



Business Taking Off | April 1, 2022

Renaissance Nashville Hotel

BNA[®]

Welcome
Douglas E. Kreulen, President and CEO



Chairman Bill Freeman



Vice Chair Nancy Sullivan, P.E.



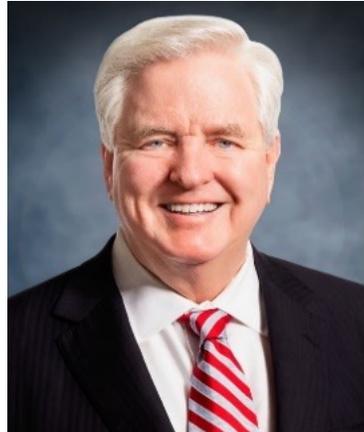
Secretary Joycelyn Stevenson, Esq.



Bobby Joslin



Jimmy Granbery



Andrew Byrd

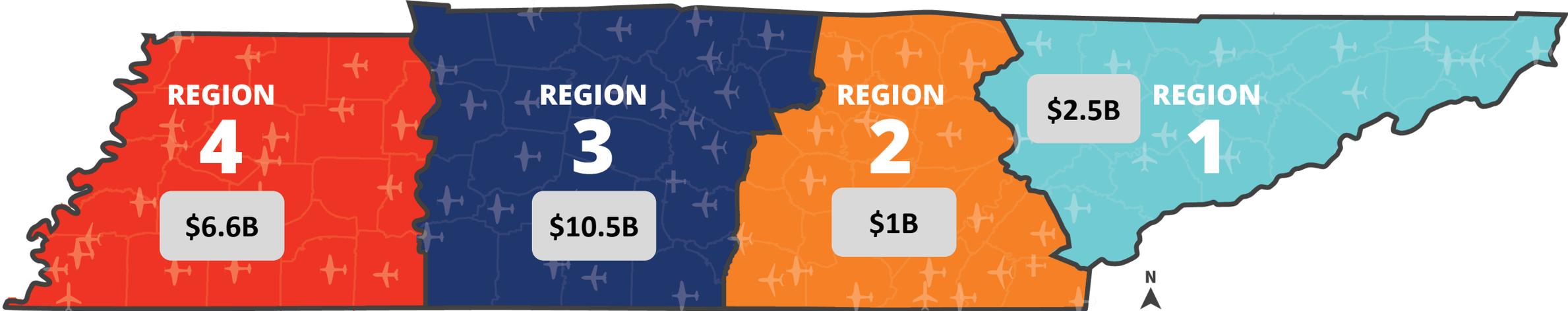


Dr. Glenda Glover

About the Airport Authority

- Established under Chapter 174 of the Public Acts of 1969
- Airport Authority
- Governed by 7-member Board of Commissioners
- Sources of Revenue
 - Airlines
 - Concessions
 - Parking & Ground Transportation
- No Local Taxes

State of Tennessee Airport/Visitor Economic Impact: \$20.6B



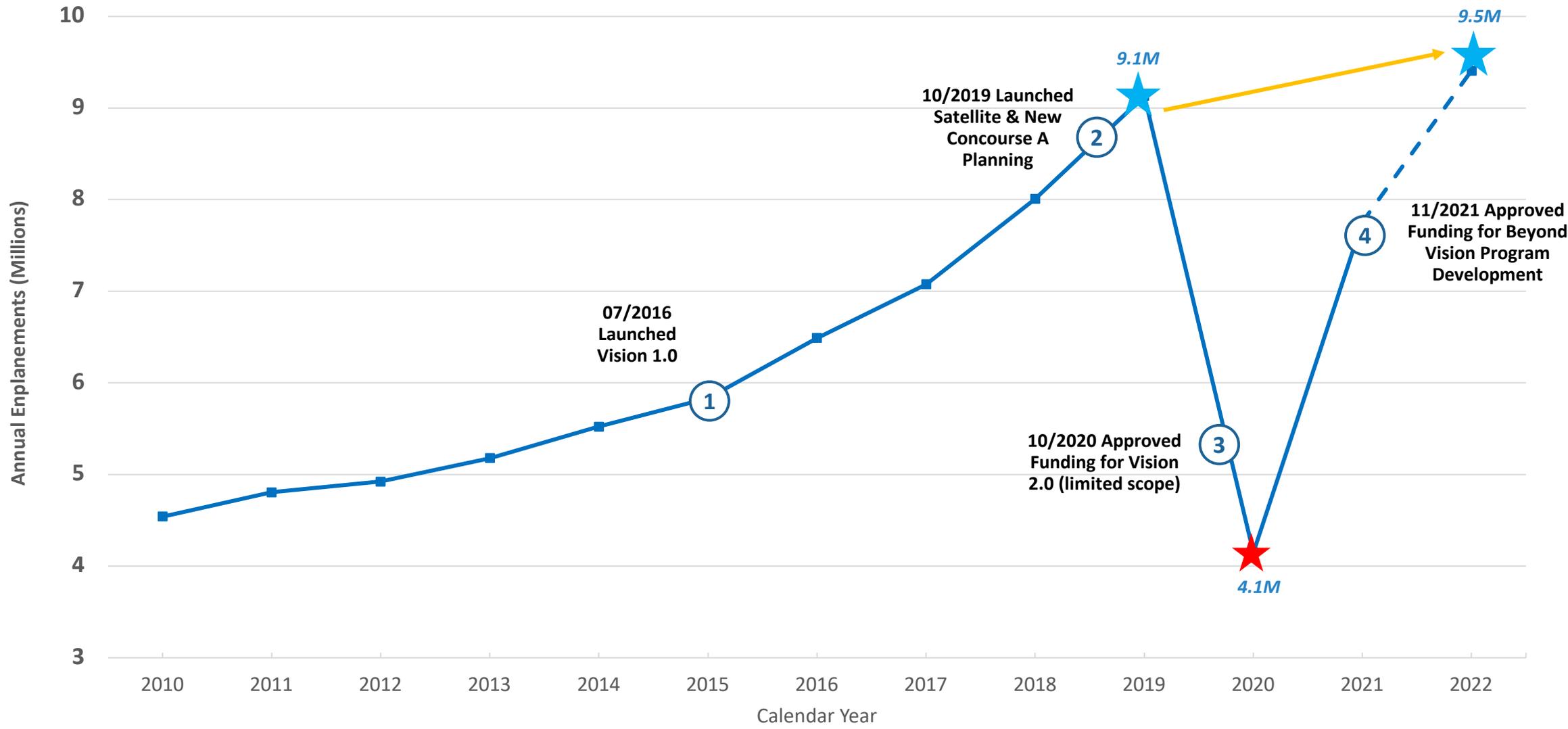
Middle Tennessee Breakdown

- BNA = \$9.9B of \$10.5B (94%)
- 23 GA Airports = \$600M of \$10.5B (6%)

BNA Details

- Total Jobs 76,507
- State & Local Taxes \$191.1 M
- Federal Aviation Taxes \$254.6 M
- Annual Payroll \$3.6B

Enplanements: Pandemic, Recovery & Growth



Updated 3/24/22: Actuals through February 28, 2022; Strategic Forecast March 1 – December 31, 2022



Air Service

- FY22 enplanements projected to exceed FY19 by at least 7%
- BNA has 98 non-stop destinations, ranking 23rd
- 4 new airlines have announced service in Nashville
 - Flair Airlines
 - Swoop Airlines
 - Avelo Airlines
 - Breeze Airways



