



CONNECTIONS

FY 2011

A Citizen-Centric Report
(P.L. 30-127) March 2012

Our Vision is to be the “Standard in Excellence” as a safe and secure, world-class premier aviation hub in the region.

Our Mission is to ensure the safety of the travelling public, maintain a superior and reliable level of service, and develop air linkages and facilities for the island’s economic growth.

Our Objective is to deliver improvements in customer service, facilities and access infrastructure, economic development, competitive positioning, community relations and governance and organization.

From the Curb to the Cabin : The Airport Community



The A.B. Won Pat International Airport Terminal is the work location of over 2400 employees.

The first thoughts of an Airport are passengers, airlines, the terminal facility and all the activity that occurs from the curb to the cabin. However, there are many entities that make up the airport environment that do not come first to mind. Who are these players? United, Delta Air Lines, China Air, EVA Air, Korean Air, Jin Air, Philippine Airlines, Cape Air and Freedom Air, two major cargo operators, FedEx and

UPS, and ground handlers.

Burger King, Oasis, Ben & Yan, Tentekomai, Dominos, Island Munchies, and Der-Weinerschnitzel, to name a few, offer our visitors food choices before they leave on their journeys home.

Safety and Security are the priorities of our regulatory partners, the TSA, USCBP, Guam Customs and Quarantine and our Airport Police and K9-units.

Retail concessions such as Bestseller book store, Sony visual and audio, and DFS and high end luxury boutiques offer goods and products to take home as gifts or souvenirs.

Nissan, Budget, Dollar, Hertz, Avis and National, cell phone companies, and tour

companies Hana, Sanko, HIS and Holiday Tours Micronesia make up the service groups that provide transportation and guide services. The public parking lot, taxi services and the maintenance contractors also contribute to the mix of services at the terminal.

Key to managing all these players from the curb to the cabin is the Airport Authority, a government entity of 191 employees, in 7 divisions charged with the day-to-day operations of the terminal that employs +2490 in airport related business and who handled over 1.43M tourists this past fiscal year.

This is Guam’s Airport— a regional leader in aviation and the catalyst of our tourist based economy.

Beyond the Terminal

Important Airport business takes place beyond the terminal. The Airport supported initiatives to liberalize cargo opportunities, contributed to efforts in obtaining the CNMI-Guam Visa Waiver authorities and worked with local leaders in creating a supportive environment for the aviation industry. Collaborative efforts were undertaken with the Governor’s Office, GEDCA, GVB and industry

players on trade missions to Japan, Korea and Taiwan. The purpose of these missions was to impart critical messages: Guam is a safe destination for visitors, it has great investment opportunities with an environment conducive to international

business and it has the stability of the US flag.

Governor Calvo leads Japan Trade Mission in Tokyo. September 2011.



On Airport Employment

- 39.8% PASSENGER AIRLINES
- 22.5% FEDERAL AND LOCAL GOVERNMENT
- 12.0% FIXED BASED OPERATORS
- 10.4% CONCESSIONS/ TERMINAL SERVICES
- 5.2% GROUND TRANSPORTATION
- 3.2% CARGO AIRLINES
- 2.0% RENTAL CARS
- 4.8% OTHERS

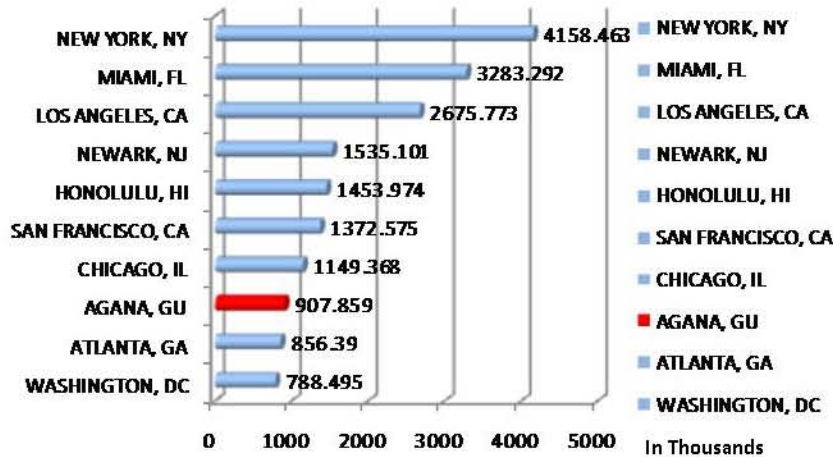
Source: Jacobs Consultancy Economic Contribution Assessment

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A Top US Destination

US Ports of Entry (Non-Resident Arrivals) Nov Year to Date 2011



Source: US Dept. of Commerce, ITA, Office of Travel & Tourism Industries

As the only civilian airport on an island with a population of 150,000+ residents, the Airport capitalizes on Guam's strategic positioning in the Pacific. The importance of being a regional hub and a major US port of entry assists us in the pursuit of federal funding, capturing new markets, and attracting private investment.

