



Metropolitan Nashville Airport AuthoritySM

Industry Forum

October 3, 2017

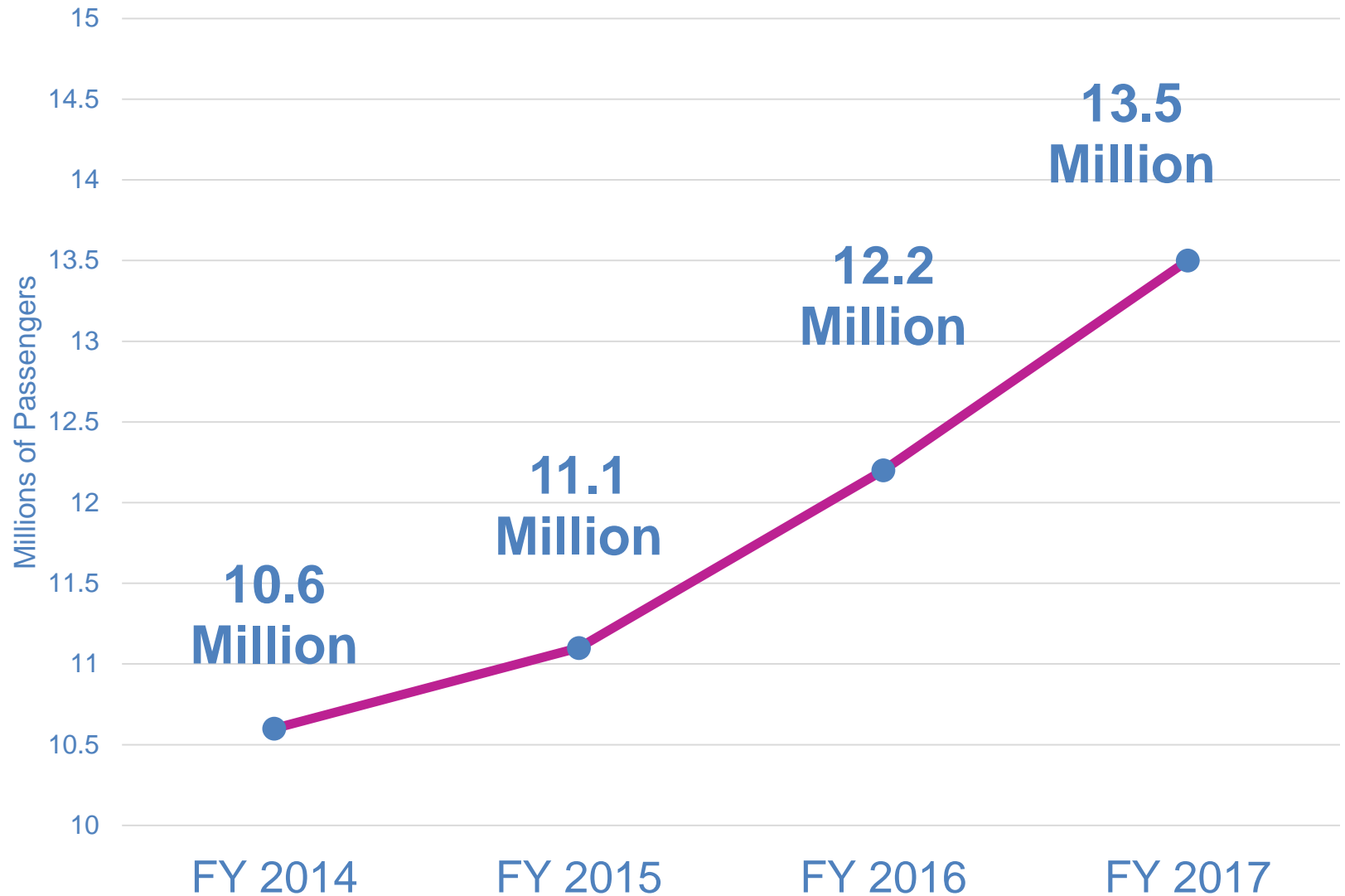




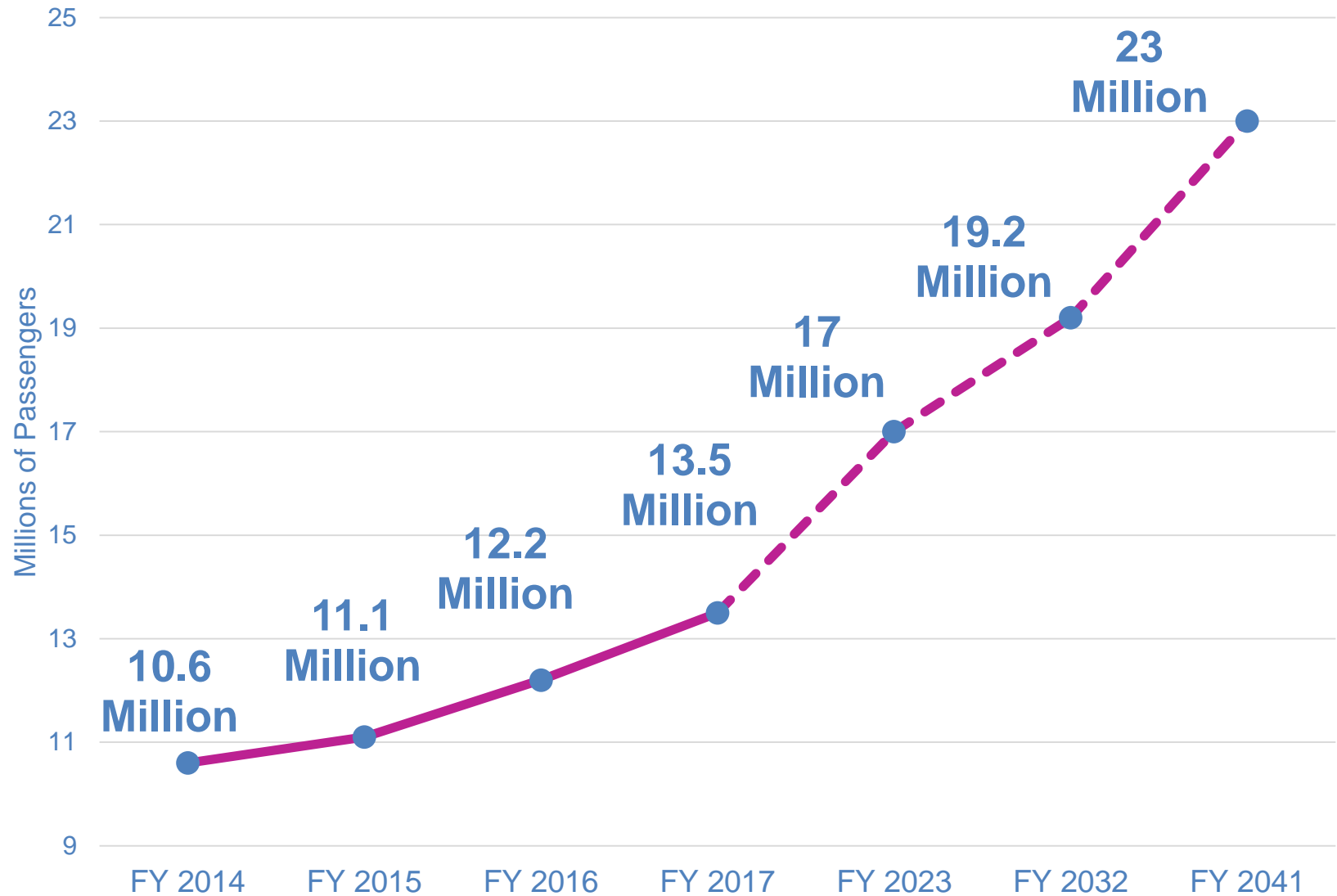
Opening Remarks

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

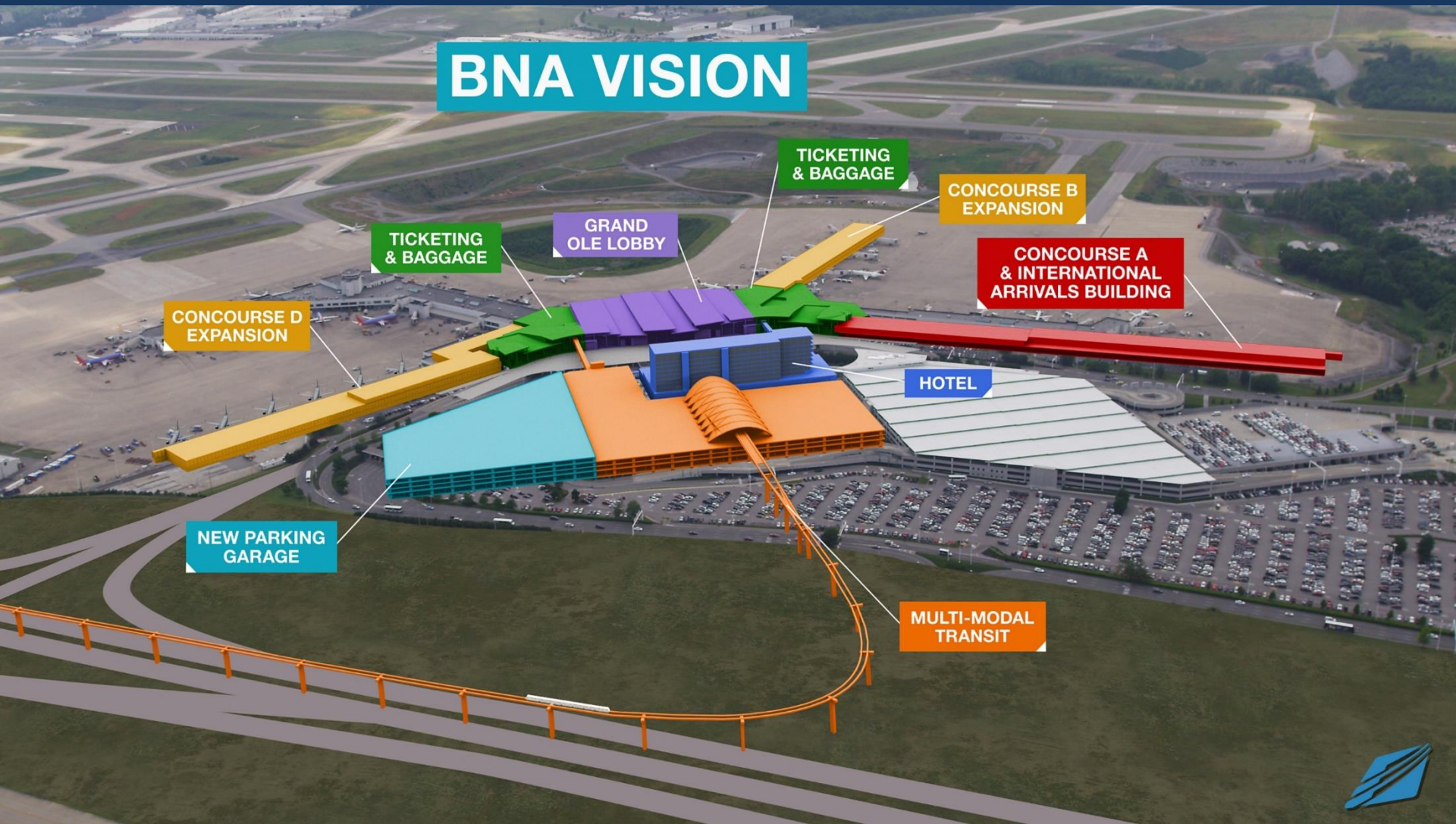
Passenger Growth



Long-Term Projection



Concept







BNA Vision Video



