

WELCOME



BUSINESS *Taking Off*

Metropolitan Nashville Airport Authority



Doug Kreulen

President and CEO

Bobby Joslin

MNAA Board Chairman



Metropolitan Nashville Airport Authority™



BNA Vision Video



Chief Operating Officer

Robert Ramsey, P.E., A.A.E.
Chief Operating Officer



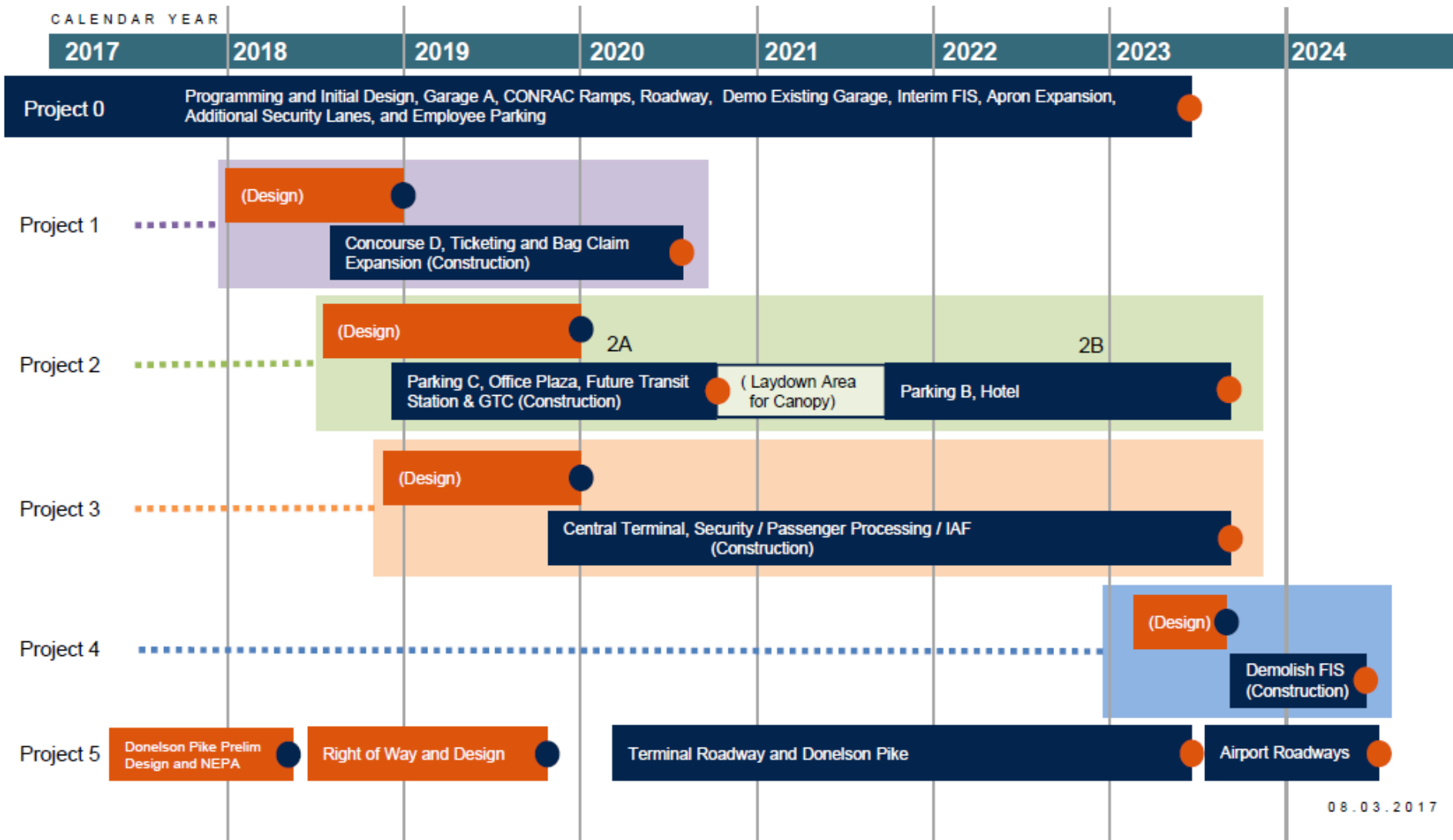


Metropolitan Nashville Airport AuthoritySM

Nashville International Airport Vision Update



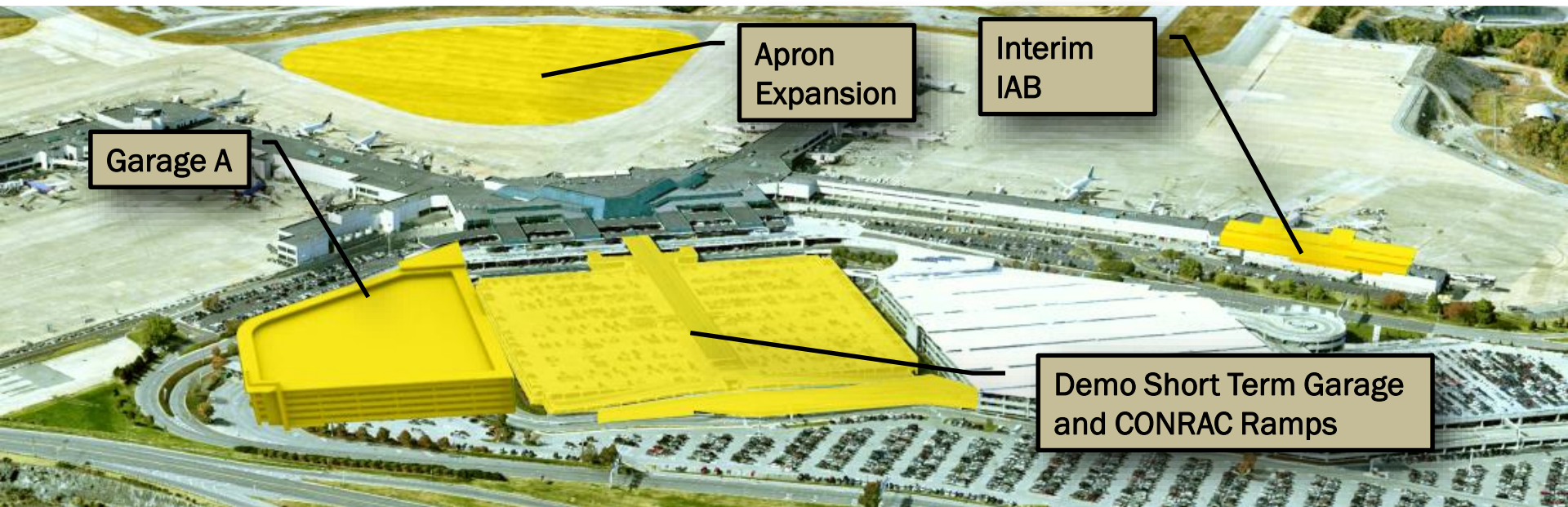
BNA Vision Schedule



08.03.2017

Enabling Projects

- Interim International Arrivals Building (IAB) **Complete**
- Additional Security Checkpoint Lanes **Under Construction**
- Employee Parking Lot Expansion **Coming Soon**
- Apron and Taxilane Expansion **Under Construction**
- Garage A **Under Construction**
- Consolidated Rental Car Facility (CONRAC) Ramps **Under Construction**
- Demo of Short-Term Garage and CONRAC Ramps **Coming Soon**



