Minutes of the Joint Meeting of MNAA and MPC Finance/Administration/Properties Committees

BNA Nashville International Airport

Date:	June 10, 2020	Place:	Nashville International Airport Board Room / Electronic Meeting
Time:	9:15 a.m.		
Committee Members Present:			Amanda Farnsworth, Chair; Bill Freeman, Vice Chair; Bobby Joslin; John Doerge; and Kevin Crumbo
Committee Members Absent:			None
Others Present:			Jimmy Granbery; Nancy Sullivan; Doug Kreulen; Cindy Barnett; and Angela Edwards

I. Call to Order

Chair Farnsworth called the meeting of the MNAA and MPC Finance, Administration, and Properties (FAP) Committee to order at 9:15 a.m., pursuant to Public Notice dated June 5, 2020.

II. Roll Call and Open Meetings Act Announcement

Ms. Angela Edwards, Staff Secretary, called roll of the members of the Joint Meeting of the MNAA and MPC Finance/ Administration/Properties Committees. All members were present.

Ms. Edwards read the Open Meetings Act Announcement as follows:

The Joint Meeting of the MNAA and MPC Finance/Administration/Properties Committees will be held in accordance with Executive Order No. 16, signed by Governor Bill Lee on March 20, 2020, as amended by Executive Order No. 34, signed by Governor Bill Lee on May 6, 2020, allowing a governing body to hold meetings by electronic or other means of communication without a quorum being physically present if the governing body determines that meeting by electronic means is necessary to prevent the spread of COVID-19 or other related epidemics to protect the health, safety and welfare of the public and members of the governing body. All votes taken during this meeting will be by roll call vote.

III. Approval of Minutes

Chair Farnsworth called for a motion to approve the Minutes of the May 13, 2020 FAP Committee meeting. A motion was made by Commissioner Joslin and seconded by Commissioner Freeman. Ms. Edwards took a roll call vote and the motion carried by vote of 5 to 0.

IV. Chair's Report

Chair Farnsworth had no Chair's Report.

V. Items for Approval

None

VI. Information Items

A. BNA Concessions Program Update

Ms. Linda Macey, AVP, Revenue Development, presented a chart of weekly concessions sales beginning April 12, 2020. Sales have grown week over week in the 14-16% range. There are currently 13 concepts open and staff anticipates opening 3 more next week.

Ms. Macey presented a Concourse D Layout Plan. Concourse D grand opening is July 16, 2020. None of the concepts will be open at that time. The concepts that are currently solidified for Concourse D are 8th & Roast, Stellar News, Patricia Nash, and Minute Suites. These concepts are either about to start construction or are waiting for capital money to become available due to COVID-19. Puckett's, Party Fowl, and Burger King are approaching the 95% design phase.

Ms. Macey presented a slide of what staff envisions for Concourse D's layout for the opening ceremony on July 16, 2020 at 2:00 p.m. Hudson will have temporary kiosks available and there will be seating for attendees.

President Kreulen stated Ms. Macey and Ms. Margaret Martin, VP, Chief Development Officer, had been working hard on getting these leases executed however, it has been a challenge due to capital dollars being frozen due to COVID-19.

Staff has reached out to Southwest Airlines (Southwest) and its representatives have no reservations having the grand opening ceremony with no concessions. Southwest participated in a grand opening of a Concourse in Ft. Lauderdale that also was not able to have its concessions open.

MNAA staff has commitments from Gary Kelly, President and CEO of Southwest Airlines, Governor Bill Lee, and Mayor John Cooper to attend.

Southwest has planned to add more flights in Nashville and they need the Concourse.

Ms. Macey presented a slide with pictures of two concepts targeted to open in July 2020. Those locations are Tootsie's and Tennessee Brew Works. MNAA staff is working with Fraport and Delaware North on finalizing subleases which are required to get those concepts open for business.

As mentioned earlier, the 3 concepts anticipated for opening next week are Gibson's, CNN, and the In-Motion store. The dust wall on The Tennessee Trading Post is scheduled to come down this evening.

President Kreulen stated 2 of the 3 concepts opening next week are not new concepts but believe passenger traffic has grown enough that those businesses can re-open and make a profit.

Chair Farnsworth thanked Ms. Macey and her staff for their work on getting Concourse D opened.

Chair Farnsworth inquired about what the staff had decided to do for the tenants that suffered business interruption at John C. Tune Airport. President Kreulen stated he is still working on that with Ms. Martin's team and will get back to the Board.

This item was provided for informational purposes only with no action required.

VII. Adjourn

There being no further business brought before the FAP Committee, Chair Farnsworth adjourned the meeting at 9:25 a.m.

William H. Freeman, Board Secretary