Opening Remarks

Dr. A. Dexter Samuels

Vice Chair, MNAA Board of Commissioners







Program Overview

Robert Ramsey, PE
Chief Engineer

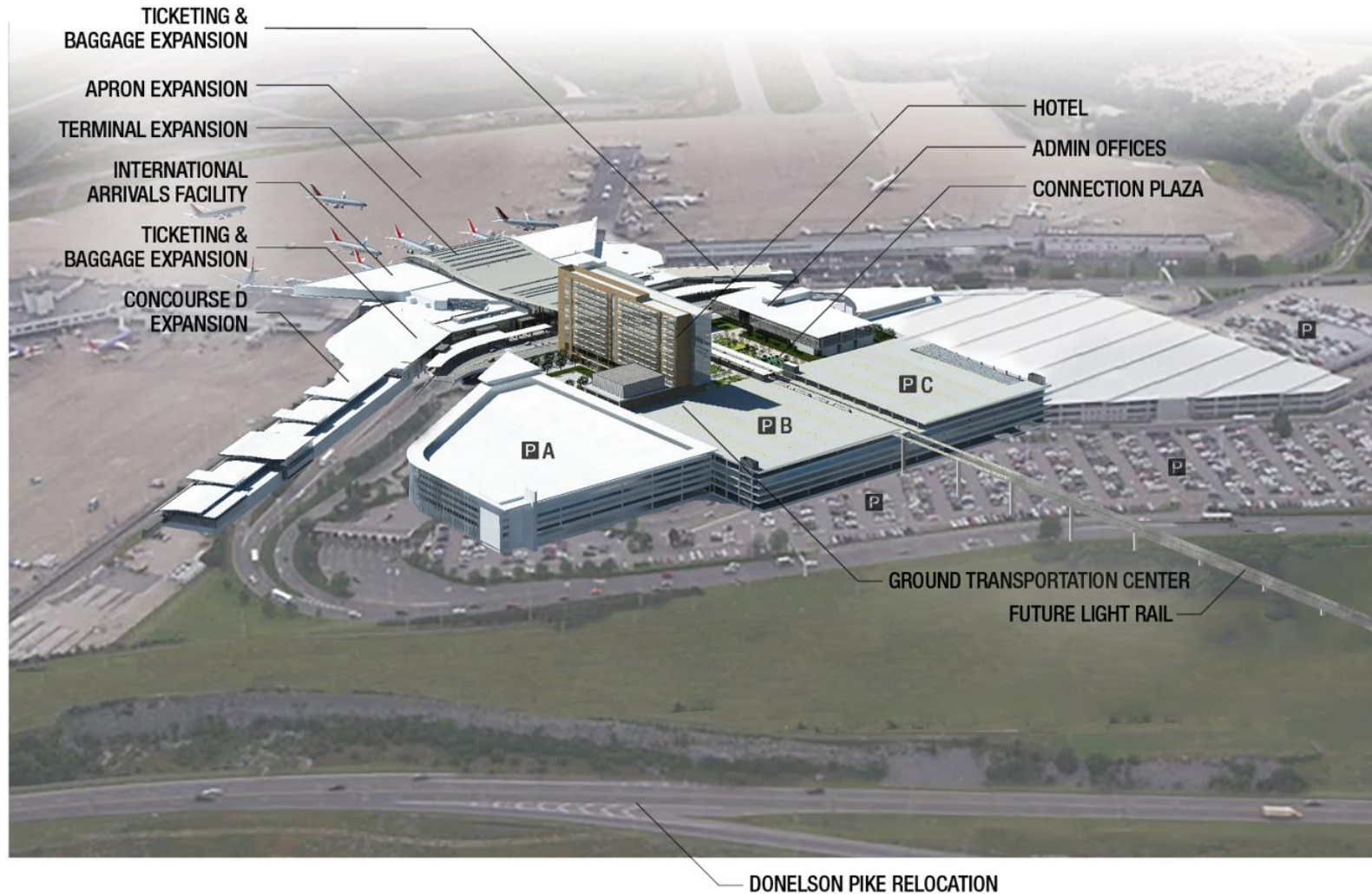
Ross Payton
Principal, Corgan



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>
 - <https://www.flynashville.com/business-diversity-development/Pages/BNA-Vision-Outreach-Event.aspx>

