Agenda of the Joint Meeting of the MNAA Board of Commissioners and MPC Board of Directors

Date/Time:	Wednesday, March 19, 2025, at 1:00 p.m.
Place:	Nashville International Airport – Tennessee Board Room
Board Members:	Nancy Sullivan, Chair Jimmy Granbery, Vice Chair Andrew Byrd, Secretary Bobby Joslin Joycelyn Stevenson Dr. Glenda Glover Glenn Farner

I. CALL TO ORDER

II. PUBLIC COMMENTS

No requests for public comments received to date. Deadline is March 17, 2025 at 1:00 p.m.

III. APPROVAL OF MINUTES

February 19, 2025 Minutes of the Joint Meeting of the MNAA Board of Commissioners & MPC Board of Directors

IV. CHAIR'S REPORT

V. PRESIDENT'S REPORT

VI. ITEMS FOR APPROVAL

1. CGMP3 of 3 for Baggage Handling System (BHS construction) (Operations)
2. Construction Contract for Part 139 RSA Improvements R/W 20L (Operations)
3. Task Order for Terminal Apron Reconstruction (Operations)
4. Contract for LiDAR (Light Detection & Ranging) for Apron Intrusion Detection (Operations)
5. Rental Car Service Site Lease Agreement (Avis/Budget/Payless, Sixt) (Finance)
6. Long-Term Financing Underwriter Pool (Finance)

VII. ADJOURN

Minutes of the Meeting of the MNAA Board of Commissioners and MPC Board of Directors

Date:	February 19, 2025	Location:	Metropolitan Nashville Airport Authority Tennessee Boardroom
Time:	1:00 p.m.		
Board Members Present:		Nancy Sullivan, Chair; Jimmy Granbery, Vice Chair; Andrew Byrd, Secretary; Bobby Joslin; Joycelyn Stevenson; Glenda Glover, and Glenn Farner	
Board Members Absent:		None	
MNAA Staff & Guests Present:		Doug Kreulen, Cindy Barnett, Lisa Lankford, Trish Saxman, Marge Basrai, Daniel Brown, John Cooper, Adam Floyd, Traci Holton, Eric Johnson, Captain Keene, Carrie Logan, Syed Mehdi, Rachel Moore, Stacey Nickens, Josh Powell, Robert Ramsey, Davita Taylor, and Steven Woods	

I. CALL TO ORDER

In accordance with the 3rd Amended and Restated Bylaws of the MNAA Board of Commissioners, Section 2.4, Chair Sullivan called the MNAA Board of Commissioners and MPC Board of Directors Meeting to order at 1:00 p.m., pursuant to Public Notice dated February 14, 2025.

II. PUBLIC COMMENTS

Chair Sullivan stated there were no public comment requests received.

III. APPROVAL OF MINUTES

Chair Sullivan called for a motion to approve the Minutes of the January 15, 2025 Joint Meeting of the MNAA Board of Commissioners and MPC Board of Directors. A motion to approve was made by Commissioner Glover and seconded by Secretary Byrd.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

IV. CHAIR'S REPORT

Chair Sullivan thanked MNAA staff for their hard work during the snow event and for being away from their family. Chair Sullivan also thanked President Kreulen for all the updates to the Commissioners.

V. PRESIDENT'S REPORT

President Kreulen thanked Chair Sullivan.

President Kreulen announced that the Granbery family welcomed the newest member of their family, their Grandson, Mack Hill Granbery, born on January 25, 2025.

President Kreulen welcomed a new member of the MNAA leadership team, Mr. Steven Woods, Vice President, Information Technology. Mr. Woods has 23 years of experience in IT leadership and was VP at Alliance Bernstein, Worldwide Broker Network and Brentwood Services Administrators. Mr. Woods has a Bachelor of Science Degree in Computer Science & Programming from Kentucky State University and is certified in Information Systems Security Professional, Certified Cloud Security Professional, and Certificated Information Security Manager.

President Kreulen reported that the Air Service Development team, Mr. Josh Powell, AVP, Airline Affairs and Mr. Chris Saunders, Manager, Airline Affairs had a great trip to Icelandair Mid-Atlantic Conference January 29 – 31, 2025. The team each checked 2 bags, one with 50 pounds of BNA swag. There were 200 plus companies that attended the conference and the team collaborated with Nashville Convention & Visitors Corporation and Tennessee Department of Tourism. Icelandair begins service April 10, 2025 from BNA. President Kreulen announced that the Routes

Americas Conference will be held in the Bahamas on February 9 -12, 2025. Mr. Powell also went to Istanbul a month ago. MNAA came in 2nd for the Routes winner of the year in the large airport category.

President Kreulen congratulated Ms. Marge Basrai, EVP, CFO, for her appointment on January 1, 2025 to Chair of the ACI-NA Finance Committee. The ACI-NA represents all airports in the United States and Canada. MNAA is very proud of Ms. Basrai's accomplishments.

President Kreulen stated that on January 29, 205, MNAA participated in a partnership with Tennessee Business Against Trafficking (TBAT) with Secretary of State Tre Hargett. The statistics are astonishing and the numbers associated with human trafficking are troubling. MNAA now has signs in all of our restrooms, that show signals that someone may notice of someone being trafficked. All MNAA employees participated in training facilitated by Lydia Wimsatt, Coordinator at TBAT. The training was also offered to BNA terminal concessions and employees. Commissioner Glover asked if training is required. President Kreulen responded yes, it is required training.

President Kreulen stated BNA has been celebrating Black History Month in February. BNA has a billboard and also announces it on social media. There will be some great performances in some of our terminals, such as Diane Marino Trio, Pattie Cossentino Duo, Joe West as well as other musicians.

President Kreulen announced on January 20, 2025 the Department of Public Safety, Officer Steven Beard and Freddie supported the Presidential Inauguration. On February 9, 2025, Sergeant Jeff Eady and Trixie supported Super Bowl LIX. Officers are selected based on their inspections and reports by TSA. Those officers are the best of the best and have an opportunity to show their skills at big events like this. Commissioner Joslin stated he is big enough to play for the Eagles.

President Kreulen announced Frontier Airlines launching nonstop flights to Cleveland (CLE) with service to begin May 23, 2025. The routes from Frontier today go to Chicago-O'Hare, Denver, Philadelphia, Orlando and now Cleveland. Southwest also offers service to Cleveland.

President Kreulen announced BNA is #1 airport in the US per ACI-NA Winter 2025 for adding new seats. President Kreulen presented a chart and stated Global traffic from January to October 2024 increased by 8.5% from same period of 2023; recovered to 101% of 2019 level. US Carrier passenger traffic increased by 5.4% from same period of 2023, although September & October showed signs of slowing growth.