Concourse D & Terminal Wings

- 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: 6



Concourse D & Terminal Wings



Parking and Transportation Center



Parking and Transportation Center



Parking and Transportation Center



Parking and Transportation Center



Parking and Transportation Center



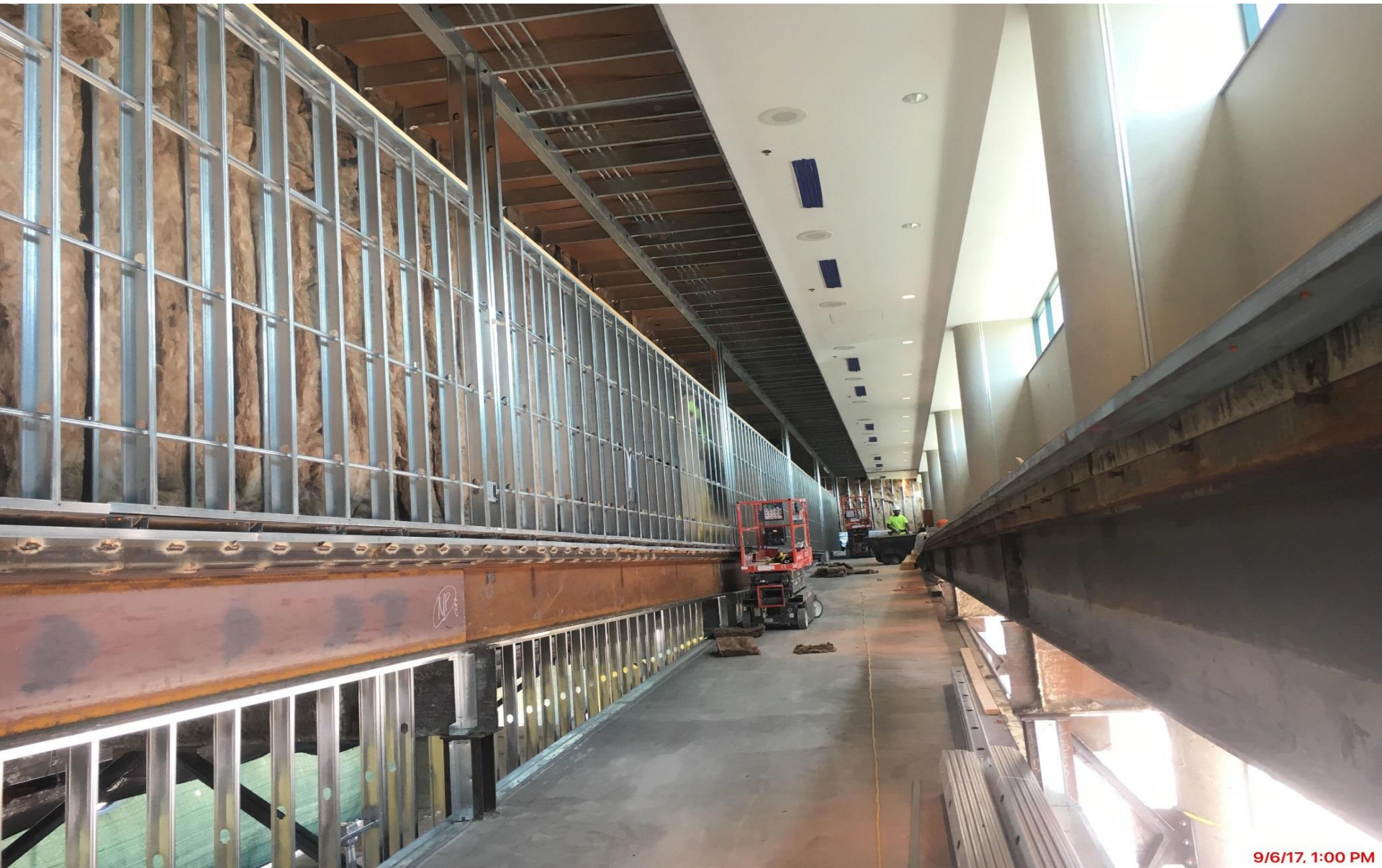
Parking and Transportation Center



Parking and Transportation Center



Interim International Arrivals Building



9/6/17, 1:00 PM

Interim International Arrivals Building



Interim International Arrivals Building



Interim International Arrivals Building

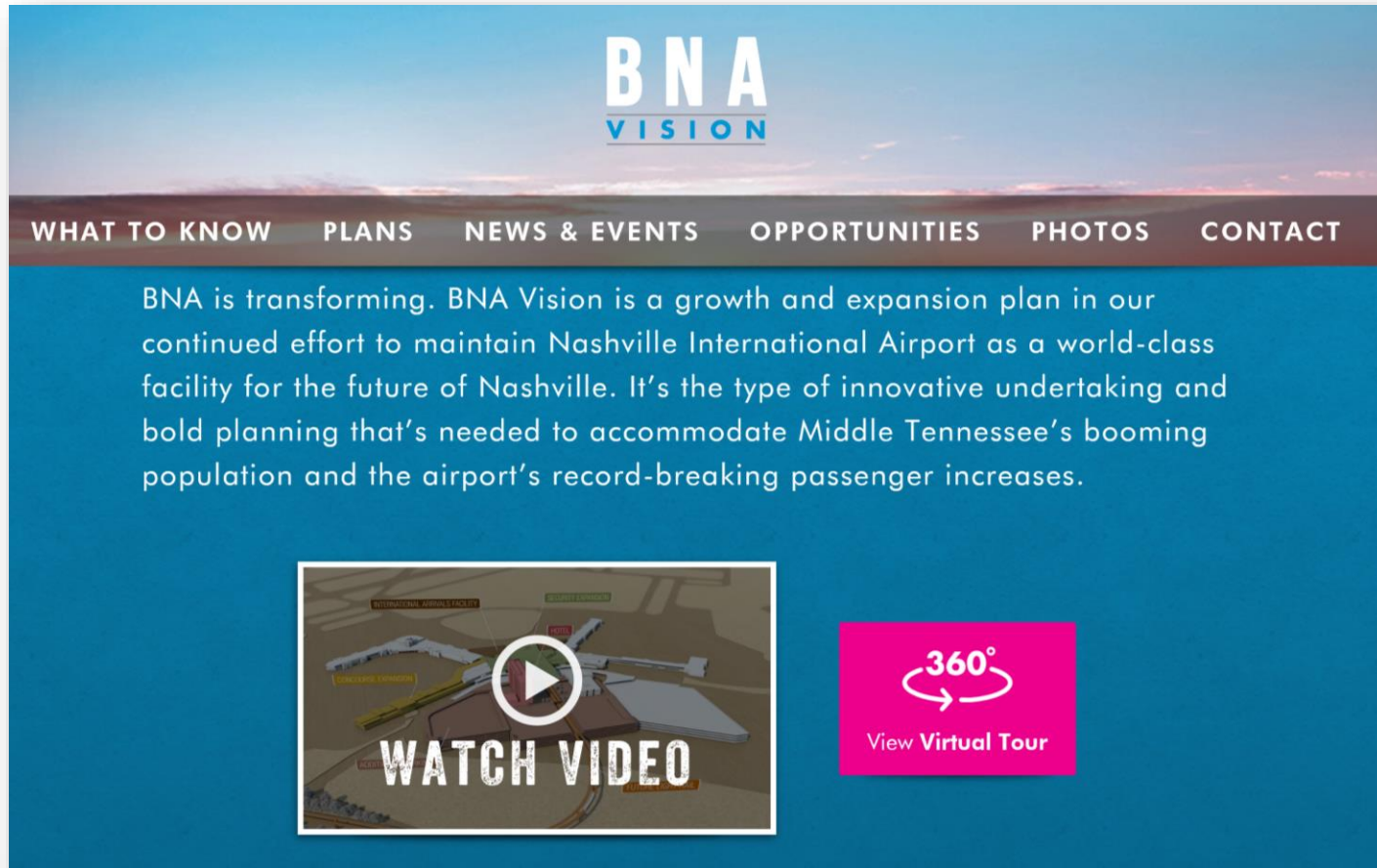


Interim International Arrivals Building





360 Tour



The screenshot shows the BNA Vision website. At the top, the 'BNA VISION' logo is centered against a background of a sunset over a body of water. Below the logo is a navigation bar with the following links: WHAT TO KNOW, PLANS, NEWS & EVENTS, OPPORTUNITIES, PHOTOS, and CONTACT. The main content area has a blue background and contains the following text:

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.

Below the text are two interactive elements:

- A video player thumbnail showing an aerial view of the airport with a play button icon and the text 'WATCH VIDEO'.
- A pink button with a circular arrow icon and the text '360° View Virtual Tour'.

BNAVision.com



Development and Engineering

Rick Jones, P.E.
Deputy Chief Engineer



Job Order Contracting

- Construction Services for Maintenance, Repair, Renovation, or Minor Construction of Facilities
- Indefinite Delivery of Services – times, type and quantities of work are TBD
- One or More Contractors to be selected thru Request for Proposal
- Estimated Value per Contract Year - \$1,000,000
- Term One Year with 2 - 1 Year Options
- Work to be ordered on a individual Delivery Order/Task Basis
 - No guarantee any services will be ordered
- Pricing to be based on R.S Means Facilities Construction Cost Data Price Books
 - Price factors for :
 - Standard and non standard work hours
 - Work in secure and non secure work areas
 - Items not specifically contained will be negotiated

RFP Date:

April 2018



Development and Engineering

Traci Holton, P.E., C.M.

Assistant Vice President
Development and Engineering





Development and Engineering Contacts

Sherri Scott

Administrative Coordinator
(615) 275-1646, (615) 275-4016 (fax)

sherri_scott@nashintl.com

Traci Holton

Assistant Vice President Development & Engineering
(615) 275-4139

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Rick Jones

Deputy Chief Engineer
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Butch Gelband

Director – Air Space and Grant Management
(615) 275-1643

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Rick Williams

Manager – Building Construction
(615) 275-1641

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Bryan Barton

Manager – Civil Construction
(615) 275-1781

bryan_barton@nashintl.com



Metropolitan Nashville Airport AuthoritySM

Nashville International Airport Capital Projects



Garage/Office/Hotel



RFP Date:

March 26, 2018

Project Budget:

\$339,000,000

Terminal Lobby & International Arrivals Facility



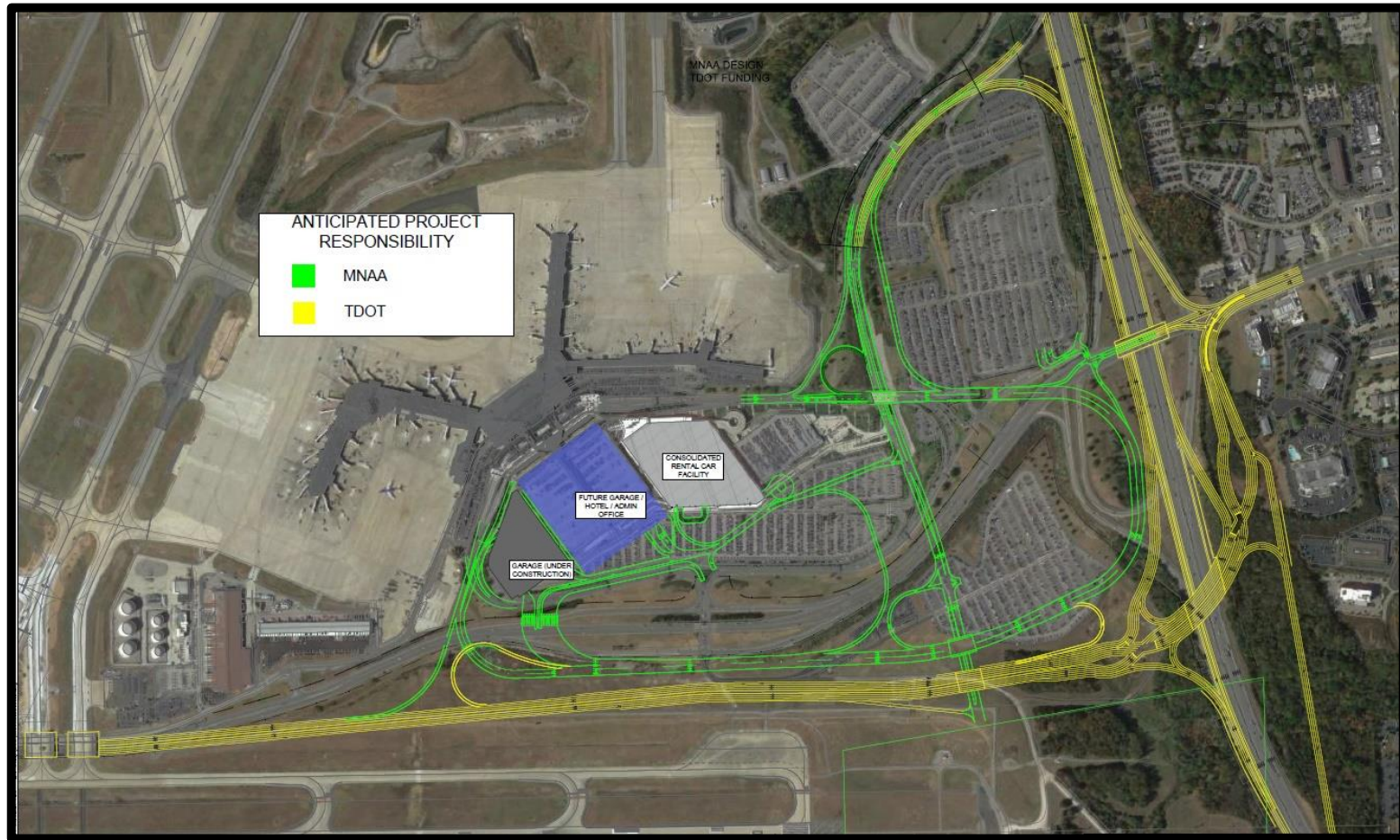
RFP Date:

July 2018

Project Budget:

\$393,000,000

Terminal Area Roadway Improvements



RFP Date:

February 2019

Construction Cost:

\$ 85,000,000

Relocate Eastside Electrical Vault



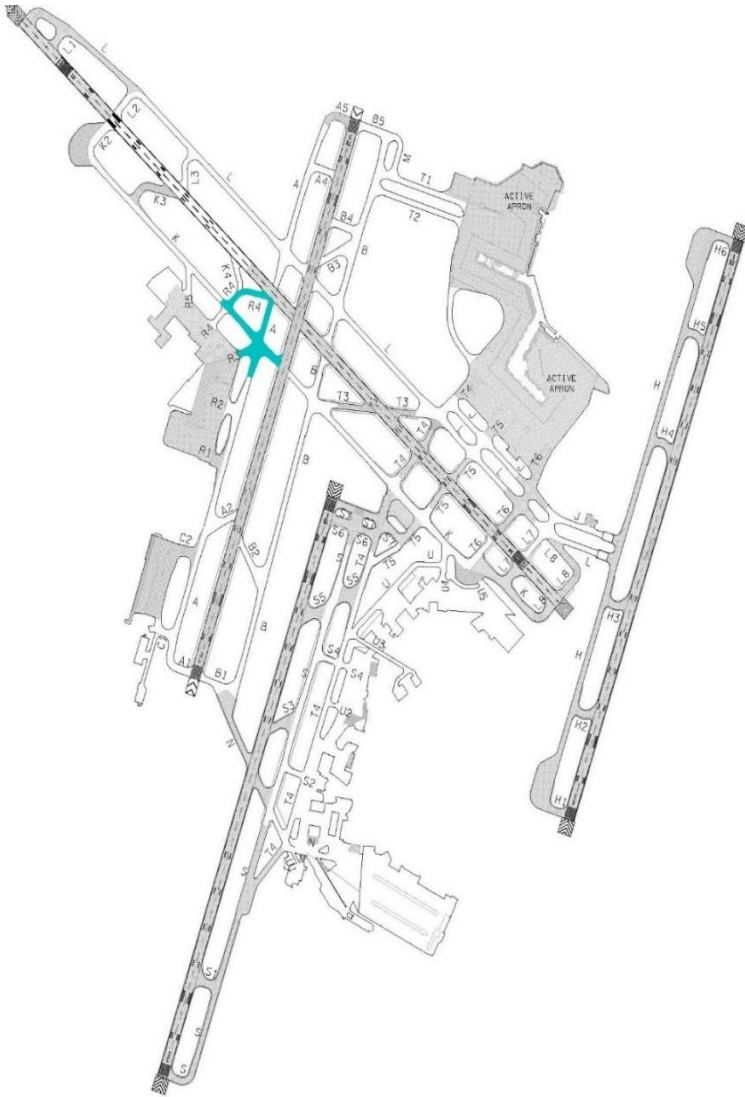
RFP Date:

February 2018

Construction Cost:

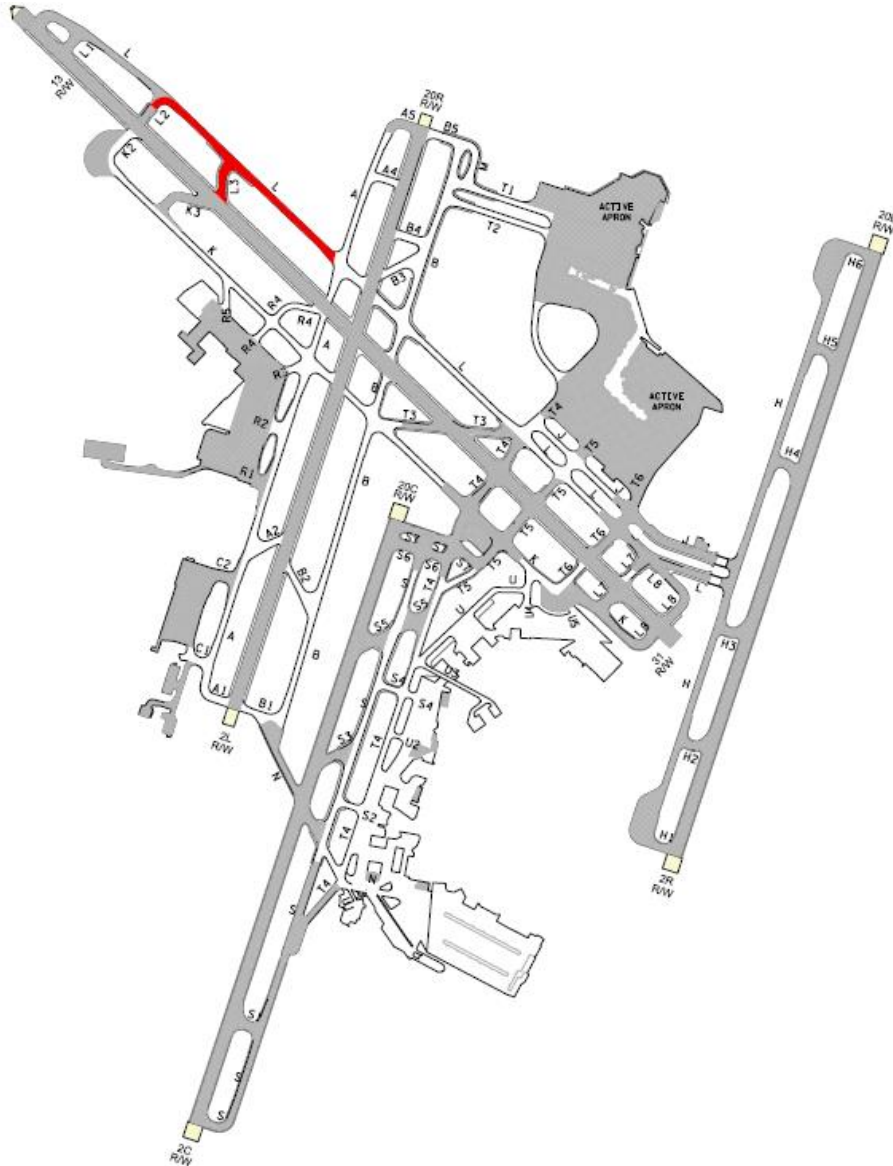
\$ 4,000,000

Reconstruction Taxiway Alpha/Kilo Intersection



RFQ Date:	March 2018
Bid Date:	December 2018
Construction Cost:	\$9,600,000

Taxiway Lima Rehabilitation West (2L to L2)



Bid Date:

April 2018

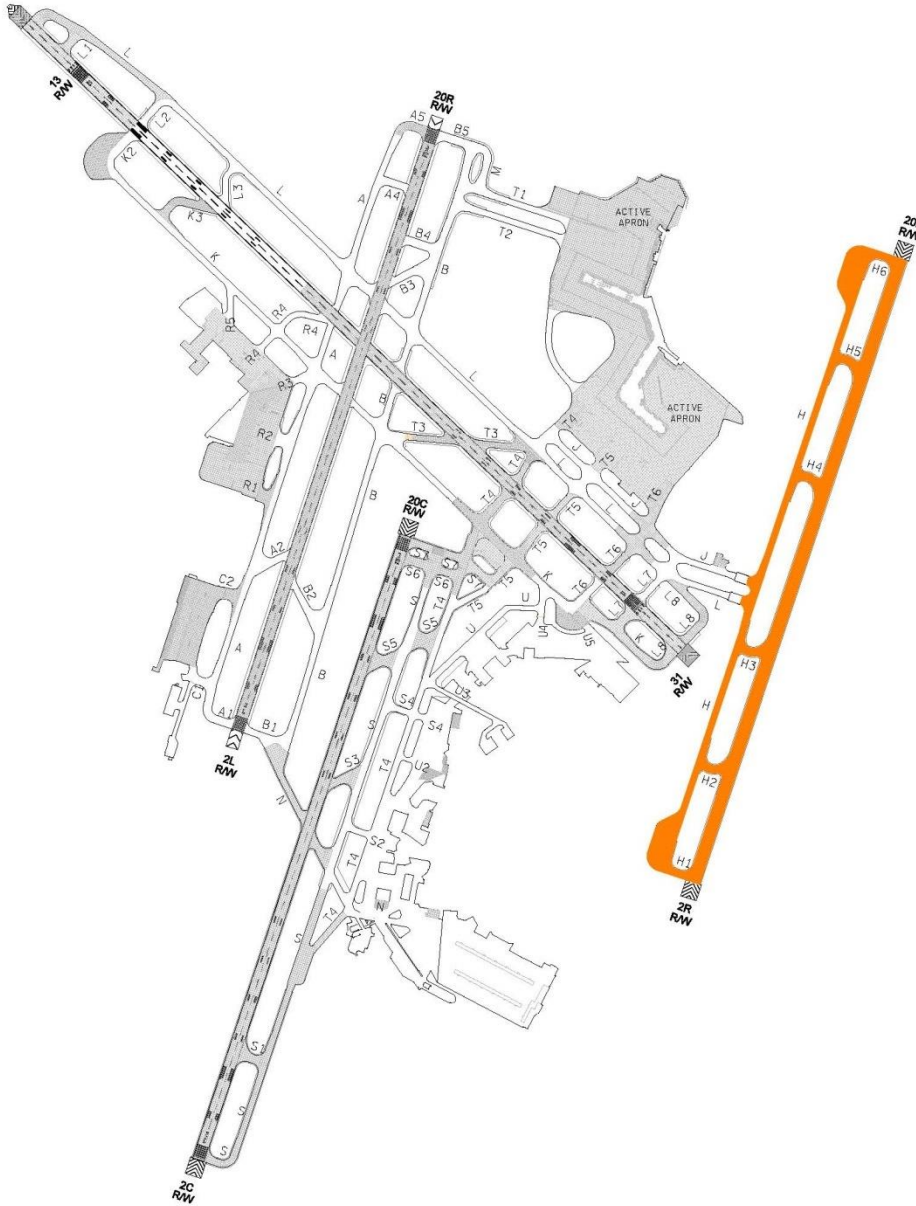
Construction Cost:

\$5,000,000

Bid Date:	May 2018
Construction Cost:	\$ 6,500,000

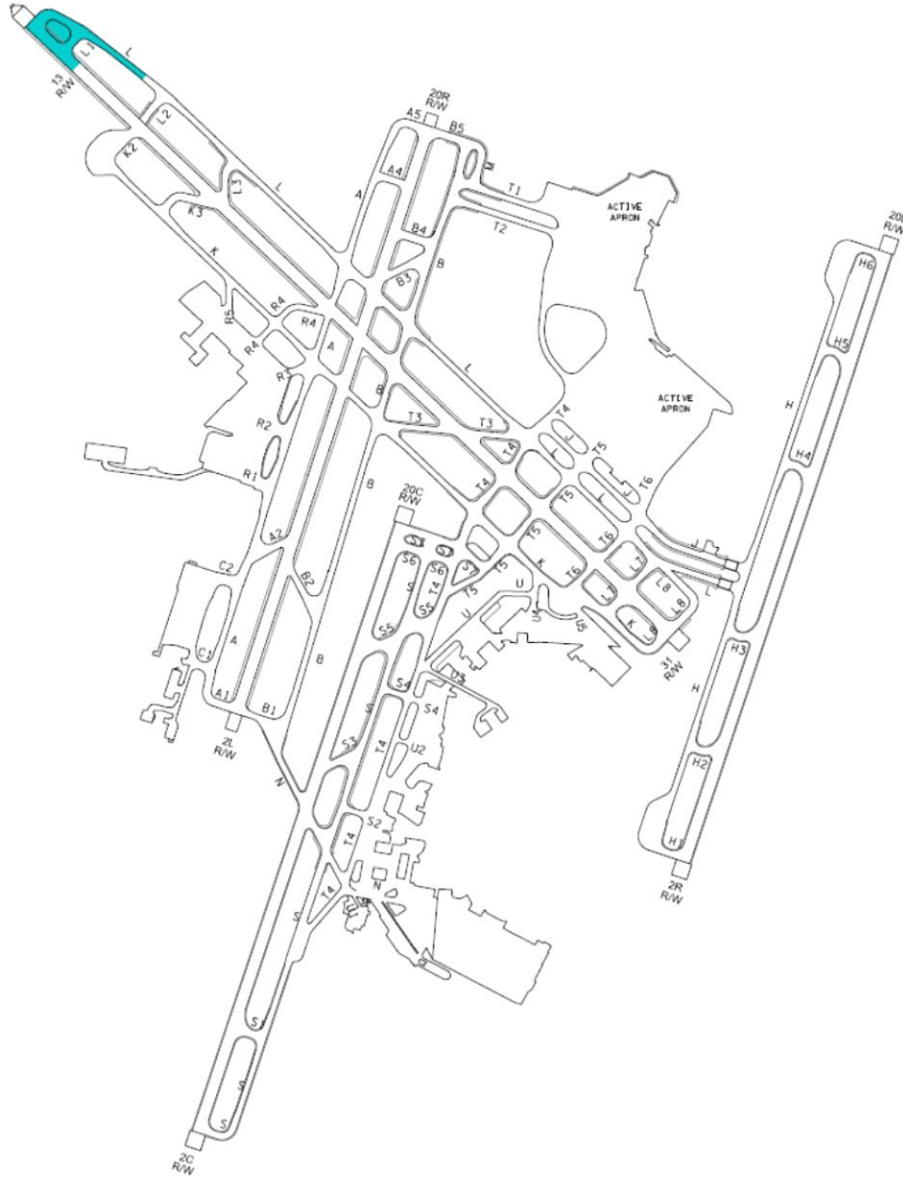


Reconstruction Runway 2R/20L Taxiway Hotel



RFQ Date:	March 2018
Bid Date:	May 2019
Construction Cost:	\$39,000,000

Lima & 13/31 West Pavement Rehabilitation



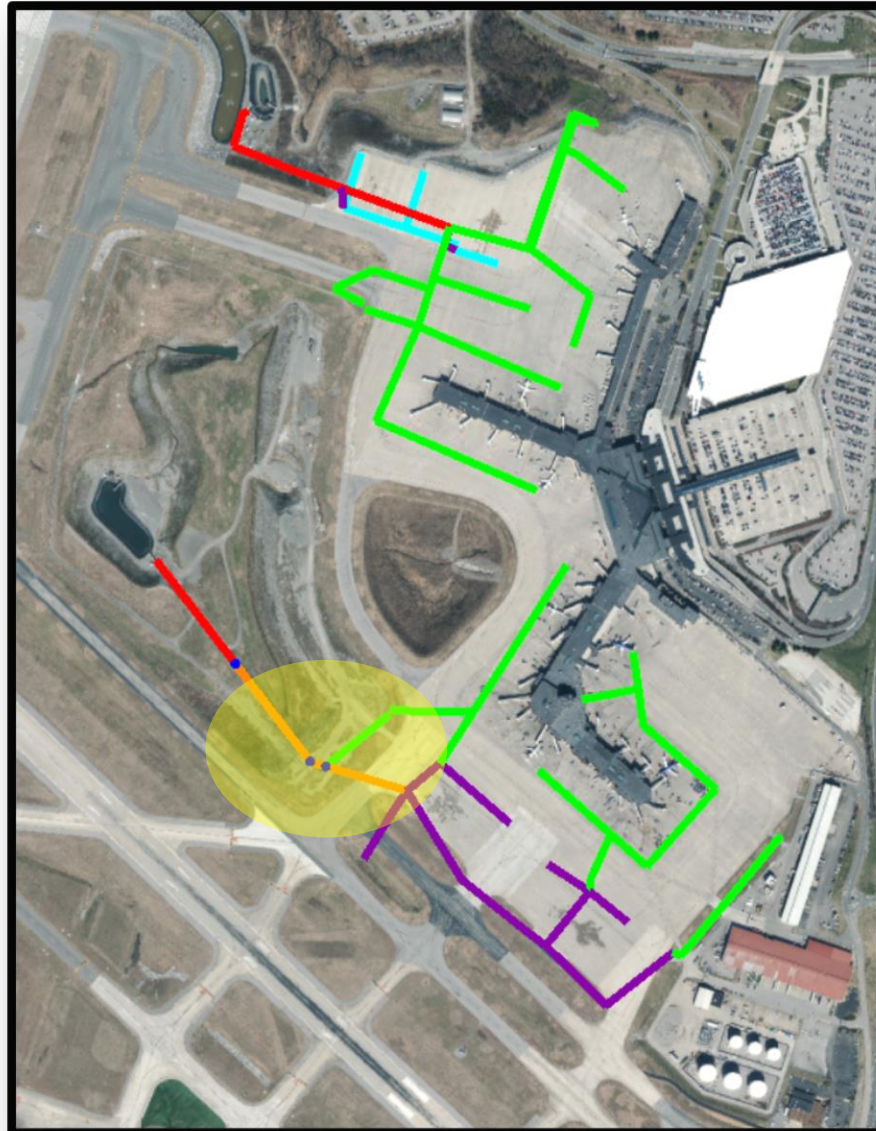
Bid Date:

July 2018

Construction Cost:

\$450,000

Replace Stormwater Pipe



- 3 Epoxy Lined Storm Structures
- Stormwater
- Stormwater (Glycol)
- CIPP Next Phase (890 L.F.)
- CIPP Completed

RFQ Date:	April 2018
Bid Date:	September 2018
Construction Cost:	\$1,000,000

Upgrade Spill Gate Infrastructure



Bid Date:

August 2018

Construction Cost:

\$ 150,000

Cargo Apron Slab Replacement



Bid Date:

July 2018

Construction Cost:

\$900,000

Old McCrory Creek Road Bridge Replacement



RFQ Date:	April 2018
Bid Date:	August 2018
Construction Cost:	\$1,000,000

Taxiway Lima Rehabilitation (T-4 to Bravo)



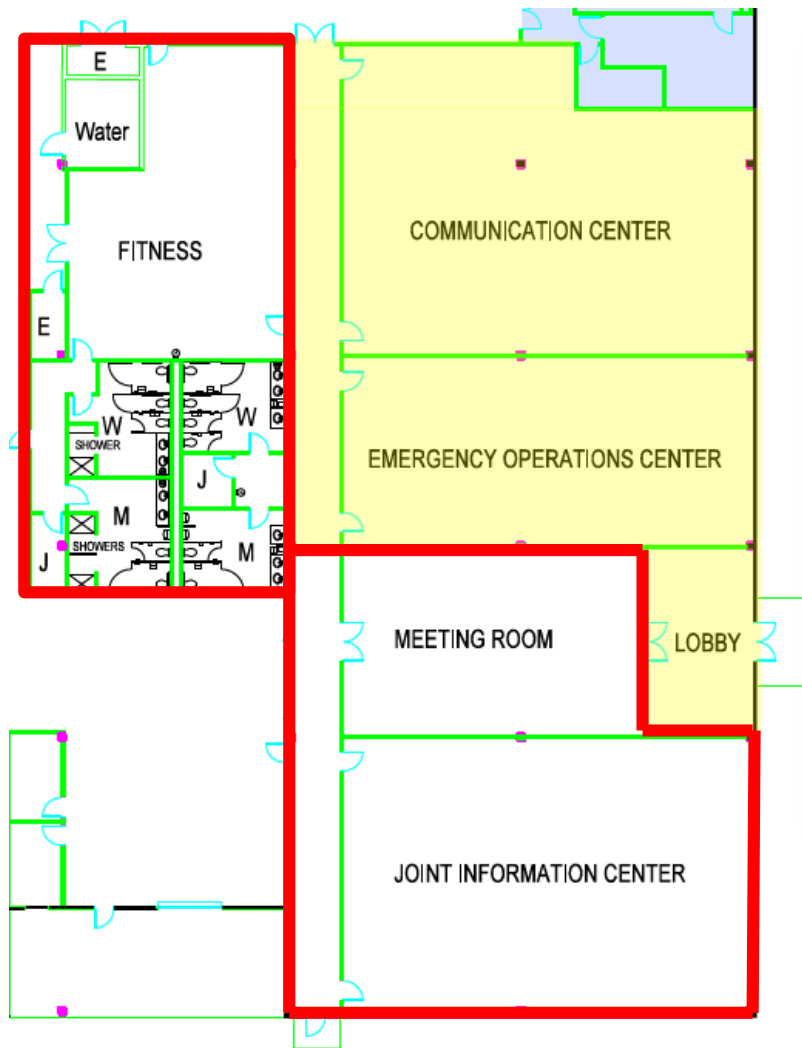
Bid Date:

August 2018

Construction Cost:

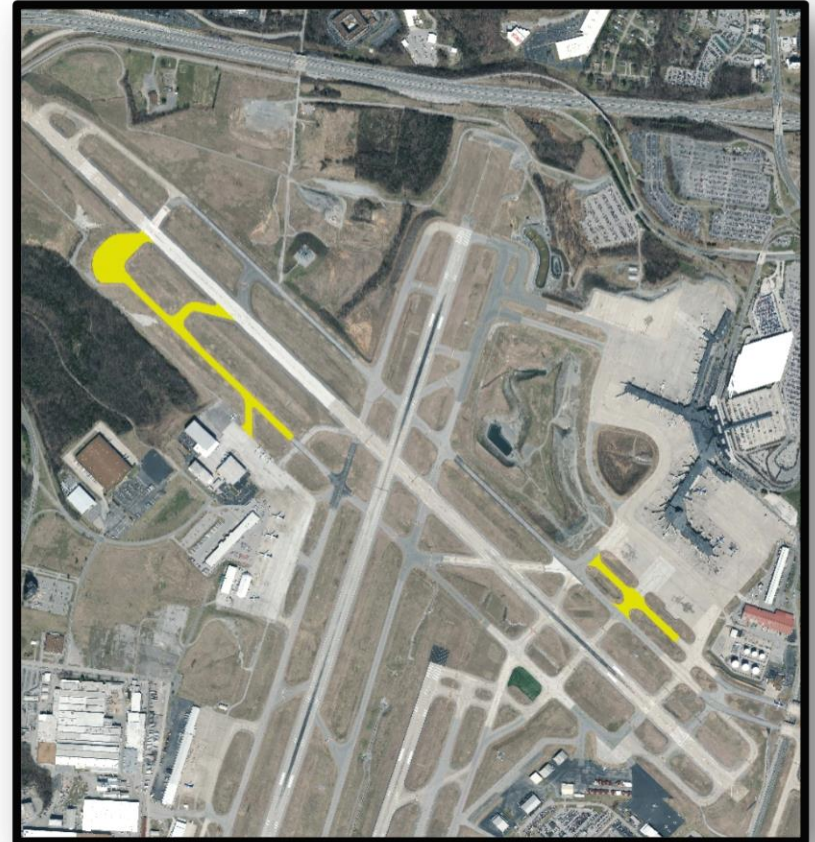
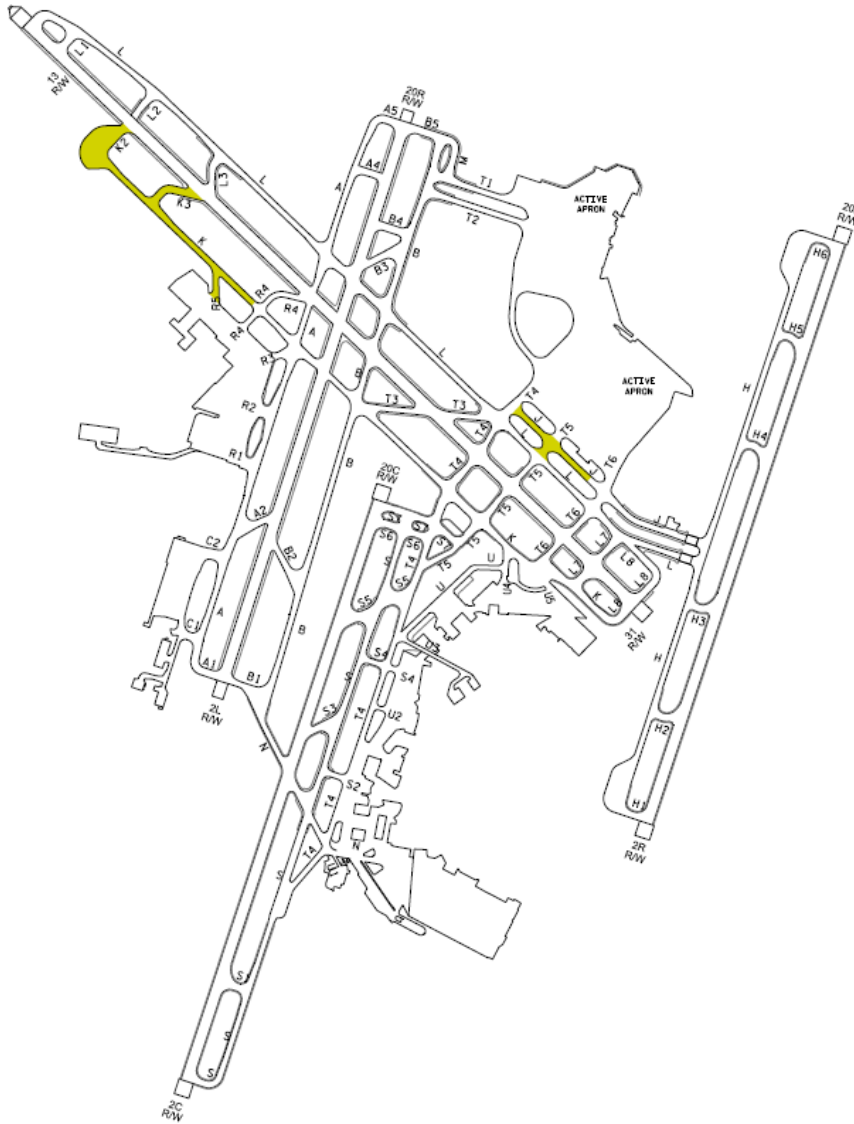
\$ 9,000,000

