

### Jerrick Hernandez < jhernandez@guamopa.com>

## In the Appeal of G4S Security Systems (Guam), Inc., Docket No. OPA-PA-21-007

### Merlyna W. Smith <mwsmith@bsjmlaw.com>

To: Jerrick Hernandez < jhernandez@guamopa.com>

Tue, Jan 18, 2022 at 4:44 PM

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<rli><rljohnson@bsjmlaw.com>

Dear Mr. Hernandez:

Attached herewith please find Technologies for Tomorrow, Inc.'s Proposed Findings of Fact and Conclusions of Law for e-filing in the above-referenced matter. Kindly acknowledge receipt of this filing via return e-mail.

Thank you. Should you have any questions or concerns, please let us know.

Regards,

Merlyna Weilbacher Smith

Secretary to R. Marsil Johnson, Esq.



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#### 2 attachments



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TECHNOLOGIES FOR TOMORROW, INC.'S PROPOSED FINDINGS OF FACT AND CONCLUSION OF LAW (OPA-PA-21-007).pdf 253K

1	RICHARD L. JOHNSON R. MARSIL JOHNSON BLAIR STERLING JOHNSON & MARTINEZ				
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6	Attorneys for Party in Interest Technologies for Tomorrow, Inc.				
7					
8	IN THE OFFICE OF PUBLIC ACCOUNTABILITY				
9	PROCUREMENT APPEAL				
10	In the Appeal of ) Docket No. OPA-PA-21-007				
11	G4S Security Systems (Guam), Inc., TECHNOLOGIES FOR				
12	) TOMORROW, INC.'S				
13	Appellant. ) PROPOSED ) FINDINGS OF FACT AND				
14	) CONCLUSIONS OF LAW				
15	This procurement appeal was heard by the Public Auditor, Benjamin J.F. Cruz, from				
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17	December 20, 2021 to December 21, 2021. Appellant G4S SECURITY SYSTEMS (GUAM), INC.				
18	("G4S") was represented by Genevieve P. Rapadas. GUAM DEPARTMENT OF EDUCATION				
19	("GDOE"), the procuring agency, was represented by James L. G. Stake. Interested Party PACIFIC				
20	DATA SYSTEMS, INC. ("PDS") was represented by Joshua D. Walsh. Interested Party				
21	TECHNOLOGIES FOR TOMORROW, INC. ("TFT") was represented by R. Marsil Johnson.				
22	Following the hearing, the Public Auditor ordered the parties to file Proposed Findings of				
23	Fact and Conclusions of Law on January 18, 2022.				
24	FINDINGS OF FACT				
25	1. The Office of Public Accountability, in reaching this Decision, has considered and				
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27	incorporates herein the procurement record and all documents submitted by the parties, and all				
28	arguments made during the formal hearing held on December 20, 2021 and December 21, 2021,				

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8. PDS submitted a question to GDOE, asking whether each bidder was required to submit a C-68 Specialty Contractor license (for telecommunications) with its bid submission. See IFB Amendment No. 4, page 2 of 3 (May 18, 2022).

and the proposed findings of fact and conclusions of law filed by the parties on January 18, 2022. Based on the record in this matter, the Public Auditor makes the following findings of fact:

- 2. On April 13, 2021, GDOE issued Multi-Step IFB 026-2021 for Indoor and Outdoor Wireless Local Area Network ("WLAN") Infrastructure Installation Project (the "IFB").
  - 3. On May 28, 2021, GDOE received bids for the IFB from TFT, G4S, and PDS.
- 4. On July 13, 2021, GDOE awarded to TFT as the lowest, most responsible and responsive bid for the IFB.
- 5. On August 10, 2021, G4S protested the award for TFT. G4S's protest was made on the basis that TFT "does not possess a Guam Contractor's License and has not submitted evidence of a valid Guam Contractor's License to perform work dictated by GDOE IFB 026-2021." See G4S Procurement Protest Letter (August 10, 2021).
- 6. On September 3, 2021, GDOE denied G4S's procurement protest on grounds that Guam procurement law requires that an IFB shall be evaluated based on requirements set forth in the IFB and that no criteria may be used in bid evaluation that are not set forth in the IFB. Since the IFB did not require bidders to submit a Guam Contractor's License with their bid submission, GDOE properly evaluated and awarded the IFB in accordance with the terms and conditions set forth in the IFB.