President Kreulen reported the FY25 BNA passengers show a low point in January, and we are back up in February with 58K per day and are still at 6.9% - 7% growth for this year. By June 30, 2025 BNA may be at a new record of 25.2M.

President Kreulen presented the Committee 30-day Outlook for March stating it will be a very busy Committee with 5 items for approval in the Operations Committee and 2 in the Finance Committee. The Management Committee has no agenda items at this time. President Kreulen stated there are several conferences in May and the MNAA Business Taking Off will be held March 28, 2025. There will be approximately 400 businesses there, and we will show our next 12-month outlook. The Commissioners are welcome to attend. The Committee 60-Day Outlook for April will have 1 item for approval in the Operations Committee. The Finance Committee will be busy with 10 approvals. The Finance Committee will have several budgets and resolutions for approval. There are no items for the Management Committee.

President Kreulen asked the Commissioners the Save the Date for Business Taking Off on Friday, March 28, 2025 at 8:30 a.m. at the Music City Center. The invitations will be going out this week and over 450 attendees are expected. President Kreulen stated the Business Taking Off program will provide an opportunity for businesses to see what is ahead for MNAA over the next 12 months and to network. The Commissioners are more than welcome to attend this event.

Commissioner Byrd asked what CIP is. President Kreulen replied Capital Improvement Program.

President Kreulen concluded the President's update.

VI. ITEMS FOR APPROVAL

1. CGMP2 for Central Ramp Expansion (Enabling and Processing of Fill) (Operations)

President Kreulen introduced Mr. Robert Ramsey, EVP, Chief Development Officer, to brief the Board on the CGMP2 for Central Ramp Expansion. Mr. Ramsey stated the CGMP2 for Central Ramp Expansion is to expand terminal apron to provide seven parking and deicing positions. On June 3, 2024 a Request for Proposal was advertised and MNAA received 2 proposals, Kiewit and Sundt Construction. The CGMP2 enabling and processing of fill is $20,600,000 NTE. It is 100% funded by MNAA. The SMWBE goal is 7.65% MBE and 5.51% WBE. MNAA will have 2 additional CGMPs coming to the Board in the future.

This was presented to the Operations Committee which voted 3 to 0 to recommend approval on February 12, 2025. Mr. Ramsey requested the Board of Commissioners accept the proposal by Kiewit for Component Guaranteed Maximum Price #2 (CGMP2) and authorize the Chair and President and CEO to execute CGMP2 for $20,600,000 NTE.

President Kreulen stated MNAA is getting updated pricing for concrete, fill material, taxiway modifications and drainage and those will come at the next CGMP and we are working hard to get those details from Kiewit. Commissioner Byrd asked how big the next CGMP will be. President Kreulen replied the numbers are tentative, but he thinks the total project may be in the $240 million range, and he has to be able to explore more. Without those 4 exceptions, the price of concrete has gone up, the price of fill has gone up and there was an error on drainage. We will have to put more drainage in order to comply with the State and City regulations, and we must include the taxiway models to accommodate larger aircraft. That is just part of the business that we want to do in this project. President Kreulen stated the good news is that it is within the Horizon project, and we can use existing project contingencies and the savings on Concourse D to cover this.

Vice Chair Granbery stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Farner seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

2. Professional Services Contract (Design) for Northeast Employee & Valet Parking (Operations)

Mr. Ramsey stated the Professional Services Contract is for the design of the Northeast Employee & Valet Parking. Mr. Ramsey stated this lot will be in the Northeast corner of the airport property and is East of Runway 2R/20L. The approximate design cost is $2.2M NTE and the contract start date is February 2025 with completion in December 2026. The SMWBE goal is 6.56% MBE and/or WBE. It is 100% funded with MNAA funds.

This was presented to the Operations Committee and voted 3 to 0 to recommend approval on February 12, 2025. Mr. Ramsey recommended the Board of Commissioners authorize the Chair and President & CEO execute the professional services contract (design) with Garver in an amount not to exceed $2,200,000.

Vice Chair Granbery asked what is the ballpark estimate to do the work? Mr. Ramsey replied the construction value is approximately $95 - $100M range. Secretary Byrd stated this is for the employee parking and valet parking, how would it work in terms of valet car storage since it seems like a good distance away. Mr. Ramsey replied this employee lot will be closer than the remote storage lot we have today near the Tennessee National Guard. This lot moves cars on an internal airport road for additional valet storage. President Kreulen stated today when a customer drops off a car in valet and when this garage fills up, we move the cars off of Donelson Pike or back near the I-40 exit. This provides a bigger lot and gives us a lot more efficiency. Commissioner Byrd stated it is next to I-40. Mr. Ramsey replied yes, MNAA estimates the employee shuttle service will save 120K miles per year.

Vice Chair Granbery stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Stevenson seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

3. Professional Services Contract for BNA Master Plan (Operations)

President Kreulen introduced Mr. Syed Mehdi, VP, Airport Planning, to brief the Board on the Professional Services Contract for BNA Master Plan. Mr. Mehdi stated in accordance with FAA Advisory Circular 150/5070-6B, development of 20-year Master Plan for Nashville International Airport, including current airport inventory, aviation demand forecast, facility requirements for airside and landside, alternatives evaluation, environmental considerations, facilities implementation plan, financial plan, stakeholder engagement, and the Airport Layout Plan (ALP). Landrum & Brown, LLC were selected for the project and it is a 2-year project. The contract value is $7M and the DBE goal is 9.53%; Landrum & Brown has committed to approximately 18%. The funding sources are 75% FAA and 25% MNAA.

This was presented to the Operations Committee which voted 3 to 0 to recommend approval on February 12, 2025. Mr. Mehdi recommended the Board of Commissioners authorize the Chair and President and CEO to execute the proposed contract with Landrum & Brown, LLC for $7,000,000 NTE.

Commissioner Byrd stated 75% coming from FAA and there is a lot of discussion of freezing funding from the FAA. President Kreulen replied yes, the Finance Staff continues to watch and so far, there seems to be more in the media than actuality. MNAA has not seen any grant stops coming for us and this will give us permission to initiate the program and if the FAA withdraws the funding, then we will need to make a decision at that point. We do not have

anything from the FAA where the Executive Branch says to stop what we are doing here. This is normal business. Master Plans take a long time to do because all those topics you see, MNAA has to build the inventory, forecasting, facility requirements to comply with the advisor circular for the FAA. The data was from 2018 and the forecast should have been good through 2038. MNAA hit the 2038 numbers in 2024, it only took us 6 years to do 20 years' worth of FAA forecasted growth.

Chair Sullivan asked what projection of growth FAA has. President Kreulen replied an average airport per the FAA grows at 2%, BNA has averaged 10%. MNAA has the history to show that they have been significantly underestimating what we have been doing.

