

# Joint Meeting of MNAA Board of Commissioners and MPC Board of Directors

**March 19, 2025**

BNA

# Call to Order

March 19, 2025

# Public Comment

Tennessee Code Annotated, Title 8, Chapter 44, Part 1

MNAA Policy ID: 33-007, Public Comment Policy, effective November 27, 2024

No Requests for Public Comment Received by Monday, March 17, 2025, at 1:00 pm

# Approval of Minutes

Joint Meeting of the MNAA Board of Commissioners & MPC Board of Directors

February 19, 2025

# Chair’s Report

Nancy B. Sullivan, P.E.

Board Chair

# President’s Report

Douglas E. Kreulen, A.A.E.

President and CEO

- Affirmed Senior Lien Bond rating of AA-
- Stable Outlook
- Strengths
  - Limited competition for an attractive and rapidly growing demand base;
  - Financial resilience, which has sustained the airport throughout economic cycles
  - Extremely strong demand generated by the burgeoning Nashville economy
  - Proactive leadership with safeguards in place

# S&P Affirmed Senior Bond Rating

- February 21, 2025
- Nov 2024: Kroll affirmed MNAA's senior lien rating of AA-/stable and subordinate rating of A+/stable
- Nov 2024: Moody's reported MNAA senior lien rating of A1 and subordinate rating of A2 remain current
- Sep 2024: Fitch affirmed MNAA's senior bond rating of A+/stable and subordinate bond rating of A/stable



# Resonance Consultancy Rates Nashville #22 of Top 100 Cities

- February 26, 2025
- Highlights: Nightlife, Shopping, Sports, Culture
- Sub-category Ratings:
  - Nightlife: Top 10
  - Culture: #13












# New & Returning Air Service

- Avelo Airlines
  - Lakeland, FL (LAL): Weekly flight began Mar 6, 2025
  - Concord, NC (USA), Wilmington, NC (ILM), Wilmington, DE (ILG) and Rochester, NY (ROC) begin in April/May 2025
- Frontier Airlines
  - Orlando (MCO): 3 times weekly flight returned Mar 7, 2025
- Southwest Airlines
  - Indianapolis, IN (IND): Daily flight began Mar 6, 2025
  - Cabo San Lucas, Mexico and Punta Cana, Dominican Republic: Weekly flights began Mar 8, 2025
- Spirit Airlines
  - Cleveland, OH (CLE) and San Antonio, TX(SAT): 2 times weekly flights begin May 8, 2025
  - Chicago, IL (ORD), Kansas City, MO (MCI) Milwaukee, WI (MKE), Myrtle Beach, SC(MYR): 2 times weekly flights begin May 9, 2025
  - Baltimore, MD (BWI), Charlotte, NC (CLT) and Tampa, FL (TPA) returning in May 2025

- Inspected Runway, Taxiways, Apron, Navaids & Infrastructure
  - Section 1 – No immediate discrepancies
  - Section 2 – 2 recommendations
    - Trees – R/W02 end, R/W20 end
      - Operations will evaluate
- Received TN Airport License, valid until 12/31/2026

# TDOT Annual JWN Inspection

- Inspection: March 18, 2025
- Report: March 18, 2025



Issue Date: 03/18/2025 No. 23122.1*A

STATE OF TENNESSEE

DEPARTMENT OF TRANSPORTATION

This certifies that **John C. Tune** Airport at

**Davidson** County, **36° 10'N** Latitude, **86°53'W** Longitude;

In **Nashville**, Tennessee is hereby licensed as an

AIRPORT

This license is valid until **December 31st**, 2026, only so long as operations are conducted in accordance with the laws and regulations of the United States and the State of Tennessee governing the operations of civil aircraft landing areas.

This the **18th** day of **March**, 2025

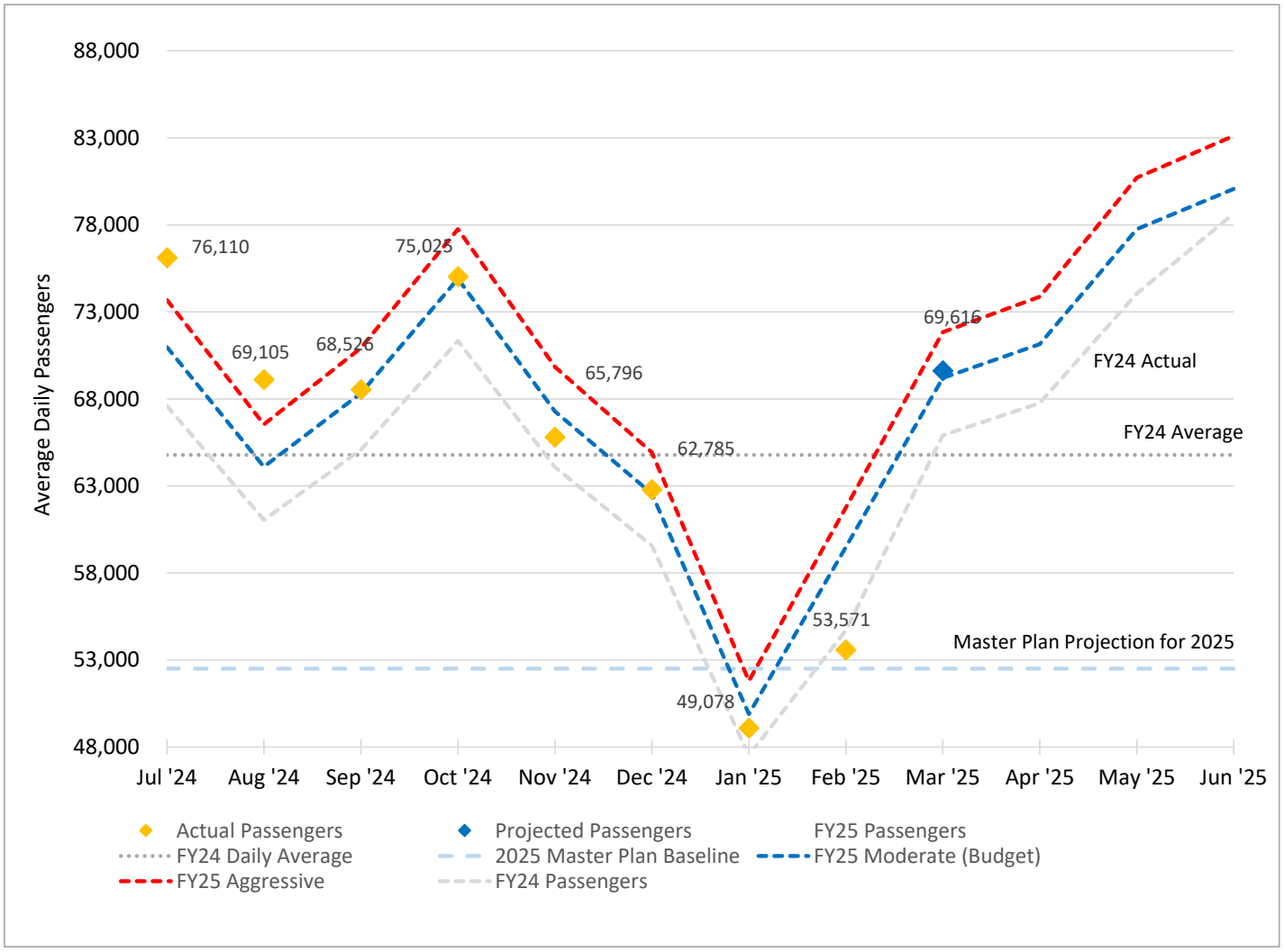
Director of Aeronautics Division

Commissioner of Transportation

DT-1496



JWN John C. Tune Airport




*March projection based on TSA data through March 17, 2025*

# FY25 BNA Passengers

- FY25 Forecast: 5%, 7%, 9%
  - Projected 25.1M
- March FY25 Projected*
  - 2.2M total passengers
  - 69.6K daily passengers
- FYTD March (+6%)
  - 18M total passengers
  - 66K daily passengers

| New Horizon I (Airside) | | | | |
|---|---|---|---|---|
| Project Name | Original Budget | Updated Budget | Variance | Project Contingency: Original/Balance |
| New Horizon I Projects | $ 1,541,000,000 | $ 1,589,100,000 | $ 48,100,000 | $140,350,615 / $108,495,413 |
| Baggage Handling System Improvements | $ 243,000,000 | $ 243,000,000 | $ - | $22,090,909 / $4,417,525 |
| ① Concourse D Extension | $ 287,000,000 | $ 247,000,000 | $ (40,000,000) | $26,138,432 / $26,138,432 |
| Concourse A Expansion | $ 855,000,000 | $ 855,000,000 | $ - | $77,939,456 / $77,939,456 |
| ② Central Ramp Expansion | $ 156,000,000 | $ 244,100,000 | $ 88,100,000 | $14,181,818 / $0 |
| ART | $ 4,000,000 | $ 4,000,000 | $ - | |
| ③ PROGRAM CONTINGENCY | $ 75,000,000 | $ 26,900,000 | $ (48,100,000) | |
| ④ Total | $ 1,620,000,000 | $ 1,620,000,000 | $ - | $140,350,615 / $108,495,413 |
| Total Contingency Remaining = $26.9M Program + $108.5M Project = $135.4M | | | | |

① $40M savings in Concourse D Extension
② $88.1M increase in Central Ramp Expansion
③ $48.1M of $75M Program Contingency
④ No impact to Program Budget (Variance = Zero)

# Central Ramp Expansion Update

- CEO presented at March 12th Operations Committee
- Independent Cost Estimator (HDR) validated Kiewit 60% estimate (+$88.1M)
  - Drainage
  - Fill Material Volume & Cost
  - Concrete Cost
  - ADG V / TDG 6 Route & Redundancy

