

CONNECTING NASHVILLE TO THE WORLD

FISCAL YEAR 2017

July 1, 2016 through June 30, 2017

Metropolitan Nashville Airport Authority℠

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New Horizons

For Nashvillians, it will forever remain one of our most remarkable collective experiences. On August 21, 2017, the moon completely blocked the sun for nearly two minutes during the first total solar eclipse to sweep across the entire country in 99 years. Here at Nashville International Airport (BNA), we've been seeing eclipses of a different kind for years – the kinds that surpass records, goals and expectations, and fiscal year (FY) 2017 was no different.

During FY17, passenger numbers at BNA hit a new all-time record for the fourth consecutive year. The airport served more than 13.5 million passengers, eclipsing the previous year's record by a remarkable 10.3 percent. Following the 2017 CMA Music Festival and Bonnaroo Music & Arts Festival, a record 25,000 passengers departed BNA, setting a new single-day record at BNA. And that solar eclipse? It brought thousands more to Middle Tennessee for a once-in-a-lifetime experience.

With record-breaking passenger traffic, BNA was named the "Fastest Growing U.S. Airport" by online industry publication *anna.aero*, eclipsing the runner-up in the category by almost a full percentage point.

As we break records in our airports and Nashville's economy booms and population growth soars, businesses and visitors alike continue to take notice. Everyone, it seems, wants to be a part of the action, and BNA is the gateway connecting them. As the first of many exciting announcements, we broke news this summer announcing a nonstop flight between Nashville and London via British Airways, linking not only the two cities, but connecting Music City to the rest of the world through Heathrow Airport and beyond.

To keep pace with all this growth in our region, together with the burgeoning international interest in Music City, our dynamic *BNA Vision* growth and expansion plan is well underway. During FY17, we began construction on the new Parking and Transportation Center, as well as the interim International Arrivals Building, which will accommodate the immediate needs for additional international capacity while the permanent, state-of-the-art International Arrivals Facility is being designed and constructed. In a September event at the Music City Center, we released stunning new renderings that reveal the actual look, feel and features of BNA's renovation, which includes a four-star hotel and proposed transit station.

With so much at stake and so many projects underway, it is imperative that we have a strong organization pulling together. In my five years here at MNAA, I have never been more confident about the team in place to oversee these developments. I am proud of what we have accomplished over the past fiscal year, and I look forward to what we will accomplish over the next 12 months. With all of the exciting changes on the horizon, the future of Nashville and MNAA is incredibly bright. So bright, in fact, that you might want to hold on to those eclipse glasses.



DOUG KREULEN
President and CEO
MNAA



About MNAA

The Metropolitan Nashville Airport Authority (MNAA) was established in 1970 and owns and operates Nashville International Airport (BNA) and John C. Tune Airport (JWN). With more than 13.5 million passengers visiting each year, BNA is the 33rd busiest airport in the U.S. Currently serving 450 flights daily to more than 50 nonstop markets, BNA is the fastest growing U.S. airport of its size.

MNAA is a quasi-governmental entity overseen by a 10-member Board of Commissioners. Financially self-sufficient, MNAA receives no local tax dollars or state general funds. Nine of the commissioners are appointed by the mayor of the Metropolitan Government of Nashville and Davidson County and approved by the Metropolitan Council. All commissioners serve as volunteers for four-year terms without compensation. The mayor is the 10th member.

MNAA Board of Commissioners



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MEGAN BARRY
Mayor, Metropolitan Government of Nashville & Davidson County



DIERKS BENTLEY
Singer and Songwriter



JOHN DOERGE
Deloitte



AMANDA FARNSWORTH
Retired, J.J.B. Hilliard, W.L. Lyons, Inc.



BILL FREEMAN
Freeman Webb Company



KABIR SINGH SANDHU, P.E.
R.C. Mathews Contractor



CHRISTINA SMITH
Wells Fargo





Forging the Future

BNA is transforming with a vision of connecting Nashville to the world.