Vice Chair Granbery stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Stevenson seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes
Vice Chair Granbery – Yes
Secretary Byrd – Yes
Commissioner Joslin – Yes
Commissioner Stevenson – Yes
Commissioner Glover – Yes
Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

4. Contract for Clearing, Grubbing and Tree Removal Services (Operations)

President Kreulen introduced Daniel B. Brown, VP, Facility Management, to brief the Board on the Professional Services Contract for Clearing, Grubbing, and Tree Removal Services. Mr. Brown stated this contract is for Clearing, Grubbing and Tree Removal Services to ensure land owned by the Airport Authority is maintained and safeguarded against environmental and safety concerns such as birds, other wildlife attractions and obstructions that violate FAA airspace directives and endanger flight operations for aircraft. Queens Tree Services and BC

Mason Group were the selected contractors and the schedule starts March 1, 2025 through February 28, 2030. The contract cost is $1M NTE annually. The SMWBE goal is 9.266% MBE and/or WBE.

This was presented to the Operations Committee which voted 3 to 0 to recommend approval on February 12, 2025. Mr. Brown recommended the Board of Commissioners authorize the Chair and President and CEO to execute the contract with Queens Tree Services and BC Mason Group for a total of $1M NTE annually.

Vice Chair Granbery Joslin stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Farner seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes
Vice Chair Granbery – Yes
Secretary Byrd – Yes
Commissioner Joslin – Yes
Commissioner Stevenson – Yes
Commissioner Glover – Yes
Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

5. Contracts for Landscape Maintenance and Services (Operations)

Mr. Brown stated the Contracts for Landscape Maintenance and Services for over 255+ acres including garages, parking lots, treatment & detention ponds, terminal and facility exteriors and road frontages and is procured as 3 packages. Package A – Travis Lawns (Garages, Parking Lots, Treatment/Retention Ponds) – Small Business Target Market – SBE; Package B – Dreamscape Landscape Service (Facilities) – Small Business Target Market – WBE; Package C – Rotolo Consultants, Inc. (Road Frontages) – 5.61% MBE Participation. The total cost is $7.4M and the funding source is Operations and Maintenance.

Vice Chair Granbery asked what is included for the replacement on landscaping. Mr. Brown replied that it is approximately 30% replacement, and others will be built in budget. President Kreulen stated due to the snow event; Mr. Brown has been up for approximately 36-48 hours.

This was presented to the Operations Committee which voted 3 to 0 to recommend approval on February 12, 2025. Mr. Brown recommended the Board of Commissioners authorize the Chair and President and CEO to execute the contracts with Travis Lawns, Dreamscape Landscape Service and Rotolo Consultants for up to $7.4M.

Vice Chair Granbery Joslin stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Farner seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes
Vice Chair Granbery – Yes
Secretary Byrd – Yes
Commissioner Joslin – Yes
Commissioner Stevenson – Yes
Commissioner Glover – Yes
Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

6. Arts at the Airport Foundation Board Member Reappointments (Operations)

President Kreulen introduced Ms. Stacey Nickens, VP, Corporate Communications & Marketing, to present to the Board the Arts of the Airport Foundation Board Member Reappointments. Ms. Nickens stated there are eight members for reappointment to the Arts at the Airport Foundation Board: Teri Alea, Asia Allen, Donna Glassford, Leah Sherry Light, Phil Ponder, Hunter Claire Rogers, Kaleena Sales, and Martha Profit-Streuli.

This was presented to the Operations Committee which voted 3 to 0 to recommend approval on February 12, 2025. Ms. Nickens requested the Board of Commissioners accept the

recommendation of the Arts at the Airport Foundation Board (7 of 15 members), and approve the reappointment of Teri Alea, Asia Allen, Donna Glassford, Leah Sherry Light, Phil Ponder, Hunter Claire Rogers, Kaleena Sales, and Martha Profit-Streuli to the Arts at the Airport Foundation Board of Directors, effective January 1, 2025, with term ending December 31, 2027. Ms. Nickens stated this is for a 3-year term, and it is a 15-member Board.

Vice Chair Granbery asked if Ms. Nickens had time to look into the Phil Ponder request at the Committee meeting. President Kreulen replied, the MNAA staff met and it was discussed that there are areas that we are considering and we also send out proposals through the Board every 6 months to rotate art. There will be a way to pay tribute to the artists.

Vice Chair Granbery stated the Operations Committee voted 3 to 0 to recommend approval on February 12, 2025. Chair Sullivan asked for a motion to approve as presented. Vice Chair Granbery made a motion and Commissioner Stevenson seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes
Vice Chair Granbery – Yes
Secretary Byrd – Yes
Commissioner Joslin – Yes
Commissioner Stevenson – Yes
Commissioner Glover – Yes
Commissioner Farner – Yes

The motion passed with a vote of 7 to 0.

VII. INFORMATION ITEMS

1. None

President Kreulen concluded the presentation.

VIII. ADJOURN

There being no further business brought before the Board, Chair Sullivan made the motion to adjourn, and Vice Chair Granbery seconded the motion, which carried by a vote of 7 to 0. Chair Sullivan adjourned the meeting at 1:35 p.m.

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Andrew Byrd, Board Secretary

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: Nashville International Airport

Subject: Baggage Handling System (BHS) Expansion (New Horizon)
Progressive Design-Build CGMP3 of 3 (Project No. 2312)

I. Recommendation

Staff requests the Board of Commissioners:

1) authorize the Chair and President and CEO to execute the proposed Amendment 2 for Component Guaranteed Maximum Price #3 (CGMP3) of $130,105,000 NTE and the Guaranteed Maximum Price (GMP) of $227,882,475 NTE with Messer Construction for construction related to the Baggage Handling System Expansion for the Progressive Design-Build contract at Nashville International Airport (BNA).

II. Analysis

A. Background

At the Board retreat in October 2021, staff demonstrated the need for additional gates beyond what would be provided as part of Vision 2.0 and presented the New Horizon concept. New Horizon consisted of a 5-gate extension to Concourse D, a new A Concourse, relocation of the Air Freight Building and a major overhaul to the Baggage Handling System (BHS) to increase both performance and capacity. In May 2022, the Board approved proceeding with design and construction of the BHS Expansion Project. This project will invest in the existing BHS system bringing it up to standards and increase its capacity to meet demands of 40 million annual passengers (MAP).

The Progressive Design-Build contract establishes a Guaranteed Maximum Price (GMP) at a date in the future based on the 100% design drawings. For scheduling purposes, to fast-track the project, "component" GMPs (CGMP's) are utilized to provide for early start of critical path items. This project will require 3 CGMP's to reach the final GMP. These CGMP's will evolve and will be composed as follows: CGMP1 – design and preconstruction services; CGMP2 – enabling and facility expansion; CGMP3 – baggage handling system. This action completes all anticipated CGMP's.

