Opening Remarks

Douglas E. Kreulen, A.A.E.
Acting President and CEO, MNAA
Passenger Growth

- **FY 2014**: 10.6 Million
- **FY 2015**: 11.1 Million
- **FY 2016**: 12.2 Million
- **FY 2017**: 13.5 Million

Years: FY 2014, FY 2015, FY 2016, FY 2017

Values: 10.5, 11, 11.5, 12, 12.5, 13, 13.5, 14, 14.5, 15
Long-Term Projection

- FY 2014: 10.6 Million
- FY 2015: 11.1 Million
- FY 2016: 12.2 Million
- FY 2017: 13.5 Million
- FY 2023: 17 Million
- FY 2032: 19.2 Million
- FY 2041: 23 Million
BNA Vision Video
Opening Remarks

Dr. A. Dexter Samuels
Vice Chair, MNAA Board of Commissioners
Program Overview

Robert Ramsey, PE
Chief Engineer

Ross Payton
Principal, Corgan
Purpose

• Inform Contracting/Architectural/Engineering Community

• Receive Feedback on the Intended Approach
  – Provide Input to MNAA on Oct 3, 4, and 5
  – Email: robert_ramsey@nashintl.com and rick_jones@nashintl.com

• Networking Opportunity

• Today’s Slides and a Draft Contract for Project 1 can be accessed here:
  http://bnavision.com/opportunities/
  https://www.flynashville.com/business-opportunities/Pages/default.aspx
Programming & Design Direction for the BNA Vision
BNA Vision
BNA Vision
360 Tour

BNA is transforming. BNA Vision is a growth and expansion plan in our continued effort to maintain Nashville International Airport as a world-class facility for the future of Nashville. It’s the type of innovative undertaking and bold planning that’s needed to accommodate Middle Tennessee’s booming population and the airport’s record-breaking passenger increases.

BNAVision.com
Program – Phasing

<table>
<thead>
<tr>
<th>C A L E N D A R  Y E A R</th>
</tr>
</thead>
<tbody>
<tr>
<td>-------------------------</td>
</tr>
<tr>
<td>Project 0</td>
</tr>
<tr>
<td>Programming and Initial Design, Garage A, CONRAC Ramps, Roadway, Demo Existing Garage, Interim FIS, Apron Expansion, Additional Security Lanes, and Employee Parking</td>
</tr>
<tr>
<td>(Design)</td>
</tr>
<tr>
<td>Project 1</td>
</tr>
<tr>
<td>Concourse D, Ticketing and Bag Claim Expansion (Construction)</td>
</tr>
<tr>
<td>(Design)</td>
</tr>
<tr>
<td>Project 2</td>
</tr>
<tr>
<td>Parking C, Office Plaza, Future Transit Station &amp; GTC (Construction)</td>
</tr>
<tr>
<td>(Laydown Area for Canopy)</td>
</tr>
<tr>
<td>Parking B, Hotel</td>
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<tr>
<td>2A</td>
</tr>
<tr>
<td>2B</td>
</tr>
<tr>
<td>Project 3</td>
</tr>
<tr>
<td>Central Terminal, Security / Passenger Processing / IAF (Construction)</td>
</tr>
<tr>
<td>(Design)</td>
</tr>
<tr>
<td>Project 4</td>
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<tr>
<td>Project 5</td>
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<tr>
<td>Donelson Pike Prelim Design and NEPA</td>
</tr>
<tr>
<td>Right of Way and Design</td>
</tr>
<tr>
<td>Terminal Roadway and Donelson Pike</td>
</tr>
<tr>
<td>Airport Roadways</td>
</tr>
</tbody>
</table>

Demolish FIS (Construction)

08.03.2017
Individual Project Details

- **Project 0 – Enabling Projects**
  - Design/Construction
  - Garage A
  - Interim International Arrivals Building (IAB)
  - Additional Security Checkpoint Lanes
  - Project Management Office
  - Consolidated Rental Car Facility (CONRAC) Ramps
  - Employee Parking Lot Expansion

Budget $166M
Individual Project Details

• **Project 1 – Terminal “Wings” & Concourse D**
  - South Landside, Ticketing/Bag Claim
  - North Landside, Ticketing/Bag Claim
  - New Concourse D
  - Central Utility Plant

Budget $240M

• **New space: 228,000 sq. ft.**    **Renovated space: 80,000 sq. ft.**    **Domestic Gates:**

New Concourse D
Ticketing and Baggage Claim Expansions
Individual Project Details