International Arrivals Facility
OPENING IN 2023

Expanded Terminal Lobby
OPENING IN 2023

Hotel
OPENING IN 2023

Terminal Wing
COMPLETE

Airport Administrative Building
COMPLETE

Ramp Expansion
OPENING IN 2024

Satellite Concourse
OPENING IN 2023

Terminal Wing
COMPLETE

Terminal Garage 1
COMPLETE

Concourse D
COMPLETE

Central Utility Plant
COMPLETE

Terminal Garage 2
COMPLETE

Terminal Garage 3
OPENING IN 2023

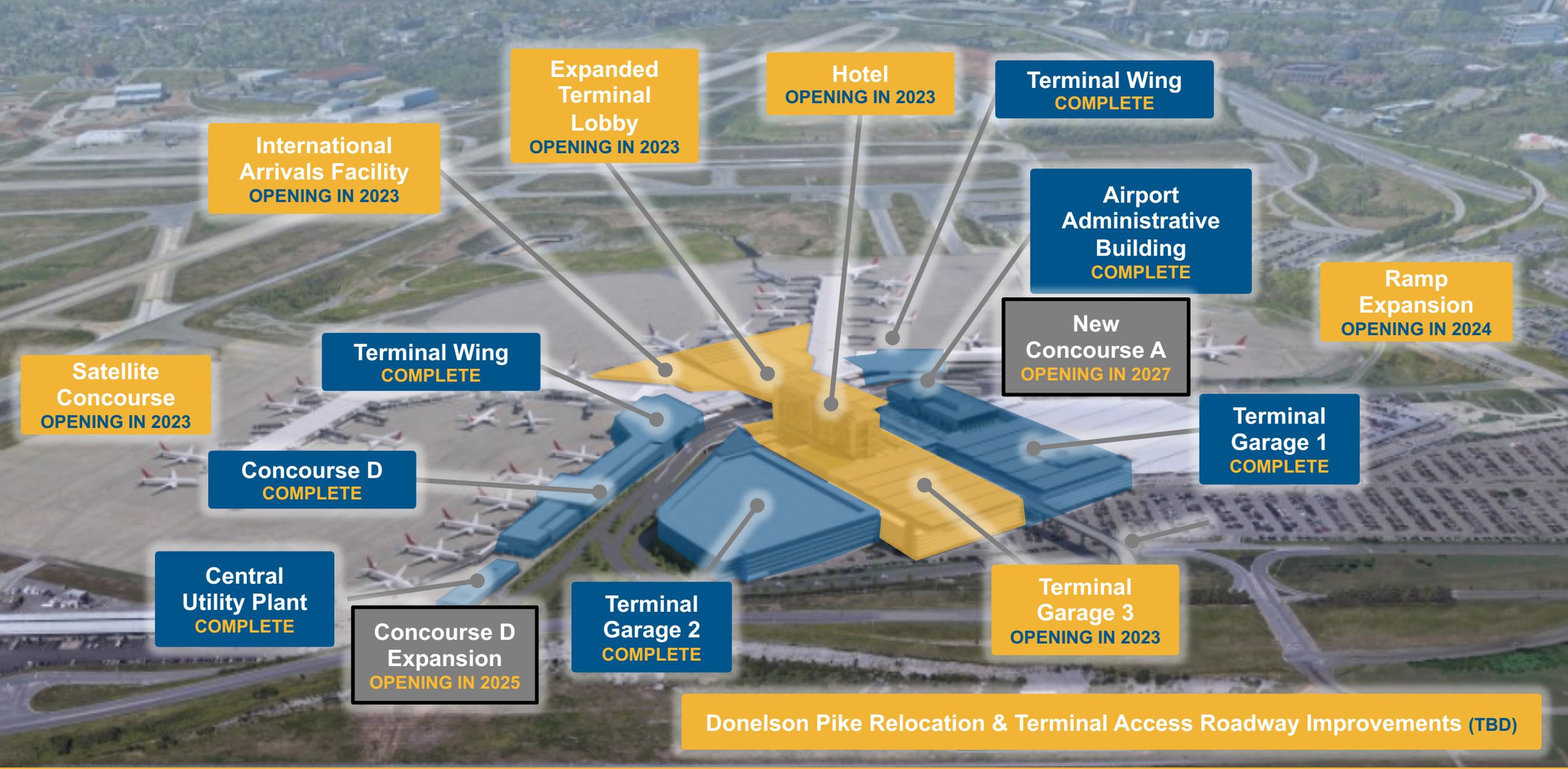
Donelson Pike Relocation & Terminal Access Roadway Improvements (TBD)

BNA[®] Vision: \$968M of \$1.6 billion (\$632M to spend)

	2022	→	2023	→	2041
Enplanements	9.5M	→	10.4M	→	15.1M
Gates	43 Gates	→	54 Gates	→	69 Gates
Operations	570 Operations	→	620 Operations	→	900 Operations
Parking	14,383 Spaces	→	16,383 Spaces	→	TBD
Concessions	45 Locations	→	90+ Locations	→	121+ Locations
Roadways	Existing	→	Ongoing	→	TBD

The New Horizon

- Future requirements exceed scope of *BNA[®] Vision (1.0 & 2.0)*
- Additional Investments Needed:
 - Baggage Handling
 - Concourses/Gates
 - Roadways & Parking



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New Concourse A
OPENING IN 2027

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Central Utility Plant
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Concourse D Expansion
OPENING IN 2025

Terminal Garage 2
COMPLETE

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Donelson Pike Relocation & Terminal Access Roadway Improvements (TBD)



March 3, 2020



March 29, 2022

John C. Tune Airport Redevelopment

FY21 Annual Report Video for Nashville International Airport and John C. Tune Airport

24 / 7 / 365

We're always open

- Operations
- Police / Security
- Concessions
- Maintenance
- Engineering
- Procurement
- Business Diversity Development
- Administration





Business Opportunity Presentations

Adam Floyd, Assistant Vice President
Department of Operations

Airside Operations

- Satellite Concourse
- Shuttle Operations/Passenger Assistance
- International Flights Passenger Assistance
- Airfield Painting/Cleaning

Landside / Terminal Operations

- Baggage Claim Passenger Assistance
- Valet Operations
- Parking / Shuttle Operations
- CCTV Maintenance Provider



Operations

Satellite Concourse & Passenger Shuttle Service - October 2023

- 24/7/365 Operations
- 9 Electric Shuttle Fleet
- Customer Service Representatives
- Maintenance Staff



International Passenger Assistance (RFP March 2022)

- Provide passenger assistance for International flights
 - Queue management
 - Assisting with CBP documents
 - Baggage assistance for International flights

Valet Operations

- Customer Service Representatives
- Car wash / detailing
- Vehicle drivers

Landside Shuttle & Parking Operations

- Shuttle drivers
- Parking lot attendants

CCTV Maintenance Provider (RFP April 2022)

- Provide maintenance / system updates to 1000+ CCTV camera system



David Griswold, Chief
Department of Public Safety

- Public Safety Department cross-trained Police/ARFF/EMS
- Medium Sized – Currently 117 employees

Department of Public Safety





Contract Security Services RFP (current contract expires December 31st, 2022)

- Traffic / Crosswalk Mitigation
- Security of SIDA at BNA
- Concessionaire/Delivery Inspections
- Parking Lot Security
- International Plaza Building Security
- Transportation Networking Companies Traffic/Lot
- Approximately 1,800hrs of work / week
- This work will require approximately 33 shifts/personnel with our current needs at BNA.

Colleen Von Hoene BNA Concessions

BNA Concessions Program

Mission Statement:

To provide a world-class airport concessions program that aligns with BNA Vision, exemplifies Nashville, exceeds passenger expectations, drives revenue, delivers operational excellence and supports a balanced diversity of small, local, minority and large business enterprises.

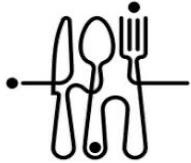




Concessions Central Terminal Program



Exceeded \$83M in gross receipts (CY2021)
Over 63,000 ft² of restaurant and retail space



Current: 28 total food & beverage locations
Year 2023: 46 total food & beverage locations



Current: 19 total news & gift and retail locations
Year 2023: 40 total news & gift and retail locations

For more information:



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Director of Operations
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a_murphy@fraport-usa.com | Fraport-USA.com
Fraport Tennessee
140 BNA Park Drive, Suite 947, Nashville, TN 37214

Concessions Overview

Business Owners & Operators



Food & Beverage / Store Design & Construction



Vendors / Suppliers / Service Providers



Associated Business Opportunities

For information and networking:



Alyson Murphy, C.M.
Director of Operations
Mobile: 615.854.3314
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Fraport Tennessee
140 BNA Park Drive, Suite 947, Nashville, TN 37214



New Concessions Opportunity

Airport Concessions Satellite Concourse

Request for Proposal (RFP)
Industry Day Event

Directly following the BNA Business Taking Off! Event
April 1, 2022 at 10 a.m.
Renaissance Hotel Downtown Nashville

An opportunity for Airport Concessionaire Disadvantaged Business Enterprises (ACDBEs) and interested food, beverage and retail multi-unit operators to obtain information regarding the upcoming RFP process.

Please [RSVP Here](#)
For more information, flynashville.com

BNA
VISION

Upcoming Concessions Satellite RFP Opportunity

Information Session directly
following the
Business Taking Off Event

Daniel B. Brown, Assistant Vice President
Department of Maintenance

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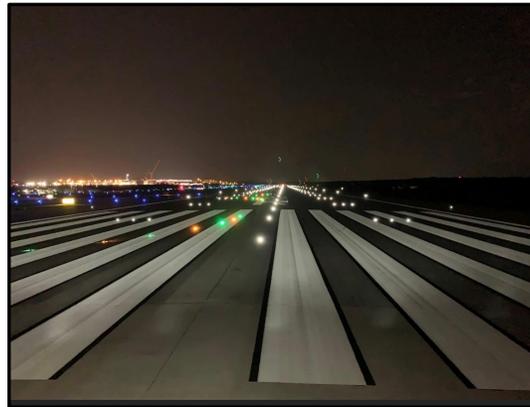
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Tiffany Adams
Maintenance Administrative Assistant
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Maintenance Contacts

Items Maintained by BNA

- Airside Facilities Electrical, Grounds, Runaways, Taxiways, Mobile Equipment
- Terminal & Landside Facilities Concourses, Parking Garages, Outlying Buildings
- Safety OSHA regulations
- Maintenance Services Over 20 SMWBE Contracts
- Environmental Compliance Containment of De-Icer, Rain Gardens, Eco-Friendly Designed and, LEED Certified