Programming & Design Direction for the BNA Vision





Metropolitan Nashville Airport Authority™

BNA Vision





BNA Vision



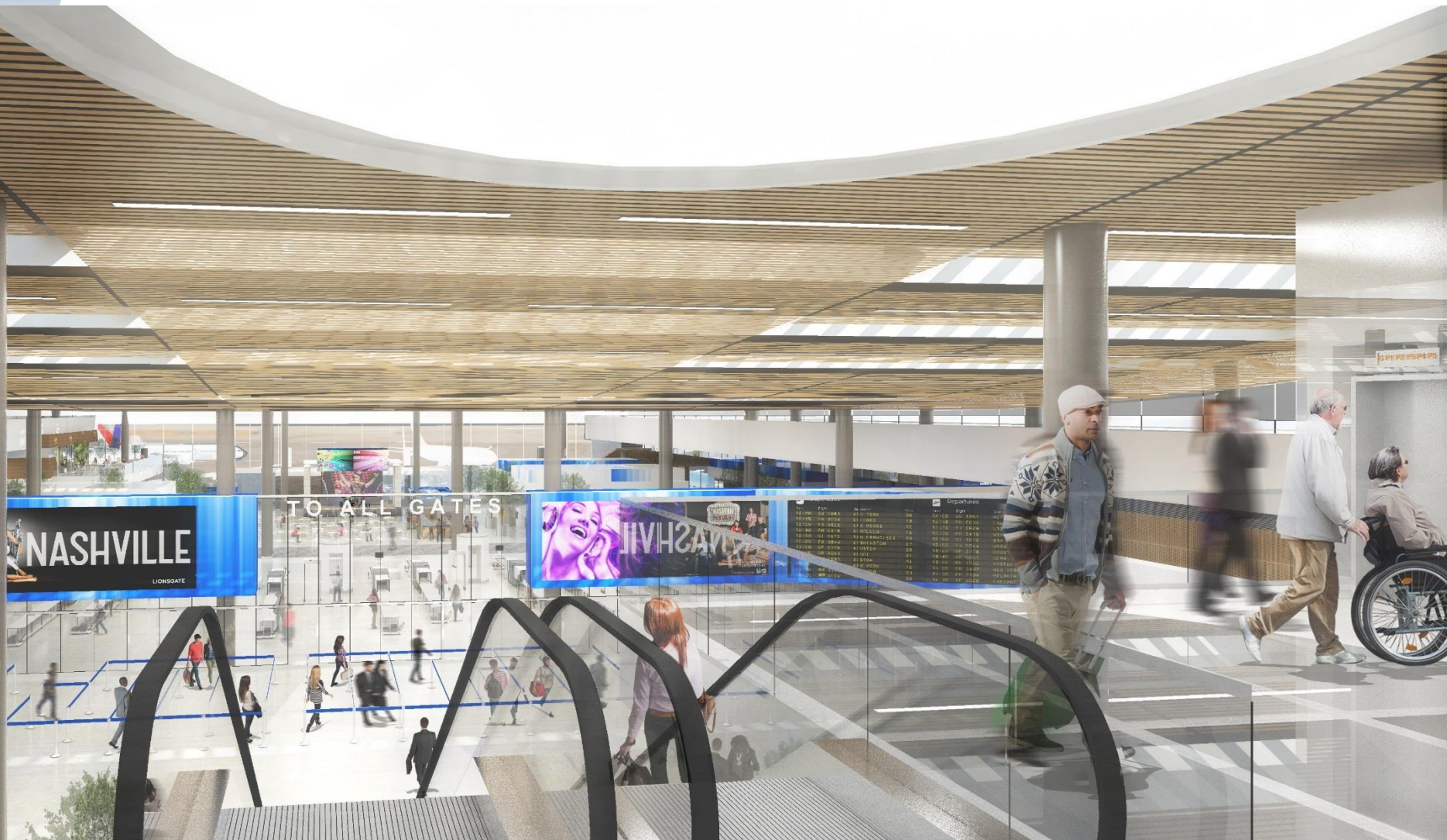


BNA Vision





BNA Vision





Metropolitan Nashville Airport Authority™

BNA Vision





BNA Vision





BNA Vision



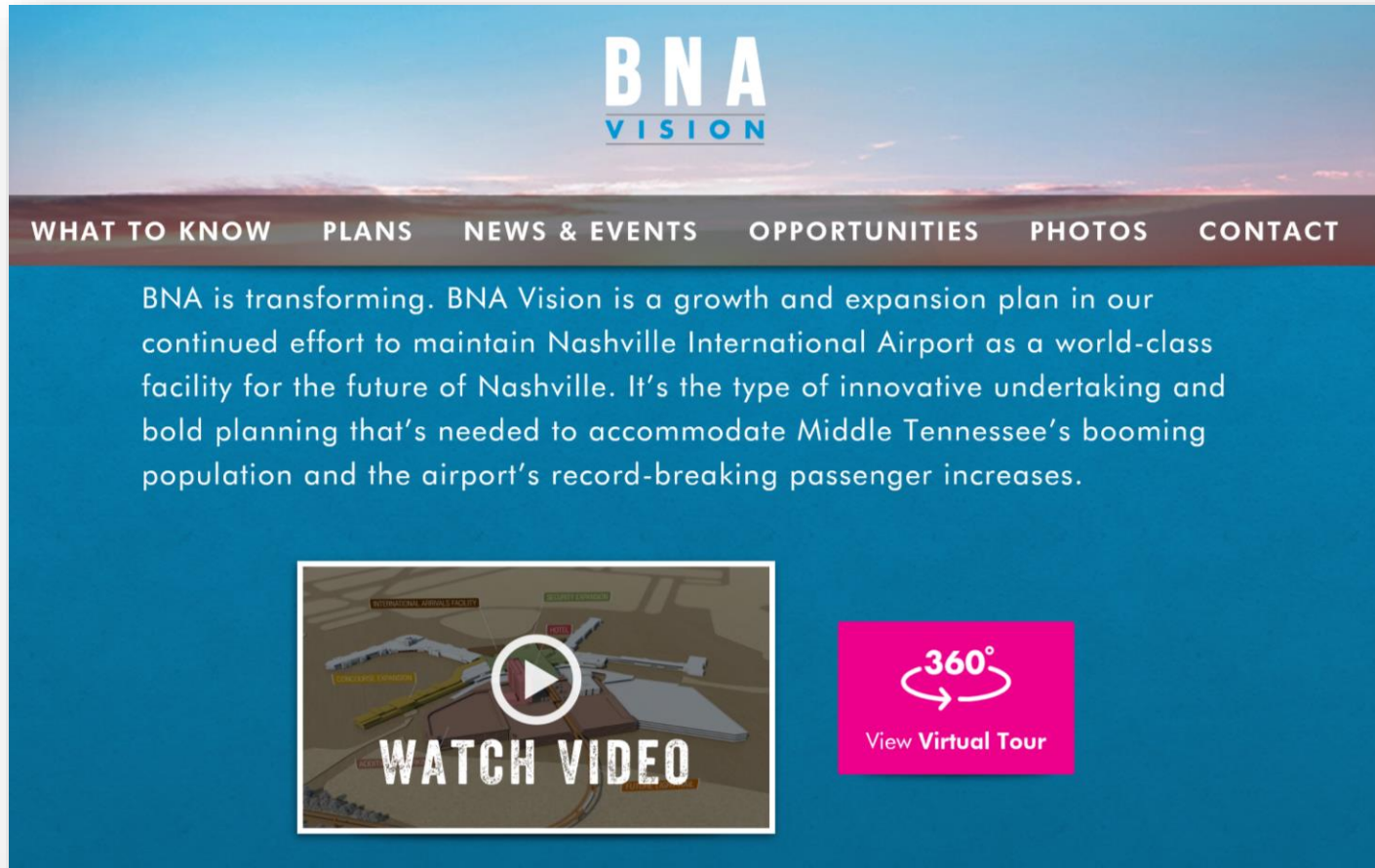


BNA Vision





360 Tour



The screenshot shows the BNA Vision website. At the top is the BNA VISION logo. Below it is a navigation bar with links: WHAT TO KNOW, PLANS, NEWS & EVENTS, OPPORTUNITIES, PHOTOS, and CONTACT. The main content area has a blue background with white text. Below the text is a video player with a play button and the text 'WATCH VIDEO'. To the right of the video player is a pink button with a 360-degree rotation icon and the text 'View Virtual Tour'.

**BNA
VISION**

WHAT TO KNOW PLANS NEWS & EVENTS OPPORTUNITIES PHOTOS CONTACT

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.

WATCH VIDEO

360°
View Virtual Tour

BNAVision.com



Program – Phasing

CALENDAR YEAR

2017

2018

2019

2020

2021

2022

2023

2024

Project 0

Programming and Initial Design, Garage A, CONRAC Ramps, Roadway, Demo Existing Garage, Interim FIS, Apron Expansion, Additional Security Lanes, and Employee Parking

Project 1

(Design)

Concourse D, Ticketing and Bag Claim Expansion (Construction)

Project 2

(Design)

2A

2B

Parking C, Office Plaza, Future Transit Station & GTC (Construction)

(Laydown Area for Canopy)

Parking B, Hotel

Project 3

(Design)

Central Terminal, Security / Passenger Processing / IAF (Construction)

Project 4

(Design)

Demolish FIS (Construction)

Project 5

Donelson Pike Prelim Design and NEPA

Right of Way and Design

Terminal Roadway and Donelson Pike

Airport Roadways

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**

Budget \$240M

- South Landside, Ticketing/Bag Claim
- North Landside, Ticketing/Bag Claim
- New Concourse D
- Central Utility Plant