• **Project 2 – Garage, Office, Plaza, Hotel, and Provision for Transit**
  – Garages B and C
  – Office Space
  – Hotel
  – Plaza
  – Provision for Transit

  **Budget**: $339M

• **Added Parking Spaces**: 4,900  **Office**: 64,000 sq. ft.  **Hotel rooms**: 288
Individual Project Details

- **Project 3 – Central Terminal, International Arrivals Facility, and Security Checkpoint**
  - Central Terminal
  - International Arrivals Facility
  - “T-Gates”
  - Security Checkpoint

- New space: 210,000 sq. ft.  Renovated space: 350,000 sq. ft.  Dual Use Gates: 6

Budget $393M
Individual Project Details

- **Project 4 – Demolish Existing International Arrivals Building (IAB)**
  - Demolish Interim IAB
  - Return Concourse A to original width

  Budget $7M
Individual Project Details

- **Project 5 – Terminal Area and Donelson Pike Access Roadways**
  - Connect Donelson Pike to Terminal Roadway at Two Points
  - Connect Discrete Access to I-40 Eastbound
  - Relocate Terminal Loop Roadway for improved Level of Service and increased capacity

Budget $91M
Design Progression and Schedule

20% Design → 100% Design

20% Design ↔ 30% Design → 100% Design

10% Design ↔ 30% Design

Metropolitan Nashville Airport Authority
Preparation

Robert Ramsey, PE
Chief Engineer
Program Management Offices

PMO (PROGRAM MANAGEMENT OFFICES)
1370 Murfreesboro Pike
Nashville, TN 37217

MONELL'S RESTAURANT
4121
Contractor Employee Parking
Project Delivery Method

Clay Paslay
President, Paslay Management Group
Project Delivery Method Options (Projects 1 – 3)

• **MNAA conducted a Qualitative Analysis of various alternative delivery methods and selected “Progressive Design Build” (PDB) as the preferred delivery method for Projects 1, 2 & 3. Projects 3 & 4 are TBD**

• **PDB differs from a traditional Fixed-Price Design-Build method:**
  - Construction pricing is not determined until the design is sufficiently developed by the DB to competitively price
  - DB works collaboratively with Owner to advance the design ensuring project design objectives are achieved prior to establishing construction contract price
  - Owner has access to design-builder’s estimating and cost models as design develops
  - Enhanced flexibility for phasing and packaging to achieve schedule objectives

• **Key objectives for selecting PDB:**
  - Collaboration
  - Transparency
  - Shorter procurement process
  - Establish “single point of responsibility”
Project Delivery Method Options (Projects 1 – 3)

- **Key requirements of the design-build contract:**
  - “Design-to-budget” requirement
  - “Open-Book” Guaranteed Maximum Price (GMP) format for all construction packages
  - “Exit-Ramp” option for owner at the end of Phase 1
  - Competitive selection of trade sub-contractors

- **The PDB will consist of two phases contracted for separately**
  - **Phase 1** will be for preconstruction services, pricing level design development and firm price negations
  - **Phase 2** will be for final design, construction and commissioning

- **The Design-Build team will be selected through a “Best Value” selection methodology**
  (to be discussed in detail later)

- **For schedule objectives it is anticipated Phase 2 will be implemented with multiple packages (e.g. foundation pkg., structural pkg., exterior skin pkg., etc.) number of packages and scope of work for each will be determined by selected DB team to optimize schedule**
Sustainability Goals

Christine Vitt
Vice President, Strategic Planning & Sustainability
**Sustainability**

**Concourse D:** LEED Certified Required  
Silver Desired

**Garages B and C:** Parksmart Bronze Required

**Hotel:** LEED Silver Required

**Administrative Offices:** LEED Silver Required  
Gold Desired
Total Cost of Ownership (TCO)

**TCO Analysis Included in 20% Design**
- Multiple design elements analyzed
- TCO will mature through design and construction

**Goal of TCO**
- Inform teams in decision making
- Tool for building/system performance
Economic Inclusion

Davita Taylor
Chief of Staff, MNAA
Three (3) Business Diversity Development Programs

• **Disadvantaged Business Enterprise (DBE)**
  - Federally funded programs e.g. FAA grant dollars

• **Airport Concession Disadvantaged Business Enterprise (ACDBE)**
  - Federal Program

• **Small, Minority, Women-owned Business Enterprise (SMWBE)**
  - MNAA funded projects
SMWBE Participation Level - Project 1 – Concourse D & Ticketing/Bag Claim Wings