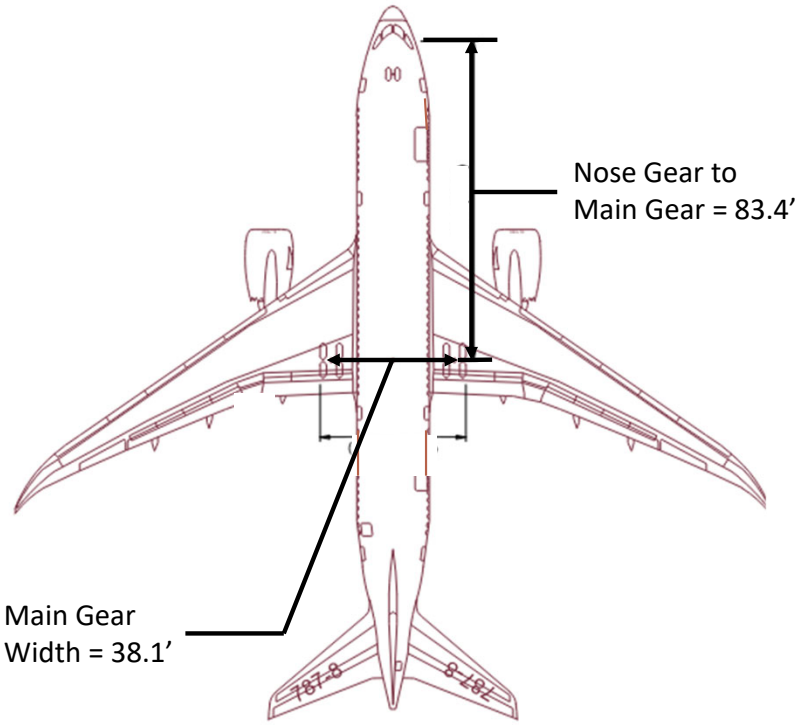
- FAA created Taxiway Design Group (TDG) Standard in March 2022
  - Created six classifications for aircraft (1 smallest – 6 largest)
  - Based on: **A)** width of main gear; and **B)** the distance from the cockpit to the main gear
  - Widens taxiway turning radius (fillet) for larger aircraft
- Runways 2L/20R, 2R/20L and 13/31 are currently designed around the largest scheduled aircraft which are **Taxiway Design Group 5**
  - 787-8 (214 seats)
  - 777-200 (272 seats)
- International air service demand is strong enough to increase to larger **Taxiway Design Group 6** aircraft

# Taxiway Design Group 6 Update

- CEO presented at March 12th Operations Committee
- Air service demand requires the airfield to be upgraded to accommodate larger aircraft
- Desire to upgrade to:
  - 787-10 (256 seats)
  - 777-300ER (297 seats)
  - Airbus 350-1000 (331 seats)