On November 16, 2022, the Board approved the selection of Messer Construction and CGMP #1 for design and preconstruction phase services. On November 20, 2024, the Board approved CGMP #2 for enabling and facilities construction in the amount not-to-exceed $90,000,000. This amendment is for CGMP #3, which establishes the GMP and is inclusive of all remaining scopes, but primarily the construction of the baggage handling system in the amount not-to-exceed $130,105,000. This Component Guaranteed Maximum Price ("CGMP") #3 is to authorize funding to construct the Baggage Handling System. Work associated with this GMP involves demo of 4,550' of existing conveyers,

installing more than 10,000' of new conveyers, and replacing the existing Control house to support the new system.

The Operations Committee is requested to recommend that the Board authorize Messer, via an amendment to their contract, to begin entering into subcontract agreements to deliver the project. In doing so, Messer will negotiate final scopes of work and final bid price for package of work and bring that information to Metropolitan Nashville Airport Authority (MNAA) staff for review and approval. The MNAA maintains final approval on all subcontracts for this project.

A. Impact/Findings

MNAA SMWBE Participation Level:	4.94% MBE and/or WBE
Messer SMWBE Participation Level:	4.94% MBE and/or WBE
Anticipated Contract Start Date:	Janaury 2023
Duration of Contract:	2170 Calendar Days
Contract Completion Date:	December 2028
Component Guaranteed Maximum Price 1	$ 8,773,255
Component Guaranteed Maximum Price 2	$ 89,004,220
Component Guaranteed Maximum Price 3	$ 130,105,000 NTE
Total Guaranteed Maximum Price	$227,882,475 NTE
Funding Source:	100% Bonds

B. Strategic Priorities

- Plan for the Future

C. Options/Alternatives

Do Nothing: The "Do Nothing" option will result in the inability to complete New Horizon or meet passenger growth projections.

III. Committee Review

This item was presented to the Operations Committee on March 12, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: Nashville International Airport (BNA)

Subject: Construction Contract for Part 139 RSA Improvements – R/W 20L
Project No. 2409C

I. Recommendation

Staff requests the Board of Commissioners:

1) Accept the bid by Civil Constructors, LLC. for Part 139 RSA Improvements at BNA and;

2) authorize the Chair and President and CEO to execute the proposed contract for $777,470.00.

II. Analysis

A. Background

During the annual Part 139 Inspection in 2023, Federal Aviation Administration (FAA) inspectors reported one (1) finding of a noncompliant Runway Safety Area (RSA) at BNA. Since then, the Engineering and Operations teams proactively located several minor deficiencies in other RSAs, including the R/W 20L RSA.

The project scope includes grading the extended Runway Safety Areas (beyond the thresholds) on Runway 20L to the new MNAA airfield design standards. An Invitation to Bid (ITB) was advertised on January 8, 2025, and consisted of one bid schedule.

On February 20, 2025, three (3) bids were received. Below is a tabulation of those bids:

Contractor	Base Bid
Civil Constructors LLC.	$777,470.00
Hi-Way Paving, Inc.	$908,080.00
Jones Bros. LLC	$1,111,690.00

The SMWBE participation goal established for the project was 7.18% MBE and/or WBE. Civil Constructors LLC. committed to obtaining a 9.96% goal by utilizing Archangel Protective Services Inc. and McFall Sod and Seeding.

The Civil Constructors, LLC bid was found to be 20.4% below the Engineer's Estimate and 16.8% below the next lowest bidder, Hi-Way Paving, Inc. This distinction is likely attributed to the fact that Civil Constructors is a local, large-scale civil grading contractor with an extensive history of satisfactorily completed projects at BNA, most notably the safety area improvements on Runway

2R. All items of their unit pricing were found to be balanced and reasonable, with many items being less than the average escalated unit cost of construction in today's market.

The Metropolitan Nashville Airport Authority (MNAA) and Garver have evaluated the bids and determined the bid from Civil Constructors to be responsive and responsible and recommend award to Civil Constructors, LLC.

B. Impact/Findings

MNAA SMWBE Goal:	7.18% MBE and/or WBE
Contractor SMWBE Participation:	9.96%
Anticipated Contract Start Date:	April 1, 2025
Duration of Contract:	30 Calendar Days
Contract Completion Date:	April 30, 2025
Contract Cost:	$777,470.00
Funding Source:	100% MNAA

C. Strategic Priorities

- Invest in BNA
- Plan for the future

Options/Alternatives

Do Nothing: The "Do Nothing" option will result in no improvements to the 20L Runway Safety Area and result in the Nashville International Airport being flagged by the FAA in the next inspection for continued noncompliance with safety standards.

III. Committee Review

This item was presented to the Operations Committee on February 12, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: Nashville International Airport (BNA)

Subject: Task Order for Terminal Apron Reconstruction (FY24 – FY26)
Project No. 2505

I. Recommendation

Staff requests the Board of Commissioners:

1) Accept the Task Order proposal by Hi-Way Paving, Inc. for the construction of the Terminal Ramp Reconstruction (FY24 – FY26) at BNA and;

2) Authorize the Chair and President and CEO to execute the proposed Task Order through the Airside Pavement Repairs On-Call Contract for $6,200,000 NTE.

II. Analysis

1) Background

In the past ten years, both the type and volume of aircraft operating at the Nashville International Airport has increased dramatically. The terminal apron was neither designed nor constructed to accommodate these increased operations. Significant damage to the terminal apron has been regularly observed and noted by Operations and Maintenance in this time period and it was determined a more in-depth investigation into the strength and condition was needed. In 2023, a focused terminal apron pavement analysis was conducted as part of the 2023 Airfield Pavement Condition Index (PCI) Study. The results of this study identified both surface and structural damage to the pavement, which will require both major maintenance and full-depth, full-strength reconstruction of a majority of the terminal apron.

Using our On-Call Airfield Pavement Repairs Contract with Hi-Way Paving, Inc., approved by the Board on November 20, 2024, we will remove and replace 12,750 SY of Terminal Apron pavement with FAA specified P-501 concrete. The design strength of this pavement section adheres to all FAA design criteria for the updated aircraft fleet mix and design aircraft for this airport. This project will also include adding the appropriate markings to comply with FAA and BNA standards. All costs associated with this Task Order have been determined per the Schedule of Values submitted by Hi-Way Paving in their successful proposal.

