 1.49	143 PAX	\$ 213.07
Loading Bridge Use Fees	\$ 540.87	1 LB Used	\$ 540.87
Apron Use Fees	\$ 0.55	169 TGTOW	\$ 92.95
Landing Fees	\$ 0.78	169 TGTOW	\$ 131.82
Parking Fees	\$ 0.85	TGTOW	Assessed 6-hrs after landing
		Sub-Total	\$ 2,065.51
Customs Fees	\$ 8.29	143 Revenue Pax	\$ 1,185.47
Passenger Facility Charge	\$ 4.50	143 Departing Tax	\$ 643.50
		Total	\$ 3,894.48

# **NON-SIGNATORY AIRLINES RENTS AND FEES**

	FY '14 RATE	QTY	FY '14 AMT	
Arrival Fees	\$ 5.15	143 PAX	\$ 736.45	
Departure Fees	\$ 4.35	143 PAX	\$ 622.05	
Immigration Inspection Fees	\$ 1.86	143 PAX	\$ 265.98	
Loading Bridge Use Fees	\$ 676.09	1 LB Used	\$ 676.09	
Apron Use Fees	\$ 0.69	169 TGTOW	\$ 116.61	
Landing Fees	\$ 0.97	169 TGTOW	\$ 163.93	
Parking Fees	\$ 0.85	TGTOW	Assessed 6-hrs	
			after landing	
		Sub-Total	\$ 2,581.11	
Customs Fees	\$ 8.29	143 Revenue Pax	\$ 1,185.47	
Passenger Facility Charge	\$ 4.50	143 Departing Tax	\$ 643.50	
, , ,	•	Total	\$ 4.410.08	



# SAMPLE BILLING - 4X WEEK OPERATION October 1, 2013 through September 30, 2014

# **ASSUMPTIONS**

Aircraft: A320
Flight Frequency: 4x week
GTOW: 135,200 lbs.
Passenger Count: 143

# **SIGNATORY AIRLINE RENTS AND FEES**

DESCRIPTION	FY '14 RATE	QTY	FY '14 AMT
Arrival Fees	\$ 4.12	572 PAX	\$ 2,356.64
Departure Fees	\$ 3.48	572 PAX	\$ 1,990.56
Immigration Inspection Fees	\$ 1.49	572 PAX	\$ 852.28
Loading Bridge Use Fees	\$ 540.87	4 LB Used	\$ 2,163.48
Apron Use Fees	\$ 0.55	676 TGTOW	\$ 371.80
Landing Fees	\$ 0.78	676 TGTOW	\$ 527.28
Parking Fees	\$ 0.85	TGTOW	Assessed 6-hrs
			after landing
		Sub-Total	\$ 8,262.04
Customs Fees	\$ 8.29	572 Revenue Pax	\$ 4,741.88
Passenger Facility Charge	\$ 4.50	572 Departing Tax	\$ 2,574.00
		Total	\$15,577,92

# **NON-SIGNATORY AIRLINES RENTS AND FEES**

	FY '14 RATE	QTY	FY '14 AMT
Arrival Fees	\$ 5.15	572 PAX	\$ 2,945.80
Departure Fees	\$ 4.35	572 PAX	\$ 2,488.20
Immigration Inspection Fees	\$ 1.86	572 PAX	\$ 1,063.92
Loading Bridge Use Fees	\$ 676.09	4 LB Used	\$ 2,704.36
Apron Use Fees	\$ 0.69	676 TGTOW	\$ 466.44
Landing Fees	\$ 0.97	676 TGTOW	\$ 655.72
Parking Fees	\$ 0.85	TGTOW	Assessed 6-hrs
			after landing
		Sub-Total	\$10,324.44
Customs Fees	\$ 8.29	572 Revenue Pax	\$ 4,741.88
Passenger Facility Charge	\$ 4.50	572 Departing Tax	\$ 2,574.00
		Total	\$17,640.32



## PROPERTY OVERVIEW

### **MAIN TERMINAL**

→ 767,553 sq. ft. of terminal building with 17 contact gates

### **AIRPORT BUSINESS PARK**

- + 1,827 acres of former U.S. Navy property and facilities
- → Over 937,900 sq. ft. of vacant ground area
- → 38,347 sq. ft. of maintenance facilities
- → 92,800 sq. ft. of warehouse space
- → 1,874 sq. ft. of storage facilities
- → 67,006 sq. ft. of office space
- → 16,120 sq. ft. of housing/barracks facilities
- → 207,212 sq. ft. of aircraft hangar space