on its contention that a Guam Contractor's License "must have been previously obtained to

lawfully execute the terms of said IFB as a Specialty Contractor pursuant to 21 GCA Real Property

On September 20, 2021, G4S filed a procurement appeal. G4S's appeal was based

G4S'S PROCUREMENT PROTEST WAS UNTIMELY

9. On May 18, 2022, GDOE issued Amendment 4 to the IFB. *See* IFB Amendment No. 4 (May 18, 2022).

10. Amendment 4 included PDS's question (which it labeled as question "8") and a response from GDOE. The response did not state that the bidders were required to submit proof of a C-68 Specialty Contractor license with its bid submission. Specifically, GDOE provided the following response:

GDOE Response: The project includes the furnishing and installation of network equipment to expand the wireless internet coverage in the public schools. This project is very similar to previous awarded wireless expansion projects in the public schools. The project activities does not include any structural fabrication/construction or structural alteration or repair.

Bidders are responsible to be informed and knowledgeable of any regulatory requirements for this project. Bidders should be guided by any regulatory requirements issued from the federal and/or local governing entity.

See IFB Amendment No. 4, page 2 of 3 (May 18, 2022). Thus, on May 18, 2022, the bidders were all made aware that GDOE would not require proof that a bidder held a C-68 Contractor's License with its bid submission.

- 11. Guam's procurement law provides that a "protest shall be submitted in writing within fourteen (14) days after such aggrieved person knows or should know of the facts giving rise thereto." 5 G.C.A. § 5425(a).
- 12. The Supreme Court of Guam has held that "[c]ourts have consistently rejected [the] argument that a party becomes 'aggrieved' for purposes of a procurement protest 'only when it loses the potential business, that is, when a bidder learns that it was not awarded a contract." *DFS Guam L.P. v. A.B. Won Pat Int'l Airport Auth.*, 2020 Guam 20 at ¶ 85 (citing *In re Acme Am. Refrigeration, Inc. v. N.Y.C. Dep't of Educ.*, 933 N.Y.S.2d 509, 513 (Sup. Ct. 2011); see also Legal Aid Soc'y v. City of New York, 662 N.Y.S.2d 303, 306 (App. Div. 1997); Gateway Health Plan, Inc. v. Dep't of Human Servs., 172 A.3d 700, 705 (Pa. Commw. Ct. 2017) (collecting cases).

13. If G4S wished to protest the lack of a requirement in the IFB that a bidder submit proof that it held a C-68 Contractor's License with its bid submission, it was required to have filed that protest within fourteen (14) days of March 18, 2022, not after it learned that it was not awarded the contract.

14. G4S did not file its protest within fourteen (14) days of May 18, 2022. Instead, it filed its protest on August 10, 2021. Therefore, pursuant to 5 G.C.A. § 5425(a), G4S's procurement protest was untimely.