Whether it's to take in our legendary music scene, sample one of our many world class restaurants or catch a once-in-a-lifetime celestial event, people from all over the world want to visit Music City. In FY17, we made that a reality for millions of travelers in and out of BNA. Altogether, **Nashville International Airport hosted more than 13.5 million passengers in FY17, yet another record breaking year.** Part of the reason for this record growth was the launch of 10 new nonstop flights. BNA began additional air service to Boston, Charlotte, Las Vegas, Minneapolis, New York City, Phoenix, Raleigh-Durham, San Francisco and Seattle. To reach our markets above and below our borders, we also introduced additional flights to Cancun, Mexico, and for the first time in BNA history, seasonal service to Calgary, Alberta, Canada.

The region's booming population and the city's ongoing surge in world-wide popularity have combined to produce month after month of record-breaking passenger growth at BNA. To meet the needs and demands of this growth, projected to continue well into future years, BNA is transforming with a vision of connecting Nashville to the world.

In July 2016, MNAA launched *BNA Vision*, an ambitious and comprehensive plan designed to accommodate record-breaking passenger trends and the area's rapidly increasing population growth. *BNA Vision* provides for expanded parking, concourses and lobby areas; additional airline gates; a new, state-of-the-art International Arrivals Facility; more security screening lanes; an on-site, upscale hotel and more. *BNA Vision* is expected to be implemented over the course of the next five to seven years and is already well underway.



Coming Soon:
Parking and Transportation Center
opening Summer 2018



Nashville Mayor Megan Barry joins
MNAA Board to unveil ***BNA Vision***

On January 23, MNAA broke ground on the first major project – a six-level, 2,000 space parking structure, called the Parking and Transportation Center. It will include a parking space guidance system, a green-screen vegetation wall, and capacity for 20,000 gallons of rain water harvesting for landscape irrigation. This initial project is set to be completed by summer 2018.

BNA Vision also calls for a state-of-the-art International Arrivals Facility, a much-needed expansion upgrade to enhance BNA's capacity to welcome an anticipated increase in international flights. But, until it's complete, the existing International Arrivals Building is being upgraded to serve as an interim. With the interim upgrade, processing capacity will increase from 200 passengers per hour to 400, a passenger boarding bridge has been added, and the U.S. Customs and Border Protection processing area will be improved.

In September 2017, at an event featuring the Mayor and other civic and business leaders, MNAA unveiled the new look, feel and design of *BNA Vision*. Through video, renderings, a 3-D model, and a dynamic virtual reality simulation, Music City got its first detailed look at the final plans for the renovation of the terminal and new plaza at BNA, including a hotel and transit station to accommodate plans for future light rail or other transit options.



