



Metropolitan Nashville Airport Authority™  
A Six Sigma Organization

# LEGISLATIVE UPDATE

## FOURTH-QUARTER REPORT FY12

Oct. 11, 2012

To the Honorable Members of the Davidson County Delegation of the 107th Tennessee General Assembly:

The Metropolitan Nashville Airport Authority is proud to announce that Nashville International Airport (BNA) is now the fourth fastest in passenger growth among the top 75 airports in North America. To build on this momentum, the MNAA has highlighted some specific priorities for the future of Nashville's airports.

### NAE

The "Nashville Airports Experience," or NAE for short, is likely not something anyone outside our organization has heard of, but it embodies our commitment to excellent customer service to airport passengers, guests and partners at both the Nashville International and John C. Tune airports. In the coming quarter and beyond, we are making a conscious effort to brand the NAE externally and to continually improve our facilities and services to better serve passengers and business partners.

### Air Service Development

Through facility improvements and a commitment to customer service, we have made BNA a showcase for hospitality, local entertainment and convenience – reflecting the qualities of the city itself.

This focus on facilities and internal processes has now put us in position to go after greater air service throughout the country and internationally. Recent additions include nonstop flights to Newark International, New York's LaGuardia and Boston's Logan airports, as well as nonstop flights during the summer to Montego Bay, Jamaica, and Cancun via Sunwing Airlines and to Myrtle Beach, S.C., via Vision Airlines. We are currently building new relationships with locations that fit our economic and cultural strengths.

### Revenue Development

Improved air service options will in turn boost revenue. Already, we have experienced 25 consecutive months of passenger growth over the previous year at BNA, which is an extraordinary achievement in the current economic environment and in comparison to other airports. The increased passenger volume means we are even more focused on successfully marketing airport parking and improving concession options to be additional sources for increased revenue.

### Operational Effectiveness

To continue making travel through our airports convenient and enjoyable for our customers, we want to ensure that our operational processes are most effective and in a state of continuous improvement. This will help sustain BNA's position and responsibility as an economic driver for the region. A number of projects are underway to improve and replace escalators, elevators, electrical and other critical infrastructure systems.

### Planning for the Future

MNAA is working on a simultaneous update of its Master Plan and Sustainability Plan. The project goals of the Master Plan Update are to focus on identifying the future needs at Nashville International Airport, based on passenger forecasts, to ensure that sufficient capacity and facilities exist to effectively support aviation activity well into the future. Our goals for the Sustainability Study are to enhance the MNAA's economic viability; ensure the safety, security and development of its people; develop and maintain our facilities and infrastructure; enhance our community; protect valuable natural resources; minimize use of and reliance on traditional energy sources; and enhance surface transportation connectivity. BNA is one of 10 airports participating in the Federal Aviation Administration's Sustainable Master Plan Pilot Program, whose goal is to make sustainability a core objective in airport planning.

The most recent update on both projects was shared at a public meeting on Sept. 18, 6 to 8 p.m., at Metro Southeast (1417 Murfreesboro Pike, Nashville, TN 37217). More information from this meeting and about the Master Plan Update is available at [www.flynashville.com/about/masterplan.aspx](http://www.flynashville.com/about/masterplan.aspx). The public may also submit comments and suggestions to the Master Plan Update online at [www.flynashville.com/comments/](http://www.flynashville.com/comments/).

Thank you for your continued support of and interest in the progress of Nashville's airports. Please contact us if you have any questions, or if you would like additional information about our projects and services.

Robert R. Wigington, IAP  
President and CEO  
Metropolitan Nashville Airport Authority

James H. Cheek, III  
Chairman  
Metropolitan Nashville Airport Authority Board of Commissioners

# STATISTICAL HIGHLIGHTS

April 2012 – June 2012

Federal Grant Activity: \$560,388 • State Grant Activity: \$435,230

## BNA Operating Activity:

### Total Aircraft Operations

Q4 FY12:	45,409
Q4 FY11:	45,182
Difference (#):	227
Percentage (%):	0.5%

### Gross Certified Landed Weight (GCLW)

Q4 FY12:	1,580,033,000
Q4 FY11:	1,572,203,000
Difference (#):	7,830,000
Percentage (%):	0.5%

### Enplanements (EPAX)

Q4 FY12:	1,319,780
Q4 FY11:	1,298,781
Difference (#):	20,999
Percentage (%):	1.6%

### Vehicles Parked

Q4 FY12:	379,733
Q4 FY11:	387,920
Difference (#):	-8,187
Percentage (%):	-2.1%

### Passenger Facility Charge (PFC) Revenue

Q4 FY12:	\$3,166,387
Q4 FY11:	\$3,245,796
Difference (\$):	-\$79,409
Percentage (%):	-2.4%

### REVENUES Q4 FY12

Op rev FY12:	\$21,394,000
Op rev FY11:	\$21,723,000
Difference (\$):	-\$329,000
Percentage (%):	-1.5%

### Quarterly revenues detail:

Passenger Airline	\$4,594,000
Parking	\$9,397,000
Concession	\$4,573,000
Rents & Permits	\$2,436,000
Cargo	<u>\$394,000</u>
	\$21,394,000

### EXPENSES Q4 FY12

Op exp FY12:	\$19,286,000
Op exp FY11:	\$18,031,000
Difference (\$):	\$1,255,000
Percentage (%):	7.0%

### Quarterly expenses detail:

Personnel	\$7,677,000
Purchased Services	\$7,785,000
Materials & Supplies	\$1,386,000
Utilities	\$1,518,000
Other	<u>\$920,000</u>
	\$19,286,000

**MNAA Mission/Vision**  
To provide the Nashville Airports  
Experience through outstanding  
customer service, facilities and  
services, bringing the heartbeat of  
Music City to the airport.

**MNAA Core Values**  
E<sup>3</sup>I: Enterprising,  
Entertaining,  
Exercising, Intersecting



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