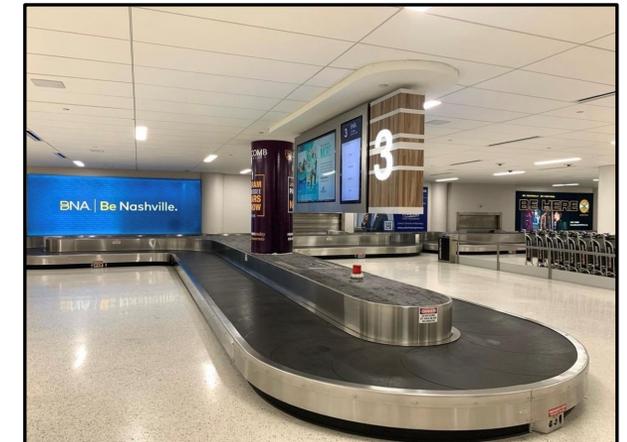
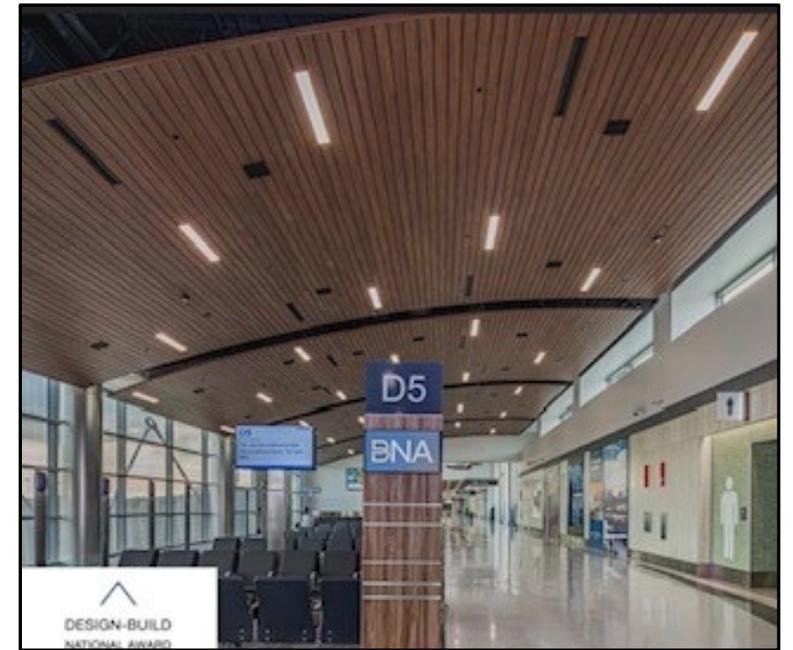


SMWBE Contractor Services

- Baggage Handling Services
- Compressed Natural Gas Facility
- Custodial Services
- Escalators and Elevators
- Fire Extinguisher Inspections/ Sprinkler Maintenance
- Landscaping
- Pest Control
- Trash Removal
- Uniforms
- Weather Monitoring

Upcoming Opportunities:

- On Call Carpet
- Snow Removal Service
- Terrazzo Floor Service
- Fire Sprinkler, Pump Flow and Alarm Testing (May 2022)
- Weather Monitoring System (May 2022)
- Sparrow Elimination & Other Potential Birds (November 2022)
- Janitorial International Plaza (August 2023)
- Fire Extinguisher Inspection Service (October 2023)



Jessica Burton, Director
Department of Procurement

- Website/Advertisement
- Aerobidz
- Vendor Registration

Three Keys to Procurement

MNAA Website: www.flynashville.com

- DO BUSINESS WITH US | Airport Authority Tab | Business Opportunities

Newspaper and Other Media

- The Tennessean
- Tennessee Tribune
- Airport Experience News

Website/ Advertisement

- Aerobidz registration sign-up at flynashville.com under Business Opportunities.
- Fill out the form to receive the Airport Authority discount. Do not go directly to Aerobidz to register. Direct applications will be assessed a substantial fee by Aerobidz.
- Free, Free, Free

Aerobidz

The screenshot shows the 'Customer Profile' registration form on the Aerobidz website. The form is divided into two main sections: 'Organization Information' and 'Contact Information'. The 'Organization Information' section includes fields for Organization Name (with three optional lines), Address, City, Province/State, Country, Postal/Zip Code, Web Site Address, GST Number, Category, NAICS Industries, and Default Language. The 'Contact Information' section includes fields for Corporate Title, First Name, Initial, Last Name, Address, City, Province/State, Country, Postal/Zip Code, Phone, and E-mail Address. A 'Copy Address From Organization' button is located between the two sections. At the bottom of the form, there is a note: 'To continue the registration process, please click the "Next Step" button.'

- Vendor Application at flynashville.com under Business Opportunities
- Complete the application on-line and submit it.
- If you have questions about completing the application, contact Carol Vasquez at (615) 275-2300.

Vendor Registration

BNA Nashville International Airport Metropolitan Nashville Airport Authority Vendor Application

Click on BBO for Business Diversity. [Specialize your application.](#) Are you currently designated or certified as:

Company Name (complete legal name)	<input type="checkbox"/> Corporation <input type="checkbox"/> LLC <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship			<input type="checkbox"/> Disadvantaged Business Enterprise (DBE) <input type="checkbox"/> Small, Minority or Woman-Owned Business Enterprise (MWBE)										
Name Doing Business As	<small>*Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application.</small> <input type="button" value="NAICS"/>													
Federal Identification / Tax ID Number	<table border="1"> <tr> <td>NAICS Code 1</td> <td>NAICS Code 2</td> <td>NAICS Code 3</td> <td>NAICS Code 4</td> <td>NAICS Code 5</td> <td>NAICS Code 6</td> <td>NAICS Code 7</td> <td>NAICS Code 8</td> <td>NAICS Code 9</td> <td>NAICS Code 10</td> </tr> </table>				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
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 Address	<small>Attached is a list of Goods and Services. Please check all boxes that apply to your company and match NAICS codes.</small>													
City	State	Business Email	Phone	Fax										
Country	Zip	Additional Contact Information												
Phone	Country	Accounts Receivable	Sales	Service	After Hours									
Fax	Name Email Phone Fax													
Remit to Name	Physical Address (if different than above) City State Zip													
Business Address (if different than Remit To address)	Order Information - Informational Only													
City	To process your Vendor Application you must complete and return by fax or email the W-9 form*.													
State	Purchase Order Accepted <input type="checkbox"/> Credit Card Order Accepted <input type="checkbox"/> Fax: 615-275-2349 Email: contractorvendorepp@nashairt.com													
Zip	Contact Information													
Primary MVA Contact Name(s):		Title:		Date:										
Submitted By:		Submit by Email		Print Form										
		FAX: 615-275-2349		PHONE: 615-275-2300										

Stacey Nickens, Assistant Vice President
Corporate Communications
Giveaways

Traci Holton, Vice President/Chief Engineer and Deputy COO
Development and Engineering

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Rachel Tamakloe
Administrative Assistant
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Ninette White
Administrative Assistant
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Ninette.White@flynashville.com