# B. NO CONTRACTOR'S LICENSE IS REQUIRED TO PERFORM THE WORK DESCRIBED IN THE IFB

- 15. Pursuant to 21 G.C.A. § 70101(c), the Guam contractors law shall not apply to:
- (c) A person who sells *or* installs any finished products, materials *or* articles *or* merchandise which are *not* actually fabricated into and *do not* become a permanent fixed part of the structure, *or* to the construction, alteration, improvement *or* repair of personal property;
- 21 G.C.A. § 70101(c) (emphasis in original).
- 16. When considering whether the exemption found in 21 G.C.A. § 70101(c) applies, courts generally look to whether the products, materials, articles, or merchandise can be removed without damaging the structure or preventing the structure's reuse. *See Finley-Gordon Carpet Co. v. Bay Shore Homes, Inc.*, 55 Cal. Rptr. 378, 379 (Ct. App. 1966) ("The trial court properly held the exemption applies here. The evidence that the carpets can easily be removed without damaging the apartments sufficiently supports the trial court's finding the carpets did not become a fixed part of the structure.") and *State ex rel. Vivian v. Heritage Shutters, Inc.*, 534 P.2d 758, 760 (Ariz. App. 1975) ("The appellees, on the other hand, suggest that the test to be utilized in determining whether the exemption provision of A.R.S. s 32—1121.5 is met is whether damage incidental to removal of the item in question would prevent its reuse or cause substantial damage to the structure. This is the test adopted in both California and Washington. We, likewise, adopt this test for the State of Arizona." (citations omitted)). This standard has also been applied in the Superior Court of

Guam in VSST Co. Ltd. v. UFB Guam Hotel Corp., CV0552-09 at 5 (Super. Ct. Guam Jul. 7, 2011), where the Court held that: 3 Plaintiff argues that because the installations can be removed without causing damage to the property, they are not a "permanent fixed part of the structure" as 4 defined in Exemption § 70101(c). Defendant does not disagree, but rather argues that because the air conditioning system is not a permanent fixed part of the 5 structure, Plaintiff does not have a right to a Mechanic's lien as a matter of law. See 6 infra. Therefore the Court finds that Plaintiff is indeed exempt from the Contractors license requirement under 21 G.C.A. § 70101(c) and entitled to maintain the 7 lawsuit. As such, dismissal is inappropriate on summary judgment. 8 Id. 9 The IFB involves the installation of indoor and outdoor wireless local area network 17. 10 ("WLAN") infrastructure. This work was described by several witnesses who testified at the 11 hearing, including: 12 Eric Roberto, Operations Manager and RME for G4S 13 Vincent Dela Cruz, Data Processing Manager for Guam Department of Education 14 Daniel Coco, Asia Pacific Vice President of Operations for TFT 15 18. Mr. Roberto, Mr. Dela Cruz, and Mr. Coco all testified that the IFB required the 16 winning bidder to install finished products and materials which would not become a permanent 17 part of a structure. 18 19. Mr. Roberto of G4S testified that the IFB involved the installation of cables, outlets, 19 switches, and access points, which were finished products and materials. He also testified that 20 they would not become permanent, fixed parts of the structure of the schools after they were 21 22 installed: 23 Johnson: So those cables and the outlets and the switches you're referring to, and the—sorry—and the access points. So those—are those 24 finished products? After it's handed over. Roberto: 25 Johnson: Are they materials?

Ok. Do they—do they become a permanent, fixed part of the

They are materials.

No.

structure of these schools?

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Roberto:

Johnson:

Roberto:

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2	See Audio of Formal Hearing - December 20, 2021, Testimony of Eric Roberto (1:35:51 to				
3	1:36:18).				
4	20.	Mr. Roberto then went on to testify that removal of any of the equipment to			
5	be installed would no	ot cause damage to the structure or make it impossible to reuse the structure			
6	of the schools:				
7 8	Johnson:	Would removing the outside wireless point cause damage to the structure?			
٥	Roberto:	No.			
9	Johnson:	Would removing a switch cause damage to the structure?			
10	Roberto:	No.			
	Johnson: Roberto:	Would removing a cable make it impossible to reuse the structure? No.			
11	Johnson:	Would removing an outlet make it impossible to reuse the structure?			
12	Roberto:	No.			
	Johnson:	Would removing a switch make it impossible to reuse the structure?			
13	Roberto:	No.			
14	Johnson:	Is there anything else involved in the scope of work that you would need to install aside from cables, outlets, and switches?			
15	Roberto:	No.			
16	See Audio of Forma	al Hearing - December 20, 2021, Testimony of Eric Roberto (1:30:33 to			
17	1:31:16).				
18	21.	Mr. Dela Cruz's testimony mirrored that of Mr. Roberto:			
19	Johnson:	So you're familiar with the scope of work then under the IFB?			
20	Dela Cruz:	Yes.			
	Johnson:	Okay. And you said earlier that it's essentially—and please correct			
21		me if I'm wrong—plugging in cables, I guess, from a switch to the wireless access point?			
22	Dela Cruz:	Yes.			
23	Johnson:	Now, the wireless access points, do they become permanent parts of the structure?			
24	Dela Cruz: Johnson:	No, they do not. How about the cables?			
25	Dela Cruz:	I don't believe so. We've had some, I mean G4S does our cable			
26	Johnson:	maintenance, right. They repair it. They change it out. So, they can be removed and replaced?			
27	Dela Cruz:	Yes.			
28	Johnson: Dela Cruz:	And the switches, do they become a permanent part of the structure? No, they do not.			
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1	Johnson:	Okay. To remove a wireless access point, would that substantially harm the structure?			
2	Dela Cruz:	I don't believe so.			
2	Johnson:	To remove it, would it render the structure unusable?			
3	Dela Cruz:	No.			
4	Johnson:	Same question with respect to the cables. Removing them, does that substantially harm the structure?			
5	Dela Cruz:	No.			
6	Johnson: Dela Cruz:	Does it—would it render the structure unusable? No.			
0	Johnson:	And the switches, removing the switches, would that substantially			
7		harm the structure?			
8	Dela Cruz: Johnson:	No. Would it render the structure unusable?			
9	Dela Cruz:	No.			
9	Johnson:	To do any of this work, would you need to build a whole new			
10	voimbon.	building at all?			
11	Dela Cruz:	No.			
11	Johnson:	Would you need to tear a building down?			
12	Dela Cruz:	No.			
	Johnson:	Would you need to tear walls down?			
13	Dela Cruz:	No.			
14	See Audio of Formal	Hearing - December 21, 2021, Testimony of Vincent Dela Cruz (28:19 to			
15	29:40).				
16	22. When	asked about the work by the Public Auditor, Mr. Dela Cruz provided a brief			
17					
18	description of the work the IFB involved:				
19	I mean, if you think about the way the access points are, technically they're just				
20	kind of devices. I mean, I assume there's Wi-Fi here. We can just put it on the table up here and obviously we don't want the students touching it so you kind of				
		—they have clips—that you can just clip it on to the to the drop			
21	ceilings.				
22	See Audio of Formal Hearing - December 21, 2021, Testimony of Vincent Dela Cruz (30:51 to				
23	31:16). Mr. Dela Cru	z's description clearly describes the installation of finished products that do			
24	. 1				
25	not become a perman	ent, fixed part of the structure.			
25	23. Simila	rly, Mr. Coco of TFT testified that removing everything TFT would install			
26	23. Siiilia	11, 111. Coco of 11 1 testified that femoving everything 11 1 would histair			
27	at the end of the IFB would not cause any damage to the school structure nor would it render the				
28	school structure unusable:				

