

GVB IFB 2023-002  
FIREWORKS (PYROTECHNICS)

**PRE-PROPOSAL CONFERENCE SUMMARY  
QUESTIONS AND RESPONSES  
October 26, 2022**

GVB Main Conference Room

Start time: 9:11 a.m.

End time: 9:53 a.m.

Introduction: Chris Lizama – announced opening and introduced all present. Recorded for the procurement file.

PRESENT FOR GVB:       Kraig Camacho (KC)  
                                  Dee Hernandez (DH)  
                                  Chris Lizama (CL)

OTHERS PRESENT:       JAMZMEDIA  
                                  Jeff Sanchez  
                                  Jeffrey Sanchez  
                                  Jaden Sanchez

**INTRODUCTION**

Chris Lizama officially began by announcing the pre-proposal conference for GVB IFB 2023-002 FIREWORKS (PYROTECHNICS). This event is being recorded as a requirement of the procurement laws of Guam. The start time is 9:11 a.m. – and, if awarded, the contract shall be for one fiscal year with the option to renew for up to two (2) additional years.

**GENERAL SUMMARY**

Kraig Camacho provided a brief overview for the project. GVB is seeking experts in the pyrotechnics business to add to GVB annual events, i.e. Liberation, New Year's and other events. GVB is looking to the experts to help GVB create a vision to work together to make it a realization, to raise the level of fireworks and draw a larger audience to our events. GVB would like to invite prospective offerors to provide their response to the creative vision of how we can expand entertainment through this medium.

This RFP will allow for a contract with up to 2 years to renew, subject to the availability of funds. The idea is to consider the GVB vision; and, by working together, we can realize that vision with pre-planning and increasing our ability in terms of dramatic elements.

For example, GVB normally hosts the fireworks shows for Liberation and New Year's. GVB is tourism centric. What we envision through this contract is to increase our capacity to have the fireworks on pontoons or barges in Tumon and in Hagatna bays, so that we dramatically increase the fireworks show for everyone to enjoy.

GVB realizes that in order for our vision to be realized, we need to know what it will take to make it happen. Our thought process is that if GVB procures barges and pontoons, that will become an asset for this service to increase the scope of services. We look forward to collaboration with the contractor to meet and discuss our ideas to help realize a spectacular show.

In terms of proportion to scale, GVB looks for an 8-10 minute show, of which a video sample is to be included with the submission.

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**PRE-PROPOSAL CONFERENCE SUMMARY (continued)**  
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This contractor will be an extension for GVB. We can start planning for themes or activities down the year with the understanding that budget is very key to our activities for the year. GVB submits a budget to the Legislature for review and pass. They determine our budget for the fiscal year. Once a budget is finalized and divvied out, we can start planning ahead within the budget allocated.

Fireworks draw the crowds to allow GVB to convey a message – what we are doing for tourism – GVB is in that forward motion now to promote tourism.

Making Guam a better place to live, work and visit includes our local community. What is beneficial to our local community resonates to our visitors because they come to Guam and see a happy community.

**QUESTIONS AND RESPONSES**

1. This is a technical question. Do we need to include our costs and budgets, or do we just submit our proposal and the compensation will be handled in negotiations?

GVB RESPONSE: No dollar amounts will be entertained during the evaluation phase of this procurement process. Negotiation for compensation will be between the President and CEO and the awardee after a Notice of Intent to Award has been issued to all participating parties.



CARL T. C. GUTIERREZ  
President and CEO

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