Engineering Contacts



B&C Concourse Upgrades

RFP Date: April 14, 2022

Construction Cost: \$6,500,000



Parking Lot Reconstruction

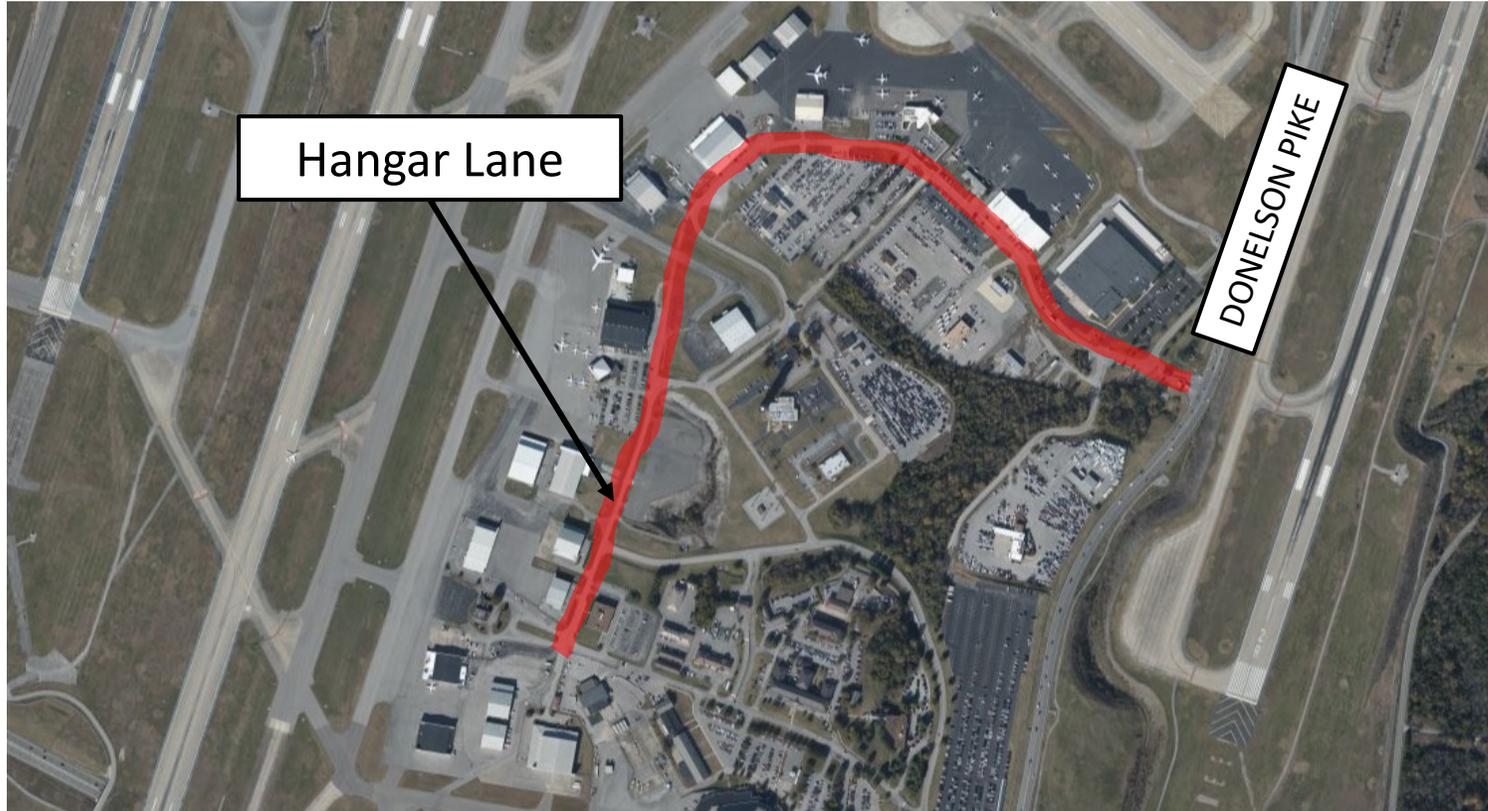
RFQ: April 2022

Bid Date: October 2022

Construction Cost: \$1,000,000



**Project pending MNAA Board Approval*



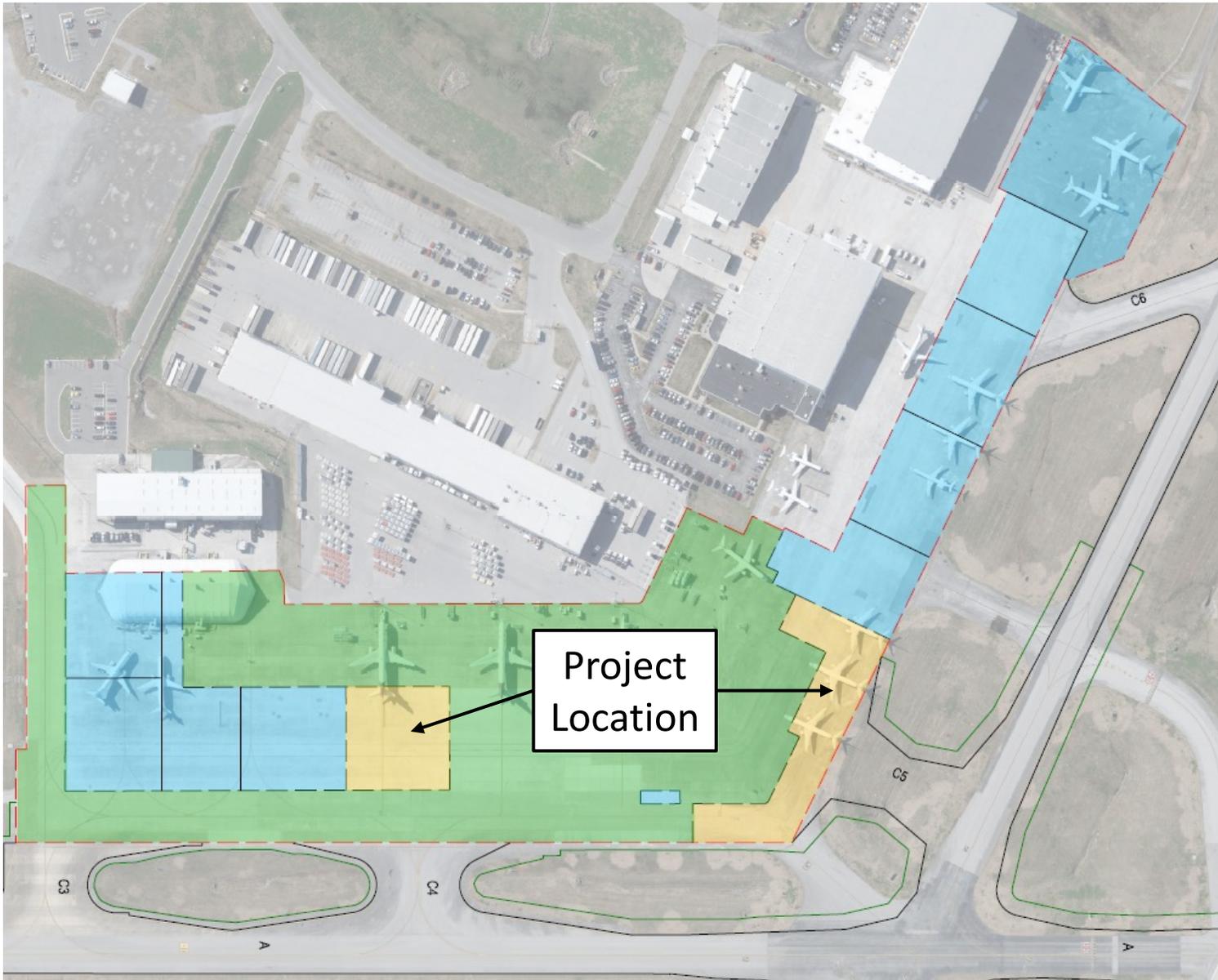
Hangar Lane Reconstruction

RFQ: June 2022

Bid Date: January 2023

Construction Cost: \$900,000

**Project pending MNA Board Approval*

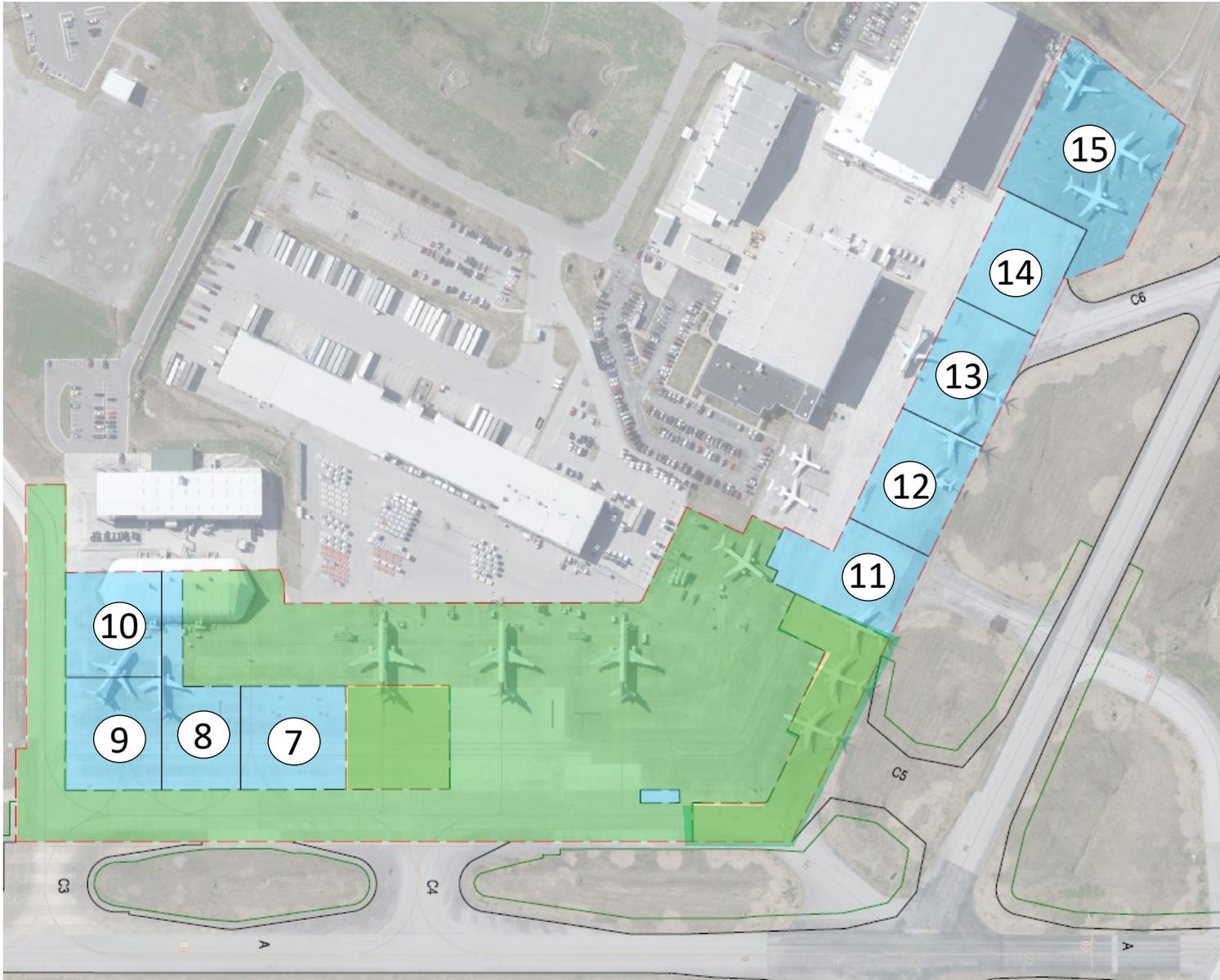


Cargo Apron Slab Replacement – Phase 6

Bid Date: September 2022

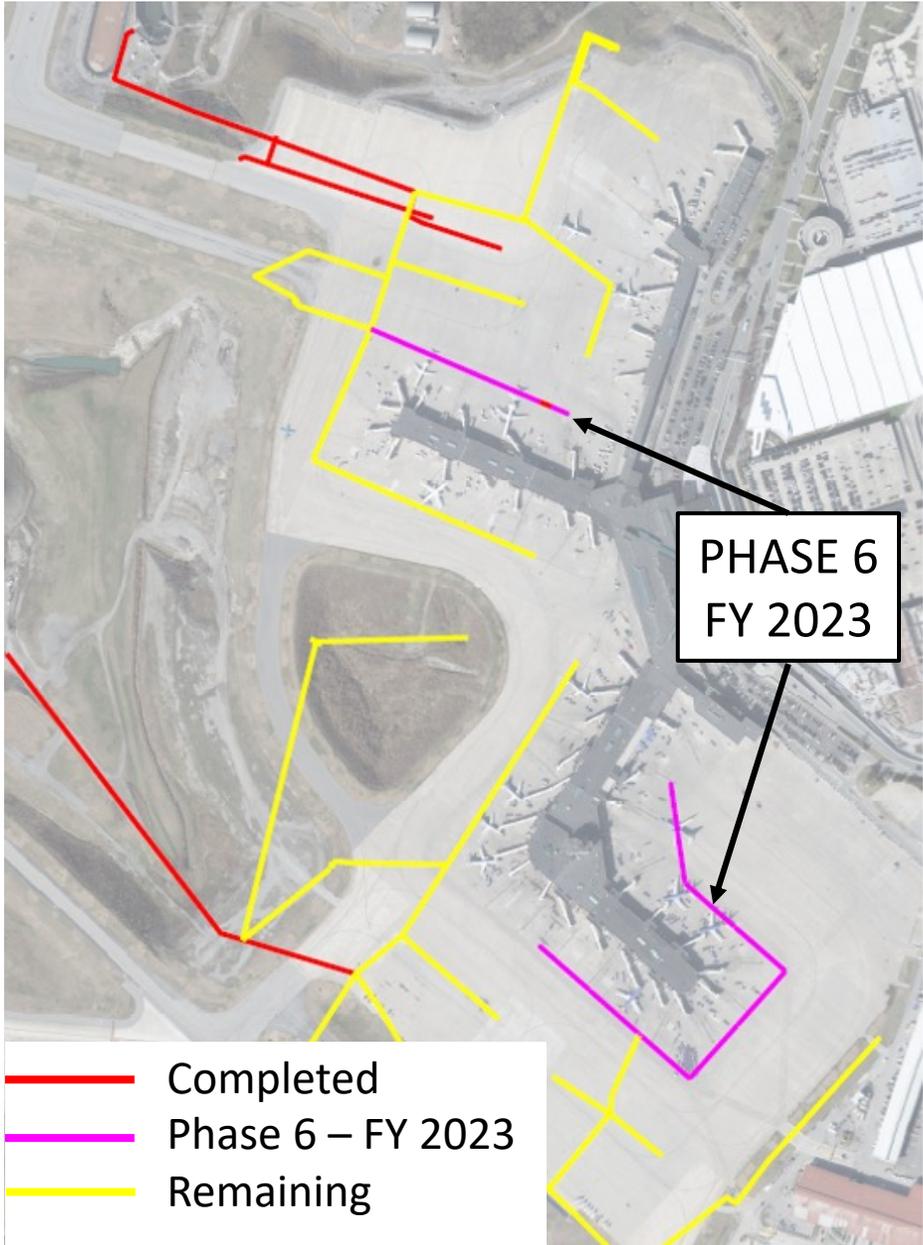
