

GVB IFB 2023-003  
DRONES LIGHT SHOW**PRE-PROPOSAL CONFERENCE SUMMARY  
QUESTIONS AND RESPONSES  
October 27, 2022**

GVB Main Conference Room

Start time: 9:25 a.m.

End time: 10:17 a.m.

**PRESENT FOR GVB:** Kraig Camacho (KC) – Project Lead  
Dee Hernandez (DH) – Director of Destination Development  
Josie Villanueva (JV) – Director of Finance and Administration  
Brian Cha (BC) – IT

**OTHERS PRESENT:** Bella Wings Aviation  
Michael Quitugua  
John Becka  
Pearla Cordero

**INTRODUCTION**

Josie Villanueva officially began by announcing the pre-proposal conference for GVB IFB 2023-003 DRONES LIGHT SHOW, a recorded event, with a start time of 9:25 a.m. – recapping that this is an opportunity for discussion and all questions that are asked will be summarized and made available to all interested parties. If there are additional questions that are not able to be answered today, those will also be included and recapped in writing and posted on the website.

**GENERAL SUMMARY**

Kraig Camacho provided a brief overview for the project. GVB is seeking experts in the business of providing this type of entertainment using drones to add to GVB annual events, i.e. Liberation, New Year's and other events.

GVB acknowledges that Drones Shows draw a larger audience and GVB would like to invite prospective offerors to provide their response to the creative vision of how we can expand entertainment through this medium.

In the past, GVB has worked with vendors with a 100-120 drone capacity. This RFP lists specific requirements and a creative vision of monthly themes as a starting point. This solicitation will allow for a contract with up to 2 years to renew, subject to the availability of funds. The idea is to consider the addition of increasing the number of drones to add to the flavor, more visuals and depth and opportunity to meet the GVB vision in terms of dramatic elements.

Now that we are looking to secure a contract with a local expert, GVB hopes for the ability to propose gradual changes, with flexibility and opportunity, to allow GVB and contractor to work together in the planning and execution of events, as needed. For example, if next year GVB is interested in a Halloween event, there can be collaboration with the contractor to meet and discuss this idea to help realize a spectacular show. Also, if GVB is offered an opportunity for outside businesses in the industry to bring big-time drone shows to Guam, our drones contractor should be able to work with GVB and the international company to assist them as the local expert and participant in the project.

GVB needs to look at things in perspective – to do things correctly and within our means – to be better than ourselves. We aim to develop and grow this opportunity for Guam to be recognized for our visionary foresight to showcase our island in the best possible light.

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1. How far along is GVB looking into having a 500 drones light show?

GVB RESPONSE: Realistically, a 200-drone show is what we are looking at now, with the potential for growth to possibly 500-drones in two (2) years, subject to the availability of funds.

2. In the RFP, GVB lists ‘monthly themes’ – what else does GVB hope to see? Could you elaborate a little on where does GVB see this going?

GVB RESPONSE: For now, our focus is on beach front properties. We hope to expand elsewhere as well, but we need to prioritize the beach shore hotel properties to have an impact on our visitors at least for now as we start. GVB is also interested in using the drone show to push messaging. For example, to welcome visitors – maybe nightly or in a small way – to look at the drone show as a way of messaging and communicating to our visitor to increase attractivity. This is just an example of what we are looking at, and a proportion to scale of what we are thinking of doing.

3. Are you looking at small type messaging like “Eat at Joe’s” or “Will you marry me?”

GVB RESPONSE: Yes. In a pre-pandemic environment, we used to get hotel sponsorships to help us increase the capacity of our event activities of this sort. At present, as we are all still just coming back, it is hard to ask for money now. However, in the future, we hope to include high tier sponsors as presenters of a big drone show event.

4. As far as the monthly themes, can you elaborate on the 30-day cancellation? Would that be primarily be subject to funds availability?

GVB RESPONSE: The cancellation clause addresses the available window to cancel given the circumstances, but that does not exclude force majeure; however, as a courtesy, GVB will give the courtesy 30-day notice if circumstances beyond our control deems it necessary to do so. The events listed in the RFP are tentative – it is what we are hoping to have – but it is not set until we have solidified the event and our funding source.

A lot of our events are driven by our source markets. Realistically, we try to find ways to add value to specific markets, so our events are tailored for a particular market. We might want to promote that event – advance promotion. The listing of monthly themes in the RFP was to create a kind of backbone for potential offerors to see what we are trying to achieve. We are big on prioritizing, so we need to start at some point and then go from there.

5. The flexibility offered, not only for incoming visitors, but also for the island community is appealing. What does GVB do for the local community?

GVB RESPONSE: Our local residents are very important to GVB. We offer many grants and sponsorship assistance and participate in many local activities as well. We always look for added value to our programs to ensure that there is an element of culture, or other attraction, to enhance that mom and pop local event.

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6. What would be the general timeline for proposed activities/events?

GVB RESPONSE: There are many different approaches. Typically, in our environment, we are sold as a packaged destination versus a Free Independent Travel (FIT) market. The travel agents in all our source markets are always updated of our events so they can tie that in and sell it as an added value event. For example, for Liberation in July, we would need to update the travel agent community by January.

7. On that note, aside from this RFP, will there be another proposal out there? How does this work?

GVB RESPONSE: GVB issues this RFP to find ways to better ourselves and our capabilities to accomplish our goals and our mission. If the highest rated company is able to satisfy all the RFP requirements as stated, then award may go to that company. However, GVB reserves the option to award multiple contracts if it is deemed that one company is unable to provide all the services requirements of this RFP. The final decision is with the President and CEO.

8. So, this should not be construed as an exclusive contract since there is an option for multiple awards?

GVB RESPONSE: The option is there for GVB to exercise if the determination is made that there is a need for multiple contracts. All that will be worked out in negotiations. However, if there isn't a need, then it is a contract between GVB and the awarded Contractor for the specific contract period. If there ever arises a need for the contractor to seek outside assistance from another company to accomplish a project, that may be subcontracted by the contractor with GVB's approval.

9. Relative to the acquisition of additional drones during the execution of this contract, will GVB coordinate the system requirements, selection, purchase and receiving of additional drones with the contracted company?

GVB RESPONSE: Yes. This is to ensure the most compatible lightshow drones and/or additional equipment needed to increase the capacity of the end product and in keeping with the GVB vision, subject to the availability of funds.



CARL T. C. GUTIERREZ  
President and CEO

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