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



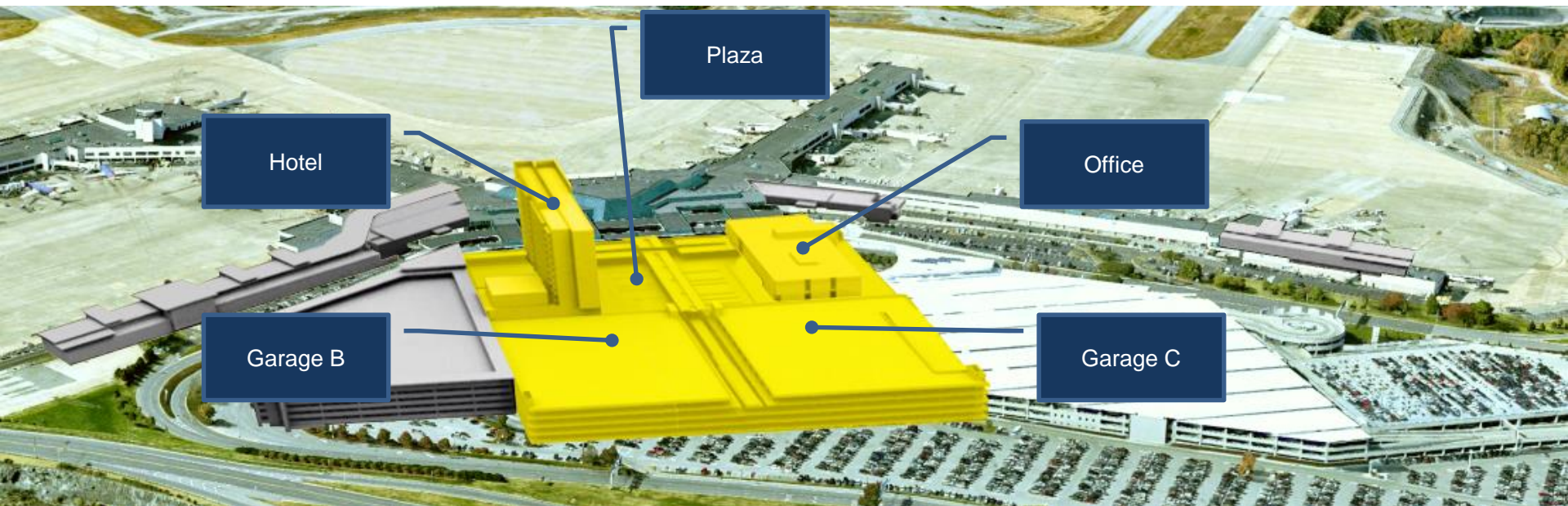
Individual Project Details

- **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**

Budget \$393M

- 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

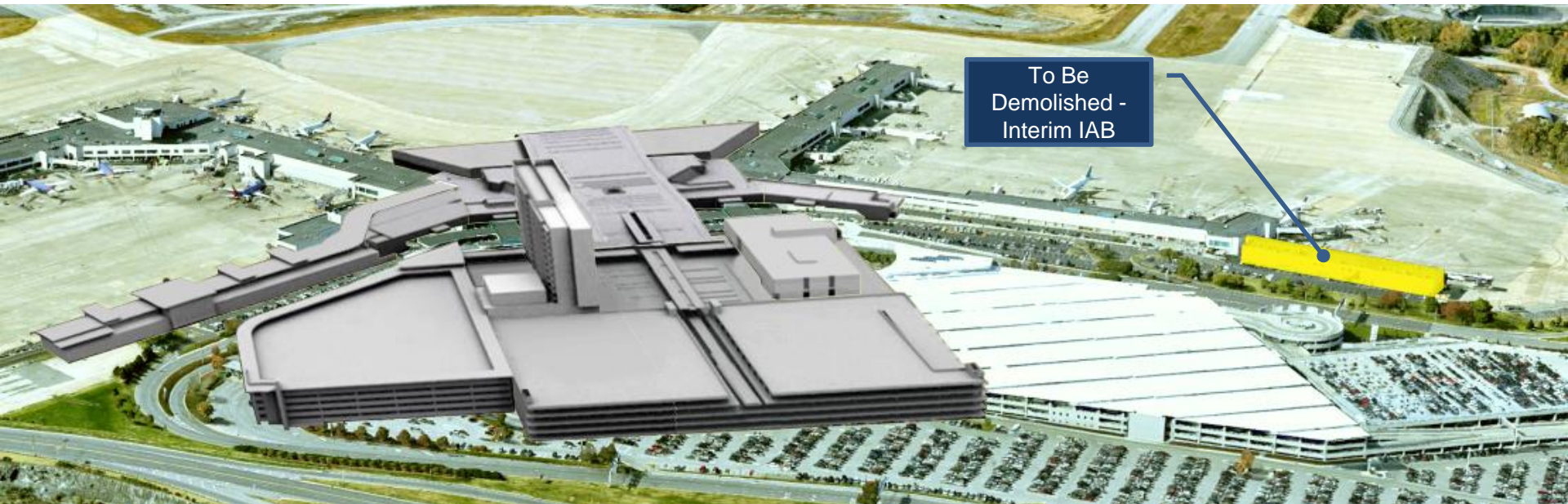


Individual Project Details

- **Project 4 – Demolish Existing International Arrivals Building (IAB)**

- Demolish Interim IAB
- Return Concourse A to original width

Budget \$7M

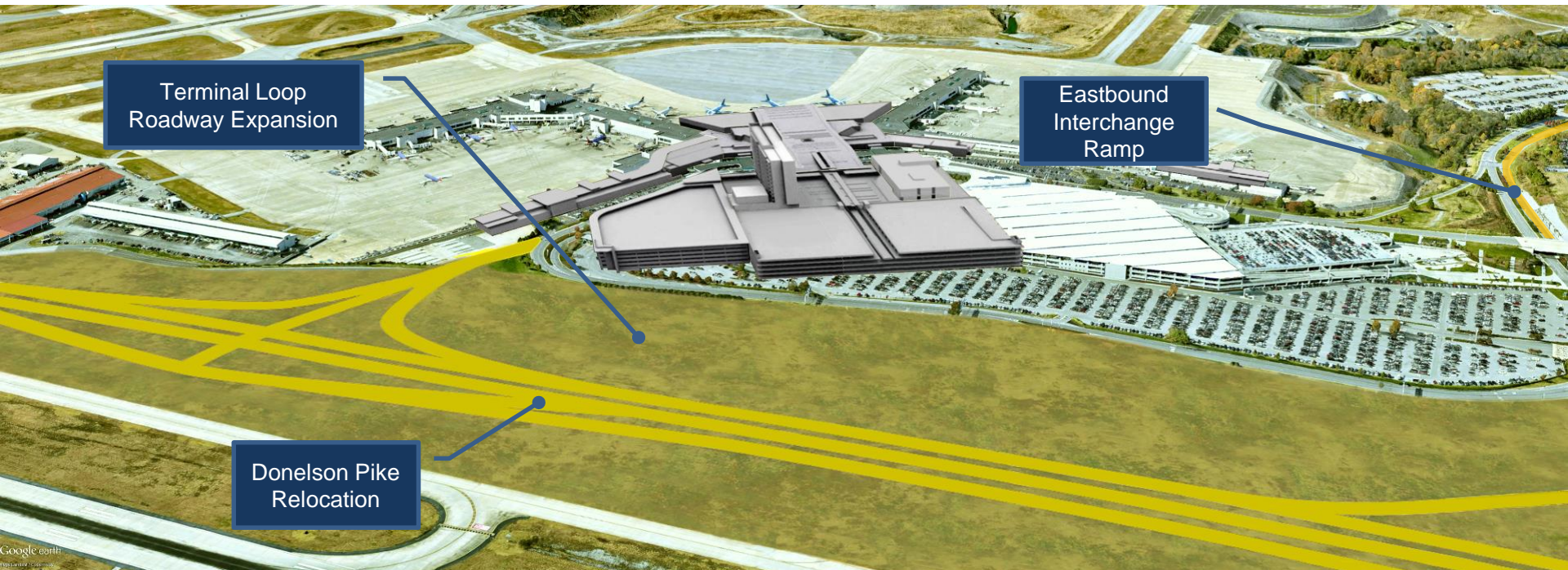


Individual Project Details

- **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



10% Design

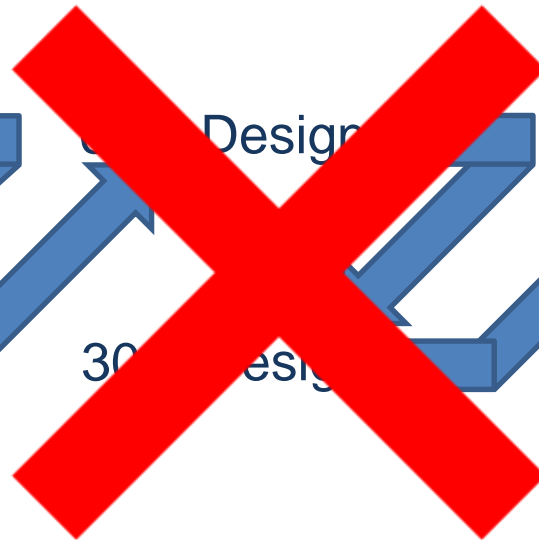


30% Design

30% Design



100% Design





Preparation

Robert Ramsey, PE
Chief Engineer

Program Management Offices



Contractor Employee Parking



Laydown Yards





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 negotiations
 - 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

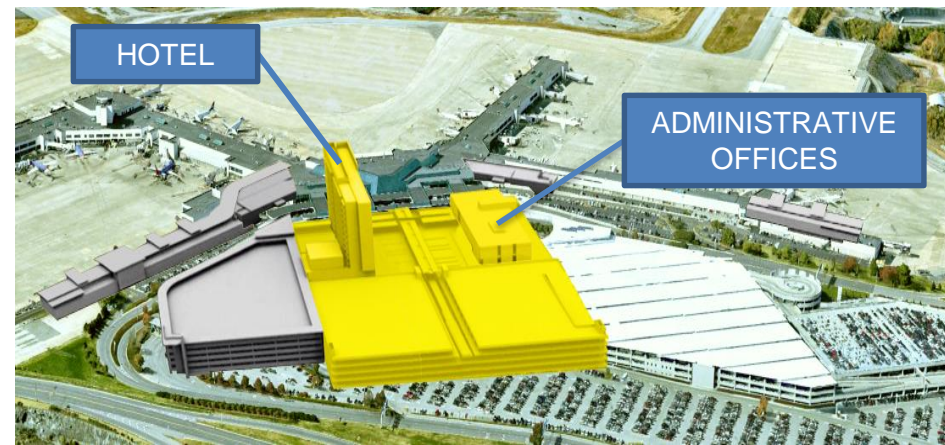


Concourse D: LEED Certified Required
Silver Desired

Hotel: LEED Silver Required



Garages B and C: Parksmart Bronze 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

Total Cost of Ownership





Economic Inclusion

Davita Taylor
Chief of Staff, MNAA



Business Diversity Development

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**



Break



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	Friday, October 6, 2017
Pre-Proposal Conference/Site Visit	Tuesday, October 17, 2017
Written Questions Deadline	Friday, November 3, 2017
Final Addendum	Thursday, November 9, 2017
Technical Qualifications Proposal Due	Thursday, November 16, 2017