Joint Information & Training Center



RFQ Date:	May 2018
Bid Date:	January 2019
Construction Cost:	\$2,500,000

Annual Airfield Pavement Rehabilitation



Bid Date:

February 2019

Construction Cost:

\$ 1,000,000

Fire Alarm System Replacement



RFQ Date:

May 2018

Bid Date:

December 2018

Construction Cost:

\$2,500,000

Mobile Equipment Maintenance Building



Bid Date:

December 2018

Construction Cost:

\$ 6,000,000

Stream Mitigation



Bid Date:	May 2018
Construction Cost:	\$ 750,000

CSF Roof Replacement



Bid Date: March 2018

Construction Cost: \$ 2,400,000

Hangar Lane Pavement Rehabilitation



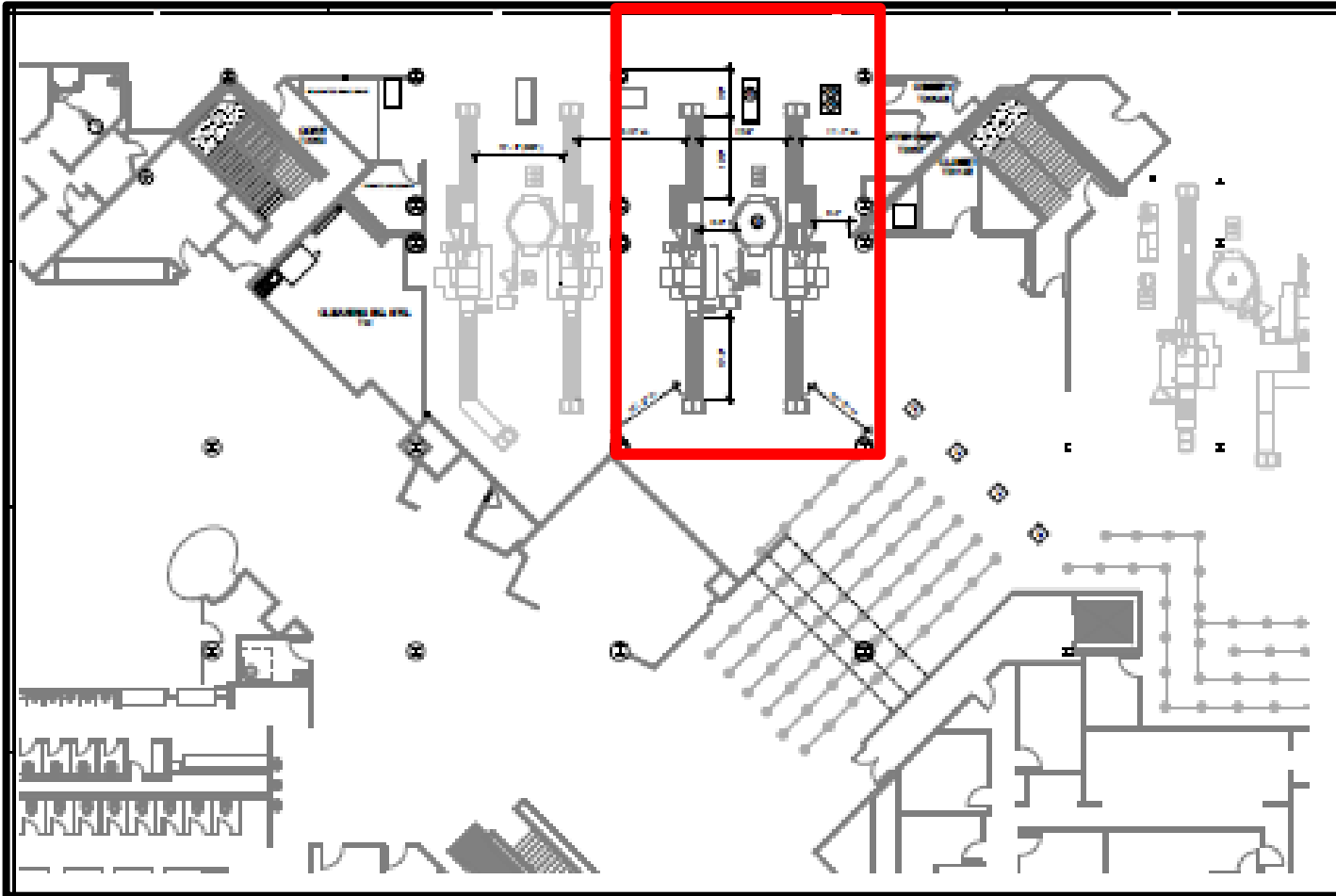
Bid Date:

April 2019

Construction Cost:

\$ 500,000

Construct Additional Checkpoint Lanes (Phase 2)



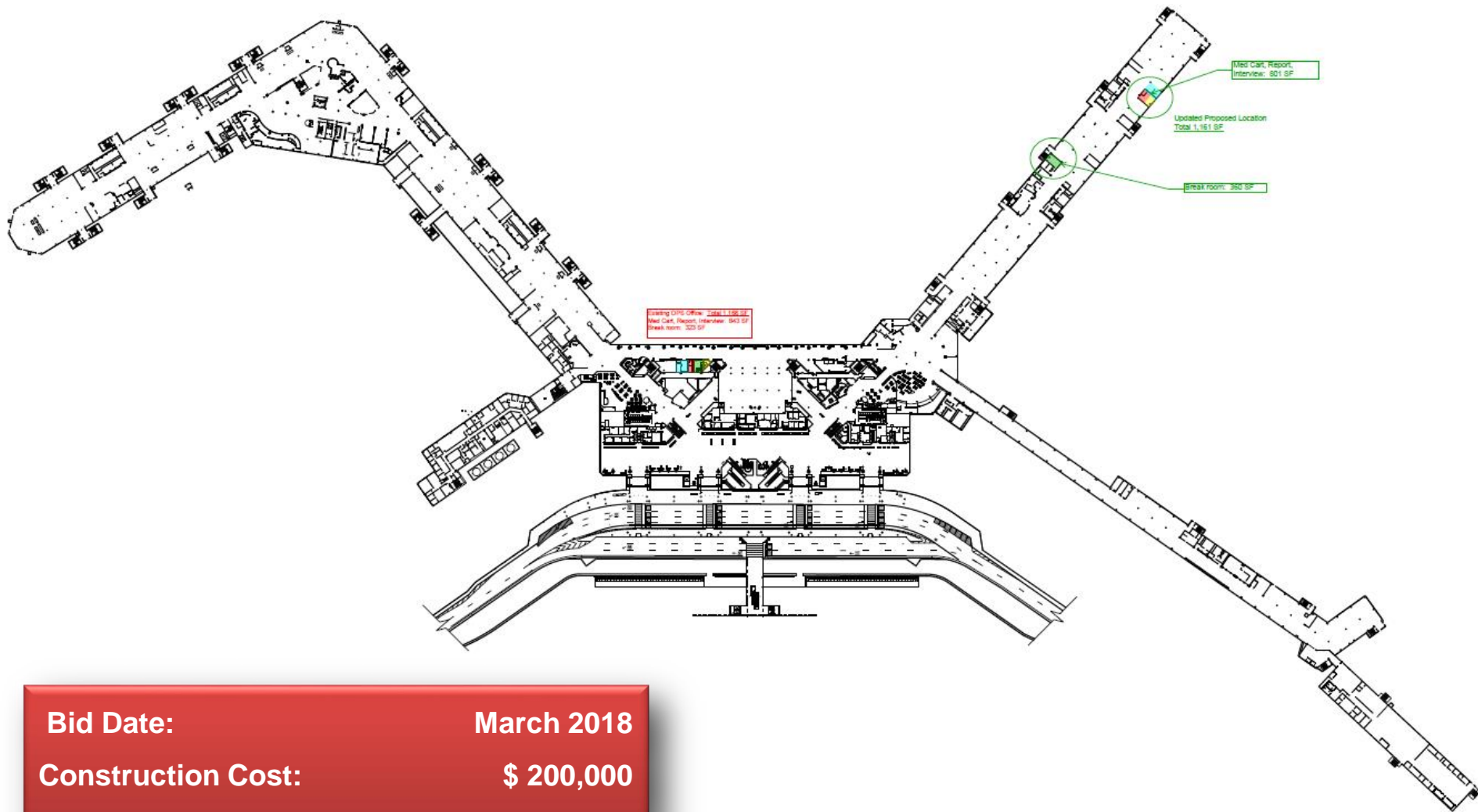
Bid Date:

May 2018

Construction Cost:

\$ 5,100,000

DPS Relocation to B Concourse



Bid Date:

March 2018

Construction Cost:

\$ 200,000

Ticketing Level

Gassaway Parking Lot Striping and Sealing



Bid Date:

March 2018

Construction Cost:

\$ 400,000

Site Prep for 32 Acres South Murfreesboro Road Parcel



Bid Date:	March 2019
Construction Cost:	\$ 6,200,000



Economic Impact Study



RFQ:

March 2018

Cost:

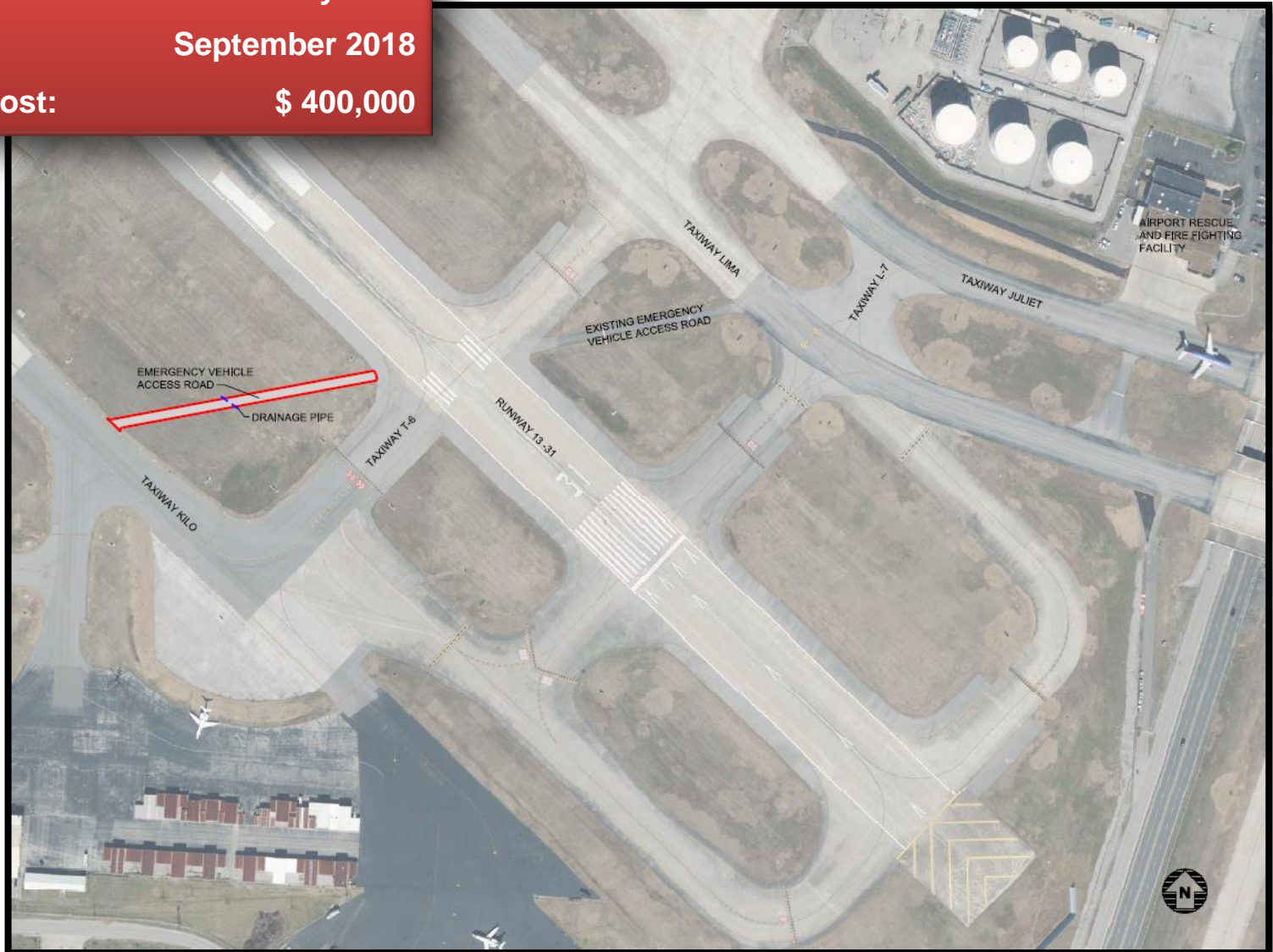
\$180,000

Emergency Vehicle Access Road

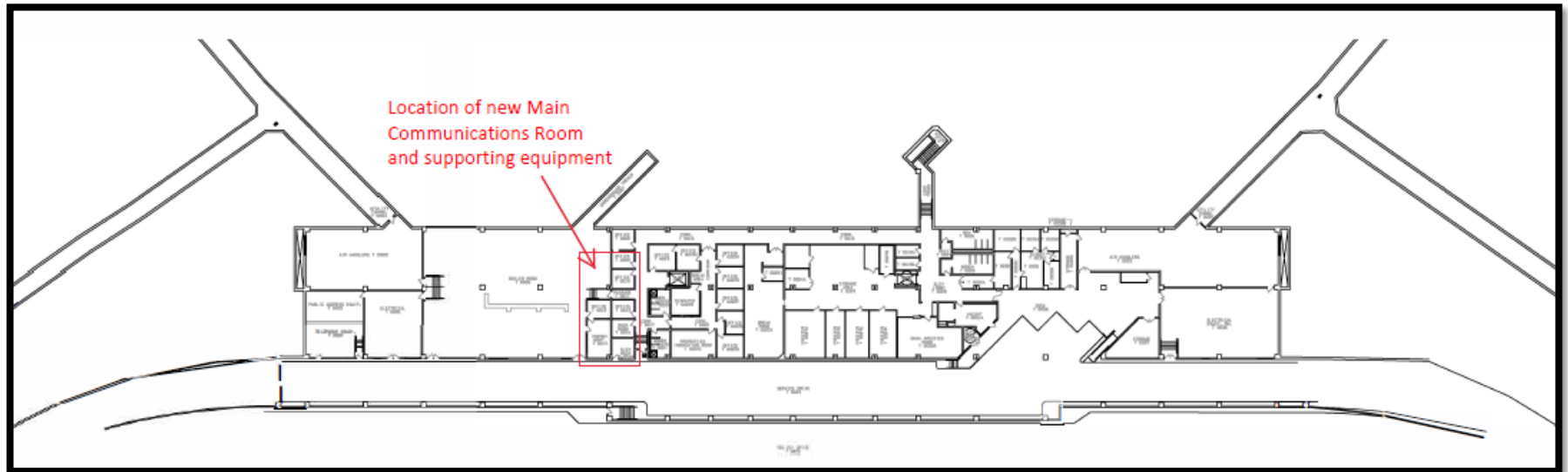
RFQ Date: May 2018

Bid Date: September 2018

Construction Cost: \$ 400,000



Fiber Backbone and Network Distribution



Bid Date:	April 2018
Construction Cost:	\$ 2,000,000

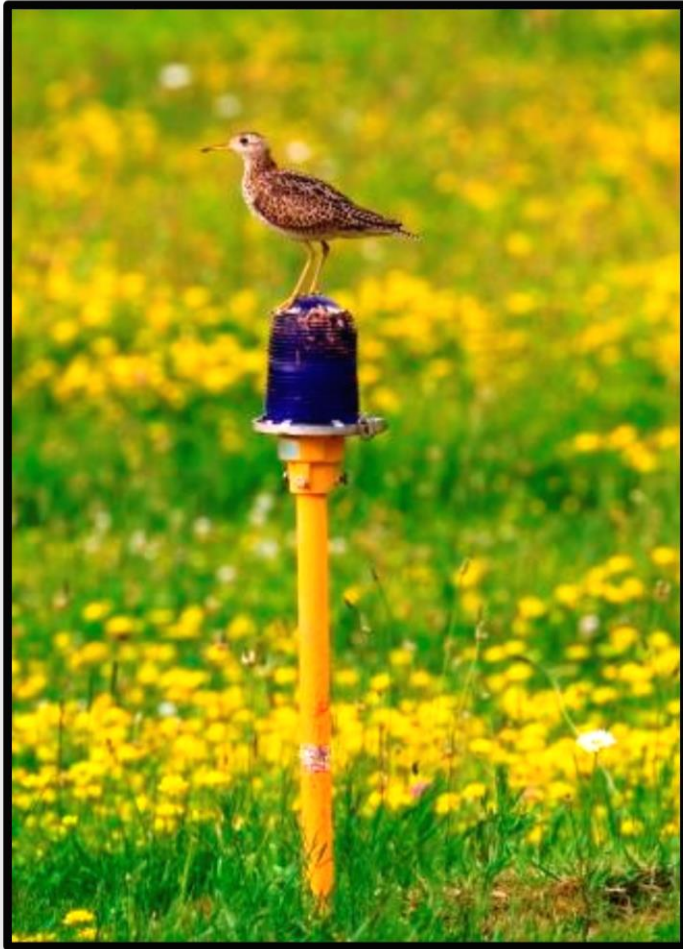


Metropolitan Nashville Airport AuthoritySM

John C. Tune Airport Capital Projects



Wildlife Assessment



RFQ Date:

March 2018

Cost:

\$ 100,000



Apron Pavement Rehabilitation & Construction



Bid Date:

June 2018

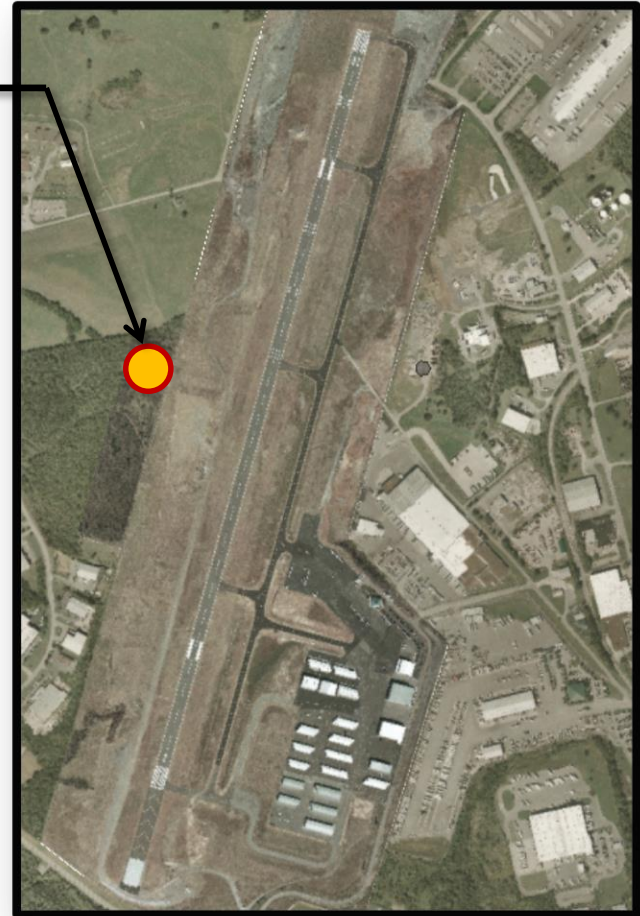
Construction Cost:

\$ 1,200,000

Air Traffic Control Tower & Westside Access Road (Design)



FUTURE
AIR TRAFFIC
CONTROL TOWER



RFQ Date: September 2018

Construction Cost: \$ 6,500,000



Metropolitan Nashville Airport AuthoritySM

MNAA Properties Corporation Capital Project



Retaining Wall Repair at International Plaza



Bid Date:

September 2019

Construction Cost:

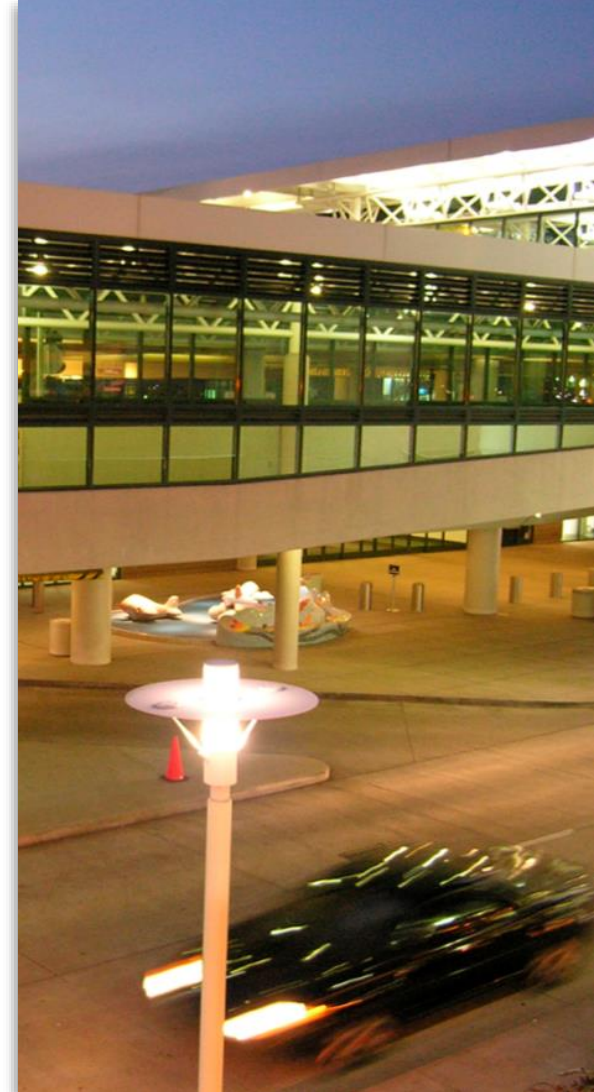
\$ 45,000



Maintenance

David Howard

Assistant Manager, Maintenance Services,
Maintenance Department





MNAA Facilities Maintenance

- Floyd Crook, Director, Maintenance
- David Howard, Asst. Manager, Maintenance Services
- Stan East, Maintenance Planner
- Randy Jenkins, Maintenance Planner
- Shawn Mertz, Maintenance Planner



Items Maintained by MNAA Maintenance

Buildings:

Terminal, Concourses, Parking
Garage and 9 Outlying Buildings
including the International Plaza,
Landscape Services

Services:

Interior and Exterior finishes
HVAC, Electrical, Plumbing,
Locksmith, Mechanical, Energy
Management, Baggage Handling
and Passenger Boarding Bridges,
Snow and Removal

Airfield Services:

Electrical
Grounds Maintenance

Parking Lot Maintenance:

Asphalt Management, Asphalt
Striping, Concrete Repair and
Landscape Services

Mobile Equipment:

Automobiles to Large Equipment
CNG Dispensing Center

Why Does MNAA Maintenance Need SMWBE Services ?



Why Does MNAA Maintenance Need SMWBE Services ?



Why Does MNAA Maintenance Need SMWBE Services ?



Why Does MNAA Maintenance Need SMWBE Services ?



Why Does MNAA Maintenance Need SMWBE Services ?





MNAA Contracted Services

- Housekeeping
- Landscaping
- Interior Plants
- Energy Management
- Escalators and Elevators
- Small Trades for Minor Improvements
- Uniforms
- Communication Radios
- Baggage Handling System
- Pest Control
- Airfield Temperature Monitoring
- Supplies, Lamps and Plumbing Parts, Automotive Supplies
- Oil and Fuel Supplies
- Asphalt
- Pavement Sealing and Striping
- Solid Waste Removal and Recycling
- Fire Extinguisher Services



SMWBE Contractors That Have Provided Services For The Maintenance Department

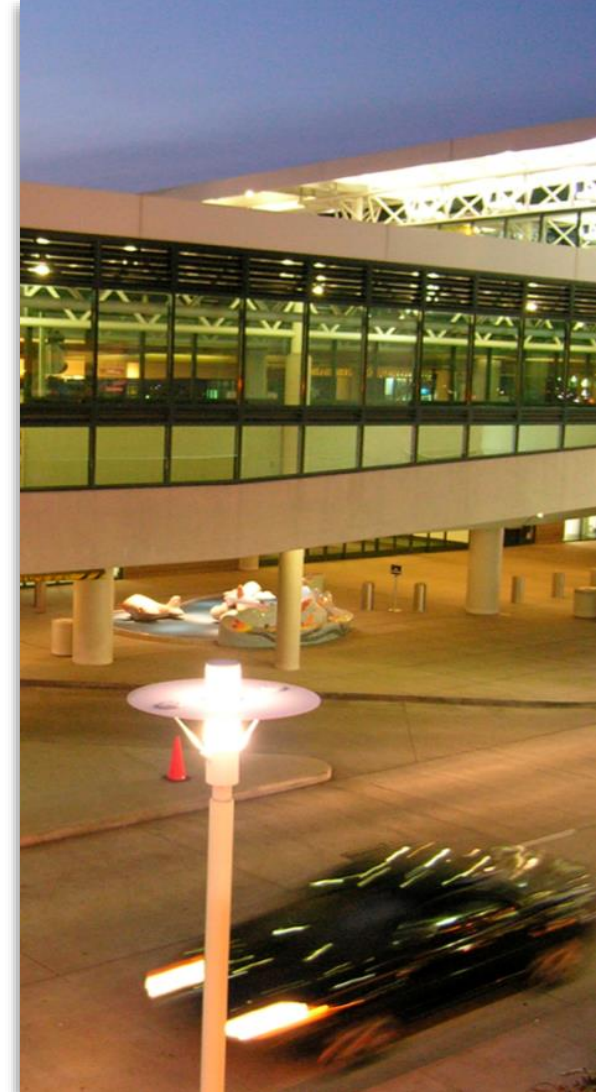
- Allied Bearing and Supply
- Bradshaw's Landscape & Maintenance, LLC
- Contract Carpet Sales Co. Inc
- Custom Rugs
- Hawkins Partners
- Jarvis Award, Sign and Flag, Company
- Lewis Morris Construction
- Outdoor Specialist
- Proof Imaging
- Pope Striping
- Queen's Tree Surgery
- Simino Electric
- Southstar Construction
- Tennessee Tile & Marble Co., Inc
- Tennessee Coatings
- Travis Lawns
- Wireless Plus



Information Technology

Vanessa Hickman

Assistant Vice President
Information Technology





Information Technology

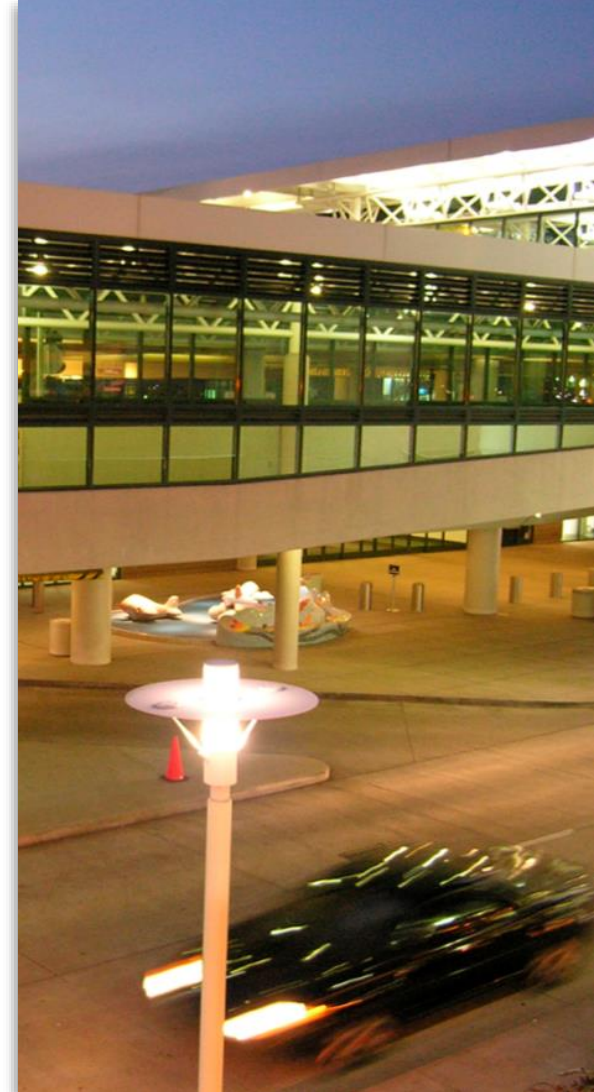
- IT Staffing
 - RFP 2Q18 for desktop support & server administrator
- Desktop Deployment Assistance
- Desktop, Printer & Telephone handset purchases
- Services to provide secure destruction and recycle of electronic devices



Purchasing

Lynne Steck

Director,
Purchasing Department





Upcoming Solicitation Opportunities For MNAA



- Coffee Services (BNA Offices)
- Curator Consulting Services for Arts at the Airport
- Daily Pumping of TNC Parking Lot Restrooms
- Exterior Terminal Landscape Services (BNA)
- Fire Extinguishers Inspection
- Holding Pond and Treatment Lagoon Cleaning
- Interior Plant Services (BNA)
- Investment Review
- IT Staffing (Service Desk)
- Network Vulnerability Assessment
- Public Relations/Advertising
- Trash Removal



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. Complete the application on-line and submit it. The application will come into the Purchasing office for processing.
5. If you have questions about completing the application contact Monta Caraker at 615-275-2300.

MNAA Vendor Application



Metropolitan Nashville Airport Authority Vendor Application

Company Name (complete legal name)				*Click on BDD for Business Diversity Development information <input type="button" value="BDD"/> Are you currently designated or certified* as:											
Name Doing Business As				Type of Organization: <table border="1"> <tr> <td>Corporation</td> <td></td> </tr> <tr> <td>LLC</td> <td></td> </tr> <tr> <td>Partnership</td> <td></td> </tr> <tr> <td>Sole Proprietorship</td> <td></td> </tr> </table>		Corporation		LLC		Partnership		Sole Proprietorship		Disadvantaged Business Enterprise (DBE) Small, Minority or Woman-Owned Business Enterprise (SMWBE)	
Corporation															
LLC															
Partnership															
Sole Proprietorship															
Federal Identification / Tax ID Number:				*Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application. <input type="button" value="NAICS"/>											
Remit To Address															
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															
Zip															
Order Information - Informational Only				Additional Information											
Purchase 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											
Credit Card Order Accepted															
Contact Information															
Primary MNAA Contact Name(s):															
Submitted By:				Title:		Date									
<input type="button" value="Submit by Email"/>		<input type="button" value="Print Form"/>		FAX: 615-275-2349		PHONE: 615-275-2300									

It is
MANDATORY
to list at least
one six digit
NAICS Code



MNAA Vendor Application

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

CHECK BOXES THAT APPLY TO YOUR COMPANY

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

Please provide any additional comments below.

