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FISHER & ASSOCIATES
Suite 101 De La Corte Building
167 East Marine Corp. Drive
Hagåtña, Guam 96910
Telephone: (671) 472-1131
Facsimile: (671) 472-2886
Counsel for Guam Visitors Bureau

BEFORE THE OFFICE OF PUBLIC ACCOUNTABILITY
HAGÁTÑA, GUAM

IN THE APPEAL OF) OPA-PA-16-003/ 005
)
TLK MARKETING CO., LTD.) **STATEMENT REGARDING A**
) **DECISION AND ORDER**
Appellant)
)
)
)

COMES NOW APPELLEE Guam Visitors Bureau and submits certain
electronic mail messages in response to an Order after Hearing issued 13 July
2016.



Thomas J. Fisher
Legal Counsel for Appellee

RECEIVED
OFFICE OF PUBLIC ACCOUNTABILITY
PROCUREMENT APPEALS
DATE: 07.20.16
TIME: 2:18 AM PM BY: JM
FILE NO OPA-PA: 16.003, 16.005



Jon Nathan Denight <nathan.denight@visitguam.org>

GVB RFP 2016-006

7 messages

Gina Kono <gina.kono@visitguam.org>

Fri, Mar 4, 2016 at 5:52 PM

Reply-To: gina.kono@visitguam.org

To: Don Park <psduj@daum.net>

Cc: 윤호석 <jacob_yoon@hicompany.co.kr>, Anna Kim <anna_kim@hicompany.co.kr>, Colleen Cabedo <colleen.cabedo@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>, Jon Nathan Denight <nathan.denight@visitguam.org>, Christine Lizama <chris.lizama@visitguam.org>

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Hafa Adai

Don,

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monthly retainer fee along with the scope of work. We would like you to review this document and as noted, should you accept our offer, please initial on the space provided for the contract offered price and the itemized expected requirements and services. Once you have completed the document, please send it back to us so that we can draw up the contract.

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PS - I understand that you will be coming to Guam with the actresses and film crew for the documentary program "Person is Good". However, I hope you can review and respond to our offer at your earliest convenience. Appreciate your cooperation.

Senseramente' (Sincerely),

Gina Kono

Marketing Officer II, Marketing Department


GUAM VISITORS BUREAU

401 Pale San Vitores Road | Tumon, Guam 96913 | (671) 646-5278

gina.kono@visitguam.org | www.visitguam.org



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 **Negotiation Korea RFP 2016-006.pdf**
328K

박세동 <psduj@hanmail.net>

Fri, Mar 4, 2016 at 8:53 PM

To: gina.kono@visitguam.org

Cc: 윤호석 <jacob_yoon@hicompany.co.kr>, Anna Kim <anna_kim@hicompany.co.kr>, Colleen Cabedo <colleen.cabedo@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>, Jon Nathan Denight <nathan.denight@visitguam.org>, Christine Lizama <chris.lizama@visitguam.org>

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참조 : 윤호석 <jacob_yoon@hicompany.co.kr>, Anna Kim <anna_kim@hicompany.co.kr>, Colleen Cabedo <colleen.cabedo@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>, Jon Nathan Denight <nathan.denight@visitguam.org>, Christine Lizama <chris.lizama@visitguam.org>

날짜: 2016년 3월 04일 금요일, 16시 52분 49초 +0900

제목: GVB RFP 2016-006

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 Director 대표이사
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 Incheon, 403-090 Korea
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pilar.laguana@visitguam.org <pilar.laguana@visitguam.org>

Sat, Mar 5, 2016 at 8:40 AM

To: Gina Kono <gina.kono@visitguam.org>

Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Gabryel Franquez <gabryel.franquez@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>

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Thanks and enjoy your long weekend.

Pilar

Sent from my BlackBerry 10 smartphone.

From: 박세동 <psduj@hanmail.net>

Sent: Friday, March 4, 2016 6:53 PM

To: gina.kono@visitguam.org

Cc: 윤호석; Anna Kim; Colleen Cabedo; Pilar Laguana; Jon Nathan Denight; Christine Lizama

Subject: RE: GVB RFP 2016-006

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Don Park 박세동

Director 대표이사

Medicastle #901,9f,464-1 Samsan-dong, Bupyeong-gu,

Incheon, 403-090 Korea

Tel. 032-507-4162 / Fax. 032-507-4164

Email: psduj@daum.co.kr



Sat, Mar 5, 2016 at 8:50 AM

pilar.laguana@visitguam.org <pilar.laguana@visitguam.org>

To: Gina Kono <gina.kono@visitguam.org>

Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Gabryel Franquez <gabryel.franquez@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>

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Sent from my BlackBerry 10 smartphone.