Johnson: So, at the end of this project, if TFT were to finish this project be 1 awarded this project and finish this project. If TFT were to remove 2 everything that it were to install in GDS public schools, would that cause any damage to the structures? 3 Coco: Johnson: Would it render the structures unusable? 4 Coco: No. 5 See Audio of Formal Hearing - December 21, 2021, Testimony of Daniel Coco (57:58 to 58:35). 6 On cross examination, Mr. Coco went on to emphasize that no conduit installed would become a 7 permanent part of the school structure either: Walsh: I'm actually even asking something even simpler like you were 9 describing the need to run wire with conduit. Right. We're gonna 10 put up some plastic conduit you remember that little discussion earlier? Yes. Is that conduit put up pursuant to provision of a bid 11 that contemplates them coming down later? Are those conduits going up to stay? 12 Coco: No those it depends on where the conduit is, but none of the conduit is permanent. And the conduit can be removed and relocated. Or if 13 it's in the ceiling, it can be adjusted and removed and put somewhere 14 else. Nothing is permanent. 15 See Audio of Formal Hearing - December 21, 2021, Testimony of Daniel Coco (30:51 to 31:16). 16 C. THE CONTRACTORS LICENSE BOARD HAS NEVER ISSUED A DECISION AS TO WHETHER A CONTRACTORS LICENSE BOARD LICENSE IS REQUIRED TO PERFORM THE WORK 17 **DESCRIBED IN THE IFB** 18 24. The Contractors License Board (the "CLB") issued a letter titled "Findings & 19 Decisions" on November 1, 2021. See CLB Findings & Decisions (November 1, 2021). 20 25. In the letter, the CLB made three statements under a subheading titled "Decision". 21 The first statement essentially quoted the language of 21 G.C.A. § 70108(a), which provides that 22 no person within the purview of the chapter shall act, assume to act, or advertise as a contractor 23 24 without a license obtained from the CLB. The second statement provided that the CLB would find 25 TFT in violation of 21 G.C.A. § 70108(a). The letter did not explain how or why the CLB decided that TFT was in violation of 21 G.C.A. § 70108(a). The third statement explained that the 27

complaint was open. See CLB Findings & Decisions (November 1, 2021).

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# . WHETHER TFT HAS A BUSINESS LICENSE ISSUED BY THE GUAM DEPARTMENT OF REVENUE AND TAXATION IS NOT PROPERLY BEFORE THE PUBLIC AUDITOR

- 30. On August 10, 2021, G4S protested GDOE's intent to award the IFB to TFT. GDOE's protest was made on the basis that TFT "does not possess a Guam Contractor's License and has not submitted evidence of a valid **Guam Contractor's License** to perform work dictated by GDOE IFB 026-2021." *See* G4S Procurement Protest Letter (August 10, 2021) (emphasis added).
- 31. G4S's August 10, 2021 procurement protest did not address the topic of business licenses issued by the Guam Department of Revenue and Taxation. *See* G4S Procurement Protest Letter (August 10, 2021).
- 32. Guam's procurement law provides that a "protest shall be submitted in writing within fourteen (14) days after such aggrieved person knows or should know of the facts giving rise thereto." 5 G.C.A. § 5425(a).
- 33. To date, G4S has never filed a procurement protest setting forth TFT's alleged lack of a business license issued by the Guam Department of Revenue and Taxation as a basis for the protest.
- 34. To date, GDOE has never issued a decision on a procurement protest filed by G4S setting forth TFT's alleged lack of a business license issued by the Guam Department of Revenue and Taxation as a basis for the protest.
- 35. Jurisdiction of the Public Auditor with respect to procurement appeals is limited by 5 G.C.A. § 5425(e). That authority is limited to appeals from decisions issued pursuant to 5 G.C.A. § 5425(e) by the Chief Procurement Officer, the Director of Public Works, the head of a procuring agency, or a designee of one of those officers.
- 36. Because G4S has never filed a procurement protest setting forth TFT's alleged lack of a business license issued by the Guam Department of Revenue and Taxation as a basis for the

protest and because no decision has been issued in writing by GDOE on such a protest, the issue is not properly before the Office of Public Accountability.

- 37. Even if the question were properly before the Public Auditor, G4S never submitted any evidence to show that TFT does not have a business license.
- 38. G4S's Exhibit 10, a copy of a Guam Department of Revenue Master Record printout for TFT, shows that TFT was originally issued a business license on April 11, 2012 and that its current license is set to expire on April 30, 2022. Therefore, TFT currently holds a valid business license, issued by the Guam Department of Revenue and Taxation.
- 39. Further, Daniel Coco of TFT testified that TFT applied for its most recently renewal on time, but that it received its license from the Guam Department of Revenue and Taxation later than usual. *See* Audio of Formal Hearing December 21, 2021, Testimony of Daniel Coco (49:31 to 51:00).

