

(CIVIL SERVICE HIGHEST BIDDER)

SAIPAN, JUNE 5 (MNS)---INTERNATIONAL SHOPPERS LIMITED OF GUAM HAS SUBMITTED THE HIGHEST BID FOR THE CONSTRUCTION OF THE "PRIME CONCESSION" AT THE NEW SAIPAN INTERNATIONAL AIRPORT. THE BIDS WERE OPENED TUESDAY (JUNE 4) AT THE DISTRICT ADMINISTRATORS' CONFERENCE ROOM BY MARIANAS DISTAD FRANCISCO C. ADA.

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THE INTERNATIONAL SHOPPERS BID OF A \$5,000,000 PREPAID MINIMUM CONCESSION FEE, INCLUDING THE HIGHEST MINIMUM IMPROVEMENT COST WHICH TOTALED \$400,000, WAS THE HIGHEST OF THREE BIDDERS.

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OTHER PROSPECTIVE BIDDERS WERE: VICENTE D. SAIPAN OF SAIPAN, GUAM SUBMITTED A BID OF \$2,711,912 FOR THE PREPAID MINIMUM CONCESSION FEE AND \$265,000 FOR MINIMUM IMPROVEMENTS.

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SOUTH SEAS CORPORATION OF SAIPAN WAS DISQUALIFIED BECAUSE THE SECURITY DEPOSIT CHECK OF \$200,000 WHICH ACCOMPAINED ITS PROPOSAL WAS NOT CERTIFIED BY THE BANK.

THE BIDS WERE FOR THE CONSTRUCTION OF THE "PRIME CONCESSION" WHICH WILL INCLUDE A DUTY-FREE CONCESSION, FIRST CLASS COFFEE SHOP AND A COCKTAIL LOUNGE. THE PROJECT WAS ADVERTISED LAST MONTH.

ACCORDING TO AIRPORT CONSULTANT LEIGH FISHER, THE NEXT STEP IS TO REVIEW ALL THE PROPOSALS SUBMITTED AND MAKE A DETERMINATION WITHIN 60 DAYS. FISHER SAID THE COMPANY AWARDED THE CONTRACT WILL HAVE AN EXCLUSIVE FRANCHISE AT THE AIRPORT FOR 15 YEARS.

FISHER INDICATED THAT THE CONSTRUCTION OF THE AIR TERMINAL FACILITIES WAS MADE POSSIBLE BY THE SIGNING OF A BILL WHICH PASSED BY THE CONGRESS OF MICRONESIA WHICH AUTHORIZED THE ESTABLISHMENT AND OPERATION OF DUTY-FREE RETAIL CONCESSIONS IN OFFICIALS PORTS OF ENTRY IN THE TRUST TERRITORY. THE BILL ALSO PROVIDES AUTHORIZATION TO DEMAND AND RETAIN ADVANCE CONCESSION FEES OF \$1 MILLION FOR THE PURPOSE OF FUNDING THE CONCESSION AND OTHER TERMINAL BUILDINGS.

IN REVIEWING THE PROPOSALS, OFFICLAS WILL CONSIDER THE COMBINATION OF THE HIGHEST PREPAID MINIMUM CONCESSION FEE, THE HIGHEST MINIMUM IMPROVEMENT COST AND THE MOST ATTRACTIVE PLANS AND MANAGEMENT PROGRAM FOR THE PRIME CONCESSION, ACCORDING TO FISHER.

THE GOVERNMENT RESERVES THE RIGHT TO REJECT ANY OR ALL BIDS, HE ADDED, POINTING OUT THAT THE CONSTRUCTION OF THE AIRPORT IS UNIQUE IN TWO WAYS. FIRST, THE GOVERNMENT HAS GONE OUTSIDE THE TT TO SECURE FUNDS TO SUPPORT THE CONSTRUCTION; AND SECOND, ISLEY AIRPORT HAS THE POTENTIAL TO BE THE FIRST SELF-SUPPORTING VENTURE WITHIN THE TRUST TERRITORY GOVERNMENT. THE CONSTRUCTION OF THE TERMINAL BUILDING IS EXPECTED TO BE COMPLETED BY THE MIDDLE OF NEXT YEAR. THE TOTAL COST OF THE ENTIRE PROJECT IS ESTIMATED AT \$6,000,000.

ON HAND TO WITNESS THE OPENING OF THE BIDS WERE: TT DIRECTOR OF PUBLIC WORKS, JAMES WHEELER; CONTRACT ATTORNEY, CHARLES WHELLER; DISTAD ADA; LEIGH FISHER; ADDISON MORROW, MARIANAS BUDGET OFFICER; TOM SHEEHAN, MARIANAS PLANNING OFFICER AND MORE THAN 15 PRIVATE INDIVIDUALS REPRESENTING VARIOUS COMPANIES.

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