Flights Added In FY 2017

Boston – **DELTA AIR LINES**

Calgary, Alberta, Canada – **WESTJET AIRLINES**

Charlotte – **SOUTHWEST AIRLINES**

Las Vegas – **FRONTIER AIRLINES**

Minneapolis – **SOUTHWEST AIRLINES**

New York City JFK – **DELTA AIR LINES**

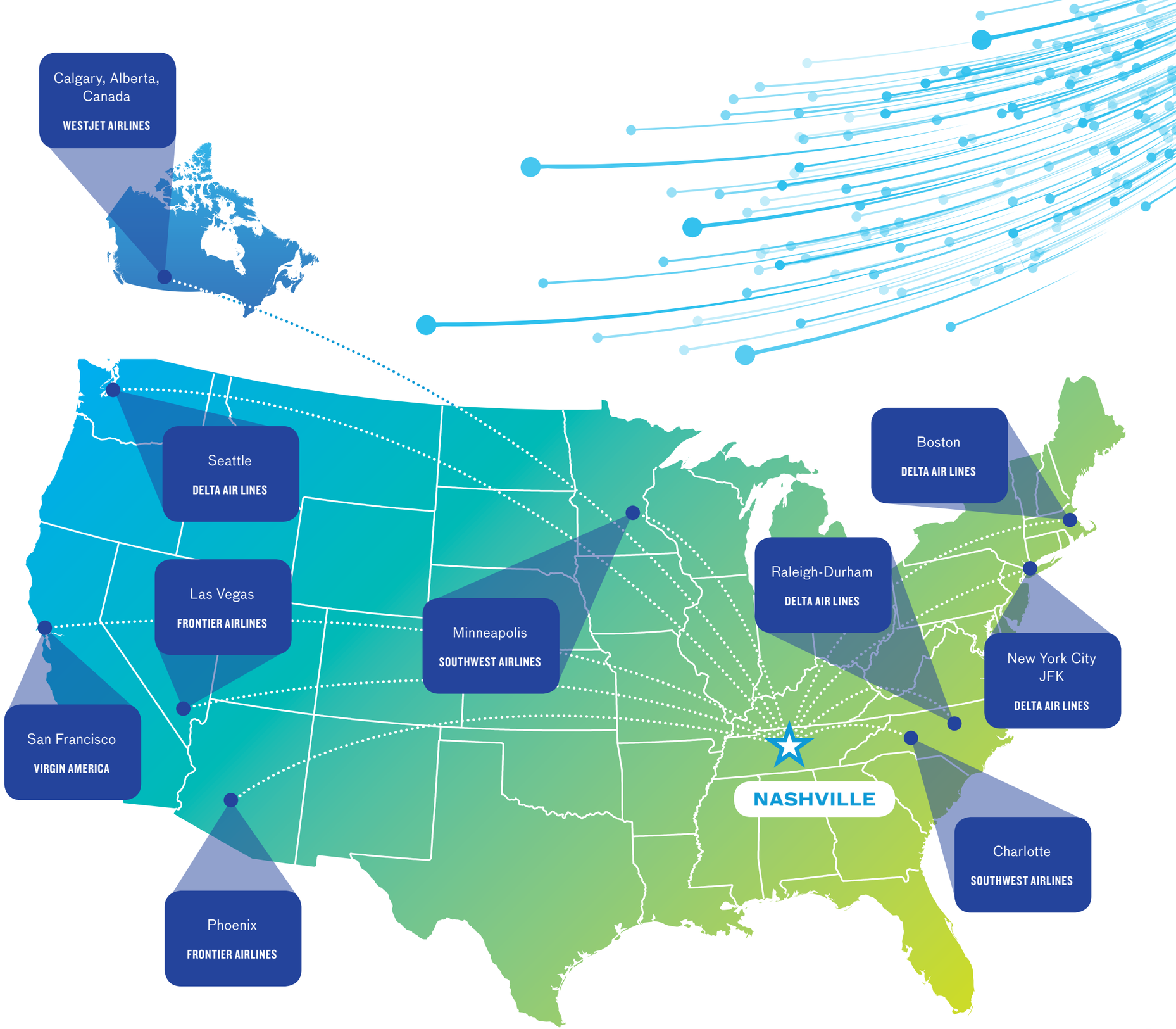
Phoenix – **FRONTIER AIRLINES**

Raleigh-Durham – **DELTA AIR LINES**

San Francisco – **VIRGIN AMERICA**

Seattle – **DELTA AIR LINES**





Gateway to Green

BNA is expanding its global impact, and as it does, it is always striving to make its environmental footprint as small, responsible and green-friendly as possible. FY17 was a landmark year in sustainability efforts at the airport, particularly with the rollout of 20 new parking shuttles fueled with compressed natural gas (CNG), making them clean powered and sustainable. The conversion from petroleum-based fuels to cleaner burning CNG across the airport's shuttle bus fleet is anticipated to reduce greenhouse gas emissions by approximately 14 percent. The new shuttles join the airport's eight BNA Express Park shuttles, making all shuttles at BNA CNG-fueled.