The SMWBE participation level established on the Airfield Pavement Repairs On-Call Contract for each contract year is 11.36% MBE and/or WBE. Hi-Way Paving is committed to meeting or exceeding the goal utilizing the following companies, as per their On-Call Contract proposal:

Archangel Protective Services, Inc., OnTrac Security LLC, E3 Construction Company, Inc., Gibco Construction, LLC, SB Johnson Construction, LLC, Kimberly, Inc, and Pozzolanic Contracting & Supply Co.

The specific SMWBE subcontractors will be identified via a submitted SMWBE Participation Form at the conclusion of the project.

2) Impact/Findings

MNAA SMWBE Goal (On-Call Contract):	11.36% MBE and/or WBE
Anticipated Task Order Start Date:	April 2025
Duration of Task Order:	120 Calendar Days
Contract Completion Date:	August 2025
Overall On-Call Contract Cost:	NTE $10,00,000 per year
Task Order Cost:	NTE $6,200,000 (exact pricing under review)
Funding Source:	100% MNAA

3) Strategic Priorities

- Invest in BNA
- Plan for the future

4) Options/Alternatives

Do Nothing: The "Do Nothing" option will result in the continued deterioration of the terminal apron, increasing the risk of structural failure and continued production of debris material likely to cause aircraft damage.

III. Committee Review

This item was presented to the Operations Committee on February 12, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: Nashville International Airport

Subject: Contract for Light Detection and Ranging (LiDAR) Apron Intrusion Detection

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I. Recommendation

Staff requests the Board of Commissioners:

1) Accept the proposal by The InDoor Lab, LLC to implement LiDAR apron intrusion detection, and
2) Authorize the Chair and President & CEO to execute the contract with The InDoor Lab, Inc. for necessary equipment and support for $1,436,226.

II. Analysis

A. Background

Security at BNA is a top priority. Since August 2021, BNA has had eight unauthorized entrants that crossed the Airport Operations Area (AOA) fence. As a result, BNA entered an action plan with TSA on August 20, 2022, to come up with potential solutions to detect/deter unauthorized entrants into the AOA.

In 2018, Safe Skies was proactively consulted to come up with solutions to replace the outdated taxiway TANGO alarm system at BNA which was installed in 1987. Given the age of this equipment and technology, the airport is currently unable to rely upon accurate and timely notification of breaches.

Once a TSA action plan was initiated, multiple solutions were evaluated: PharoVision, Southwest Microwave, and Senstar (all of which were deemed not a viable options). LiDAR is in use to provide security coverage at the Satellite Concourse, so it was evaluated for this need and deemed a viable option for other perimeter intrusion detection enhancements, including coverage of the apron. Recent research and collaboration with stakeholders at BNA revealed that the procurement and installation of LiDAR is the best option for apron intrusion detection.

This project was approved in the FY24 BNA Capital Improvements Budget on April 19, 2023 for $2,000,000. This will be procured through a Co-Op agreement with Insight that was utilized for procurement of LiDAR at the Satellite Concourse.

Specifications include:

- 29 Sensors (three spares for inventory) – Estimate Provided

- 26 Mounts – Estimate Provided
- Hardware, installation, and setup
- Travel and Expenses
- Customization and Digital Twin setup – I.T. Department
- Custom Development and Alerting
- Servers (3 Servers Purchased by BNA)
- Switches (5 switches Purchased by BNA)

B. Impact/Findings

MNAA SMWBE Participation Level:	Race and Gender Neutral
Anticipated Purchase Date:	May 2025
Contract Duration:	5 years
Anticipated End Date:	May 2030
Year 1 Software/Installation/Equipment (CIP)	$ 572,000.00
Year 2 Software/Maintenance	$ 203,169.00
Year 3 Software/Maintenance	$ 211,464.00
Year 4 Software/Maintenance	$ 220,174.00
Year 5 Software/Maintenance	$ 229,319.00
Total Contract Cost (Years 1-5)	$1,436,226.00

Funding Source: MNAA CIP, Allocated to the Airlines through Rates & Charges for Years 2-5

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

C. Strategic Priorities

- Invest in MNAA
- Plan for the Future
- Prepare for the Unexpected

D. Options/Alternatives

Do Nothing: The "Do Nothing" option requires MNAA to continue to operate the aging 1987 Taxiway Alarm system currently in place and subjects BNA to fines imposed by TSA due to Action Plans that result from unauthorized entrants inside the AOA.

III. Committee Review

This item was presented to the Operations Committee on February 12, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: Nashville International Airport

Subject: Rental Car Service Center Lease Agreement (Avis/Budget/Payless, Sixt)

I. Recommendation

Staff requests the 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.

II. Analysis

A. Background

MNAA currently has rental car service site agreements for 5 parcels, representing 9 companies (Enterprise, Hertz and Avis). These contracts were initially executed in 1987, for a 15-year term, with two extensions of five years each and then going on a month-to-month basis in 2012. A Fair Market Value Assessment ("FMVA") was conducted by Airport Business Solutions ("ABS") in 2022; however, it was not acted upon because the scope of the appraisal only included airport comparisons and did not encompass local market conditions. In 2024, MNAA staff performed an internal analysis of local property values to better understand the current local Nashville market rates. In March 2024, ABS conducted another appraisal utilizing both airport and the local market rates, and the final appraisal was in line with the internal analysis.

MNAA staff reviewed the service site agreements and determined that new service site lease agreements are required with updated terms and conditions added, including prohibiting non-Airport Business, such as long-term storage of damaged vehicles and the rental, sale or subleasing of vehicles to be conducted at the rental car service sites. These changes result in a fee and rental structure that makes the airport as sustaining as possible, as required by FAA Grant Assurances.

In July 2024, staff presented the proposed rates and terms, along with the realigned locations of each of the rental car service sites. On July 17, 2024 the Board accepted the realignment and new lease terms based on FMV appraisal of the rental car service sites and authorized the Chair and President and CEO to execute lease agreements for each rental car service site within these. The approved terms are as follows.

- Lease Terms
    - Rates: Based on ABS FMV Appraisal
    - 3% annual escalation
    - Term: 5 years
    - Cancellation Clauses:

        - Operational Need (30-day written notice)
        - Convenience (180-day written notice)
    - Conditions: Non-Airport business cannot be conducted on premises

- Lease Rates

	Initial			Approved – Effective August 1, 2024			
	Area	**Average Rate**	**Annual Revenue**	**Reallocated Area**	**Average Combined Rate**	**Annual Revenue**	**Increase**
Avis/Budget/ Payless	349,000	$0.41	$ 143,200	178,000	$1.79	$ 318,376	$175,176
Enterprise/ National/ Alamo	388,000	$0.50	$ 193,365	300,000	$2.01	$ 604,019	$410,654
Hertz/Thrifty/ Dollar	305,000	$0.48	$ 146,750	215,000	$2.03	$ 435,427	$288,677
	1,042,000	**$0.46**	**$ 483,315**	**693,000**	**$1.96**	**$1,357,822**	**$874,507**

Rate table from July 2024 Board Presentation

Enterprise leases were executed on August 1, 2024 and Hertz leases were executed on September 1, 2024. Due to changes in MNAA airport operational need, the additional Avis/Budget 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.