- **MBE**  – 6.29%
- **WBE**  – 9.13%
- **SBE**  – 4.0% (target only)
- **Total**  – 19.42% (~20%)
Evaluation Criteria

• Your Firm’s Supplier Diversity Program and Philosophy

• SMWBE Utilization Plan

• SMWBE Past Utilization History

• Workforce Development Plan
  - Promise Zone
  - Apprenticeships and OJT programs
  - Skills Training
Certification

- Criteria
- Process
- Reciprocity
Project 1 Overview

Rick Jones
Deputy Chief Engineer
Concourse D & Terminal Wings – Project 1 - RFP

- **Request for Proposal**
  - Qualifications based
  - Pricing based

- **Progressive Design Build**
  - CGMP1 initial
  - Subsequent CGMPs

- **Selection Criteria**
  - SECTION A – Mandatory Requirements
  - SECTION B – Team/Individual Qualifications, Experience
  - SECTION C – Technical Approach
  - SECTION D – SMWBE and Workforce Development
  - SECTION E – Pricing

- **Selection Criteria that differs from the Past**
  - Team Approach
    - Design Assist capabilities
  - Design to Budget
  - LEED/Total Cost of Ownership
  - Subcontractor Default Insurance
  - Pricing Factors
  - Workforce Development
Concourse D & Terminal Wings – Project 1

RFP SCHEDULE OF EVENTS

Owner Issues RFP
Pre-Proposal Conference/Site Visit
Written Questions Deadline
Final Addendum
Technical Qualifications Proposal Due
Short List Issued
Cost Estimate Due
Interviews
Selection
Board Approval
Notice To Proceed

Friday, October 6, 2017
Tuesday, October 17, 2017
Friday, November 3, 2017
Thursday, November 9, 2017

Thursday, November 16, 2017

Friday, December 1, 2017
Friday, December 8, 2017
Tuesday, December 12, 2017
Monday, December 18, 2017
Wednesday, January 17, 2018
Wednesday, January 17, 2018
Concourse D & Terminal Wings – Project 1 - RFP

- **SECTION B – TEAM/INDIVIDUAL QUALIFICATIONS, EXPERIENCE**

  - **Organization and Personnel** -
    - Organizational chart
    - Resumes of key personnel
    - Management and staffing plan
    - Design Assist – D/B team to identify key trade subcontractors to bring on as part of Preconstruction phase. Describe how these trade subcontractors bring value to the project.

  - **Past Experience** - Provide the following:
    - Airport projects - Value, schedule, Contract type
    - MNAA projects
SECTION C – TECHNICAL APPROACH

Technical approach to all major disciplines for design & construction phase services.

Design Assist - what disciplines and trades. How will you maintain a competitive bidding environment with the subcontract and supplier market?

Day to day operations: maintaining safety, operations, aesthetics, vehicular and pedestrian traffic, airlines and airport tenants.

Schedule and budget control – Design to Budget

Safety program/Quality Control program.

LEED Certified Required, Silver ‘desired’ and Total Cost of Ownership.

Community outreach – competitive pricing

Subcontractor Default Insurance option
• SECTION E – PRICING

• Preconstruction Phase
• Construction Phase Management
• Allowances
  ▪ Co-location, Owners allowance
• Contingency
• Contractors Fee %
• Insurance costs %
• Performance and Payment Bond %
• Subcontractor Default Insurance %
## SECTION E – PRICING