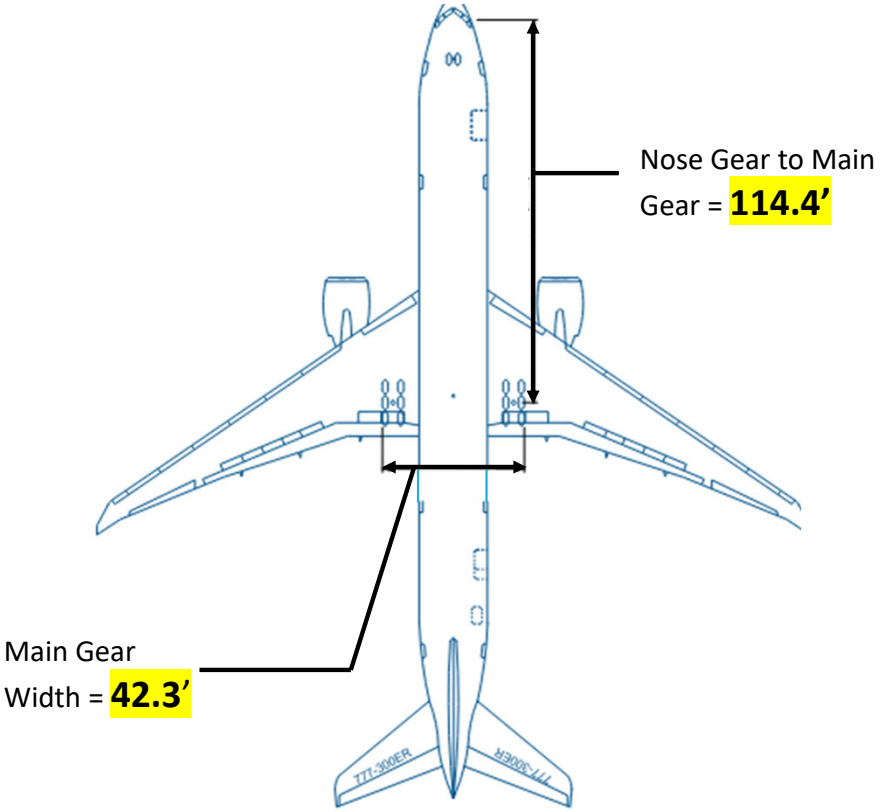
## TDG 5

**Boeing 787-8 (214 seats)**

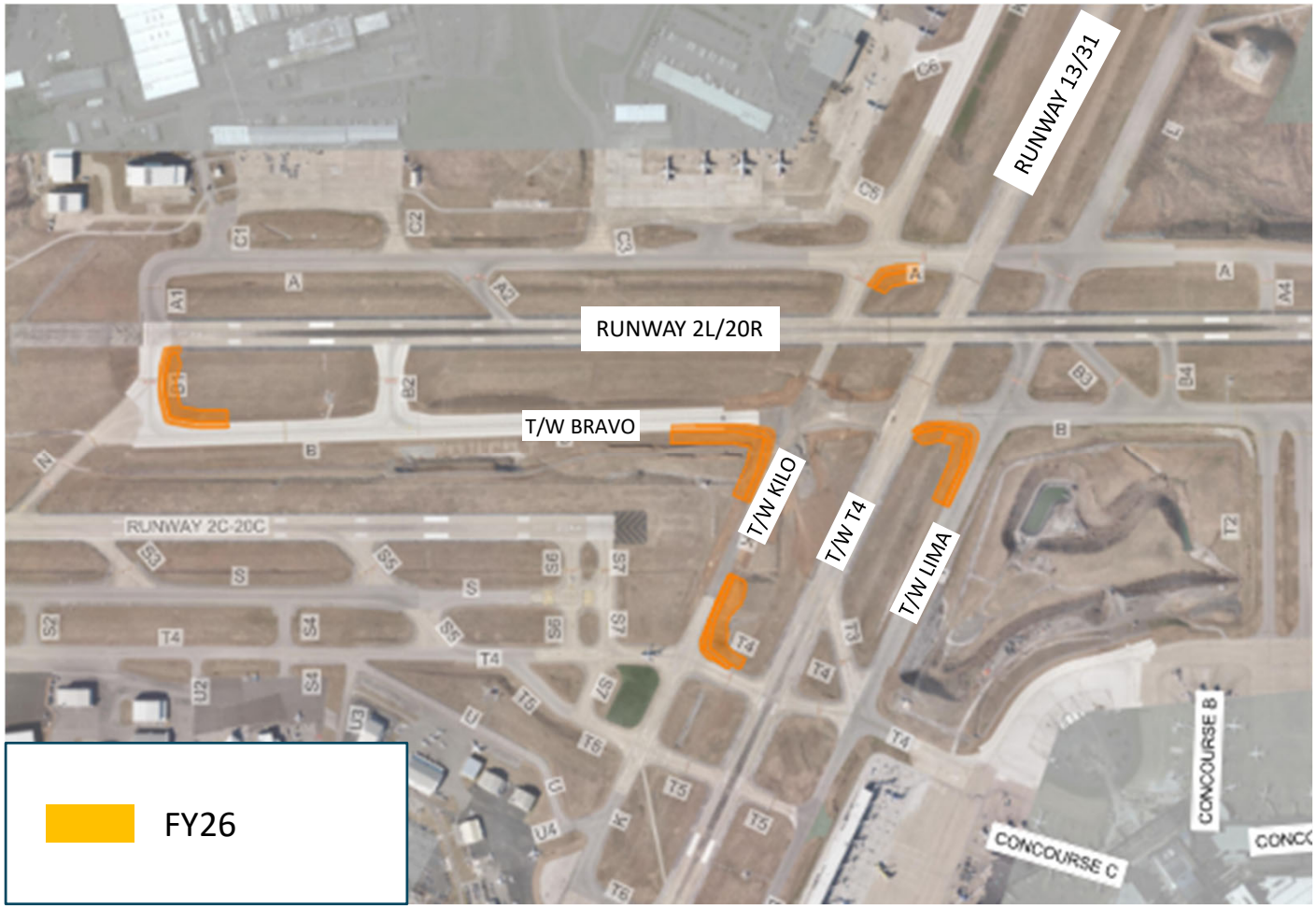



## TDG 6

**Boeing 777-300ER (297 seats)**

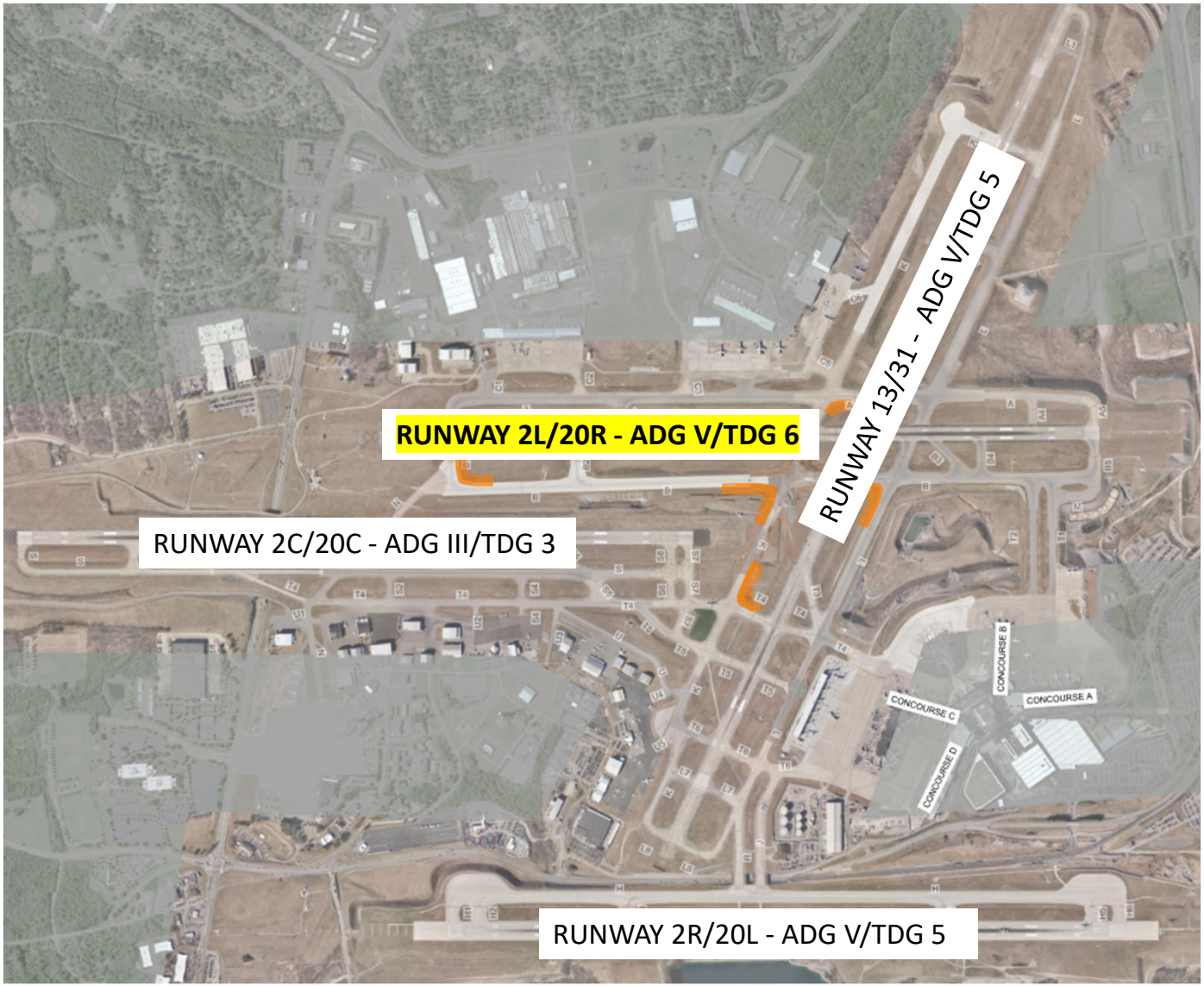



# Taxiway Design Group (TDG) 5 to 6 Comparison – Side by Side




# Taxiway Design Group 6 Initial Capability

- Fillet Widening:
  - T/W Bravo 1
  - T/W Bravo/Kilo
  - T/W Alpha Kilo
  - T/W Bravo/Lima
  - T/W Kilo/T4
- Cost = $14,000,000
  - FY25 CIP Amendment
- Operational - April 2026




# Runway Capability

## Status as of: April 2026

- Runway Capability
  - R/W 2L/20R – ADG V/TDG 6
  - R/W 2C/20C – ADG III/TDG 3
  - R/W 13/31 – ADG V/TDG 5
  - R/W 2R/20L – ADG V/TDG 5
- Annual Economic Impact
  - ~ $734K - $1.7M increase depending on aircraft
- Annual BNA Revenue Impact
  - Up to ~ $620K depending on aircraft

- **October 16, 2024**: Financial Strength assessed through Vision 1, Vision 2 and New Horizon I (airside)
  - $3.4B total project cost
  - $778.3M Series 2025 Bonds planned
  - $667.5M Series 2027 Bonds planned
- **January 15, 2025**: Board approved New Horizon II (landside) program scope and budget ($1.34B)
- **March 12, 2025**: Financial Strength assessed through Vision 1, Vision 2, New Horizon I and New Horizon II
  - Preliminary Program Funding Considerations
    - CONRAC: Customer Facility Charge (CFC) increased to $10 on February 1, 2025 to improve affordability of CONRAC project (future CFC increases may be required)
    - Other New Horizon II projects assumed to be funded with bonds
  - Capital Funding Requirements
    - $4.7B total project cost
    - $1.3B Series 2025 Bonds planned
    - $835M Series 2027 Bonds planned

# Capital Financial Strategy

- CFO presented at March 12th Finance Committee
- Conclusions
  - Program through New Horizon II – Financially Feasible
  - Terminal II – Next Bigger Challenge
  - Next Update at October 2025 Board Retreat

# Financial Results: $4.7B Capital Funding – Strategic Forecast

| Key Metrics | Revised | Forecast *(Fiscal Years Ending June 30)* | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 2035 |
| Enplaned Passengers ('000) | 12,376 | 12,966 | 13,556 | 14,146 | 14,736 | 15,326 | 15,916 | 16,506 | 17,096 | 17,686 | 18,276 |
| *Growth* | | *4.8%* | *4.6%* | *4.4%* | *4.2%* | *4.0%* | *3.8%* | *3.7%* | *3.6%* | *3.5%* | *3.3%* |
| Passenger Airline Cost per Enplaned Passenger (CPE) | $10.20 | $12.11 | $12.64 | $12.95 | $14.00 | $17.02 | $16.11 | $15.95 | $15.85 | $17.65 | $17.66 |
| Senior Debt Service Coverage (DSC) | | | | | | | | | | | |
| Net Revenues *(Target 1.50x)* | 5.18 | 2.86 | 2.46 | 2.25 | 2.25 | 1.63 | 1.60 | 1.66 | 1.72 | 1.97 | 2.04 |
| Senior & Subordinate DSC | | | | | | | | | | | |
| Net Revenues *(Target 1.25x)* | 3.01 | 2.03 | 1.85 | 1.75 | 1.79 | 1.41 | 1.39 | 1.44 | 1.49 | 1.70 | 1.76 |
| Days Cash on Hand* (DCOH) *(Target 550-650)* | 960 | 962 | 948 | 943 | 961 | 947 | 930 | 920 | 922 | 966 | 1,012 |
| NAE Cash Balance ('000) | $460.5 | $478.1 | $491.8 | $518.1 | $572.8 | $603.7 | $628.1 | $660.2 | $701.8 | $785.0 | $878.2 |

*DSC Legal Requirements: Senior 1.25x; Senior & Subordinate 1.10x*
*DSC Legal Requirements: Senior 1.25x; Senior & Subordinate 1.10x*
** Estimated based on FYE O&M Reserve Fund, R&R Fund, NAE Funds, and annual operating expenses*

**Operations**

- Approvals
  1) Construction Contract for TARI Ph 3.1
  2) Contract for Clean Energy/Compressed Natural Gas

- Information
  1) BNA & JWN Development Updates

**Finance**

- Approvals
  1) 3rd Amendment to Paradies Lease & Concession Agreement
  2) Cell Carrier License Agreements for DAS – *tentative*
  3) FY25 BNA CIP Budget Amendment
  4) FY25 BNA O&M Budget Amendment – *tentative*
  5) FY26 O&M Budget - BNA, MNAA Resolution 2025-02
  6) FY26 Capital Budget - BNA, MNAA Resolution 2025-03
  7) FY26 O&M Budget - JWN, MNAA Resolution 2025-04
  8) FY26 Capital Budget - JWN, MNAA Resolution 2025-05
  9) FY26 O&M Budget - MPC, MPC Resolution 2025-01
  10) FY26 Capital Budget - MPC, MPC Resolution 2025-02

- Information - None

**Management** - TBD

# Committee 30-day Outlook

- April 9 & 16, 2025

**Operations**

- Approvals
  1) CGMP3 for Central Ramp Expansion (Fill Placement & Drainage Infrastructure)
  2) CGMP2 for CMAR Concourse A Reconstruction
  3) Construction Contract for dedicated Valet/Hotel Lane
  4) Construction Contract for Rehabilitate T/W S/S6/S7/T4 Intersection
  5) Task Order for Taxiway Fillet Widening (TDG6)
  6) Contract for Vehicle and Equipment Fuel Services for BNA & JWN
  7) Contract for Custodial Services
- Information
  1) BNA & JWN Development Updates

**Finance**

- Approvals
  1) Revisions to Investment Policy for Retirement Plan for MNAA Employees and OPEB Plan - MNAA Resolution 2025-08
- Information
  1) Quarterly Retirement/OPEB/Treasury Investment Reports
  2) BNA Concessions Program Quarterly Update

**Management**

- Information
  1) Affirmative Action Program (AAP) Update

# Committee 60-day Outlook

- May 14 & 21, 2025
- BNA 5K on the Runway – May 3

# Items for Approval

March 19, 2025

- Component Guaranteed Maximum Price #3 (CGMP3) for the Baggage Handling System (BHS) (Operations)

# Item for Approval

Traci Holton, PE, C.M.
VP, New Horizon



BNA New Horizon

# Component Guaranteed Maximum Price #3 (CGMP 3) for the Baggage Handling System (BHS)

**Project Description:** Expand the outbound baggage handling system to increase capacity and meet future enplanement projections; CGMP3 consists primarily of construction of the baggage handling system.