By reducing non-airport operations, the site allocation for Avis/Budget can be reduced and the additional portion can be leased to the other Rental Car Agency Sixt. Sixt currently does not lease any service site space but has inquired to land availability for this use.

In December 2024 an additional FMV appraisal was conducted on the Avis/Budget location to ensure lease rate integrity so that it can be leased at the most current lease rates.

The FMVA assessment for the property ranged from:

- $1.75 psf for land
- $7.00 - $10.00 psf for building areas

Consistent with the prior appraisal, the benchmarks were:

Airport Benchmarks

- Piedmont Triad international (GSO)
- McGhee Tyson (TYS)
- Blue Grass (LEX)
- Raleigh-Durham International (RDU)
- Detroit Metropolitan (DTW)
- Birmingham Shuttlesworth International (BHM)
- Memphis International (MEM)
- Savanah-Hilton Head International (SAV)

- Louisville International (SDF)
- Minneapolis-St. Paul International (MSP)
- Tampa International (TPA)
- Pittsburg International (PIT)
- San Diego International (SAN)
- Washington Dulles International (IAD)

Local Property Benchmarks

- 2506 Elm Hill Pike
- 2842 Lebanon Pike
- 713 Ermac Drive
- 704-706 Ermac Drive
- 10 Bridgestone Park
- 101 Pitts Lane @ Old Hickory Blvd.
- 2535 Perimeter Place Drive
- 628 & 634 Ermac Drive
- 2331 Atrium Way

B. Impact/Findings

Lease Start Date:	April 1, 2025 pending negotiations
Term:	5 years
Lease Termination Date:	May 31, 2029, pending negotiations
Rates:	Based on ABS FMV Appraisal (average $2.24 psf)
Escalation:	3% annual escalation
Cancellation Clauses:	Operational Need (30-day written notice) Convenience (180-day written notice)
Conditions:	Non-Airport business cannot be conducted on premises

Revenue:

	Initial			Proposed – Year 1			
	Area	**Average Rate**	**Annual Revenue**	**Reallocated Area**	**Average Annual Rate**	**Annual Revenue**	**Increase**
Avis/Budget/ Payless	349,000	$0.41	$143,200	262,764	$2.20	$576,797	$433,597
Sixt	0	$0.00	$ 0	84,879	$2.29	$194,738	$194,738
	349,000	**$0.41**	**$143,200**	**347,643**	**$2.22**	**$771,535**	**$628,335**

Strategic Priorities

- Invest in BNA

- Plan for the Future

C. Options/Alternatives

The Board of Commissioners could decline to accept the proposed terms, and request that MNAA staff revise the terms of the future rental car agreements. If the terms are approved by the Board of Commissioners and not approved by the rental car company(s), the space would be competitively solicited.

III. Committee Review

This item was presented to the Finance Committee on February 12, 2025. The Finance Committee voted 2 to 0 to recommend approval to the Board of Commissioners.

STAFF ANALYSIS
Board of Commissioners

Date: March 19, 2025

Facility: MNAA

Subject: Long-Term Financing Underwriter Pool

I. Recommendation

Staff requests the Board of Commissioners:

1) approve the Long-Term Financing Underwriter Pool ("Pool") for the Authority for five years (2025-2030).

2) authorize the Chief Financial Officer and the financing team, with concurrence from the President & CEO, to select the team of Underwriters (Underwriter Syndicate) from the Pool for each bond issuance.

II. Analysis

A. Background

MNAA plans to issue long-term bonds as the main funding source for its large capital plan, which includes, but is not limited to, BNA Vision, New Horizon I, and New Horizon II. As part of this process, MNAA will use a qualified Underwriter Syndicate to assist with the issuance of these bonds. The Underwriter Syndicate purchases newly issued securities from the issuer and sell the securities to investors. The selected Underwriters will work cooperatively with the Authority and other finance team consultants (bond counsel, financial advisor, and airport consultant) on financing needs over five (5) years: 2025-2030. The Underwriters selected will be expected to provide all the services typically provided on the negotiated sale of airport revenue bonds and special facility revenue bonds, including the following:

1) Developing information for and presenting information to the Authority, rating agencies, and other parties as requested by the Authority financing team.
2) Implementing the marketing plan proposed by the firm with the approval of the Authority financing team.
3) Selling the Bonds with quality execution according to the expectations developed during pre-pricing discussions with the Authority financing team.
4) Providing timely feedback of orders and subscription levels on day(s) of pricing through i-Deal electronic order entry system or similar system used.
5) Coordinating the work of the underwriting team, including co-managers and a selling group (if desired by MNAA), and implementing the designation rules and allocation guidelines established by the Authority financing team.
6) Preparing a bond purchase agreement and other standard documentation, in concert with underwriters' counsel.

7) Providing market information to the Authority daily in the two weeks prior to the bond sale date and a preliminary scale one week prior to pricing, with updates daily.
8) Preparing a closing memorandum and closing the bonds on time.

These financial services fall under Section 1.3 of the Procurement Policy as "Exceptions to Policy" and are exempt from the requirements of the open, competitive process through the Procurement Department. However, to ensure due diligence, MNAA used PFM (MNAA's Financial Advisors) to issue a direct solicitation for Request for Qualifications ("RFQ") on our behalf. On December 18, 2024, MNAA sent an RFQ for Bond Underwriting Services to twenty-eight (28) banks, including National Firms, Regional/Local Firms, and MWBE/Veteran Owned Firms.

The RFQ process is intended to select a Pool of Underwriters that demonstrate strong airport experience along with local, regional and diversified experience. This 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). MNAA intends to use this qualified Pool to select the Underwriter Syndicate for each bond issuance during this timeframe.

The RFQ requested the following information:

1) Information on the Firm
2) Airport Underwriting Experience
    - In order to be considered for the senior managing underwriter pool, the firm must have served as a senior managing underwriter for at least one series of airport bonds of at least $200M between 1/1/22-1/1/25.
3) Personnel and Resources
4) Debt Structuring Considerations
5) Municipal Market and Airport/Airline Considerations

On January 23, 2025, twenty-four (24) responses were received:

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

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

The review of the Statements of Qualifications was performed by Marge Basrai, MNAA Chief Financial Officer, Lauren Lowe (PFM Managing Director), Bill Case (PFM Managing Director), and Kevin McPeek (PFM Director).