### PRICE AND FEE PROPOSAL FORM

<table>
<thead>
<tr>
<th>DESIGN SERVICES AND DESIGN/BUILDER SERVICES</th>
<th>CGMP1</th>
<th>NOTES</th>
<th>COST EVALUATION FACTORS</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRE-CONSTRUCTION SERVICES (includes all fees, insurance, bonds, design, project requirements, scope of work)</td>
<td>LS</td>
<td>EXHIBIT J, E1.a Insert Lump Sum</td>
<td>Rough Order of Magnitude Cost Estimate used for Cost Evaluation Factors Only</td>
</tr>
<tr>
<td>CONSTRUCTION PHASE - Construction Management Cost, (based on project approach and resource loaded staffing plan for the entire project.)</td>
<td>LS</td>
<td>EXHIBIT J, E1.b Insert Lump Sum</td>
<td>EVALUATION of COST to MNA based on CGMP1 plus fees applied to Rough Order of Magnitude Opinion of Probable Cost</td>
</tr>
<tr>
<td>ALLOWANCES, (REFER TO TABLE of OWNER ALLOWANCES IN ATTACHMENT &lt;&gt;)</td>
<td>LS $ 4,000,000</td>
<td>EXHIBIT J, E1.c</td>
<td>$ 4,000,000</td>
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<tr>
<td>CONTINGENCY</td>
<td>LS</td>
<td>EXHIBIT J, E1.c Insert Lump Sum</td>
<td></td>
</tr>
<tr>
<td>DESIGN/BUILDER FEE, (this rate is used, all inclusive, for the entire project, excludes design costs on CGMP1 above): [% value x (B+C+D)]</td>
<td>$ -</td>
<td>EXHIBIT J, E1.d: Does not apply to Pre-Construction Services (INSERT FEE IN PERCENT FORMAT)</td>
<td>$ 186,000,000 0.00%</td>
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<tr>
<td>[A+B+C+D+E], CGMP1 SUBTOTAL</td>
<td>$ 4,000,000</td>
<td></td>
<td></td>
</tr>
<tr>
<td>INSURANCES, (excluding OCIP coverages.): [% value x (B+C+D+E)]</td>
<td>$ -</td>
<td>EXHIBIT J, E1.e Insert % Value</td>
<td>$ 186,000,000 0.00%</td>
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<tr>
<td>SUBCONTRACTOR DEFAULT INSURANCE</td>
<td></td>
<td>EXHIBIT J, E1.e Insert % Value</td>
<td>$ 186,000,000 0.00%</td>
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<tr>
<td>100% PERFORMANCE AND PAYMENT BOND: [% value x (F+G+H)]</td>
<td>$ -</td>
<td>EXHIBIT J, E1.e Insert % Value</td>
<td>$ 186,000,000 0.00%</td>
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<tr>
<td><strong>Total CGMP1</strong></td>
<td><strong>$ 4,000,000</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Rough Order of Magnitude Opinion of Probable Cost $ 186,000,000
How To Do Business With MNAA

Lynne Steck
Director, Procurement
To access the Contractor/Vendor application, follow these steps:

1. Login to www.flynashville.com

2. Scroll to the bottom of the homepage. Under the heading “Around the Airport”, click on Business Opportunities.

3. Contractor/Vendor Application is the third option on the left.

4. Under the picture of the plane, click on the Contractor/Vendor Application link, to open the form.

5. Complete the application on-line and submit it. The application will come into the Purchasing office for processing.

If you have questions about completing the application, contact Monta Caraker at (615) 275-2300.
**Metropolitan Nashville Airport Authority Vendor Profile**

<table>
<thead>
<tr>
<th>Company Name (complete legal name)</th>
<th>*Click on BID for Business Diversity Development Information</th>
<th>Are you currently designated or certified* as:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name Doing Business As</td>
<td>Corporation</td>
<td>Disadvantaged Business Enterprise (DBE)</td>
</tr>
<tr>
<td>Federal Identification / Tax ID Number:</td>
<td>LLC</td>
<td>Small, Minority or Woman-Owned Business Enterprise (SMWBE)</td>
</tr>
<tr>
<td>Remit To Address</td>
<td>Partnership</td>
<td></td>
</tr>
<tr>
<td>Remit To Address</td>
<td>Sole Proprietorship</td>
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**Additional Contact Information**

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<tr>
<th>Accounts Receivable</th>
<th>Sales</th>
<th>Service</th>
<th>After Hours</th>
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<tbody>
<tr>
<td>Name</td>
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<tr>
<td>Email</td>
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<tr>
<td>Phone</td>
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<tr>
<td>Fax</td>
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</tbody>
</table>

**Physical Address (if different than above)**

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<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Country</th>
<th>Country</th>
<th>Country</th>
<th>Country</th>
</tr>
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**Order Information**

<table>
<thead>
<tr>
<th>Purchase Order Accepted</th>
<th>Credit Card Order Accepted</th>
</tr>
</thead>
</table>

**Contact Information**

<table>
<thead>
<tr>
<th>Primary MNAA Contact Name(s):</th>
<th>Submitted By:</th>
<th>Title:</th>
<th>Date</th>
</tr>
</thead>
</table>

**FAX: 615-275-2349  PHONE: 615-275-2300**
Please provide a detailed description of Goods/Services Provided: (also check all that apply below)