Construction Cost: \$1,200,000

**Project pending MNAA Board Approval*



Cargo Apron Slab Replacement – Design Services

RFQ: January 2023



Stormwater Pipe Repair – Phase 6

Bid Date: November 2022

Construction Cost: \$1,600,000

**Project pending MNAA Board Approval*



Reconstruct Taxiway Bravo South

Bid Date: May 2022

Construction Cost: \$18,000,000



Reconstruct Taxiway Bravo/Kilo Intersection

RFQ: May 2022

Bid Date: April 2023

Construction Cost: \$10,500,000

**Project pending MNAA Board Approval*



Runway 2C/20C Joint and Crack Repair

RFQ: November 2022

Bid Date: July 2023

Construction Cost: \$800,000

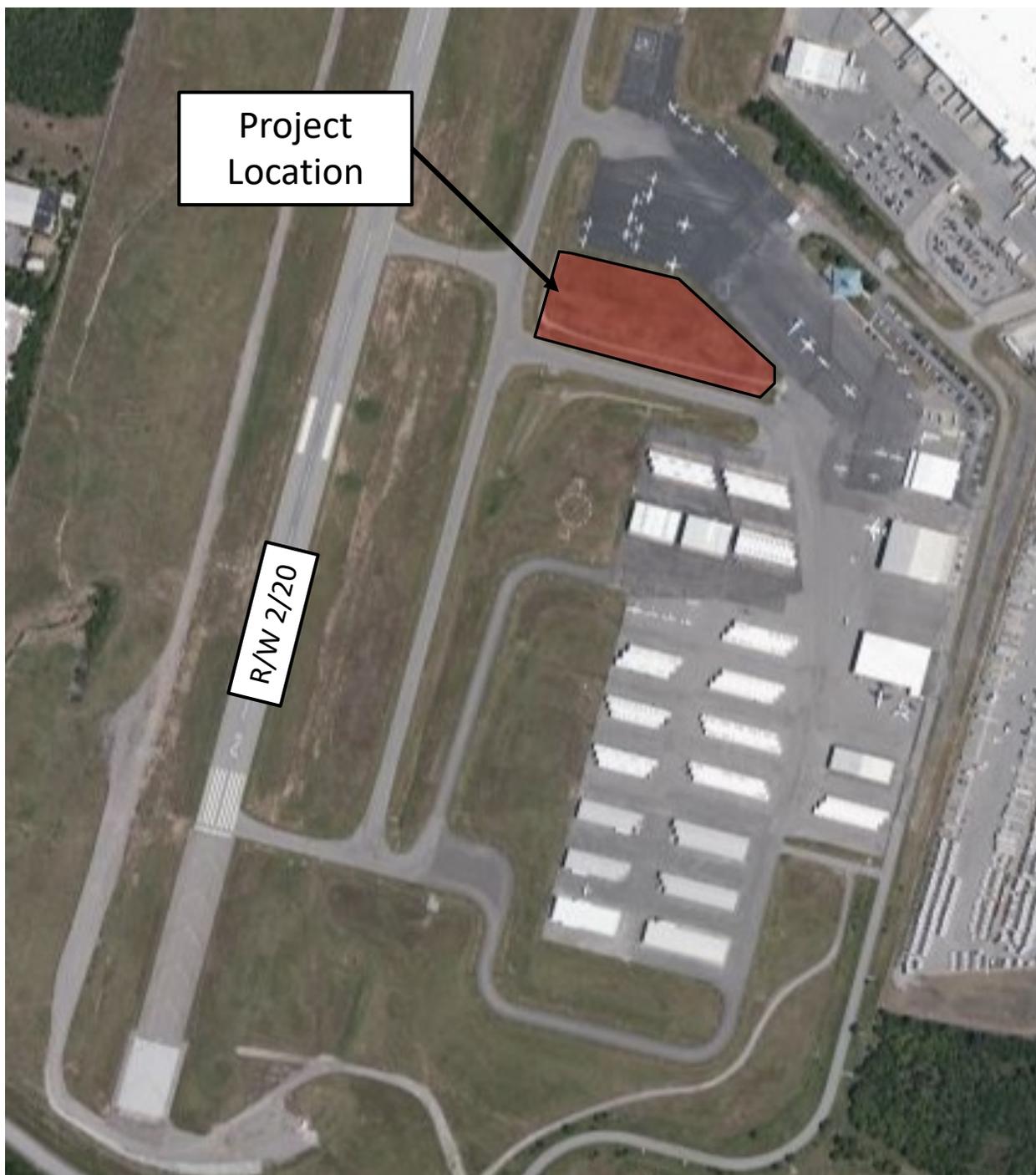