**Contractor:** Messer Construction

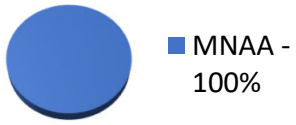
**Contract Cost:**

| | |
|---|---|
| CGMP 1 (Design) | $ 8,773,255 |
| CGMP 2 (Facilities Construction) | $ 89,004,220 |
| CGMP 3 (BHS Construction) | $130,005,000 NTE |
| GMP | $227,882,475 |

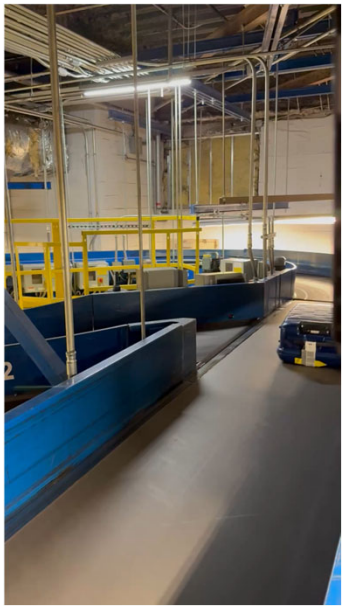
**Schedule:** Contract Start December 2022
Contract End December 2028

**SMWBE Commitment:** 4.94% MBE and/or WBE

**Funding Sources:**





**Committee Review:** Operations Committee voted 3 to 0 to recommend approval on March 12, 2025.

**Staff Recommendation:** Board of Commissioners authorize the Chair and President & CEO to execute CGMP3 for the BHS Expansion contract with Messer Construction for $130,005,000 NTE and a GMP of $227,882,475.



BNA New Horizon

- Construction Contract for Part 139 Runway Safety Area (RSA) Improvements for Runway 20L (Operations)
- Task Order for Terminal Apron Reconstruction (Operations)

# Items for Approval

Puneet Vedi, AIA, C.M., LEED GA
VP, Airport Capital Development

# Construction Contract for Part 139 Runway Safety Area Improvements R/W 20L

**Project Description:** Improvements to the extended Runway Safety Areas (RSAs) of Runway (R/W) 20L (North end of R/W 2R/20L), to fully comply with BNA grading standards for runway safety areas. This includes the grading work in the safety area, as well as stabilization of slopes past the runway safety area boundary.

**Contractor:** Civil Constructors, LLC.

**Total Contract Cost:** $777,470

**Schedule:** Contract Start: April 1, 2025
Contract End: April 30, 2025

**SMWBE:** MNAA Goal – 7.18% MBE and/or WBE
Civil Commitment – 9.96% MBE and/or WBE

**Funding Sources:**






**Committee Review:** Operations Committee voted 3 to 0 to recommend approval on March 12, 2025.

**Staff Recommendation:** Board of Commissioners authorize the Chair and President and CEO to execute the proposed contract with Civil Constructors, LLC. in the amount of $777,470.

# Task Order for Terminal Ramp Reconstruction

**Project Description:** Full reconstruction of 12,750 SY of Terminal Apron pavement with 17” of FAA-specified P-501 concrete.

**Contractor:** Hi-Way Paving, Inc.

**Total Task Order Cost:** $6,200,000 NTE
($6.4M of $10M NTE committed)

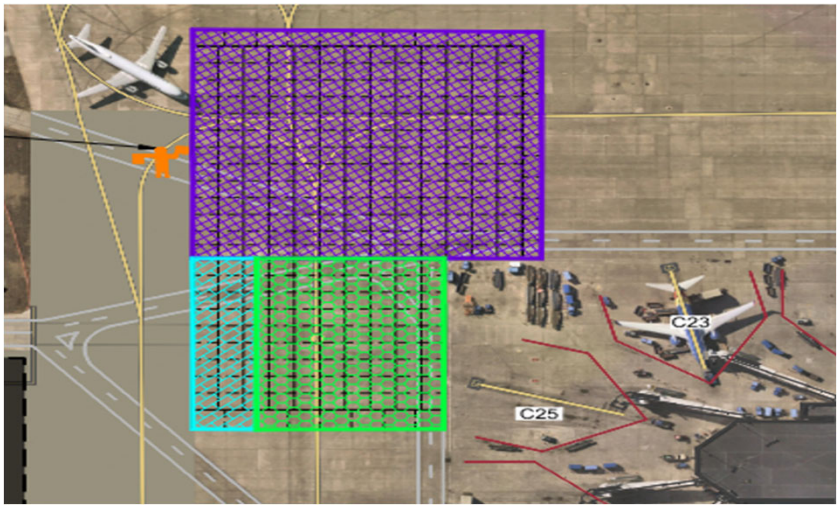
**Schedule:** Contract Start: April 2025
Contract End : August 2025

**SMWBE:** 11.36% MBE and/or WBE
(On-Call Contract Participation Goal)

**Funding Sources:**



100% MNAA




Phase 1A Phase 1B Phase 2

**Committee Review:** Operations Committee voted 3 to 0 to recommend approval on March 12, 2025.

**Staff Recommendation:** Board of Commissioners authorize the Chair and President and CEO to execute the proposed Task Order with Hi-Way Paving, Inc. in an amount $6,200,000 NTE.

- Contract for LiDAR (Light Detection & Ranging) for Apron Intrusion Detection (Operations)

# Item for Approval

Brian Findlen

AVP, Chief of Police, DPS

# Contract for LiDAR (Light Detection & Ranging) for Apron Intrusion Detection

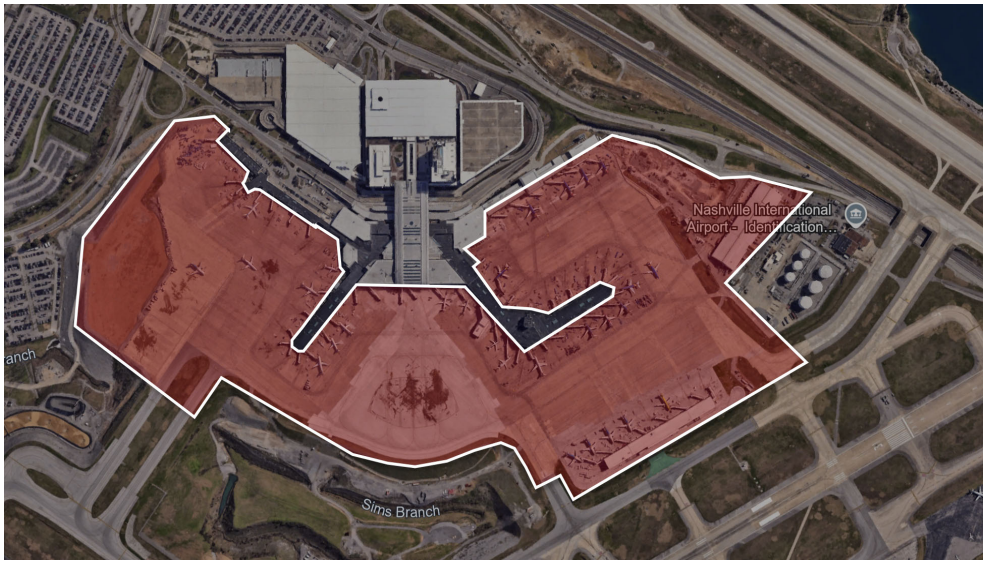
**Project Description:** Purchase LiDAR solution to replace existing perimeter intrusion detection system on the apron.

**Contractor:** The InDoor Lab, LLC

**Contract Cost:**

| | |
|---|---|
| Year 1: Software/Installation/Equipment | $ 572,100 |
| Year 2: Software/Maintenance | $ 203,169 |
| Year 3: Software/Maintenance | $ 211,464 |
| Year 4: Software/Maintenance | $ 220,174 |
| Year 5: Software/Maintenance | $ 229,319 |
| Contract Total (Not to Exceed) | $1,436,226 |

*NOTE: Additional project costs of $727,900 not included in contract (IT, Engineering and Simino)*




**Schedule:** Anticipated Start: May 2025
Contract Term: 5 years

**SMWBE:** Race and gender neutral

**Funding Source:** Year 1: $572,100: MNAA Airline Investment Fund (approved in FY24 CIP)
Year 2-5: $864,126: MNAA O&M




**Committee Review:** Operations Committee voted 3 to 0 to recommend approval on March 12, 2025.

**Staff Recommendation:** Board of Commissioners authorize the Chair and President & CEO to execute the contract with The InDoor Lab, Inc. for the LiDAR Apron Intrusion Detection for $1,436,226.

- Rental Car Service Site Lease (Avis/Budget/Payless, Sixt) (Finance)

# Item for Approval

Aaron Flake, C.M.

Director, Operations Business Strategy

# Rental Car Service Sites June 2024 Recap

- On July 17, 2024, the Board accepted the realignment and new lease terms for the rental car service sites, and authorized the Chair and President and CEO to execute lease agreements for each site within these terms

- Reallocation of available property was determined necessary to:
  - Align site sizes with the market share of Rent A Car (RAC) business
  - Conform with future airport growth plans

- Rental rates were based on Fair Market Value (FMV) appraisal conducted by Airport Business Solutions (ABS) in March 2024
  - $1.75 psf for land
  - $3.00 - $5.00 psf for canopy and car wash areas
  - $6.50 - $10.00 psf for building areas

- Board approved contract terms were:
  - 3% annual escalation
  - 5-year term
  - Cancellation Clause
    - Airport Operational Need (30-day written notice)
    - Convenience (180-day written notice)
  - Non-Airport business prohibited on premises
  - Rates based on ABS Fair Market Value Appraisal
    - Average rate of $1.96 psf (depending on structures & land)

**July 2024 Rental Car Service Site Plan**



# Rental Car Service Site Lease – Avis/Budget/Payless, Sixt - Revised Site Use

- Due to changes in airport operational need, the additional Avis/Budget/Payless service site location identified in July 2024 for MNAA parking will no longer be used for that purpose and re-leasing the property back to the Rental Car Agencies under the updated contract terms is the best use of the property until the site is needed for Terminal II construction.