#### **AIR TERMINAL ANNEX**

→ 93,668 sq. ft. of cargo and commuter facilities

# REAL ESTATE DEVELOPMENT OPPORTUNITIES

## **AVIATION AND AIRPORT-RELATED**

- → Hangars
- → Aviation & Flight Schools
- → GSE Maintenance/Fuel Facility
- → Reservations Call Center
- → Bonded Warehouse

### **TOURIST AND COMMERCIAL**

- → Free Trade Zone
- → Business Hotel
- → Fast Food Operations
- → Light Manufacturing and Assembly
- → Office Blocks

### **GOVERNMENT INVESTOR INCENTIVES**

The Government of Guam offers unique advantages for business opportunities in the Asia-Pacific region with the following:

- → Guam Foreign Investment Equity Act
- → Guam Immigrant Investor Visa Program
- → Qualifying Certificate Tax Incentive Program
- → Specific information available at www.investguam.com.



# FINANCING MODELS

### **OPTIONS**

- → Long-term Lease Allowing for Maximized Return on Initial investment
- → Direct Tenant
- → Third Party Developers
- → Joint Partnership
- → Build, Operate, Transfer
- → Owner-developed

## **TERMS**

- → 30-year term lease
- → 10-year renewal options

## LEASING AUTHORITY

The Airport may lease airport property for aviation and tourist related industry. Source: Guam Public Law 21-135/1993 Series Bond

## **FEDERAL AVIATION AUTHORITY**

FAA approval is required, however, flexibility has been exercised for aviation and airport-related use. Subject to Fair Market Value Rent.

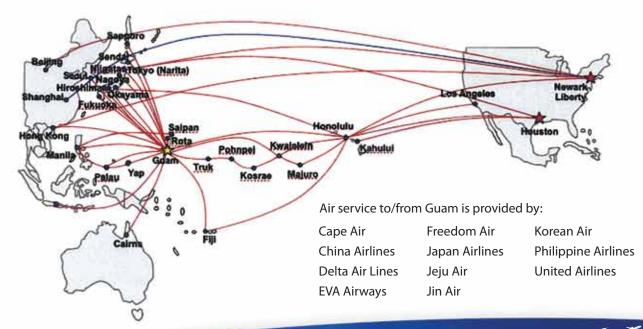


→ Unique indigenous culture within a rich multi-ethnic and diverse island community

→ Tropical island in the Western Pacific and only 3-5 hours away from major cities in Asia

- → Guam is an unincorporated U.S. territory and strategic military post
- → Western democratic system of government where U.S. federal laws apply
- > Stable U.S. currency-based economy with tourism, military and construction being the main industries
- → Governed by locally-elected executive and legislative bodies with a locally appointed judicial branch
- → Represented in the U.S. House of Representatives by a locally-elected non-voting delegate to Congress
- → Local Tax Code mirrors the U.S. Internal Revenue Code (IRS)
- → Guam residents are citizens of the United States

## **AIR LINKS TO GUAM**





# PROXIMITY IN ASIA

COUNTRY/REGION	PORT	DISTANCE (MILES)	FLYING TIME	TIME ZONE
AUSTRALIA	Brisbane	2856	5 hrs., 15 min.	GMT + 10
	Cairns	2100	4 hrs., 40 min.	GMT + 10
CHINA	Beijing	2508	4 hrs., 59 min.	GMT + 08
	Hong Kong	2098	4 hrs., 50 min.	GMT + 09
	Shanghai	1926	3 hrs., 53 min.	GMT + 08
	Taipei, Taiwan	1721	4 hrs.	GMT + 08
CNMI	Rota	57	30 min.	GMT + 10
	Saipan	130	40 min.	GMT + 10
FIJI	Nadi	3144	7 hrs.	GMT + 12
FSM	Chuuk	551	1 hr., 45 min.	GMT + 10
	Kosrae	1182	5 hrs., 25 min.	GMT + 10
	Pohnpei	884	3 hrs., 40 min	GMT + 10
	Yap	461	1 hr., 30 min.	GMT + 10
INDONESIA	Bali	2544	5 hrs., 10 min.	GMT + 07
JAPAN	Fukuoka	1718	3 hrs., 50 min.	GMT + 09
	Haneda	1351	3 hrs., 25 min.	GMT + 09
	Hiroshima	1413	3 hrs., 45 min.	GMT + 09
	Kadena	1229	2 hrs., 55 min.	GMT + 09
	Kansai	1359	3 hrs., 8 min.	GMT + 09
	Nagoya	1583	3 hrs., 40 min.	GMT + 09
	Narita	1516	3 hrs., 40 min.	GMT + 09
	Sapporo	2047	4 hrs., 35 min.	GMT + 09
	Sendai	1720	4 hrs.	GMT + 09
KOREA	Cheju	1798	4 hrs.	GMT + 09
	Incheon	1992	4 hrs., 45 min.	GMT + 09
MALAYSIA	Kuala Lumpur	3030	5 hrs., 59 min.	GMT + 08
PALAU	Koror	815	1 hr., 45 min.	GMT + 09
PHILIPPINES	Manila	1597	3 hrs., 35 min.	GMT + 08
RUSSIA	Moscow	6090	11 hrs., 58 min.	GMT + 03
SINGAPORE	Singapore	2910	5 hrs., 45 min.	GMT + 08
THAILAND	Bangkok	2960	5 hrs., 50 min.	GMT + 07
-	Phuket	3170	6 hrs., 14 min.	GMT + 07
USA	Honolulu, HI	3801	7 hrs.	GMT - 10
	Los Angeles, CA	6357	12 hrs., 15 min.	GMT - 08