In November 2011, the US Department of Commerce ranked Guam as the 8th top US port for foreign arrivals. Japanese and Korean visitors make up most arrivals, Taiwan a distant third. Effective February 15, 2012, Russians are allowed to travel visa free under the Guam-CNMI visa waiver program, and Guam continues to pursue authority for Chinese tourists.



27 projects were completed in Fiscal Year 2010.

Terminal operations are supported by infrastructure and facilities that constantly need enhancement to meet the needs of the future.



All EVA Airways flights from Taipei to Guam are now flying on Hello Kitty jets since January 3, 2012.

Airport Capital Improvement Projects

Eight key projects progressed in 2011:

- Airport Master Plan to assess or address current and future needs;
- Geographic Information System, and Electronic Airport Layout Plan to provide key data and for FAA's Next Gen air navigation;
- Runway 6L Instrument Landing System Installation;
- Storm Water Environmental Assessment;
- Ramp Lights Hardening, Underground Power Connections;
- Major Structure Demolition for Property Development;
- Noise Mitigation for homes affected by Airport Noise;

- A new, self sufficient water system was substantially completed and fire suppression to all property and facilities, and will address future demand.

Infrastructure and regulatory projects were federally funded, with the Airport receiving \$9.5M in grant funding in Fiscal Year 2011 compared to the \$18M received in Fiscal Year 2010.

New Air Carriers and Service

In 2011, EVA Air launched service with 2x weekly operations to Taipei on June 18, utilizing an Air Bus 330-200 with a seat capacity of 252.

UPS launched its weekly cargo service on June 12, 2011 to Hong Kong via Guam utilizing a B747 and partnering with JL Baker & Sons.

FedEx dedicated its weekly flight connecting Anchorage, Alaska to Guam in May 2011, offering faster service and more cargo capacity.

Fly Guam launched twice weekly service on March between GUM/SPN/HKG and launched its GUM/ROR service in August 2011. They have suspended services since November 2011.

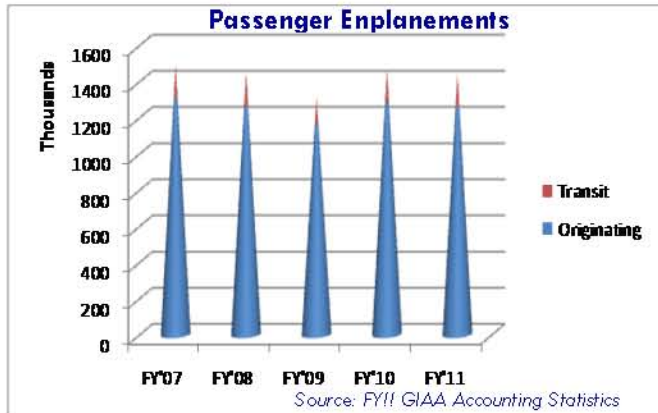
United introduced services in 2011 to and from:

- Okinawa, 4x weekly
- Sendai, 2x weekly (was temporarily suspended)
- Charters from Hangzhou, Shenyang, Taipei, Shanghai and Beijing.
- United replaced the B767 with B777 on the GUM/NRT/HNL route, adding 2,000 seats weekly.

OUR PERFORMANCE

Fiscal Year 2011 Statistics

In FY 2011, the Airport recorded 2.7M passenger movements with 1.43M recorded as passenger enplanements. Total aircraft movements was 43,060 for the year. FY2011 started off on a promising note, with traffic activity up from October 2011 through March 2012. The catastrophic events that devastated Japan adversely impacted the Authority's



passenger activity year-over-year. The Authority worked with its airlines to maintain the Japan flights and the corresponding seat capacity. The only flight that was temporarily suspended was from Sendai. The Airport was able to maintain enplanements with new air services, charters and co-marketing efforts with GVB.