Murfreesboro Road Tunnel Structural Repairs

Bid Date: January 2023

Construction Cost: \$400,000

**Project pending MNA Board Approval*

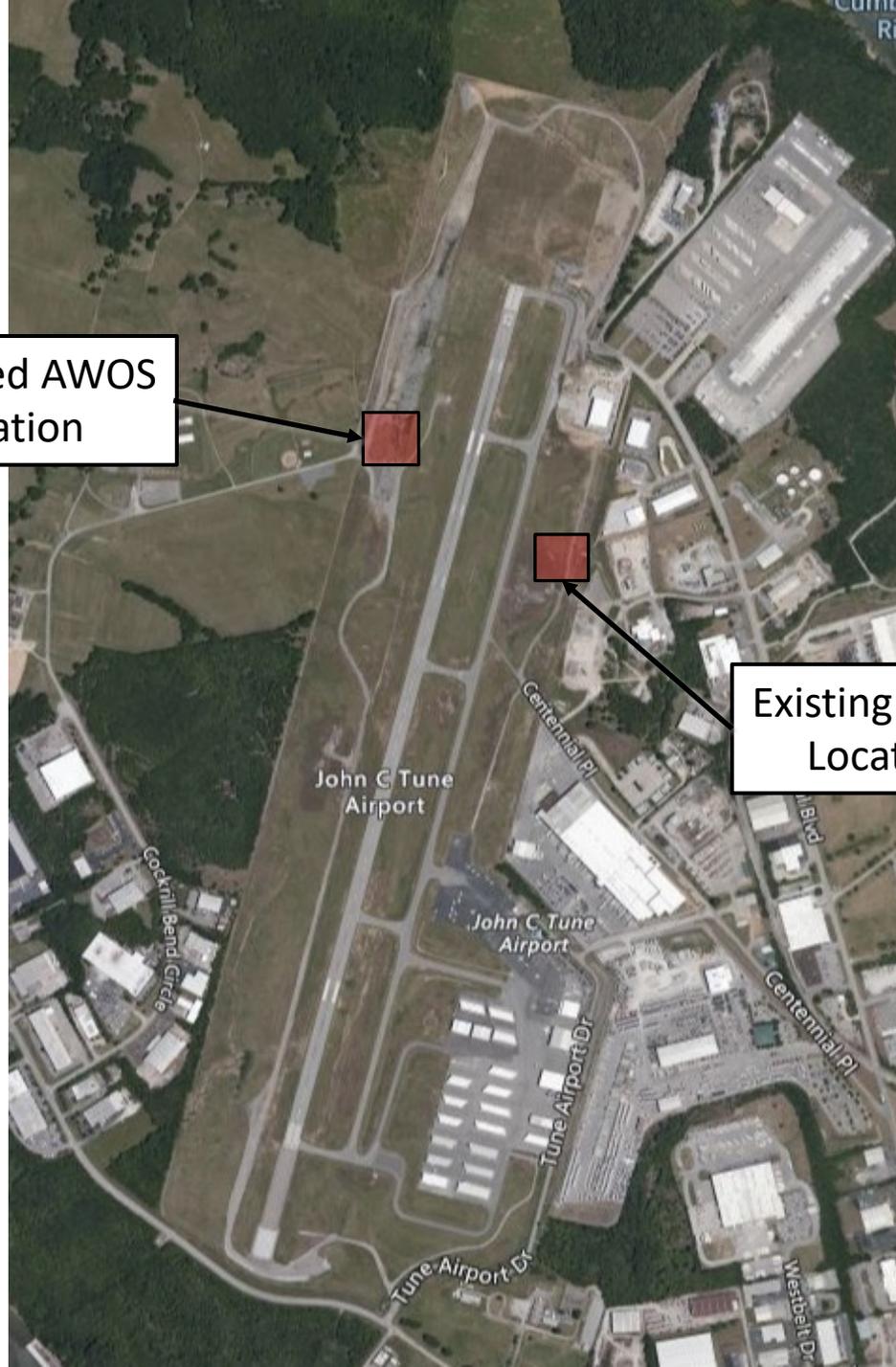


John C. Tune Apron Expansion

Bid Date: May 2022

Construction Estimate: \$3,200,000

Proposed AWOS
Location



Existing AWOS
Location

John C. Tune AWOS Relocation

Bid Date: May 2022

Construction Estimate: \$450,000



Project Location

John C. Tune North Development Road and Airside

Bid Date: August 2022

Construction Estimate: \$8,300,000



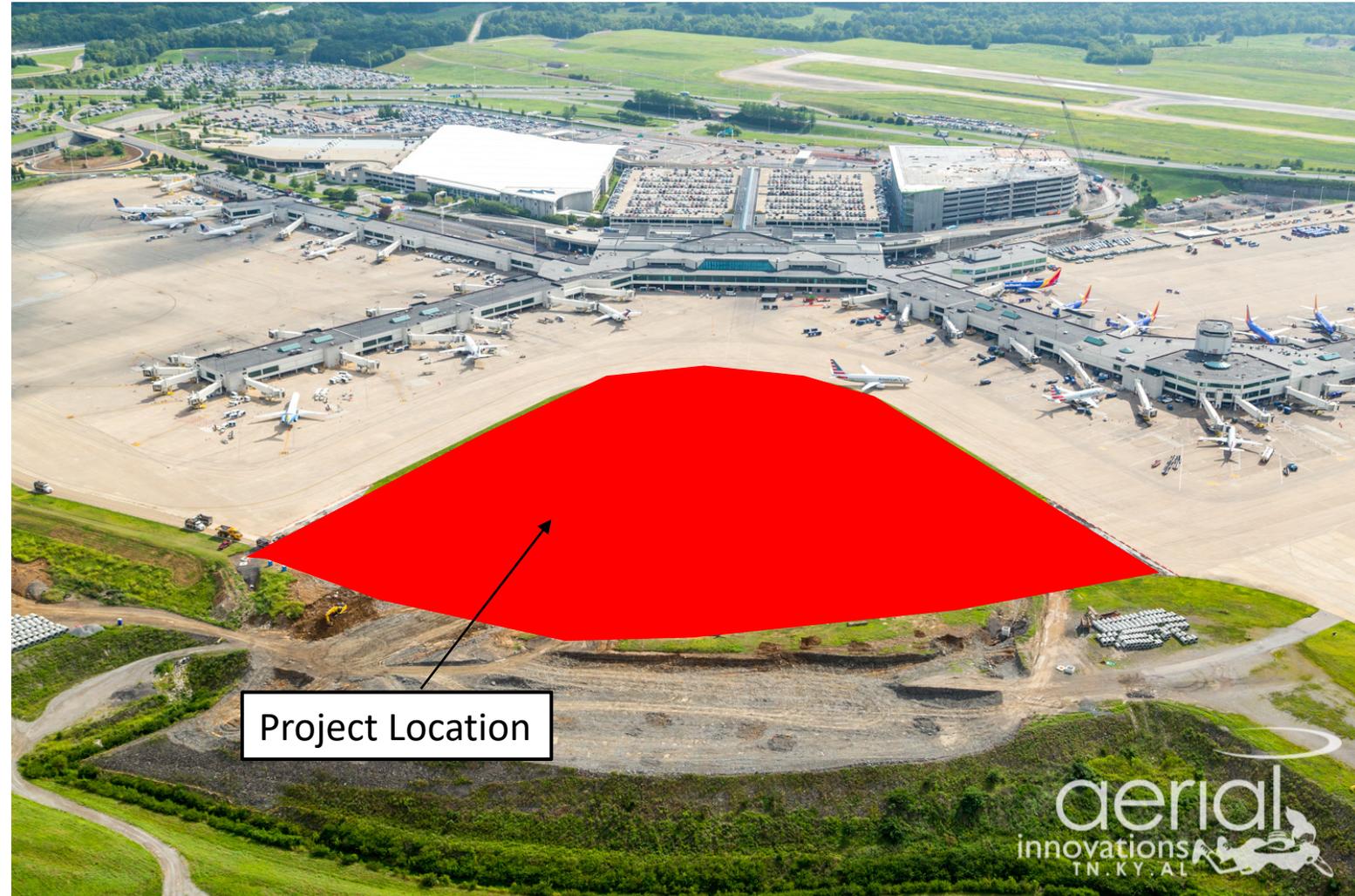
John C. Tune Terminal Parking Lot Expansion