To accommodate the new buses, BNA also constructed a CNG fueling station in the spring. CNG is produced by compressing natural gas, which is primarily composed of methane, to less than 1 percent of its volume at standard atmospheric pressure. The result is an odorless and colorless clean-burning fuel that can replace gasoline. With the new fueling capabilities, MNAA is in the process of transitioning all company vehicles to being CNG-fueled.



The CNG upgrades are just two recent changes that emphasize MNAA's commitment to a sustainable future and the pursuit of environmentally sound initiatives, many of which received a great deal of recognition this year. Some of these accolades include:

- 2017 Governor's Environmental Stewardship Award
- American Society of Civil Engineers (ASCE) Infrastructure Game Changer Award
- 2016 Airports Going Green Award
- The Envision® Silver Award from the Institute for Sustainable Infrastructure
- The American Council of Engineering Companies Tennessee's 2017 Engineering Excellence Grand Award
- The Significant Airport Project - Air Carrier Award by the Tennessee Aviation Association

Tennessee Department of Environment and Conservation's

2017 Sustainable Transportation Award

Boston Globe notes BNA's Tootsie's as

"Airport restaurant where you can eat like a local"

Airport Revenue News names MNAA

Best Airport Concession Management Team

medium airports category

Intersecting Tastes

One thing about Nashville, while it always seems to have one foot headed towards the future, it always keeps the other foot in touch with the past, connected to its roots, traditions and values. The same goes for us at BNA.

Over the past several years, the airport has launched a variety of new and innovative concessions to keep travelers well fed, hydrated and comfortable, in a distinctly Nashville way, from old favorites to emerging cuisine trends. From wine bars and beer kiosks, to sushi restaurants and bistros, BNA offers something for everyone, but always with a Nashville flair. In FY17, BNA brought downtown Nashville to the heart of the terminal with Music City Beer & Spirits. This outpost is the first specialty retail location in a Tennessee airport to sell takeaway alcohol.

In addition to souvenir merchandise, Nashville visitors can purchase Tennessee-made beer and spirits, including commemorative Music City Light craft beer six packs, available only at BNA.

And while all of the new concessions are welcome enhancements to the airport, many of the original restaurants and shops remain vibrant, integral parts of the airport experience. In FY17, the Massage Bar celebrated 20 years of helping travelers de-stress. It is just one of the small businesses we're proud to have in the BNA family for so many years. We are committed to adding more exciting options to the BNA food and retail experience in the years ahead.





Taste of BNA

- Auntie Anne's
- Berry Field Bistro
- Blue Coast Burrito
- Burger King
- Famous Famiglia
- Freshëns Smoothies & Yogurt
- Gibson Café
- Green Beans Coffee
- Hissho Sushi
- La Hacienda Mexican Restaurant
- Nathan's Famous
- Neely's Bar-B-Que
- Noshville Delicatessen
- O'Charley's
- Popeyes Louisiana Kitchen
- Provence Breads & Café
- Quiznos Sub
- Starbucks Coffee
- Swett's
- Tennessee Tavern
- Tennessee Brew Works
- Tootsie's Orchid Lounge
- Vino Volo
- Wendy's
- Whitt's Barbecue
- Yazoo Beer Kiosk







Bolstering Community

BNA is more than an airport; it is a reflection of the city it serves. And to truly mirror its host city, BNA must continue to embody Nashville's distinctive character – one which lifts up its neighbors. At MNAA, community engagement is a priority. That's why MNAA works closely with nonprofit organizations across the region to further its goal of enriching the local community.

In FY17, MNAA hosted its 21st annual MNAA Aviation Golf Classic as a way to raise funds for education initiatives and community projects in Middle Tennessee. The recipients of this year's funds were the Nashville Public Library Foundation, the National Museum of African American Music (NMAAM) and the Japan-America Society of Tennessee (JAST) for the Nashville Cherry Blossom Festival.

