

Financial & Operational Performance Report Fiscal Years 2011 and 2012

A.B. Won Pat International Airport Authority, Guam
Aturidat Puetton Batkon Airen Guahan Entenasionat



EDDIE BAZA CALVO
Governor



RAY TENORIO
Lt. Governor

Office of the Governor of Guam



GUAM INTERNATIONAL AIRPORT AUTHORITY

Linking the world to our Pacific paradise

Hafa adai! The A.B. Won Pat International Airport Authority, Guam is the Western Pacific's hub for international travel. The airport family understands this critical distinction, working through the years with extraordinary vision to make sure our region always is prepared for growth despite a struggling global economy and low tourist arrivals in the recent decade. The men and women of the airport pushed through an unprecedented expansion project, turning the industry from a passenger-service market to a major regional force driven by tourists, cargo, and even land development at Tiyan.

The dedicated folks in our airport family are the first to greet and welcome thousands of tourists who fly into Guam every day. They display the warm hospitality and professionalism for which our people are known, helping in our effort to convince our visitors to return to Guam.

As we look toward the future of the aviation industry on Guam, we look to the A.B. Won Pat International Airport Authority, Guam, and their community partners to lead our island toward progress and development. We look forward to seeing more success in the future of the A.B. Won Pat International Airport Authority, Guam.

With our utmost gratitude for your commitment to Guam,

EDDIE BAZA CALVO

RAY TENORIO

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A Message from Our Board and Management

A.B. Won Pat International Airport Authority, Guam



Hafa Adai!

As we close the 36th and 37th Anniversary Years of the Government of Guam agency responsible for Airport operations of Guam's only civilian airport, we are happy to provide our stakeholders and partners the A.B. Won Pat International Airport Authority, Guam's Financial and Operations reports for Fiscal Years 2011 and 2012.

Over the past two fiscal years, airport management prioritized capital programs and worked to increase efficiencies in our operations, services and community engagement programs. Most notable was completion of the 2,000 linear foot extensions to our primary runway, commissioning of a new airport water system, welcoming another airline partner, increasing our tenant mix in the integrated air cargo facility, and welcoming Russian tourists coming to our shores under the Guam - China Visa Waiver Program.

As Guam's only civilian airport, we were able to deliver increased passenger volume and foster our tourism, travel and trade with the support of island leaders, industry players and our island community through trade missions, joint promotional activities in our source markets and plain hard work to deliver quality services while cutting operational costs.

Although there were challenges, such as the Great East Japan Earthquake and Tsunami in Japan, and the costs for fuel and oil, Guam's airport obtained additional flights, new carriers, a new source market and enhanced routes with merged airline operators, providing for greater global connectivity.

In 2013, we will continue our growth strategy to leverage any and all opportunity to meet our mission in providing safe and secure travel, a reliable and superior level of services and development of air service and facilities that contribute to Guam's economic growth.

From top to bottom:
Charles H. Adair, Executive
Manager, Lory Alcorin, Board
Director, Francisco G.
Santos, Board Vice Chairman,
Roselynda "Lynda" A. Tolon, Board
Director, Jess Torres, Board Director
and Pedro Roy Martinez,
Deputy Executive Manager



AIR SERVICE DEVELOPMENT

Expanding Our Community Reach

We need airlines on our runways for our community and that is why the Airport has been working collaboratively and aggressively with the Guam Visitors Bureau and the Guam Economic Development Authority on Air Service Development for the past two years. The Mission in air service development, therefore, is to identify gaps in the market to not only attract airlines to introduce new destinations, but to also increase capacity on existing routes. The collaboration between the three agencies ensures that there is reconciliation of priorities and strategies that will bring economic and social benefits to Guam and the region in these areas:

- ✦ Maximize Airport Passengers
- ✦ Increase Revenue Generation
- ✦ Employment Generation
- ✦ Export Generation
- ✦ Consumer Choice and
- ✦ Lower Fares

The Guam Airport together with the Governor's Office, Guam Visitors Bureau and the Guam Economic Development Authority participated in Trade Missions, marketing Guam in our primary tourism markets - Japan, Korea, Hong Kong and China. The missions imparted the message: *Guam is a safe destination, is a great investment opportunity and has the stability of the U.S. flag.* The Airport also supported initiatives to liberalize entry requirements for Taiwanese and Russians, both who can enter Guam without a U.S. Visa for a period of 45 days. Guam still continues to push for the China visa waiver with the U.S. Department of Homeland Security that would also allow nationals to enter Guam for a period of 45 days.

Jeju commenced daily operations from Seoul to Guam on September 28, 2012. Operating a B737-800 with a 185 passenger seat capacity, this translates to 1,302 additional seats weekly between Guam and Seoul.