# **VISITOR ARRIVALS**

	2005	2006	2007	2008	2009	2010	2011	2012
Japan	955,245	959,779	929,618	882,782	825,129	893,667	819,256	923,124
Korea	109,335	114,282	122,858	116,041	82,978	134,689	144,844	182,541
Taiwan	23,386	17,005	22,621	21,237	22,088	31,320	40,707	49,144
USA	36,830	31,379	34,311	37,103	44,954	49,724	40,074	40,299
Hawaii	9,029	8,197	8,685	9,267	10,571	11,502	9,488	9,737
CNMI	18,042	18,060	17,094	18,184	17,811	18,301	17,910	16,648
Belau	3,296	3,121	2,933	3,455	3,411	3,436	3,516	3,418
FSM	8,394	8,171	7,945	8,509	9,683	9,537	10,164	10,067
Republic of Marshall Islands	958	997	854	1,002	1,022	1,247	1,250	1,152
Philippines	7,051	7,965	8,149	10,652	11,581	12,340	10,667	10,418
Australia	2,546	2,346	2,267	2,409	2,418	3,093	3,558	3,097
Canada	503	579	625	755	667	661	703	814
Europe	1,750	1,413	1,529	1,584	1,666	1,526	1,465	1,665
Hong Kong	4,518	5,455	6,790	4,921	2,872	6,890	8,512	8,609
Naura	5	10	12	25	0	0	0	0
Thailand	170	217	192	231	293	318	370	302
China	840	1,061	1,379	1,672	3,286	4,765	6,091	8,845
Vietnam	21	24	31	56	53	78	105	115
Russia	-	-	-	-	339	422	528	4,037
Other	3,009	3,230	3,547	3,964	3,699	-	3,713	4,231
TOTAL ARRIVALS	1,184,928	1,183,291	1,171,440	1,123,831	1,052,871	1,261,438	1,122,921	1,278,263

Source: Guam Visitors Bureau



# A RESORT DESTINATION

## **HOTELS**

More than 7,500 hotel rooms:



HILTON 587 rooms



**WESTIN** 436 rooms



**HYATT** 455 rooms



SHERATON LAGUNA RESORT 403 rooms



OUTRIGGER 600 rooms



MARRIOTT 436 rooms



HOTEL NIKKO GUAM 492 rooms



PACIFIC ISLANDS CLUB 790 rooms



**LEO PALACE** 624 rooms

### **GOLF RESORTS**

Close to 200 holes of golf are available at 9 premier golf course properties on island:



Onward Mangilao Golf Resort was officially opened in 1992 and is one of Guam's four newer golf courses. The entire back nine, which stretches along the Pacific Ocean, provides for many spectacular views and difficult shot making.



Onward Talofofo Golf Resort is located in a hilly region with sharp changes in altitude and water hazards making it quite difficult. The course design and construction was supervised in cooperation with nine of the top senior golfers in the world. Each golfer was responsible for two holes, with its name taken as the name for the hole.



STARTS Guam Golf Resort consists of three nine hole courses. The East and West courses were built in 1987 and the more difficult North course was added in 1993. Starts is the closest version on Guam to an American-style country club.



Leo Palace Resort, located in the middle of Guam, was officially opened in 1993 and has 36 holes. One of the nines was designed by Jack Nicklaus and two were designed by Arnold Palmer.