RFQ: August 2022

Bid Date: March 2023

Construction Estimate: \$1,400,000

**Project pending MNA Board Approval*



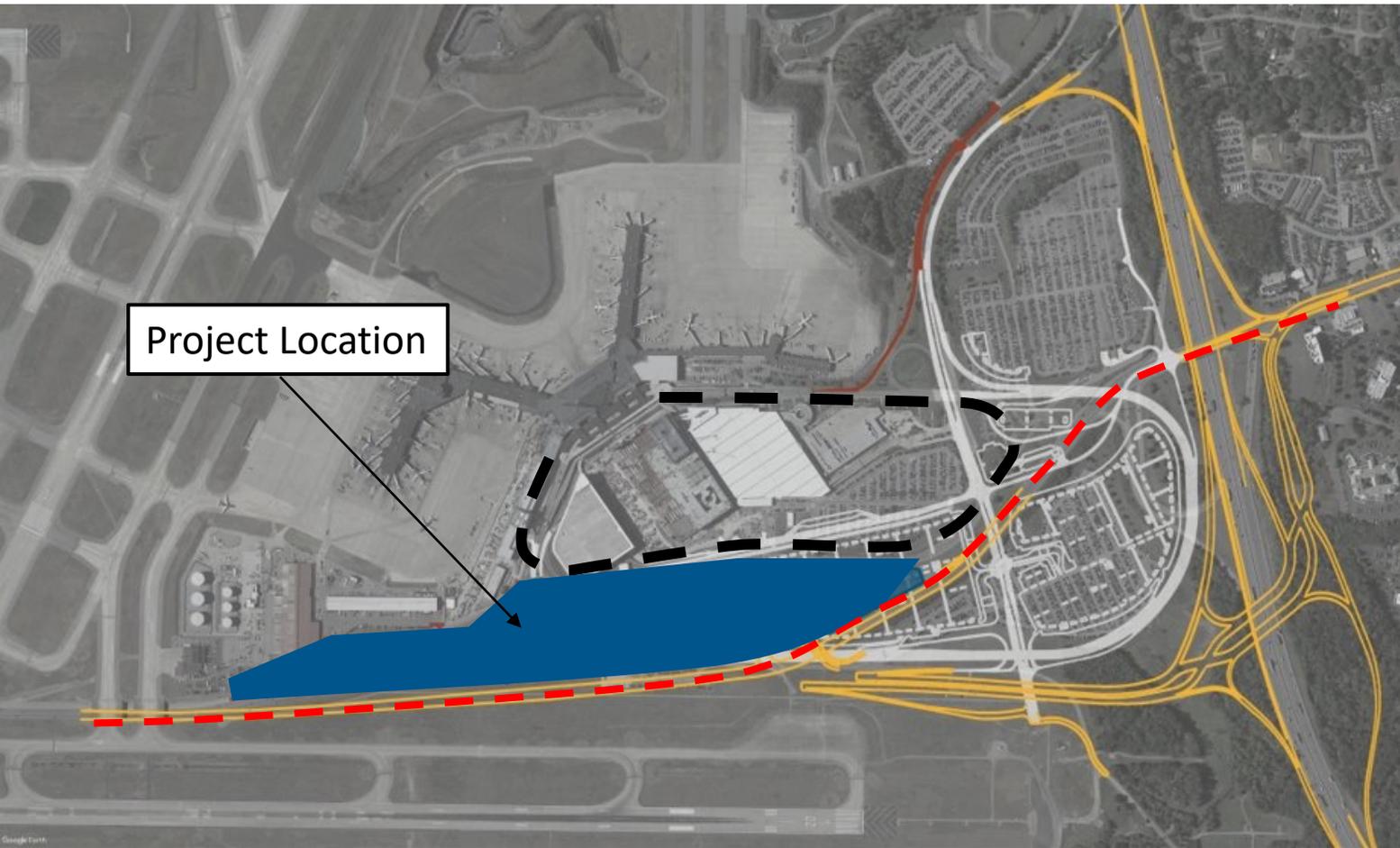
Terminal Apron & Taxiway Expansion

- Bid: June 2022
- Construction Cost: \$15,000,000

Baggage Handling System Expansion

- RFP: July 2022
- Construction Cost: \$85M

**Project pending MNAA Board Approval*



Terminal Access Roadway Improvements Phase 2

- Bid: February 2023
- Construction Cost: \$37.5M

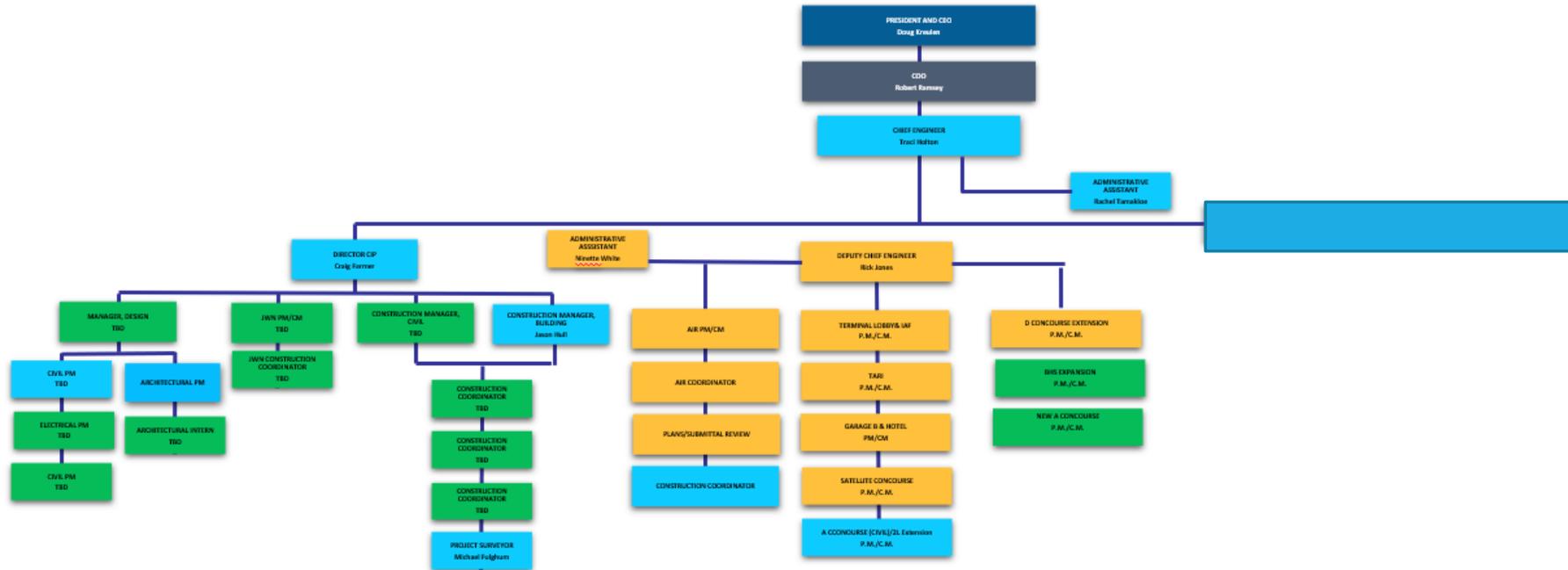
Job Order Contract

RFP: June 2022



Staff Augmentation

RFP: Aug 2022





BNA Vision Updates

Traci Holton, Vice President, Chief Engineer and Deputy Chief Operating Officer





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Donelson Pike Relocation & Terminal Access Roadway Improvements (TBD)

BNA[®] Vision: \$936M of \$1.6 billion (\$664M to spend)

Ticketing, Apr 2020



Security Checkpoint, Apr 2020



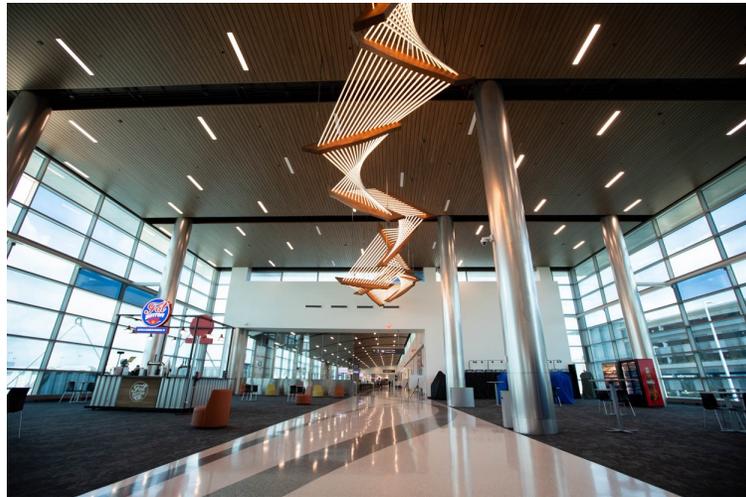
Rental Car, Apr 2020



Garage 1, Jun 2020



Concourse D, Jul 2020



Administration Building, Jan 2021



Garage

- \$97.4M
- 1,800 spaces

Hotel

- First P3
- 4-star, full service



Canopy / Bridge

- Airwave
- Canopy: 695' x 224'; Bridge: 215' x 27'
- Designed to reduce traffic congestion, enhance passenger safety and protect from weather
- Serves Admin/TSA, garages, hotel and terminal



Terminal Lobby

- \$484M
- 24 Security Lanes
- Two 13' x 69' Video Boards
- 42 Food & Retail Spaces
– 49,500 sf
- 6 International Gates
– 800 passengers/hour





- 6 narrow-body jets (Group III) or
- 3 wide-body jets (Group V)