EVA Air launched service in June 2011 with twice weekly operations from Taipei to Guam with an Air Bus 330-200, with a seat capacity of 252.



A GUAM COMMUNITY INITIATIVE

Airport Business and Service Providers

From the kerb to the cabin, a multitude of businesses and service providers all take part in a community initiative to service passengers and move goods through an orchestrated process that makes up the A.B. Won Pat International Airport, Guam operations.

The players, listed opposite, the passengers and every person who comes to the terminal for one purpose or another, makes this environment work, and showcases the best Guam has to offer. Open 24 hours night and day, Guam is connected to the world. Just a mere three to four hours away from major Asian cities, Guam is an attractive destination, and the airport community knows it the first contact with these visitors to make a good impression.

Every day, the Airport community hosts our guests and visitors to the island, making this the largest community initiative on Guam that sees over 1.3 Million arrivals annually. We hope one day you have the opportunity to join our community!



The latest in cosmetics, perfume, and fashion brands are available at the Guam Airport's Duty Free, for passengers to find that perfect product to bring home.



Passengers can enjoy a meal in the international food court, and can find friendly advice and information at the Airport's Welcome Center in the Arrivals Lobby.



PARTNERS

AIRLINES Asia Pacific Airlines Aviation Services Ltd. dba Freedom Air *China Airlines *United Airlines *Delta Air Lines *Eva Airways Corporation *Hyannis Air Service dba Cape Air *Japan Airlines Co., Ltd. *JEJU AIR *JINAIR CO., Ltd. *Korean Air *Philippine Airlines **PASSENGER LOUNGES** United Club Sagan Bisita Lounge **RETAIL OPERATORS** DFS Guam LP (Gucci, Hermes, Ferragamo, Burberry, Coach, Bally, Loewe, lesportsac, Marc by Marc Jacobs, luxury goods, parfum, tobacco, and liquor products) Audio Vision Center (Electronics and Accessories) Bestseller Inc. (Books and Magazines) **ADVERTISING** Clear Channel Advertising **CAR RENTALS** AVIS Rent A Car BUDGET Car Rental DOLLAR Rent-A-Car HERTZ Rent-A Car NATIONAL Car Rental NISSAN Rent-A-Car, Guam **FOOD & BEVERAGE CONCESSIONS** Airport Tentekomai (Japanese) Ben N'Yan 1 (Filipino Cuisine) Burger King (American Fast Food) Captain Kid Mobile Café (Sandwiches, Snacks and Coffee) Weinerschnitzel (American Fare) Golden Bowl (Asian Cuisine) Dominos (Pizza, Sandwiches) Oasis (Sandwiches, Assorted Snacks) Micronesian Munchies (Coffee, Muffins, Rolls and other Sweets) **FOREIGN EXCHANGE** International Currency Exchange (ICE) **ATMS** Bank of Guam Bank of Hawaii Citibank NA Coast 360 Federal Credit Union First Hawaiian Bank **TELECOMMUNICATIONS (PAY PHONE /INTERNET)** IT&E Isla Pacific Telecommunications dba PayTel Guam **TOUR GROUPS** Guam Hana Tour Inc. Guam Sanko Transportation Guam Shuttle Services LLC H.I.S. Guam Inc. Holiday Tours Micronesia (Guam), Inc. LamLam Tours & Transportation Latte Bus Company Micronesian Hospitality, Inc. PMT Guam Corporation R & C Tours (Guam) Inc. Tell Me Club, Guam, Inc. Yama's Co., Inc. **FIXED BASE OPERATOR(S)** ACI Pacific, LLC **GROUND SERVICE PROVIDERS** Aircraft Service International Group (ASIG) Delta Air Lines Global Services, LLC (DGS) United Airlines **TENANTS** Allied Pacific Builders, Inc. Napa Auto Parts Fleet Services, Inc. J&RS Micronesian Pacific Enterprises, Ltd. Marianas Steamship Agencies, Inc. (MSA) PCR Environmental, Inc. PacAir Ltd. Pacific Airport Services - Guam South Pacific Petroleum Corporation **GOVERNMENT AGENCIES** Guam Customs & Quarantine Agency Department of Agriculture Guam Environmental Protection Agency Transportation Security Administration U.S. Department of Agriculture (USDA) U.S. Fish & Wildlife Services U.S. Customs & Border Protection (formerly INS) **EXPRESS PACKAGE FACILITIES** DHL Corporation Triple B Freight Forwarders Consolidated Transportation Services, Inc. **FLIGHT TRAINING/HELITOURS/SKY ADVENTURE** Micronesian Aviation Systems Sky Guam Aviation Inc. Skydive Guam, Inc.

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