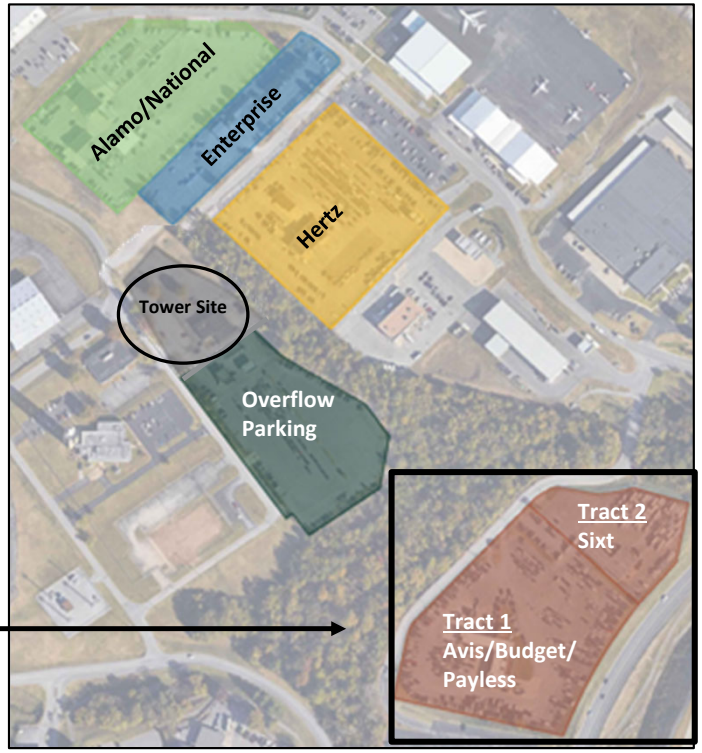
- **Terms of Agreements:**
  - 3% annual escalation
  - 5-year term
  - Cancellation Clause
    - Airport Operational Need (30-day written notice)
    - Convenience (180-day written notice)
  - Non-Airport business prohibited on premises

- **Rates from FMV appraisal:**
  - $7.00 - $10.00 psf for building areas
  - $1.75 psf for land

- **MNAA Revenue:**

| | Today | | | Proposed – Year 1 | | | |
|---|---|---|---|---|---|---|---|
| | Area | Avg Rate | Annual Revenue | Reallocation Area | Avg Rate | Annual Revenue | Annual Increase |
| Avis/Budget/Payless | 347,363 | $0.41 | $143,200 | 262,764 | $2.20 | $576,797 | $433,597 |
| Sixt | 0 | | $ 0 | 84,879 | $2.29 | $194,738 | $194,738 |
| | 347,363 | $0.41 | $143,200 | 347,643 | $2.22 | $771,535 | $628,335 |

March 2025 Rental Car Service Site Plan




- **Committee Review:** Finance Committee voted 2 to 0 to recommend approval on March 12, 2025.

- **Staff Recommendation:** Board of Commissioners authorize the Chair and President and CEO to execute lease agreements between MNAA and Avis/Budget/Payless for Tract 1 and Sixt for Tract 2 of the Rental Car Service Site.

- Long-Term Financing Underwriter Pool (Finance)

# Item for Approval

Marge Basrai, CPA, CGMA, C.M.
EVP, Chief Financial Officer

# Long-Term Financing Underwriter Pool

- CFO provided a comprehensive background at the March 12, 2025 Finance Committee Meeting
- On December 18, 2024, PFM (Financial Advisors) sent a Request For Qualifications (“RFQ”) for Bond Underwriting Services to twenty-eight (28) investment banks
- The RFQ process was intended to select a Pool of Underwriters that demonstrate strong airport experience along with local, regional, and diversified experience
- The Pool will consist of firms deemed the most (and best) qualified to serve as a Senior Managing Underwriter and/or as a Co-Manager for the period of five years (2025-2030)
- The RFQ requested the following information:
  - Information on the firm
  - Airport underwriting experience
  - Personnel and resources
  - Debt structuring considerations
  - Municipal market and airport/airline considerations

# Long-Term Financing Underwriter Pool

- On January 23, 2025, twenty-four (24) Statement of Qualifications were received:

| 14 National/Regional Firms (*Non-Minority/Disabled Veteran*) | | 10 Minority/Disabled Veteran Firms | |
|---|---|---|---|
| BofA Securities* | Morgan Stanley* | Academy Securities | Rice Financial Products |
| FHN Financial Capital Markets | Piper Stanley* | AmeriVet Securities | Samuel A. Ramirez & Co.* |
| Fifth Third Securities | PNC Capital Markets | Bancroft Capital | Siebert Williams Shank* |
| Hilltop Securities | Raymond James* | Blaylock Van | |
| Huntington Securities | RBC* | Cabrera Capital Markets* | |
| Jefferies* | Stifel | Drexel Hamilton | |
| JP Morgan Securities* | Truist* | Loop Capital Markets* | |

**Met minimum requirements to be considered for the Senior Managing Underwriter Pool (12)*

# Long-Term Financing Underwriter Pool

- Statement of Qualifications were reviewed and compared against each other to determine the most (and best) qualified:
  - Airport experience, team assigned to MNAA, thoroughness of response to debt structure and airport/airline risk considerations, other relevant regional and other diversified experience, firsthand experience
- Based on these reviews, the following Pool is recommended:

| 6 Senior Managing Underwriters | | 4 Co-Managing Underwriters | |
|---|---|---|---|
| National (non-minority) | Minority | National/Regional (non-minority) | Minority/Disabled Veteran |
| BofA Securities | Loop Capital Markets | FHN Financial Capital Markets | Academy Securities |
| Jeffries | Samuel A Ramirez & Co. | Morgan Stanley | Cabrera Capital Markets |
| JP Morgan Securities | Siebert Williams Shank | | |

# Long-Term Financing Underwriter Pool

- For each bond issuance, a team of Underwriters (Underwriting Syndicate) will be selected from the Pool
- Selection will be made through an RFP in which only the Pool will participate
- CFO and other members of the Financing Team will review the RFP responses and select (with concurrence from the President & CEO) the Underwriting Syndicate for that issuance
- The Underwriting Syndicate for similar transactions typically consists of 1-2 Senior Managing Underwriters and 3-5 Co-Managers
- Firms in the Senior Managing Pool may serve as a Co-Manager; however, firms in the Co-Manager Pool cannot serve as a Senior Managing Underwriter
- Any changes to the Underwriter Pool will be presented to the Board

# Staff Recommendation

**Committee Review**: Finance Committee voted 2 to 0 to recommend approval on March 12, 2025.

**Staff Recommendation**: Staff requests the Board of Commissioners:

1) Approve the Long-Term Financing Underwriter Pool for the Authority for five years (2025-2030), and

| 6 Senior Managing Underwriters | | 4 Co-Managing Underwriters | |
|---|---|---|---|
| National (non-minority) | Minority | National/Regional (non-minority) | Minority/Disabled Veteran |
| BofA Securities | Loop Capital Markets | FHN Financial Capital Markets | Academy Securities |
| Jeffries | Samuel A Ramirez & Co. | Morgan Stanley | Cabrera Capital Markets |
| JP Morgan Securities | Siebert Williams Shank | | |

2) Authorize the Chief Financial Officer and the Financing Team, with concurrence from the President and CEO, to select the Underwriter Syndicate from the Pool for each bond issuance.



# Joint Meeting of MNAA Board of Commissioners and MPC Board of Directors

## Meeting Adjourned

# Staff Reports

March 19, 2025

Provided for Information Only

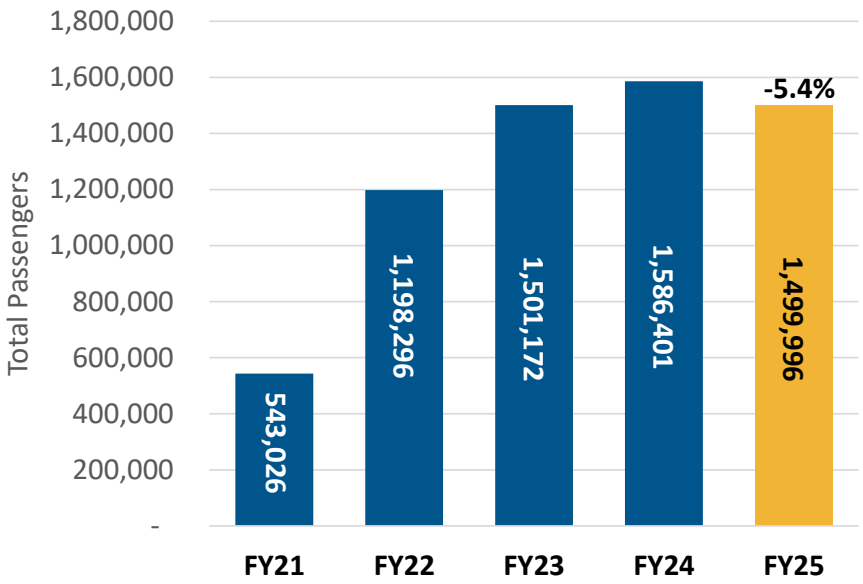
# Operations Report

Adam Floyd, C.M.