#### CONCLUSIONS OF LAW

- 1. G4S's protest was untimely. Guam procurement law allows an aggrieved party to file a protest, but requires that the "protest shall be submitted in writing within fourteen (14) days after such aggrieved person knows or should know of the facts giving rise thereto." 5 G.C.A. § 5425(a). On May 18, 2022, the bidders were all made aware that GDOE would not require proof that a bidder held a C-68 Specialty Contractor's License with its bid submission. G4S did not file its protest within fourteen (14) days of May 18, 2022. Instead, G4S filed its protest on August 10, 2021. Therefore, pursuant to 5 G.C.A. § 5425(a), G4S's procurement protest was untimely.
  - 2. Pursuant to 21 G.C.A. § 70101(c), the Guam contractors law shall not apply to:
  - (c) A person who sells *or* installs any finished products, materials *or* articles *or* merchandise which are *not* actually fabricated into and *do not* become a permanent fixed part of the structure, *or* to the construction, alteration, improvement *or* repair of personal property;

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21 G.C.A. § 70101(c) (emphasis in original). Several witnesses, including witnesses for G4S (the appellant), GDOE (the procuring agency), and TFT (an interested party and intended awardee) testified that the IFB required the winning bidder to install finished products and materials which would not become a permanent part of a structure. They further testified that removal of said products and materials would not render the school structures unusable or cause substantial damage to the structures. Because the IFB required the winning bidder to install finished products and materials which would not become a permanent part of a structure and because the removal of those finished products and materials would not render the school structures unusable or cause substantial damage to the structures, the exemption in 21 G.C.A. § 70101(c) applies and none of the provisions of the Guam contractors law apply to work performed under the IFB.

- 3. Jurisdiction of the Public Auditor with respect to procurement appeals is limited by 5 G.C.A. § 5425(e). That authority is limited to appeals from decisions issued pursuant to 5 G.C.A. § 5425(e) by the Chief Procurement Officer, the Director of Public Works, the head of a purchasing agency, or a designee of one of those officers. G4S has never filed a procurement protest setting forth TFT's alleged lack of a business license issued by the Guam Department of Revenue and Taxation as a basis for the protest. In addition, no decision has been issued in writing by GDOE on such a protest. Therefore, G4S's argument that TFT is not a responsible bidder due to a lack of a business license issued by the Guam Department of Revenue and Taxation is not properly before the Public Auditor. In any event, TFT has a current, valid business license set to expire on April 30, 2022.
- 4. TFT's bid met the requirements and criteria set forth in the IFB and was the lowest bid. Therefore, the contract must be awarded to TFT because TFT was the lowest responsible bidder whose bid met the requirements and criteria set forth in the IFB. 5 G.C.A. § 5211(g).
  - 5. G4S's appeal is hereby DENIED in its entirety.

1	This is a Final Administrative Decision. The Parties are hereby informed of their right to
2	appeal from a Decision by the OPA to the Superior Court of Gaum, in accordance with Part D or
3	Article 9, of 5 G.C.A. § 5702, and shall be made available for review on the OPA Website
4	www.opaguam.org.
5	SO ORDERED this day of, 2022.
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8	Benjamin J.F. Cruz
9	Public Auditor of Gaum
10	SUBMITTED BY:
11	BLAIR STERLING JOHNSON & MARTINEZ
12	A PROFESSIONAL CORPORATION
13	D Mas I A
14	R. MARSIL JOHNSON
15 16	Attorneys for Party in Interest Technologies for Tomorrow, Inc.
17	U68\76760-01
18	G:PLD/RMI/278-PROPOSED FINDINGS OF FACT AND COL RE TFT APPEAL OF G4S OPA-PA-21-007.DOCX
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