Evaluation Process:

1. The Statement of Qualifications for the twelve firms that met the requirement to be considered for the Senior Managing Pool were reviewed and compared against each other on the following criteria:
    - Airport Experience - strength (both in number of issues and dollar volume) in airport financing
    - Personnel and Resources – strength and experience of team to be assigned to MNAA
    - Debt Structuring Considerations – thoroughness of response and provided useful market intel or structure ideas with the goal of achieving the lowest cost of capital
    - Municipal Market and Airport/Airline Considerations – thoroughness of response and provided relevant risks to consider in future financings
2. This evaluation resulted in six firms being considered the best qualified for the Senior Managing Pool.
3. The Statement of Qualifications for the twelve firms who did not meet the requirement to be considered for the Senior Managing Pool, plus the six firms who were not picked as the best qualified for the senior managing pool, were compared against each other on the following criteria:
    - Same four criteria as listed above in #1
    - Relevant regional and other diversified experience
    - First-Hand Experience – discussion of first-hand airport financing experience from either past MNAA bond issuances, or PFM led financings at other airports.
4. This evaluation resulted in four firms being considered the best qualified to serve in the Co-Managing Pool.

The following Long-Term Underwriting 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. Inc.	Morgan Stanley	Cabrera Capital Markets
JP Morgan Securities	Siebert Williams Shank & Co.		

B. Impact/Findings

The above table is the recommended Long-Term Underwriting Pool that will be effective for five years (2025-2030). For each bond financing transaction, it is our intent to select from this Pool the firms(s) who will participate and their respective role in the Underwriting Syndicate. For

each bond issue, the selection will be made through a Request for Proposal (RFP) process (conducted by PFM on our behalf) in which only the Pool will participate. The RFP questions will be focused on current market conditions and the impact on interest rates, debt structure, credit considerations, and all in cost of financing. Firms qualified as a Senior Managing Underwriter may serve as a Co-Manager, however, firms qualified as a Co-Manager cannot serve as a Senior Managing Underwriter. The CFO and other members of the financing team will review the RFP responses and select, with concurrence from the President and CEO, the Underwriting Syndicate for each bond transaction. For transactions similar to those currently expected to be undertaken by the Authority within the next five years, the Underwriting Syndicate typically consists of 1-2 Senior Managing Underwriters and 3-5 Co-Managers (depending on size of issuance).

The funding source for payment to the Underwriters are through bond proceeds as part of the Cost of Issuance funds.

C. Strategic Priorities

- Invest in BNA and/or JWN
- Plan for the Future

D. Options/Alternatives

Reject the staff selection and reissue the RFQ or select other firms to be in the pool.

III. Committee Review

This item was presented to the Finance Committee on February 12, 2025. The Finance Committee voted 2 to 0 to recommend approval to the Board of Commissioners.

To: Board of Commissioners
Doug Kreulen, President & CEO

From: Business Diversity Development

Date: March 19, 2025

Subject: Federal and Small Business Participation for the month of February 2025

The format of this report has changed to reflect that of the MNAA Disparity Study. Specifically Purchased Services and Training are reflected in Professional Services and Supplies is reflected in Goods and Services. Construction remains categorized as Non Federal and Federal. A brief synopsis of expenditures is listed below.

	Aspirational Participation %	Percentage	MWBE Expenditures	Total Expenditures	YTD Percentage	YTD MWBE Expenditures	YTD Total Expenditures
Professional Services (Includes all contract services, legal expenses external printing, and marketing)	6.90%	**21.97%**	$ 1,871,831	$ 8,521,199	**8.84%**	$ 4,039,197	$ 45,685,743
Goods & Services (Includes all office supplies and office equipment and other goods	5.90%	**34.58%**	$ 643,684	$ 1,861,404	**38.80%**	$ 6,118,647	$ 15,771,643
Construction Non-Federal CIP (All non-federal Construction and professional projects)	17.70%	**1.35%**	$ 347,602	$ 25,838,131	**5.36%**	$ 8,666,536	$ 161,786,889
Construction Federal CIP (All Federal Construction and professional projects)	14.10%	**9.31%**	$ 189,184	$ 2,031,955	**27.11%**	$ 5,959,733	$ 21,986,431

February 2025

Professional Services Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		0.51%	Male	$ 43,495	0.51%	$ -	0.00%	$ 69,275	0.81%	$ -	0.00%	$ -	0.00%
		21.46%	Female	$ -	0.00%		0.00%	$ 1,828,336	21.46%	$ -	0.00%	$ -	0.00%
$ 8,521,199	$ 1,871,831	21.97%	Totals	$ 43,495	0.51%	$ -	0.00%	$ 1,897,611	22.27%	$ -	0.00%	$ -	0.00%

Goods and Services Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		32.73%	Male	$ 609,280	32.73%	$ -	0.00%	$ 80,337	4.32%	$ -	0.00%	$ -	0.00%
		1.85%	Female	$ -	0.00%	$ -	0.00%	$ 34,404	1.85%	$ -	0.00%	$ -	0.00%
$ 1,861,404	$ 643,684	34.58%	Totals	$ 609,280	32.73%	$ -	0.00%	$ 114,741	6.16%	$ -	0.00%	$ -	0.00%

Construction Non Federal CIP Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		0.84%	Male	$ 218,113	0.84%	$ -	0.00%	$ 16,781	0.06%	$ -	0.00%	$ -	0.00%
		0.50%	Female	$ 19,000	0.07%	$ 3,678	0.01%	$ 106,810	0.41%	$ -	0.00%	$ -	0.00%
$ 25,838,131	$ 347,602	1.35%	Totals	$ 237,113	0.92%	$ 3,678	0.01%	$ 123,592	0.48%	$ -	0.00%	$ -	0.00%

Construction Federal CIP Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		0.00%	Male		0.00%		0.00%	$ -	0.00%	$ -	0.00%	$ -	0.00%
		9.31%	Female	$ -	0.00%	$ -	0.00%	$ 189,184	0.00%	$ -	0.00%	$ -	0.00%
$ 2,031,955	$ 189,184	9.31%	Totals	$ -	0.00%	$ -	0.00%	$ 189,184	0.00%	$ -	0.00%	$ -	0.00%

Fiscal Year To Date Totals Through February

Professional Services Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		2.92%	Male	$ 1,290,233	2.82%	$ 38,551	0.08%	$ 180,341	0.39%	$ 3,238	0.01%	$ -	0.00%
		5.93%	Female	$ 15,993	0.04%	$ -	0.00%	$ 2,651,501	5.80%	$ 39,682	0.09%	$ -	0.00%
$ 45,685,743	$ 4,039,197	8.84%	Totals	$ 1,306,226	2.86%	$ 38,551	0.08%	$ 2,831,842	6.20%	$ 42,920	0.09%	$ -	0.00%