From: 박세동 <psduj@hanmail.net>**Sent:** Friday, March 4, 2016 6:53 PM**To:** gina.kono@visitguam.org**Cc:** 윤호석; Anna Kim; Colleen Cabedo; Pilar Laguana; Jon Nathan Denight; Christine Lizama**Subject:** RE: GVB RFP 2016-006

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받는사람: Don Park <psduj@daum.net>

참조: 윤호석 <jacob_yoon@hicompany.co.kr>, Anna Kim <anna_kim@hicompany.co.kr>, Colleen Cabedo <colleen.cabedo@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>, Jon Nathan Denight <nathan.denight@visitguam.org>, Christine Lizama <chris.lizama@visitguam.org>

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pilar.laguana@visitguam.org <pilar.laguana@visitguam.org>

Sat, Mar 5, 2016 at 3:14 PM

To: Gina Kono <gina.kono@visitguam.org>

Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Gabryel Franquez <gabryel.franquez@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>

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Sent: Friday, March 4, 2016 6:53 PM

To: gina.kono@visitguam.org

Cc: 윤호석; Anna Kim; Colleen Cabedo; Pilar Laguana; Jon Nathan Denight; Christine Lizama

Subject: RE: GVB RFP 2016-006

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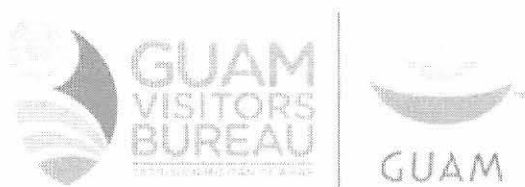
Gina Kono

Marketing Officer II, Marketing Department

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 Email: psduj@daum.co.kr





Gina Kono <gina.kono@visitguam.org>

Tue, Mar 8, 2016 at 6:21 PM

Reply-To: gina.kono@visitguam.org

To: "pilar.laguana@visitguam.org" <pilar.laguana@visitguam.org>

Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Gabryel Franquez <gabryel.franquez@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>

Hi Pilar,

A memo indicating the rating results was given to the GM was given last week before he left to Routes Asia. I believe he did sign the memo approving the evaluation committee's ratings of the 4 offerors.

I have discussed with Chris on the next steps that need to be taken once we finalize the negotiations. She acknowledged that she will produce the letter of award, letter to the other offerors, and work on the contract.

I have started a check list for the handover so we can review when you return. We will need to give TLK a 30 days notice to terminate our contract. So, if we gave him the notice on March 15 next week, that will mean that the new contract with HIC will commence on April 15, I believe. I will need to check with Chris and Rose to be sure.

This is all for now.

PS - At the KMC today, no one asked about the RFP, however, Chairman reported on the status noting that GVB was now in the negotiation stage of the process with the highest rated company. Simone of Outrigger asked some questions about the RFP process so Bart gave a brief overview of the RFP process. So, I think Henry now knows that he was not the highest rated offeror. He was on the phone when Bart was talking about the RFP.

Senseramente* (Sincerely).

Gina Kono

Marketing Officer II, Marketing Department

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Sent: Friday, March 4, 2016 6:53 PM

To: gina.kono@visitguam.org

Cc: 윤호석; Anna Kim; Colleen Cabedo; Pilar Laguana; Jon Nathan Denight; Christine Lizama

Subject: RE: GVB RFP 2016-006

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참조: 윤호석 <jacob_yoon@hicompany.co.kr>, Anna Kim <anna_kim@hicompany.co.kr>, Colleen Cabedo

<colleen.cabedo@visitguam.org>, Pilar Laguana <pilar.laguana@visitguam.org>, Jon Nathan Denight

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날짜: 2016년 3월 04일 금요일, 16시 52분 49초 +0900

제목: GVB RFP 2016-006

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Gina Kono <gina.kono@visitguam.org>

Tue, Mar 8, 2016 at 6:51 PM

Reply-To: gina.kono@visitguam.org

To: "Pilar Laguana" <pilar.laguana@visitguam.org>

Cc: Jon Nathan Denight <nathan.denight@visitguam.org>, Gabryel Franquez <gabryel.franquez@visitguam.org>, Colleen Cabedo <colleen.cabedo@visitguam.org>

Hi Pilar,

Attached is the check list that we started for the Korea rep. Let me know if I need to send it to you in a different format.

Senseramente* (Sincerely),

Gina Kono

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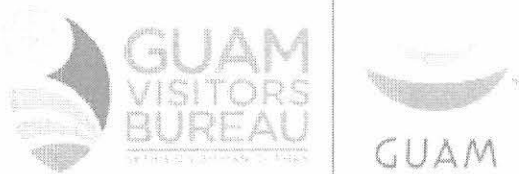
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 **GVB Korea Handover List As of 3082016.xlsx**
11K