Short List Issued	Friday, December 1, 2017
Cost Estimate Due	Friday, December 8, 2017
Interviews	Tuesday, December 12, 2017
Selection	Monday, December 18, 2017
Board Approval	Wednesday, January 17, 2018
Notice To Proceed	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



Concourse D & Terminal Wings – Project 1 - RFP

- **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**



Concourse D & Terminal Wings – Project 1 - RFP

- **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**

BNA
VISION



How To Do Business With MNAA

Lynne Steck
Director, Procurement



Contractor/Vendor Application

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.

Nashville International Airport™

SECURITY CHECKPOINT WAIT TIMES

SOUTH SECURITY ENTRANCE LESS THAN 10 MINUTES

NORTH SECURITY ENTRANCE LESS THAN 15 MINUTES

Metropolitan Nashville Airport Authority Vendor Application

Company Name (complete legal name) [*Click on BDD for Business Diversity Development information](#) BDD Are you currently designated or certified* as:

Name Doing Business As

Type of Organization: Corporation ☐ Disadvantaged Business Enterprise (DBE) ☐
LLC ☐
Partnership ☐ Small, Minority or Woman-Owned Business Enterprise (SMWBE) ☐
Sole Proprietorship ☐

Federal Identification / Tax ID Number:

Remit To Address [*Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application.](#) NAICS

City

County

State

NAICS Code 1

NAICS Code 2

NAICS Code 3

NAICS Code 4

NAICS Code 5

NAICS Code 6

NAICS Code 7

NAICS Code 8

NAICS Code 9

NAICS Code 10

Remit to Name

Business Address (if different than Remit To address)