<table>
<thead>
<tr>
<th>CHECK BOXES THAT APPLY TO YOUR COMPANY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advertising</td>
</tr>
<tr>
<td>Airfield Services</td>
</tr>
<tr>
<td>Airfield Stripping</td>
</tr>
<tr>
<td>Alarm Systems</td>
</tr>
<tr>
<td>Architecture</td>
</tr>
<tr>
<td>Art/Art Curator</td>
</tr>
<tr>
<td>Audio Visual Equipment</td>
</tr>
<tr>
<td>Awards /Engraving</td>
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<tr>
<td>Baggage Conveyor</td>
</tr>
<tr>
<td>Box Store</td>
</tr>
<tr>
<td>Building Materials</td>
</tr>
<tr>
<td>Carpet Cleaning</td>
</tr>
<tr>
<td>Catering Services/Food &amp; Beverage</td>
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<tr>
<td>Chemicals</td>
</tr>
<tr>
<td>Coffee Supplies/Equipment</td>
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<tr>
<td>Compressed Gas</td>
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<tr>
<td>Computer Hardware/Software</td>
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<td>Concrete</td>
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<td>Construction Services</td>
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<tr>
<td>Consulting</td>
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<tr>
<td>Door Supplies/Repairs</td>
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<tr>
<td>Dry Cleaning/Laundry</td>
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<td>Electrical Supplies/Electrical Services</td>
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<tr>
<td>Elevator/Escalator/Moving Sidewalk</td>
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<tr>
<td>Employees/Employee Benefits</td>
</tr>
<tr>
<td>Engineering/Environment</td>
</tr>
</tbody>
</table>

www.flynnashville.com
Vendor Application

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W-9

Vendor Application

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Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

1. Name as shown on your income tax return. Name is required on this line; do not leave this line blank.
2. Business name/individual/proprietor name, if different from above
3. Check appropriate box for federal tax classification; check only one of the following seven boxes:
   - Individual/proprietor or
   - C Corporation
   - S Corporation
   - Partnership
   - Limited liability company
   - Single-member LLC
   - Other (see instructions)
   - Trust/estate

4. Exempt payee code (if any)
5. Exemption from FATCA reporting code (if any)
6. Address (number, street, apt., suite, etc.)
7. City, state, and ZIP code
8. Requestor’s name and address (optional)

Part I

Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, if a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see How to get a TIN on page 3.

Note: If the account is in more than one name, see the instructions for line 1 and chart on page 4 for guidelines on whose number to enter.

Part II

Certification

Under penalties of perjury, I certify that:
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because (a) I am exempt from backup withholding under section 3402(o)(5) of the Internal Revenue Code, (b) the payee has not been notified in writing that he is a payee subject to backup withholding, or (c) I have not been notified in writing that I am subject to backup withholding because of an incorrect taxpayer identification number or because I am a payee of cash transactions in which the amount paid is over $10,000;
3. I am a U.S. citizen or other U.S. person (as defined below); and
4. The entity code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 3 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For cash receipts transactions, item 2 does not apply. For mortgage interest paid, acquisition of or disposition of real property, gift annuity payments, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign

Signature of U.S. person

Date

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Purpose of Form

An individual or entity (form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN) or employer identification number (EIN). To report an information return the amount paid to you, or other amount reportable on an information return, examples of information returns include, but are not limited to, the following:

- Form 1099-R (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-APR (acquisition or abandonment of secured property)
- Form 1099-C (sale or abandonment of a trade or business)
- Form 1098-E (interest on education loans)
- Form 1099-B (stock options or similar transactions)
- Form 1099-K (sales from real estate transactions)
- Form 1099-K (merchant card and third-party network transactions)
- Form 1099-NEC (business owners or independent contractors)

To process your Vendor Application you MUST complete and return this W-9 form via e-mail to contractorvendorapp@nashintl.com or via fax to 615-275-2349

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www.flynashville.com
Aerobidz Registration

- If you want to be registered with Aerobidz, please send an e-mail to: aerobidzregistration@nashintl.com and include your company name, address, city, state, zip, phone number, main point of contact and their e-mail address.

- We will take care of getting you registered for free and you will be notified via e-mail by Aerobidz once your registration is complete.

DO NOT TRY TO REGISTER DIRECTLY WITH AEROBIDZ AS THEY CHARGE A SUBSTANTIAL FEE FOR DIRECT REGISTRATION.

Registration through MNAA is no cost to the contractor.
Authorized Contact

During an active solicitation you may ONLY contact:

- MNAA Procurement – for all questions
- MNAA Business Diversity Development - only for SMWBE/DBE related questions

Do **NOT** contact:

- MNAA Departments not listed above
- Board Members

Inappropriate communication during a solicitation may result in DISQUALIFICATION
Closing Remarks

Douglas E. Kreulen, A.A.E.
Acting President and CEO