By making these activities a priority, BNA is able to do more than simply welcome travelers to Nashville; it is strengthening the community for everyone who calls it home.





2016 recipients of the Aviation Golf Classic funds:

- Nashville Public Library Foundation
- National Museum of African American Music
- Japan-America Society of Tennessee

for the Nashville Cherry Blossom Festival



BNA is more than an airport; it is a reflection of the city it serves.

Huffington Post includes **BNA's live music and Bonnaroo exhibits** as part of its

"6 Things to Do If You're Stranded at the Airport" list

Connecting to Culture

As the gateway to Nashville, BNA sees millions of visitors pass its way each year. For many, BNA is the first taste of Music City and often the last impression upon departing our city. For others, it is the first welcome home. BNA does not take this role lightly, and it is imperative that the airport embraces and projects the city's best qualities. And there is nothing we do better in Music City than creative arts.

Arts at the Airport has been showcasing the creative talent of our community for nearly 30 years. It is an extension of the diverse and vibrant creativity that blossoms throughout our region and entices so many artists and musicians to call it home.

Arts at the Airport in FY17 had a distinctly musical bent, particularly with the grand opening of the newly renovated and expanded live music stage in the Concourse C Food Court. The new stage provides talented musicians with a worthy platform to entertain and inspire our guests.



During the grand opening celebration, there were live performances by the San Rafael Band, Nashtones and the BNA All-Star Band. Additionally, 2 Steel Girls, the acclaimed mother-daughter duo who appeared on NBC's *The Voice,* performed for an enthralled gathering. At 17 feet by 9 feet, this is the largest stage of the six performance areas in BNA to date. The AV components have also been fully upgraded, allowing BNA to operate the system from a tablet or smartphone. Additionally, a 75-inch LED TV and two 65-inch LED TVs have been added to broadcast the live performances, allowing more passengers across the concourse to enjoy the performances.

BNA also hosted a three-day concert series in FY17 as part of Make Music Nashville, an annual celebration which takes place in various locations throughout the city to celebrate music while also providing an accessible platform for musicians of all skill levels. During the concert series, BNA hosted 15 performances, culminating in a crowd-pleasing Kazoo Jam. The airport handed out more than 500 kazoos so that travelers could contribute their own musical talents to the performance.

In FY17, BNA also revitalized several of its successful recurring programs within Arts at the Airport, including the Black History Month Music Series, which commemorated the sounds of the American Civil Rights Movement, and the 4th Annual Bonnaroo Music & Arts Festival-themed skylight art exhibit.

With all that is offered inside BNA, the traveler to Nashville is guaranteed a pitch perfect "taste" of life in Music City.









Jetsetter.com names BNA's live music one of the

"9 Craziest Things to Do at an Airport."

Only U.S. airport mentioned

Nashville Business Incubation Center's
Collaborator of the Year
for Mentor Protégé program

Bridging Businesses

Nashville is a city of opportunity. Fledgling musicians and ambitious entrepreneurs alike have found success here, often with the help and guidance of a mentor or industry veteran. MNAA follows in that tradition with its support of the diverse, inclusive and entrepreneurial business community in the Middle Tennessee area. MNAA's Small, Minority and Woman-Owned Business Enterprise (SMWBE) program promotes, encourages and stimulates participation of SMWBEs and provides maximum opportunities for these businesses to participate in MNAA contracts and programs.

Each spring, MNAA hosts "Business Taking Off," a free networking event designed to provide SMWBEs with an opportunity to learn more about doing business with MNAA and upcoming contracts and business opportunities at both BNA and John C. Tune. This year, more than 250 local business owners and representatives attended the event, which highlighted an array of exciting opportunities available through *BNA Vision*.

Additionally, MNAA offers a free Mentor/Protégé program that provides small businesses with classroom-style training on topics including bonding, operations and succession planning, a program that was honored with the Nashville Business Incubation Center's Collaborator of the Year award.