International Arrivals and Marketplace



Aerial Photo – August 2018



Aerial Photo – March 2022



International Arrivals Facility
OPENING IN 2023

Expanded Terminal Lobby
OPENING IN 2023

Hotel
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Terminal Wing
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Airport Administrative Building
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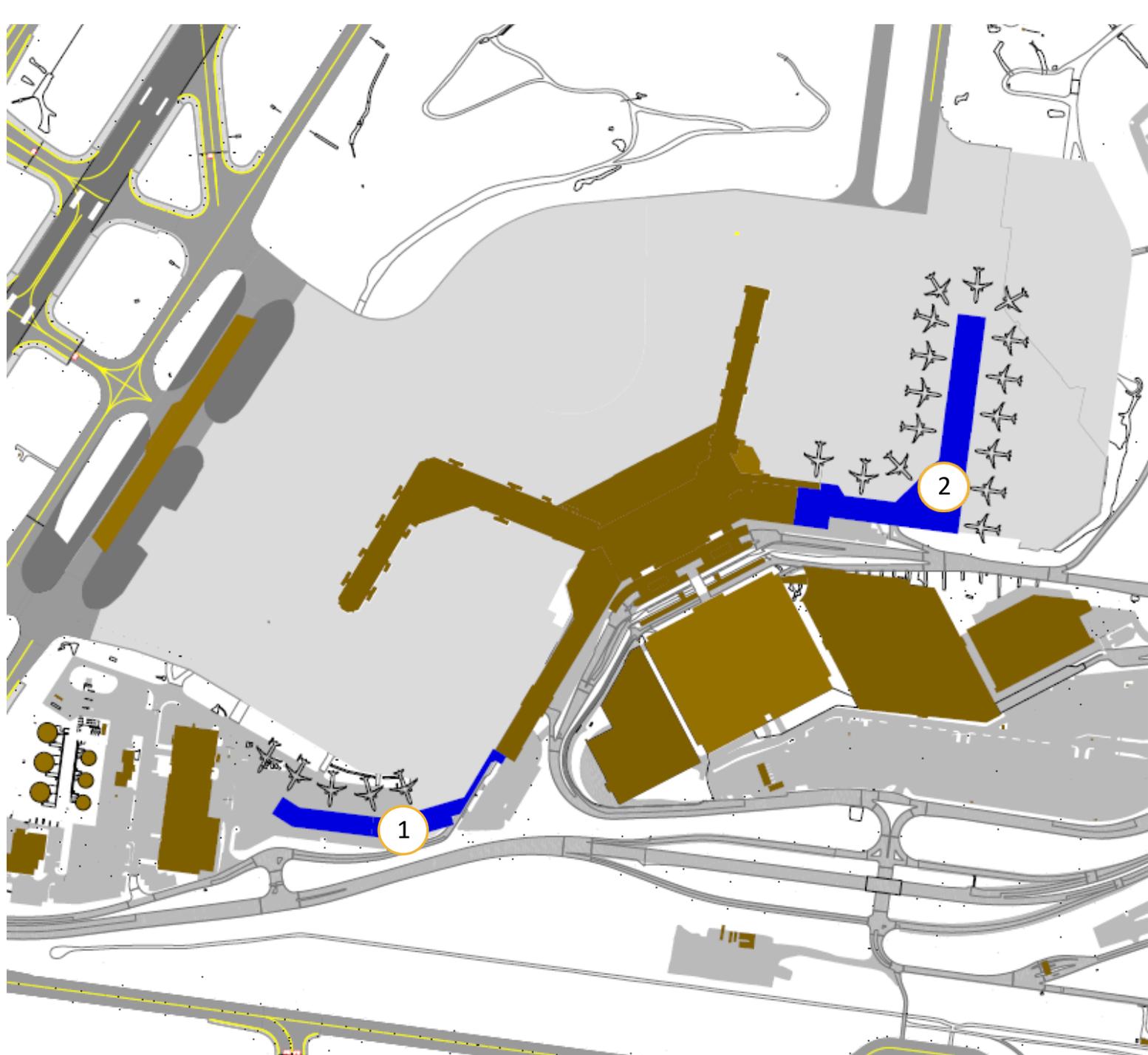
Concourse D Expansion
OPENING IN 2025

Terminal Garage 2
COMPLETE

Terminal Garage 3
OPENING IN 2023

Donelson Pike Relocation & Terminal Access Roadway Improvements (TBD)

Beyond BNA® Vision: ~ \$1.1 billion on the New Horizon



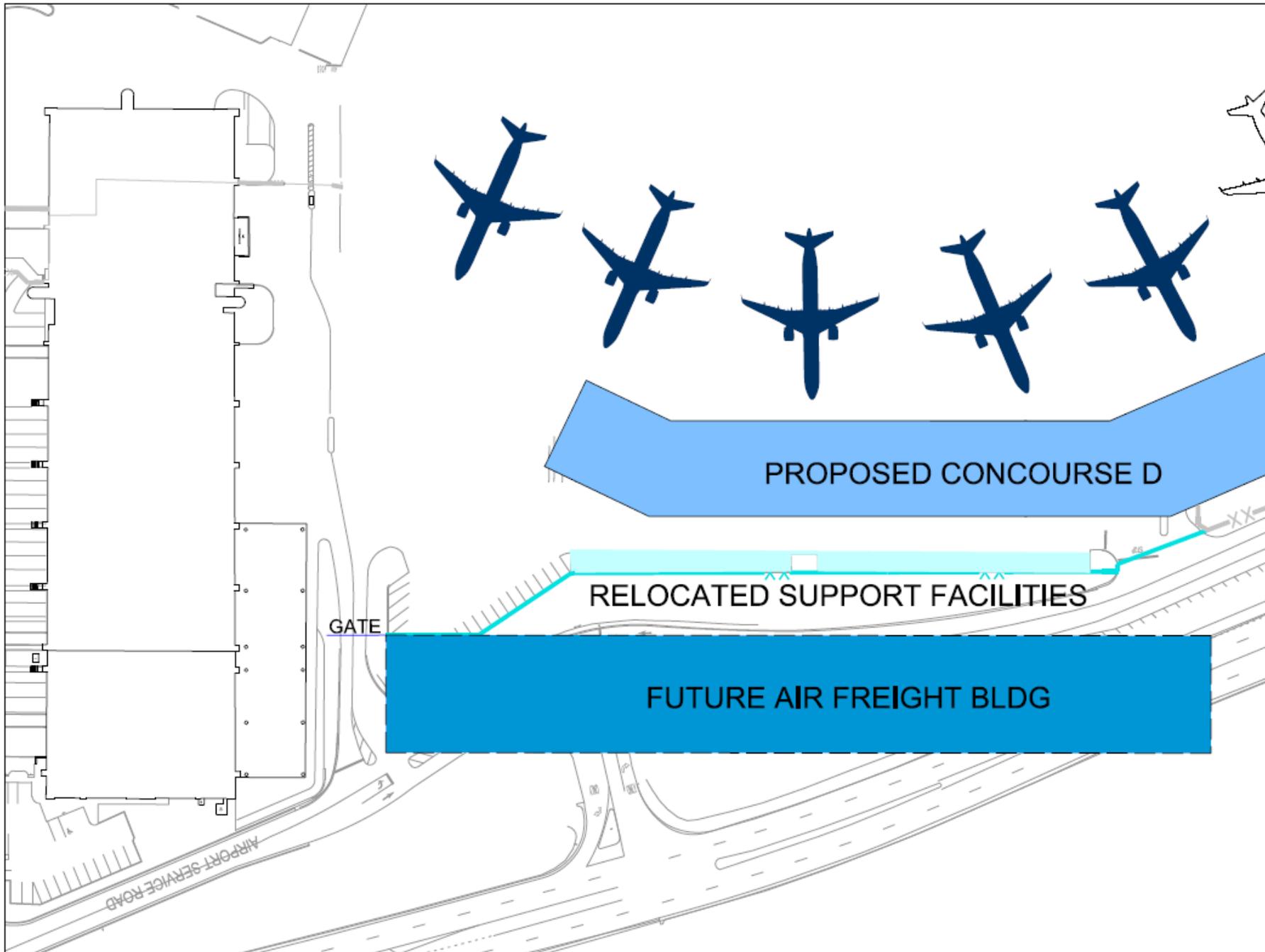
Concourse D Extension and New Concourse A

- 1** Extend Concourse D
 - 5 Gates
 - Empty chair for new Concourse A
 - Build new Air Freight Building after Donelson Pike Relocation

- 2** Construct new Concourse A
 - 16 Gates (net 10)
 - Apron/Fill Underway

Concourse D Extension

- RFP: May 2022
- Construction Cost: \$225M



Tanja Turner Bell, Director
Department of Business Diversity Development

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VP, Procurement and Business
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Business Diversity Development Contacts

- Outreach
- Certification
- Goal Setting
- Compliance
- Technical Assistance

Business Diversity Development Overview

Stacey Nickens, Assistant Vice President
Corporate Communications
Awards Ceremony



Thank you for joining us today.

Next: Opportunities Fair/Concessions' Industry Day