City

State

Country

Business Email

Phone

Fax

Additional Contact Information

Accounts Receivable	Sales	Service	After Hours
Name			
Email			
Phone			
Fax			
Physical Address (if different than above)			

Business Opportunities

Additional Information

Purchase Order Accepted ☐

Credit Card Order Accepted ☐

To process your Vendor Application you "must complete and return by fax or email the W-9 form".
Fax: 615-275-2349 Email: contractorvendorapp@nashintl.com

Contact Information

Primary MNA Contact Name(s):

Submitted By: Title: Date:

Submit by Email Print Form FAX: 615-275-2349 PHONE: 615-275-2300

Contractor/Vendor Application – Page 1 of 2



Metropolitan Nashville Airport Authority Vendor Profile

Company Name (complete legal name)		*Click on BDD for Business Diversity Development information		BDD		Are you currently designated or certified* as:	
Name Doing Business As		Type of Organization:	Corporation	<input type="checkbox"/>	Disadvantaged Business Enterprise (DBE)		<input type="checkbox"/>
Federal Identification / Tax ID Number:			LLC	<input type="checkbox"/>	Small, Minority or Woman-Owned Business Enterprise (SMWBE)		<input type="checkbox"/>
			Partnership	<input type="checkbox"/>			
			Sole Proprietorship	<input type="checkbox"/>			
Remit To Address		*Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application.					
		NAICS					
City		NAICS Code 1		NAICS Code 6			
County	State	NAICS Code 2		NAICS Code 7			
Phone	Zip	NAICS Code 3		NAICS Code 8			
Fax	Country	NAICS Code 4		NAICS Code 9			
Remit to Name		NAICS Code 5		NAICS Code 10			
Business Address (if different than Remit To address)		Attached is a list of Goods and Services. Please check all boxes that apply to your company and match NAICS codes.					
City	State	Business Email					
Zip	Country	Phone		Fax			
Additional Contact Information							
	Accounts Receivable		Sales		Service		After Hours
Name							
Email							
Phone							
Fax							
Physical Address (if different than above)							
City							
State	Country		Country		Country		Country
Zip							
Order Information - Informational Only		Additional Comments					
Purchase Order Accepted	<input type="checkbox"/>						
Credit Card Order Accepted	<input type="checkbox"/>						
Contact Information							
Primary MNA Contact Name(s):							
Submitted By:		Title:		Date:			
Submit by Email		Print Form		FAX: 615-275-2349		PHONE: 615-275-2300	

Contractor/Vendor Application – Page 2 of 2

Please provide a detailed description of Goods/ Services Provided: *(also check all that apply below)*

CHECK BOXES THAT APPLY TO YOUR COMPANY

Advertising	<input type="checkbox"/>	Entertainers	<input type="checkbox"/>	Licenses	<input type="checkbox"/>	Safety Supplies/Service	<input type="checkbox"/>
Airfield Services	<input type="checkbox"/>	Environmental Services	<input type="checkbox"/>	Lighting	<input type="checkbox"/>	Security	<input type="checkbox"/>
Airfield Stripping	<input type="checkbox"/>	Erosion Control	<input type="checkbox"/>	Lumber	<input type="checkbox"/>	Sewer Inspection	<input type="checkbox"/>
Alarm Systems	<input type="checkbox"/>	Excavation	<input type="checkbox"/>	Machinery/Equipment	<input type="checkbox"/>	Signs	<input type="checkbox"/>
Architecture	<input type="checkbox"/>	Fencing Gates	<input type="checkbox"/>	Mechanical/Electrical	<input type="checkbox"/>	Snow & Ice Supplies/Services	<input type="checkbox"/>
Art/Art Curator	<input type="checkbox"/>	Field & Laboratory Testing	<input type="checkbox"/>	Metal Buildings	<input type="checkbox"/>	Staffing Agencies	<input type="checkbox"/>
Audio Visual Equipment	<input type="checkbox"/>	Filters	<input type="checkbox"/>	Office Supplies/Equipment/Furniture	<input type="checkbox"/>	Surveying & Mapping	<input type="checkbox"/>
Awards /Engraving	<input type="checkbox"/>	Finance/Accounting/Banking	<input type="checkbox"/>	Other	<input type="checkbox"/>	Technical Services	<input type="checkbox"/>
Baggage Conveyor	<input type="checkbox"/>	Fire Extinguisher & Supplies	<input type="checkbox"/>	Paint & Wall Coverings	<input type="checkbox"/>	Telecommunications	<input type="checkbox"/>
Box Store	<input type="checkbox"/>	Firearms/Ammunition	<input type="checkbox"/>	Pavement/Grounds Material	<input type="checkbox"/>	Tools	<input type="checkbox"/>
Building Materials	<input type="checkbox"/>	First Aid Supplies/Equipment	<input type="checkbox"/>	Pest Control	<input type="checkbox"/>	Towing	<input type="checkbox"/>
Carpet Cleaning	<input type="checkbox"/>	Floor Covering	<input type="checkbox"/>	Photographer	<input type="checkbox"/>	Training	<input type="checkbox"/>
Catering Services/Food & Beverage	<input type="checkbox"/>	Fuel - Gasoline/Oil/Diesel	<input type="checkbox"/>	Plumbing Supplies/Services	<input type="checkbox"/>	Transportation	<input type="checkbox"/>
Chemicals	<input type="checkbox"/>	General Contractor	<input type="checkbox"/>	Printing	<input type="checkbox"/>	Trash Removal/Equipment	<input type="checkbox"/>
Coffee Supplies/Equipment	<input type="checkbox"/>	Glass Supplies/Repairs	<input type="checkbox"/>	Professional Organization/Non-Profit	<input type="checkbox"/>	Travel Agency	<input type="checkbox"/>
Compressed Gas	<input type="checkbox"/>	Hotels/Lodging	<input type="checkbox"/>	Professional Services	<input type="checkbox"/>	Trucking/Transport	<input type="checkbox"/>
Computer Hardware/Software	<input type="checkbox"/>	HVAC- Supplies/Repairs	<input type="checkbox"/>	Promotional	<input type="checkbox"/>	Tubes & Tires	<input type="checkbox"/>
Concrete	<input type="checkbox"/>	Information Technology	<input type="checkbox"/>	Publisher	<input type="checkbox"/>	Uniforms/Maintenance/DPS	<input type="checkbox"/>
Construction Services	<input type="checkbox"/>	Inspection Services	<input type="checkbox"/>	Realtor Services	<input type="checkbox"/>	Utilities	<input type="checkbox"/>
Consulting	<input type="checkbox"/>	Insurance	<input type="checkbox"/>	Recruitment/Staffing Services	<input type="checkbox"/>	Vehicle Dealership	<input type="checkbox"/>
Door Supplies/Repairs	<input type="checkbox"/>	Interpreter	<input type="checkbox"/>	Recycling/Shredding	<input type="checkbox"/>	Vehicle Parts	<input type="checkbox"/>
Dry Cleaning/Laundry	<input type="checkbox"/>	Investment Company	<input type="checkbox"/>	Rentals/Leasing	<input type="checkbox"/>	Vehicle Repair Services	<input type="checkbox"/>
Electrical Supplies/Electrical Services	<input type="checkbox"/>	Janitorial Services/Supplies	<input type="checkbox"/>	Roof Supplies/Repairs	<input type="checkbox"/>	Water Conditioner/Treatment	<input type="checkbox"/>
Elevator/Escalator/Moving Sidewalk	<input type="checkbox"/>	Landscaping/Mowing	<input type="checkbox"/>	Rubber Products/Hose/Belts, etc.	<input type="checkbox"/>	Wildlife Regulation/Damage Control	<input type="checkbox"/>
Employees/Employee Benefits	<input type="checkbox"/>	Legal	<input type="checkbox"/>	Rubber Removal	<input type="checkbox"/>	Window Cleaning	<input type="checkbox"/>
Engineering/Environment	<input type="checkbox"/>						