With these programs and events, MNAA is able to harness the diversity of the city's entrepreneurial spirit, and in turn, foster its continued growth.





MNAA's Davita Taylor awards Ken C. Thomas, Jr. with Archangel, the SMWBE of the year

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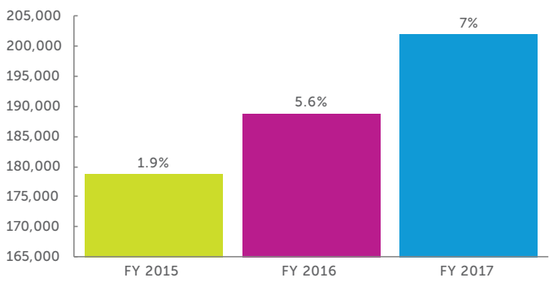
Financials

MNAA operations are financially self-sufficient and receive no local tax dollars. MNAA relies on user fees and airport revenues to support, operate, maintain and improve facilities at both JWN and BNA.

Operating Activities

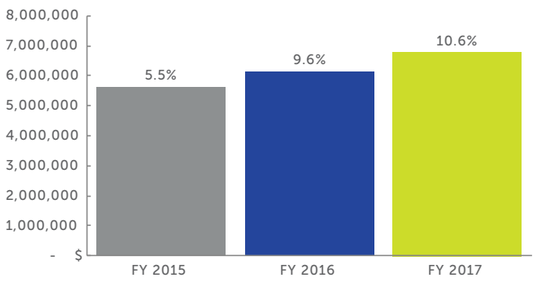
TOTAL AIRCRAFT OPERATIONS

Percent increase over previous year



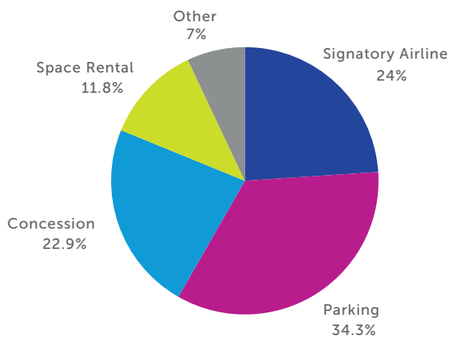
ENPLANEMENTS

Percent increase over previous year

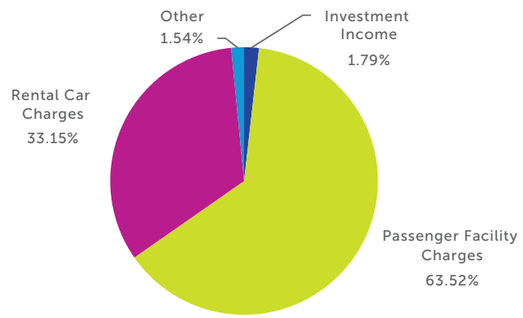


Operating & Non-Operating Revenues

2017 OPERATING REVENUES



2017 NON-OPERATING REVENUES



Do you know how the airport is funded?

Airlines
- Terminal & Ramp Rental Fees
- Landing Fees

Concessions & Car Rentals
- Food & Beverage
- Retail

Parking

Federal & State Capital Improvement Grants
- Federal Aviation Administration
- Tennessee Dept. of Transportation

By the Numbers

BNA

4 runways

14 airlines

More than 50 nonstops

450 daily flights

47,500 tons of cargo in FY17

More than 13.5 million passengers in FY17

888,000 sq ft of terminal space

John C. Tune Airport

4 executive hangars

125 T-hangars

8,000 sq ft of office space

21K & 18K sq ft clear span hangars

38,000 sq ft of aircraft parking and apron space



Coming Soon:
New BNA Entrance

Coming Soon:
New Plaza,
including a hotel
and transit station



FLYNASHVILLE.COM

Metropolitan Nashville Airport Authority℠

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