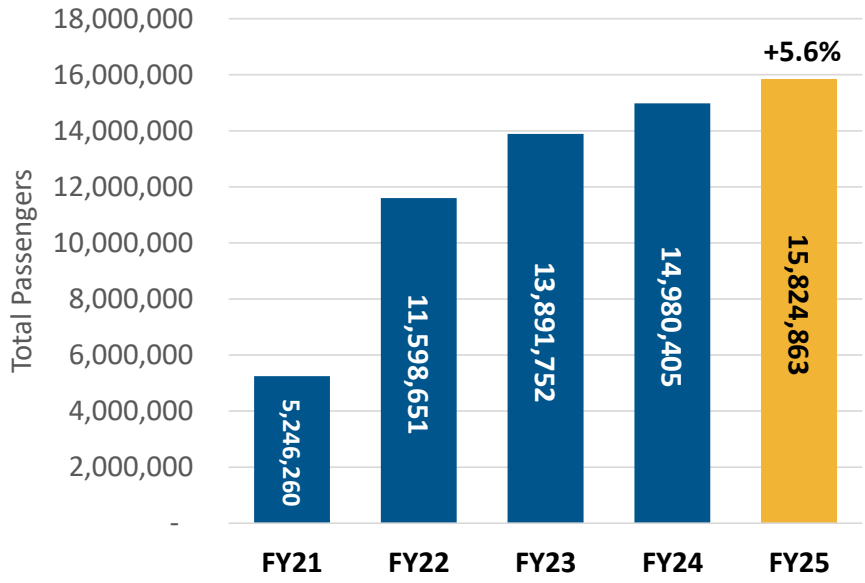
SVP, Chief Operating Officer

# BNA Total Passengers

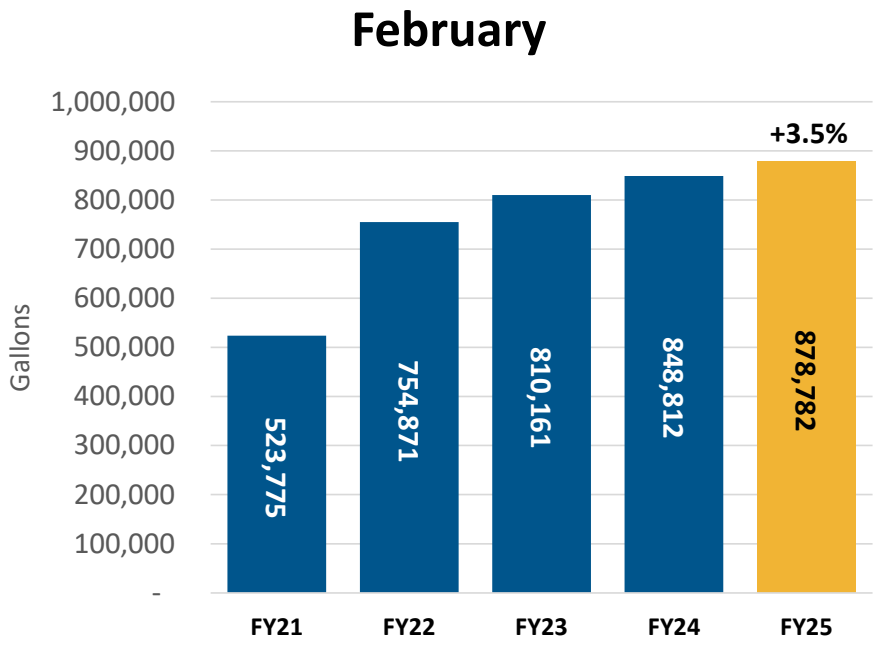
## February

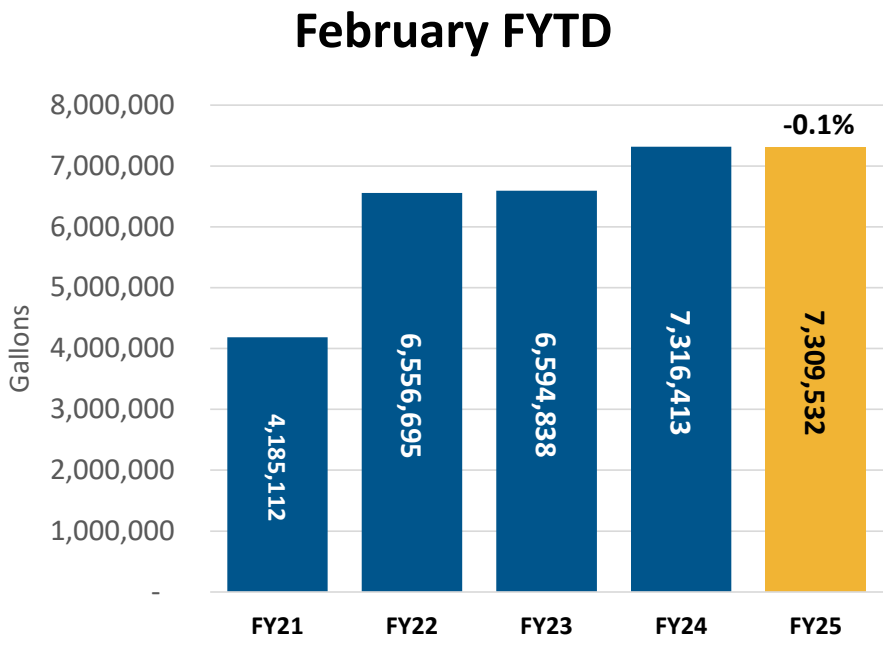



## February FYTD



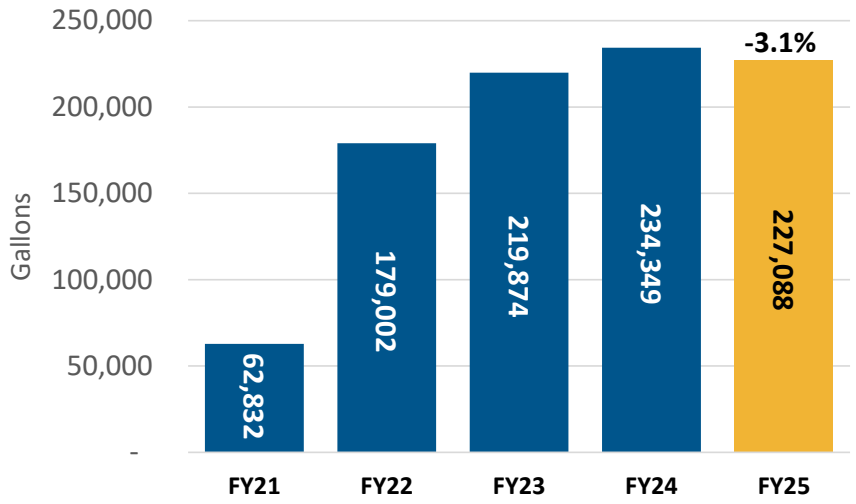
# BNA Fuel Sales (General Aviation)



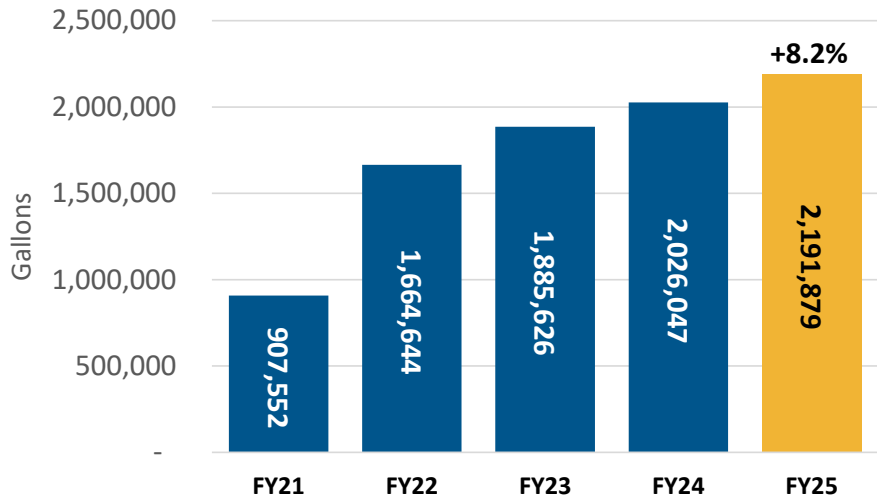



# JWN Fuel Sales

## February




## February FYTD



# Development Report

Robert Ramsey, P.E., A.A.E., I.A.P.