MNAA 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</div><div><input type="checkbox"/> C Corporation</div><div><input type="checkbox"/> S Corporation</div><div><input type="checkbox"/> Partnership</div><div><input type="checkbox"/> Trust/estate</div></div> <div style="font-size: x-small;"><input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ 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. <input type="checkbox"/> Other (see instructions) ▶ _____</div>			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) _____ <small>(applies to accounts maintained outside the U.S.)</small>						
	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.									
Part II Certification Under penalties of perjury, I certify that: <div style="font-size: x-small;">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.</div> 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;"><thead><tr><th colspan="2" style="text-align: left; padding: 2px;">Sign Here</th><th style="text-align: left; padding: 2px;">Date ▶</th></tr></thead><tbody><tr><td style="width: 60%; padding: 2px;">Signature of U.S. person ▶</td><td style="width: 40%; padding: 2px;"></td><td style="padding: 2px;"></td></tr></tbody></table>					Sign Here		Date ▶	Signature of U.S. person ▶		
Sign Here		Date ▶								
Signature of U.S. person ▶										
General Instructions <small>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/fw9.</small>										
Purpose of Form <small>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:</small> <ul style="list-style-type: none">• 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="display: flex; justify-content: space-between; font-size: x-small;"><div><ul style="list-style-type: none">• 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)</div><div><p style="font-size: x-small;">Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.</p><p style="font-size: x-small;">If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See <i>What is backup withholding?</i> on page 2.</p><p style="font-size: x-small;">By signing the filled-out form, you:</p><ol style="list-style-type: none">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, or3. 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, and4. 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></div>										

Cat. No. 10231X

Form **W-9** (Rev. 12-2014)

**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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Open Records Request

**All Records Requests related to Invitations to Bid,
Request for Proposals and Request for
Qualifications, need to be addressed directly to the
Chief Procurement Officer**

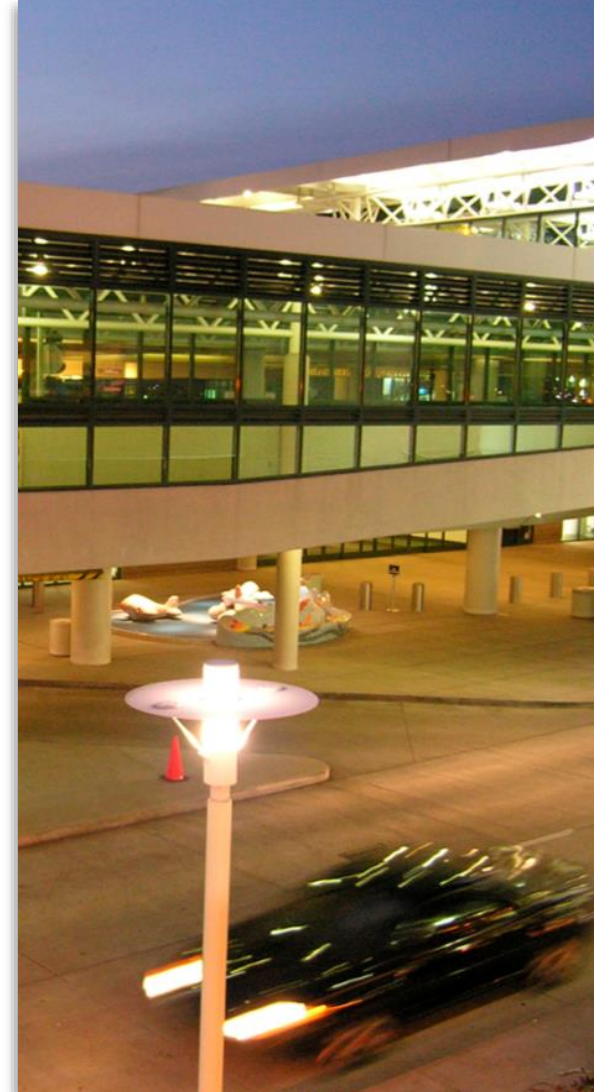
at the email below

purchasing@nashintl.com



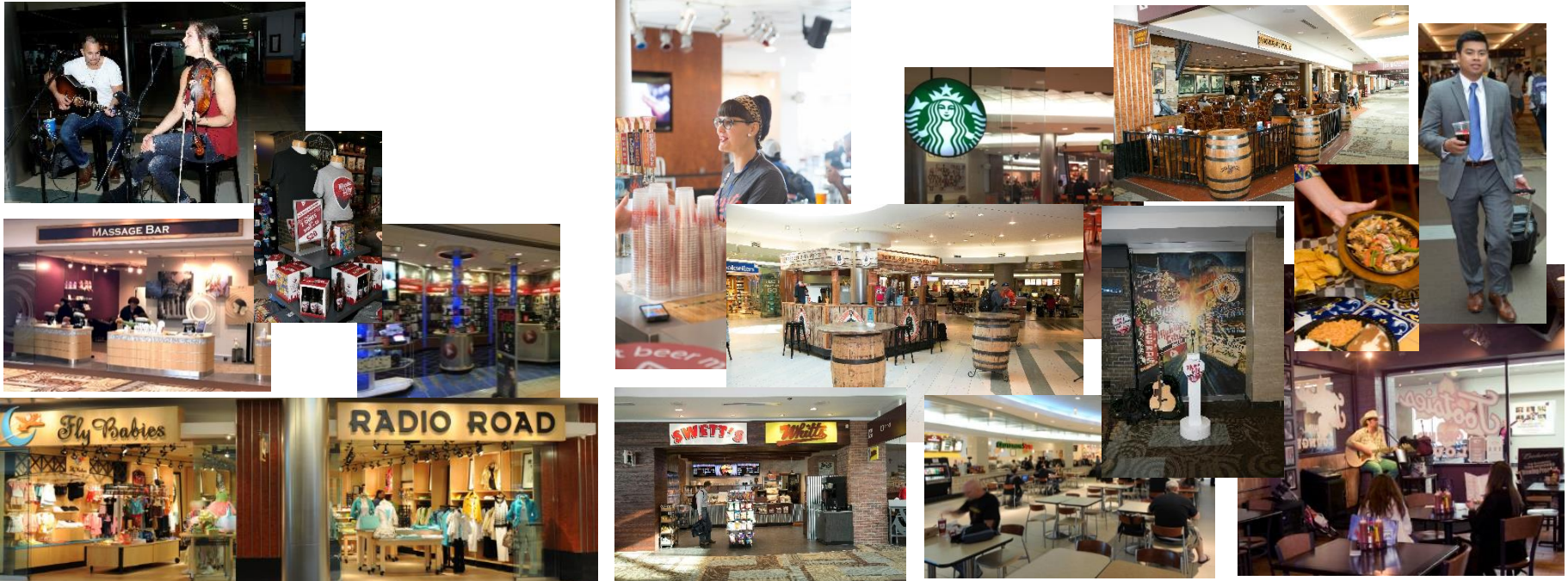
Revenue Development

Doug Kreulen, A.A.E.
President and CEO



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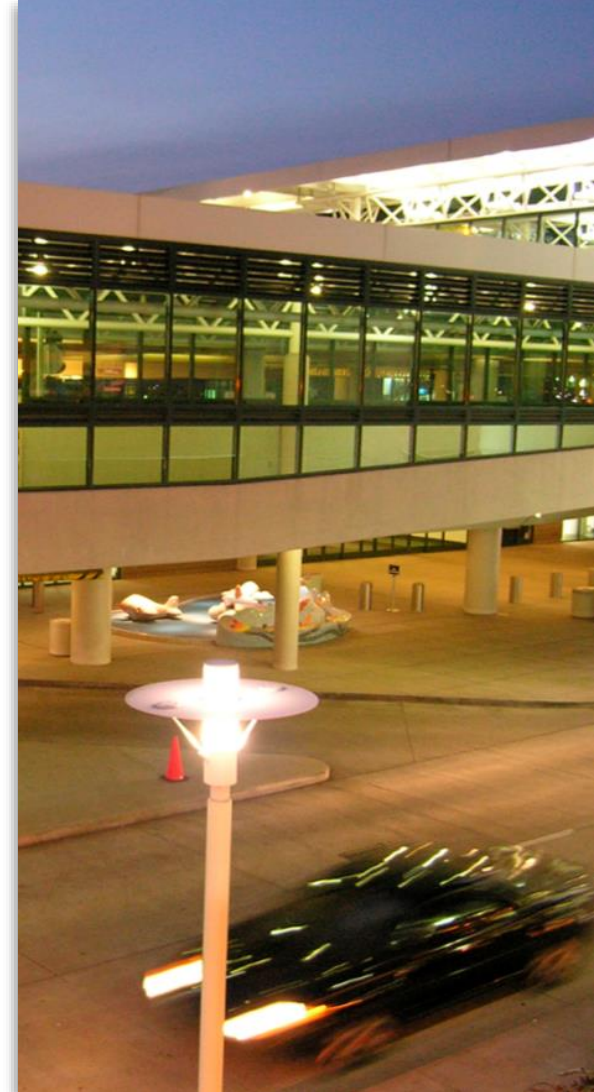




Business Diversity Development

Donzaleigh Powell

Director,
Business Diversity Development





Statewide Outreach





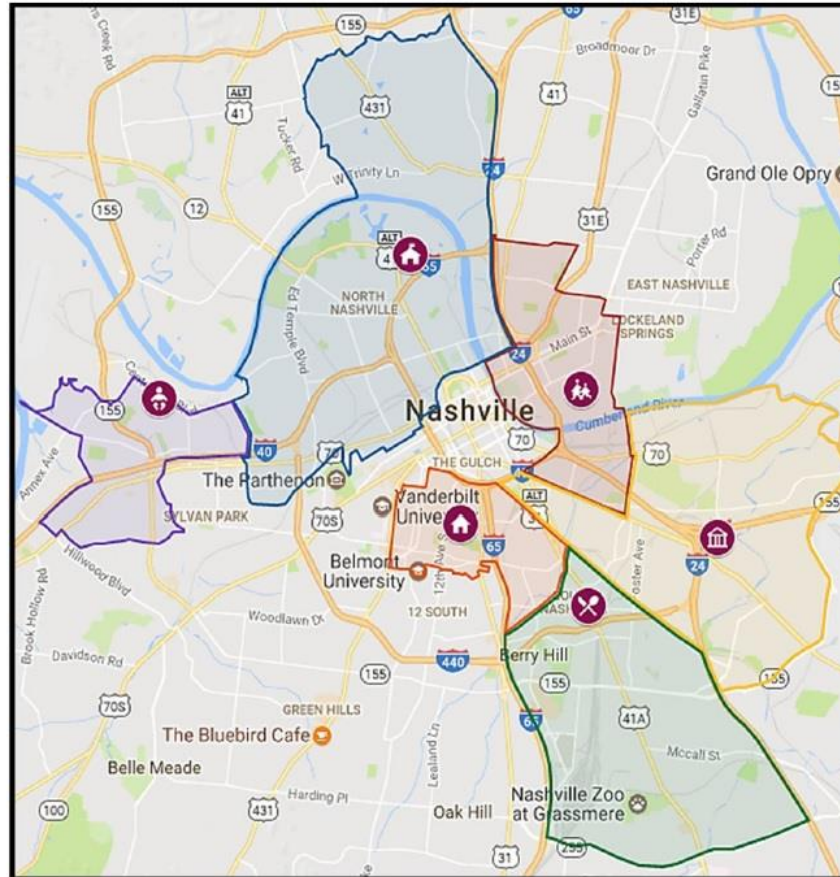
ACDBE Institute





Workforce Development & Promise Zones

The Nashville Promise Zone





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AWARDS





Vendor Booths



Urban League
of Middle Tennessee

NCAC NASHVILLE CAREER
ADVANCEMENT CENTER

MTWDB MIDDLE TENNESSEE
WORKFORCE DEVELOPMENT BOARD
ADMINISTERED BY NASHVILLE CAREER ADVANCEMENT CENTER



Messer
WeAreBuilding.



PTAC
Center for
Industrial Services

Turner



BG
THE
Barbour Group_{LLC}



Metropolitan Nashville Airport AuthoritySM

Opportunities Fair

Thank you for your participation!