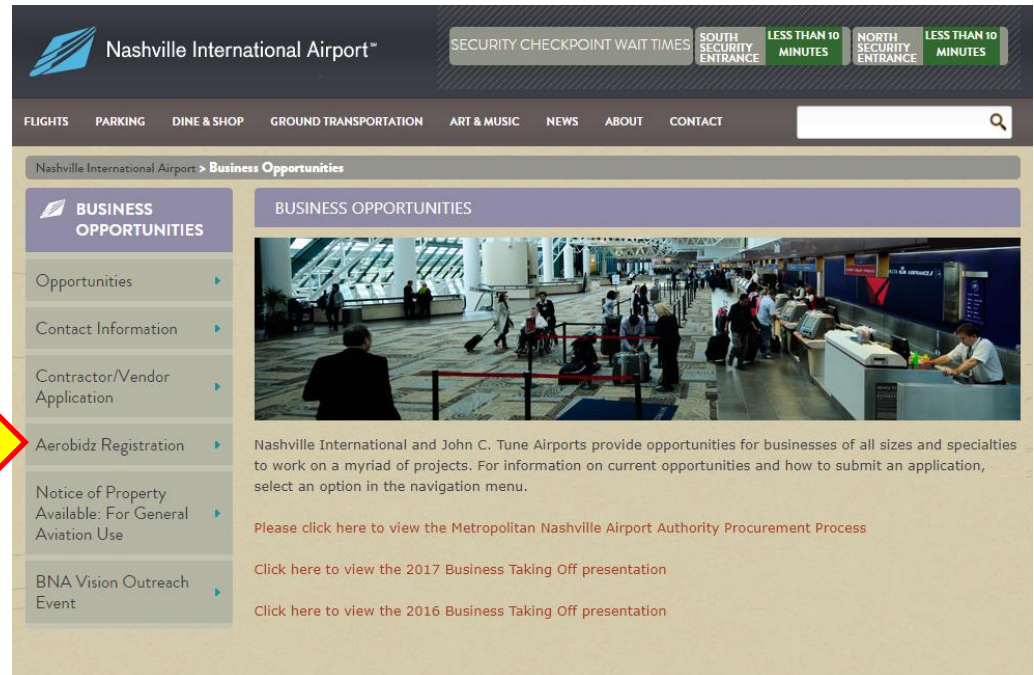
Vendor Application

Form W-9 (Rev. December 2014) Department of the Treasury Internal Revenue Service		Request for Taxpayer Identification Number and Certification		Give Form to the requester. Do not send to the IRS.																																													
Print or type See Specific Instructions on page 2.	1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.																																																
	2 Business name/disregarded entity name, if different from above																																																
	3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <div style="display: flex; justify-content: space-between; font-size: x-small;"><div><input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=Corporation, S=S corporation, P=partnership) ▶ <input type="checkbox"/> Other (see instructions) ▶</div><div><input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate</div></div> <p style="font-size: x-small;">Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.</p>			4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)																																													
	5 Address (number, street, and apt. or suite no.)		Requester's name and address (optional)																																														
	6 City, state, and ZIP code																																																
	7 List account number(s) here (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, for 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 <i>How to get a TIN</i> on page 3. Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.																																																
<table border="1" style="width: 100%; border-collapse: collapse;"><tr><td colspan="9" style="text-align: center; font-size: x-small;">Social security number</td></tr><tr><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td></tr><tr><td colspan="9" style="text-align: center; font-size: x-small;">or</td></tr><tr><td colspan="9" style="text-align: center; font-size: x-small;">Employer identification number</td></tr><tr><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td><td style="width: 25px; height: 20px;"></td></tr></table>					Social security number																		or									Employer identification number																	
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Employer identification number																																																	
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, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and 3. I am a U.S. citizen or other U.S. person (defined below); and 4. The FATCA 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 2 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 real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, 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.																																																	
<table border="1" style="width: 100%; border-collapse: collapse;"><tr><td style="width: 20%; text-align: center; font-size: x-small;">Sign Here</td><td style="width: 60%; font-size: x-small;">Signature of U.S. person ▶</td><td style="width: 20%; font-size: x-small;">Date ▶</td></tr></table>					Sign Here	Signature of U.S. person ▶	Date ▶																																										
Sign Here	Signature of U.S. person ▶	Date ▶																																															
General Instructions Section references are to the Internal Revenue Code unless otherwise noted. Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/ef9 . 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), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on 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-INT (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-B (stock or mutual fund sales and certain other transactions by brokers) • Form 1099-S (proceeds from real estate transactions) • Form 1099-K (merchant card and third party network transactions) <div style="font-size: x-small;"> • Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition) • Form 1099-C (canceled debt) • Form 1099-A (acquisition or abandonment of secured property) Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN. <i>If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.</i> By signing the filled-out form, you: 1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued). 2. Certify that you are not subject to backup withholding, or 3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and 4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See <i>What is FATCA reporting?</i> on page 2 for further information.</div>																																																	

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

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 MNA 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