EVP, Chief Development Officer

# Vision 1.0 Program Budget Update: March 2025

| Project Name | Current Budget | Estimate at Completion (EAC) | Budget Variance | Project Contingency: Original/Balance |
|---|---|---|---|---|
| VISION PROJECTS | $ 1,224,563,416 | $ 1,216,888,697 | $ 7,674,721 | $121,290,987 / $0 |
| Parking and Transportation Center | $ 112,565,500 | $ 112,565,500 | $ - | $5,100,000 / $0 |
| Concourse D & Terminal Wings | $ 287,637,753 | $ 287,637,753 | $ - | $33,964,557 / $0 |
| Garage C & Airport Administration Building | $ 180,995,368 | $ 180,995,368 | $ - | $20,341,202 / $0 |
| Garage B | $ 97,428,000 | $ 89,753,279 | $ 7,674,722 | $2,700,000 / $0 |
| Terminal Lobby & IAF | $ 480,436,795 | $ 480,436,795 | | $54,865,228 / $0 |
| Terminal Access Roadway Improvements Ph 1 | $ 65,500,000 | $ 65,500,000 | $ - | $4,320,000 / $0 |
| VISION ENABLING PROJECTS | $ 62,390,352 | $ 62,390,351 | $ - | $1,408,000 / $904,208 |
| ART | $ 5,112,550 | $ 5,112,550 | $ - | |
| PROGRAM CONTINGENCY | $ 12,941,681 | $ 20,616,404 | $ (7,674,722) | |
| Total | $ 1,305,008,000 | $ 1,305,008,000 | $ - | $122,698,987 / $904,208 |

**Total Contingency Remaining = $20.6M program + $904K project ~ $21.5M**

# Vision 2.0 Program Budget Update: March 2025

| Project Name | Current Budget | Estimate at Completion (EAC) | Budget Variance | Project Contingency: Original/Balance |
|---|---|---|---|---|
| VISION 2.0 PROJECTS | $ 229,500,000 | $ 205,139,488 | $ 24,360,512 | $12,392,941 / $1,440,000 |
| Satellite Concourse | $ 134,500,000 | $ 128,244,971 | $ 6,255,029 | $8,952,941 / $0 |
| Runway 2L/20R Extension EA/Preliminary Design/Property Acquisition | $ 15,000,000 | $ 15,000,000 | $ - | $0 / $0 |
| Concourse A Site Prep / Fill / EA | $ 49,000,000 | $ 30,894,517 | $ 18,105,483 | $2,000,000 / $0 |
| Concourse A Ramp Paving | $ 31,000,000 | $ 31,000,000 | $ - | $1,440,000 / $1,440,000 |
| PROGRAM CONTINGENCY | $ - | $ 24,360,512 | $ (24,360,512) | |
| Total | $ 229,500,000 | $ 229,500,000 | $ - | $12,392,941 / $1,440,000 |

**Total Contingency Remaining = $24.4M program + $1.4M project ~ $25.8M**

# New Horizon I Program Budget Update: March 2025

| Project Name | Current Budget | Estimate at Completion (EAC) | Budget Variance | Project Contingency: Original/Balance |
|---|---|---|---|---|
| New Horizon I Projects (Airside) | $ 1,541,000,000 | $ 1,541,000,000 | $ - | $140,350,615 / $122,677,231 |
| Baggage Handling System Improvements | $ 243,000,000 | $ 243,000,000 | $ - | $22,090,909 / $4,417,525 |
| Concourse D Extension | $ 287,000,000 | $ 287,000,000 | $ - | $26,138,432 / $26,138,432 |
| Concourse A Expansion | $ 855,000,000 | $ 855,000,000 | $ - | $77,939,456 / $77,939,456 |
| Central Ramp Expansion | $ 156,000,000 | $ 156,000,000 | $ - | $14,181,818 / $14,181,818 |
| ART | $ 4,000,000 | $ 4,000,000 | $ - | |
| PROGRAM CONTINGENCY | $ 75,000,000 | $ 75,000,000 | $ - | |
| Total | $ 1,620,000,000 | $ 1,620,000,000 | $ - | $140,350,615 / $122,677,231 |

**Total Contingency Remaining = $75M program + $123M project ~ $198M**

*Central Ramp Expansion, Concourse D Extension and Program Contingency will be updated following final review at March 19, 2025 Board Meeting*



BNA New Horizon

# New Horizon II Program Budget Update: March 2025

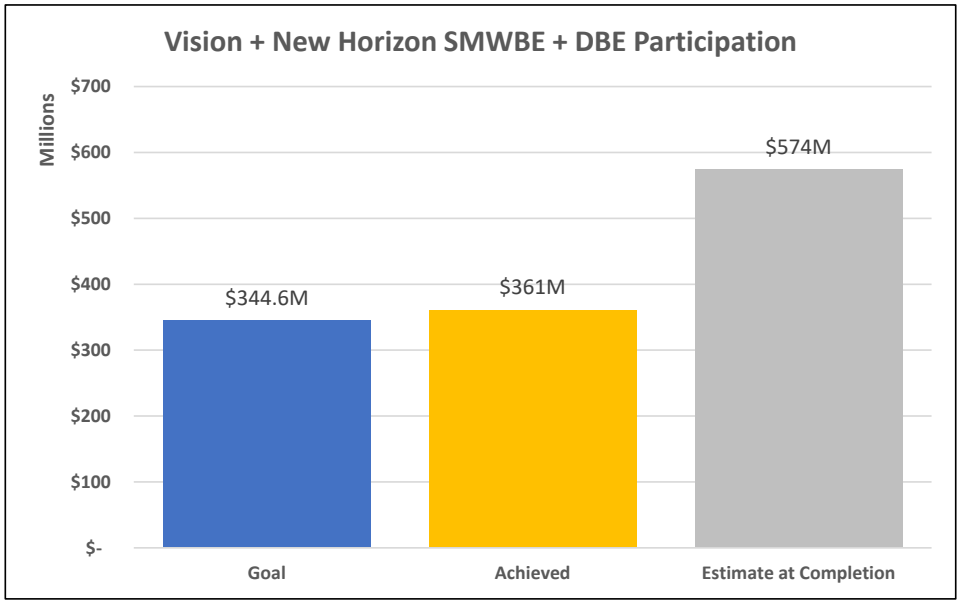
| Project Name | Current Budget | Estimate at Completion (EAC) | Budget Variance | Project Contingency: Original/Balance |
|---|---|---|---|---|
| New Horizon II Projects (Landside) | $ 1,269,000,000 | $ 1,269,000,000 | $ - | $115,363,634 / $115,363,634 |
| Terminal Access Roadway Improvements (TARI) | $300,000,000 | $ 300,000,000 | $ - | $27,272,727 / $27,272,727 |
| Parking Garage (3,000 spaces) | $310,000,000 | $ 310,000,000 | $ - | $28,181,818 / $28,181,818 |
| Surface Parking (5,000 spaces) | $95,000,000 | $ 95,000,000 | $ - | $8,636,363 / $8,636,363 |
| CONRAC (4,700 spaces) | $564,000,000 | $ 564,000,000 | $ - | $51,272,726 / $51,272,726 |
| ART | $3,500,000 | $ 3,500,000 | $ - | |
| PROGRAM CONTINGENCY | $65,000,000 | $ 65,000,000 | $ - | |
| Total | $ 1,337,500,000 | $ 1,337,500,000 | $ - | $115,363,634 / $115,363,634 |

**Total Contingency Remaining = $65M program + $115M project ~ $180M**



BNA New Horizon

# SMWBE Participation – Vision & New Horizon – March 2025




*Includes MBE, WBE, SBE & DBE*

| | Vision | New Horizon | Total |
|---|---|---|---|
| Program Amount | $1.534B | $2.958B | $4.492B |
| Project Amount* | $1.484B | $459.9M | $1.944B |
| Goal | $276.5M | $67.9M | $344.6M |
| Achieved | $335.8M | $25.2M | $361.0M |
| **Estimate at Completion** | $341.6M | $232.4M | $574.0M |

**Total of projects in-process or complete; Excludes art and remaining program contingency*

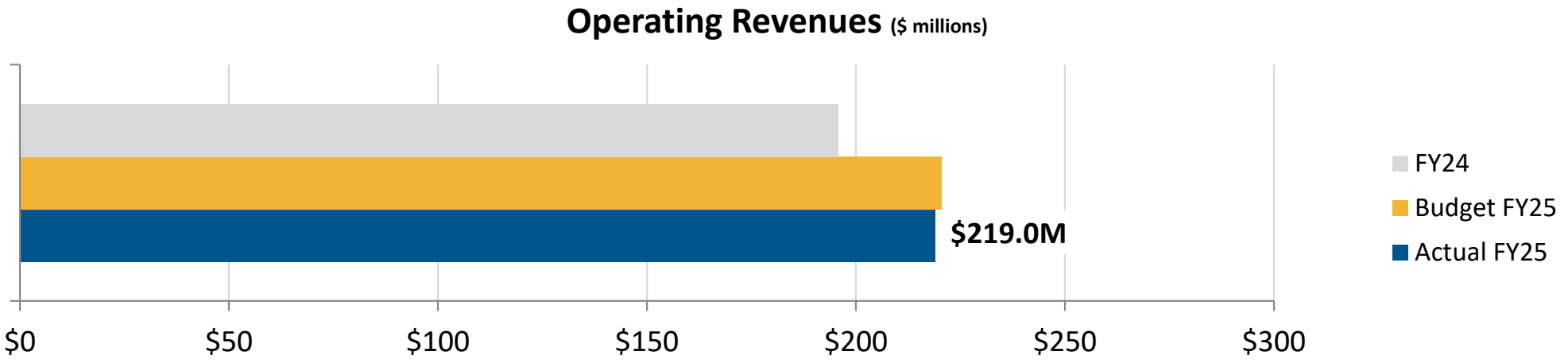
*Source: Vision Project Controls – Pending validation by BDD*