Goods and Services Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		36.21%	Male	$ 5,710,556	36.21%	$ -	0.00%	$ 685,522	4.35%	$ -	0.00%	$ -	0.00%
		2.59%	Female	$ 213,929	1.36%	$ -	0.00%	$ 194,162	1.23%	$ -	0.00%	$ -	0.00%
$ 15,771,643	$ 6,118,647	38.80%	Totals	$ 5,924,484	37.56%	$ -	0.00%	$ 879,685	5.58%	$ -	0.00%	$ -	0.00%

Construction Non Federal CIP Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		2.46%	Male	$ 1,505,655	0.93%	$ 1,916,754	1.18%	$ 5,386,848	3.33%	$ 559,570	0.35%	$ -	0.00%
		2.90%	Female	$ 1,045,815	0.65%	$ 28,357	0.02%	$ 3,610,385	2.23%	$ -	0.00%	$ -	0.00%
$ 161,786,889	$ 8,666,536	5.36%	Totals	$ 2,551,469	1.58%	$ 1,945,111	1.20%	$ 8,997,233	5.56%	$ 559,570	0.35%	$ -	0.00%

Construction Federal CIP Expenditures

Total Expenditures	Small Business Expenditures	Total Participation Percentage	Participation	BLACK	%	HISPANIC	%	CAUCASIAN	%	ASIAN	%	NATIVE AMERICAN	%
		7.76%	Male	$ 1,671,709	7.60%	$ -	0.00%		0.00%	$ 33,695	0.15%	$ -	0.00%
		19.35%	Female	$ 1,151,889	5.24%	$ -	0.00%	$ 3,102,439	14.11%	$ -	0.00%	$ -	0.00%
$ 21,986,431	$ 5,959,733	27.11%	Totals	$ 2,823,599	12.84%	$ -	0.00%	$ 3,102,439	14.11%	$ 33,695	0.15%	$ -	0.00%

Business Diversity Development, February FY'2025 Certification Report as of March FY'2025

Total Certified firms:	New Certified firms: 7/1/2024 - YTD	Totals	Firms Certified in February FY'25	Totals	New Applications Received: 7/1/2024 -YTD	Totals	New Interstate Apps Received: 7/1/2024-YTD	Totals	Renewals Received: 7/1/2024 -YTD	Totals	Denials, Delist & Withdrawals 7/1/2024 -YTD	Totals	Monthly OnSite's Completed 7/1/2024 -YTD
134 Firms	**Construction:**	9	**Construction:**	0	**Construction:**	13	**Construction:**	0	**Construction:**	65	**Construction:**	1	5
225 Firms	**Professional Svcs:**	30		5	**Professional Svcs:**	28	**Professional Svcs:**	19	**Professional Svcs:**	105	**Professional Svcs:**	0	12
	professional	29	professional	4	professional	23	professional	19	professional	94	professional	0	10
	security	0	security	0	security	2	security	0	security	4	security	0	1
	janitorial	1	janitorial	1	janitorial	3	janitorial	0	janitorial	6	janitorial	0	1
	landscaping	0	landscaping	0	landscaping	0	landscaping	0	landscaping	1	landscaping	0	0
141 Firms	**Goods/Svcs:**	17	**Goods/Svcs:**	2	**Goods/Svcs:**	4	**Goods/Svcs:**	11	**Goods/Svcs:**	62	**Goods/Svcs:**	3	0
	printing/signage	0	printing/signage	0	printing/signage	0	printing/signage	0	printing/signage	3	printing/signage	0	0
	supplier	2	supplier	1	supplier	1	supplier	1	supplier	7	supplier	0	0
	miscellaneous	0	miscellaneous	0	miscellaneous	0	miscellaneous	0	miscellaneous	0	miscellaneous	0	0
	concessions	15	concessions	1	concessions	3	concessions	10	concessions	52	concessions	3	0
500 Total		56 Total		7 Total		45 Total		30 Total		232 Total		4 Total	17 Total

Certification Inquiries (phone, email, meet & greets)

Monthly Inquires: 50

Total Inquires YTD: 304

Report Date: 3.10.2025

BDD Educational Outreach, Technical Assistance, and Program Development Activities

FY '2025	Date of Event	BDD Outreach Engagement Events
BNA to hosted: The ACCOUNTING Presentation and Outreach Event for BNA Small Businesses	July 10, 2024	BDD Team hosted: ACCOUNTING Presentation for Small Businesses presented by Eric Ruffin w/ Ruffin Consulting.
BNA/BDD hosted: 39th AMAC Airport Business Diversity Conference	August 3-August 8, 2024	Team BNA/BDD hosted Aviation, Airport and Transportation Executives, Leaders, and Minority Professionals Conference.
2024 DBE Small Business Annual Meeting - Tennessee Department of Transportation (TDOT) Civil Rights Division Disadvantaged Business Enterprise (DBE) Program	August 27, 2024	Efforts to provide DBE and Small Business owners with a venue to engage and learn about transportation-related contract opportunities within TDOT and from other organizations. Theme is Are You Contract Ready? Build With Us: TDOT's $15 Billion 10-Year Transportation Plan.
RED Academy/Urban League Middle Tennessee Co-Instructor and lend your expertise for the "Understanding the MBE/WBE Certification Process"	September 4, 2024	Understanding the MBE/WBE Certification Process with BNA
2024 Construction Opportunities Conference	September 27, 2024	Annual Construction Opportunities Conference - a day filled with networking, workshops, and insights into the latest trends in the construction industry. Whether you're a seasoned pro or just starting out, this event is perfect for anyone looking to expand their knowledge and connect with industry leaders.
The American Contract Compliance Association (ACCA)	September 30, 2024 - October 5, 2024	Soaring to New Horizons embodies continued progress and collaboration with diverse perspectives to reach a new height of success. The National organization provide training, standardization of practice, networking, and support to the many affirmative action, contract compliance, equal employment, and human rights workers across the country.
BNA to hosted: How To Do Business Presentation and Outreach Event for BNA Small Businesses	November 14, 2024	Understanding the How to do Business with BNA - Diversity and Procurement Process with BNA
Hensel Phelps hosted: BNA Project #2406 Kick Off Outreach Event	January 21, 2025	BDD attended: HP hosted the outreach Event for Concourse A Reconstruction Project - community vendors inviting to review demo, and rebuilding of 16 Gates at Concourse A and related infrastructure, ma landside extension of North Baggage claim.
Urban League of Middle Tennessee Luncheon: 57th Equal Opportunity Day, DEFEND-DEMOCRACY, DEMAND-DIVERSITY, DEFEAT-POVERTY	February 27, 2025	BDD attended: ULMT- hosted a lunch to lead the community in their mission of serving others directed toward addressing diversity, and inclusion