- **1,284,203 Arrivals**
- **1,264,243 Departures**
- **175,181 Transits**
- **46,030 Landings & Takeoffs Annually**
- **156 Flights Daily (peak)**
- **24,541 cargo (metric tons)**
- **2,787,086 Gross Take-Off Weight**

Source: FY11 GIAA Accounting Statistics

Financial Results

The Authority effectively administered its fiduciary responsibilities in the midst of a dynamic, yet sluggish airline industry. Managing its operating and maintenance expenses and diversifying and enhancing its revenue streams, the Authority maintains its commitment in being a low cost airport. For FY2011, the Authority's efforts culminated in a cost per

enplaned passenger (CPE) of \$16.95, a minimal increase versus the \$16.90 CPE for FY10 given the decline in enplanement activity in FY11.

The Authority managed to maintain a sufficient debt service coverage (DSC) of 1.53 vs. 1.25 debt service requirements of the 2003 Bond Covenants.

In a Feb. 13, 2011 update,

Moody's Investor Services affirmed its Baa2 rating of the Airport's Revenue Bonds with a stable outlook. Key strengths cited were the monopoly position as the only civilian airport, CIPs largely funded by FAA grants provided leverage limits, and potential for stability in enplanements with an increased military presence on Guam.

"IN ADDITION TO MAINTAINING A COMPETITIVE COST STRUCTURE, THE AUTHORITY MAINTAINED SUFFICIENT DEBT SERVICE COVERAGE (DSC) OF 1.53 VS. 1.25 REQUIRED."



The Authority is an autonomous instrumentality and must generate its own funds through revenues generated at the airport. The current Airport building was financed by \$241M in Revenue Bonds in 1993, and refinanced in 2003.

	2011	2010	Change
Revenues	\$49.2m	\$47.1m	+4.4%
Expenses	\$33.7m	\$31.1m	+8.3%
Net Assets	\$307.2m	\$305.8m	+4%
CPE	\$16.95	\$16.90	+29%
DSC	1.53	1.58	

Source: Ernst & Young GIAA Financial Statements, FY11 and FY10



“US Gateway and Premier Aviation Hub in Micronesia “

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Established by PL13-57 in January of 1976, the A.B. Won Pat International Airport Authority, Guam, celebrated its 36th anniversary as an autonomous agency of the Government of Guam, and over 76 years of commercial aviation on Guam. A simple Quonset hut serviced 1940's passengers with the transit of the famous Pan American China Clipper through Guam. Today, the 1.4M visitors who travel to Guam's shores step into a 767,553 sq. feet facility that ranks 8th nationwide for international arrivals with 93% of Guam's arriving passengers international in origin.

The expanded air terminal, opened in 1996, and funded by \$241M in bond financing, remains the largest capital improvement project ever done on Guam, and the people's pride.

We're Online!
www.guamairport.com



Inaugural flight to Okinawa Sep 2011.



Tourists Enjoy Fiesta Plates during Chamorro Month 2011 celebrations.



Inetnon Gef Pago dancers entertain passengers and tenants.

A Community Gathering

Everyday, the A.B. Won Pat International Airport Authority is a community gathering together to greet and welcome visitors, family, tourists and bid farewell and wish passengers a safe voyage back to their destinations.

It is all the players - the airlines, the contractors, the tour agents, the cleaners, the managers, the bus drivers, the accountants, the ramp agents, the mechanics, and the translators, the screeners, the Immigration and Customs officers and even the passengers and every person who comes to the terminal for one purpose or another - who

makes this environment work and showcase the best Guam has to offer.

Open 24 hours night and day, Guam is connected to the world. Just a mere 3 to 4 hours away from major Asian cities, Guam is an attractive destination, and the Airport community knows it is the first contact with these visitors to make a good impression.

But Guam is not only a final destination, it is a major transit point, a hub for operators further into the Micronesian islands, or providing a connections to Australia and Honolulu.

Upon transit and upon departures, Guam's Airport puts forth an image of Guam for those passengers waiting for their flight. Our way to make an impression is to ensure our facilities are clean and refreshing, offer international dining options, provide excellent retail opportunities for the traveler and even offer club services in the two lounges that operate in the terminal.

Everyday, the Airport community hosts our guests and visitors to the Terminal. We hope one day you have the opportunity to join in our community!