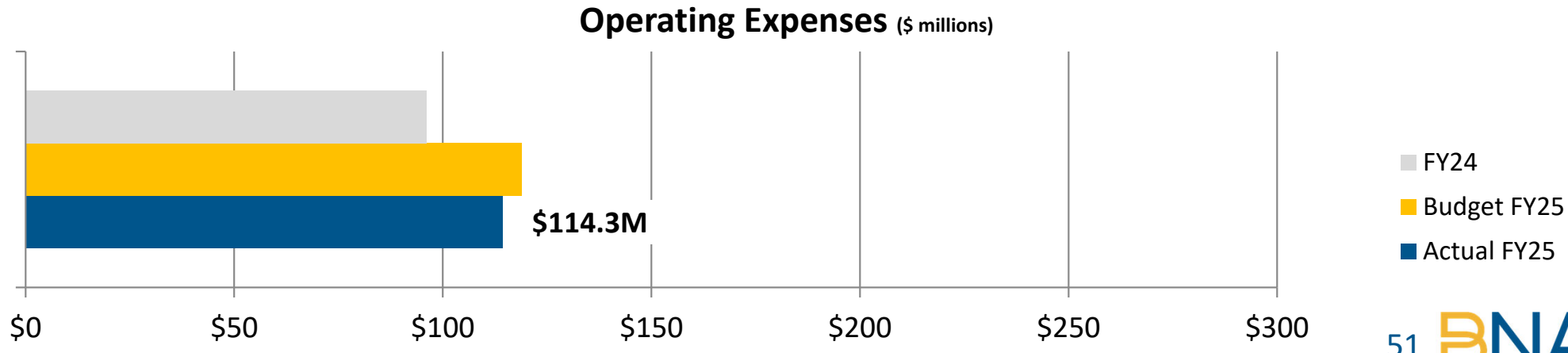
# Finance Report

Marge Basrai, CPA, CGMA, CM

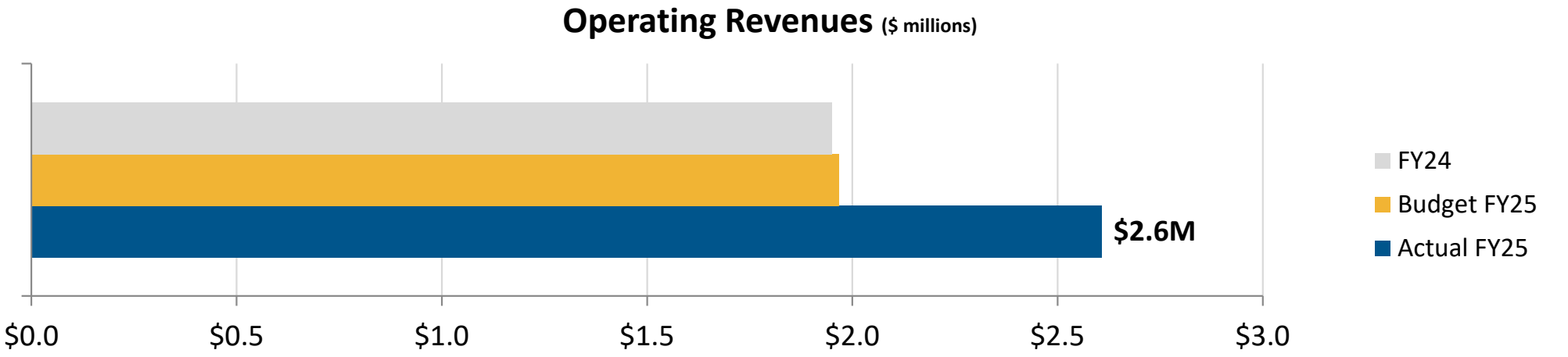
EVP, Chief Financial Officer

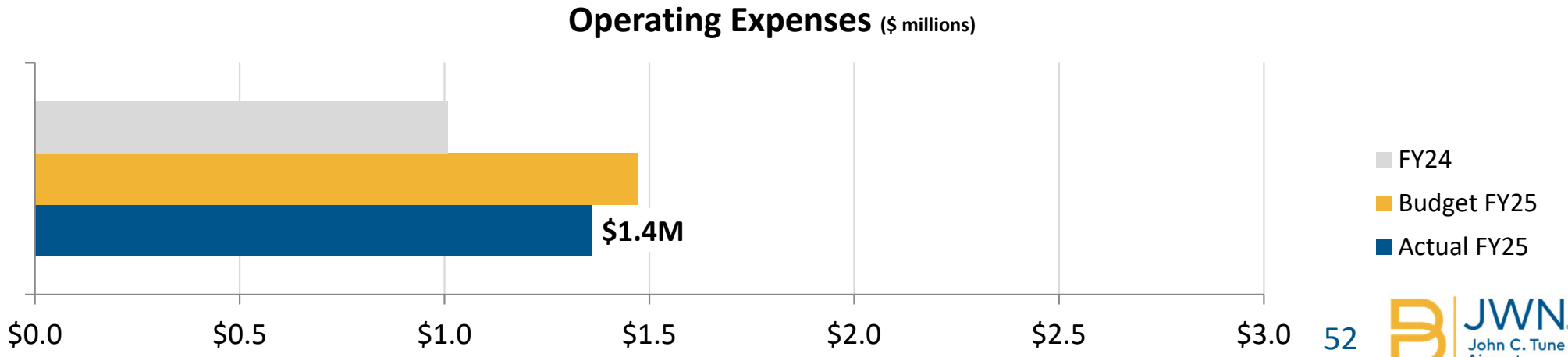
# BNA – Revenues and Expenses YTD February 2025



# JWN – Revenues and Expenses YTD February 2025



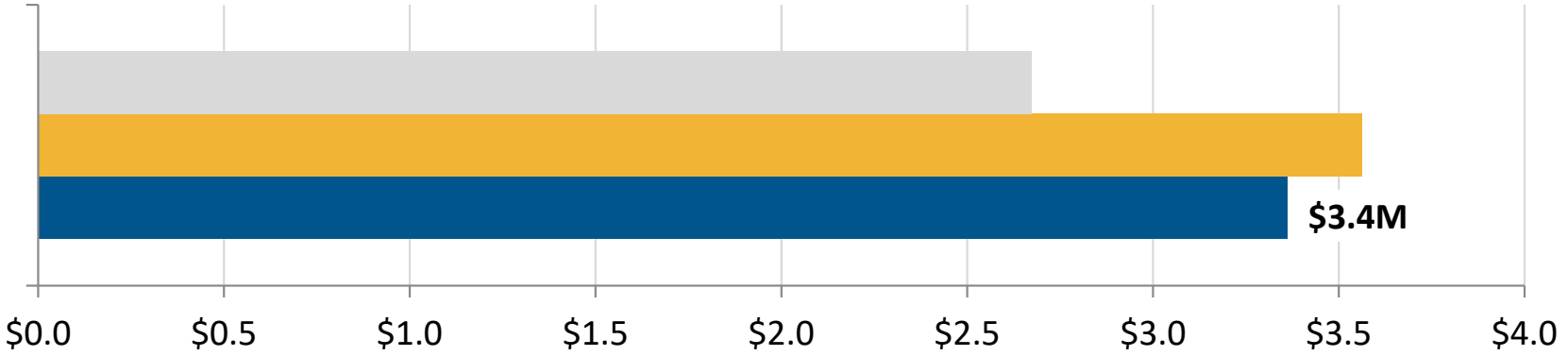






JWN John C. Tune Airport

# MPC – Revenues and Expenses YTD February 2025

**Operating Revenues** ($ millions)




**Operating Expenses** ($ millions)



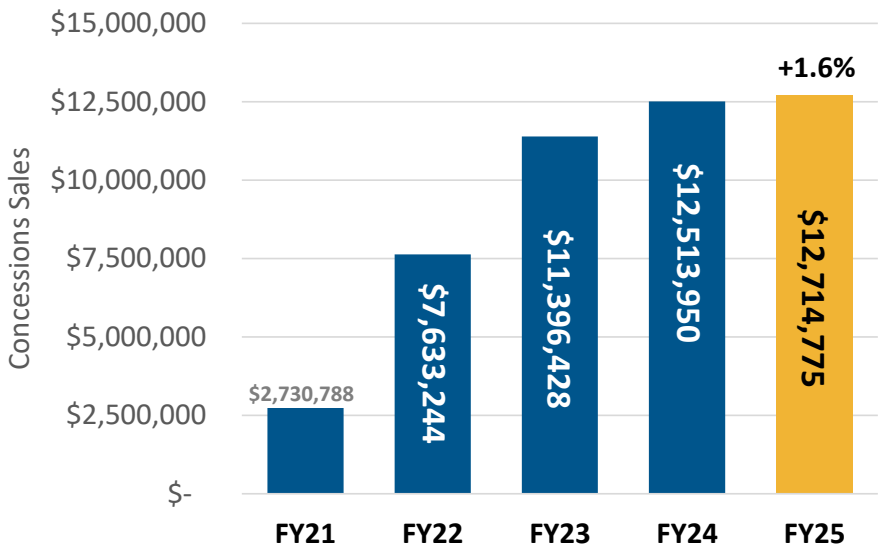
# Commercial Development Report

Eric Johnson, CCIM, CM

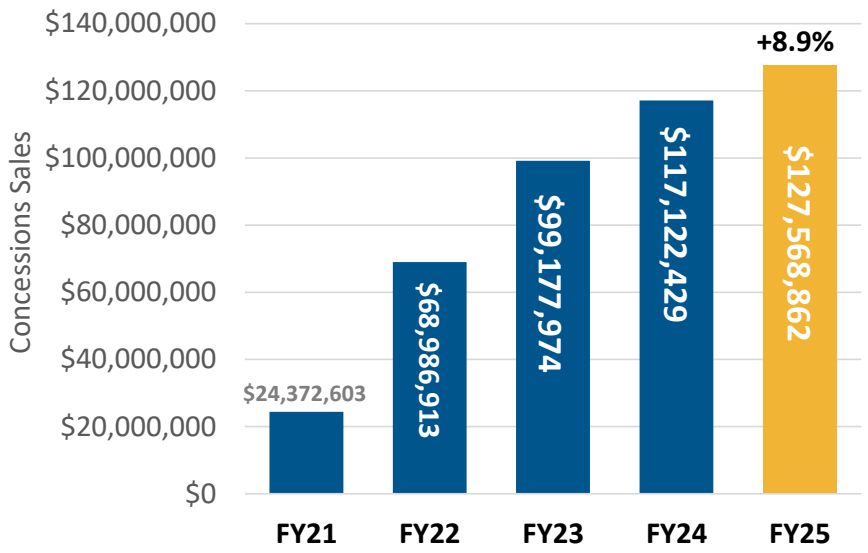
SVP, Chief Revenue Officer

# Concession Sales

## February




## February FYTD




**Sales per Enplaned Passenger**
**February 2024: $15.19**
**February 2025: $16.53**

**Includes Fraport & Paradies*