

WELCOME



BUSINESS *Taking Off*

Metropolitan Nashville Airport Authority



Rob Wigington

President and CEO

Bobby Joslin

MNAA Board Chairman



Metropolitan Nashville Airport Authority™



Development and Engineering

Robert Ramsey, P.E., A.A.E.
Chief Engineer

Traci Holton, P.E., C.M.
Director – Design





Development and Engineering Contacts

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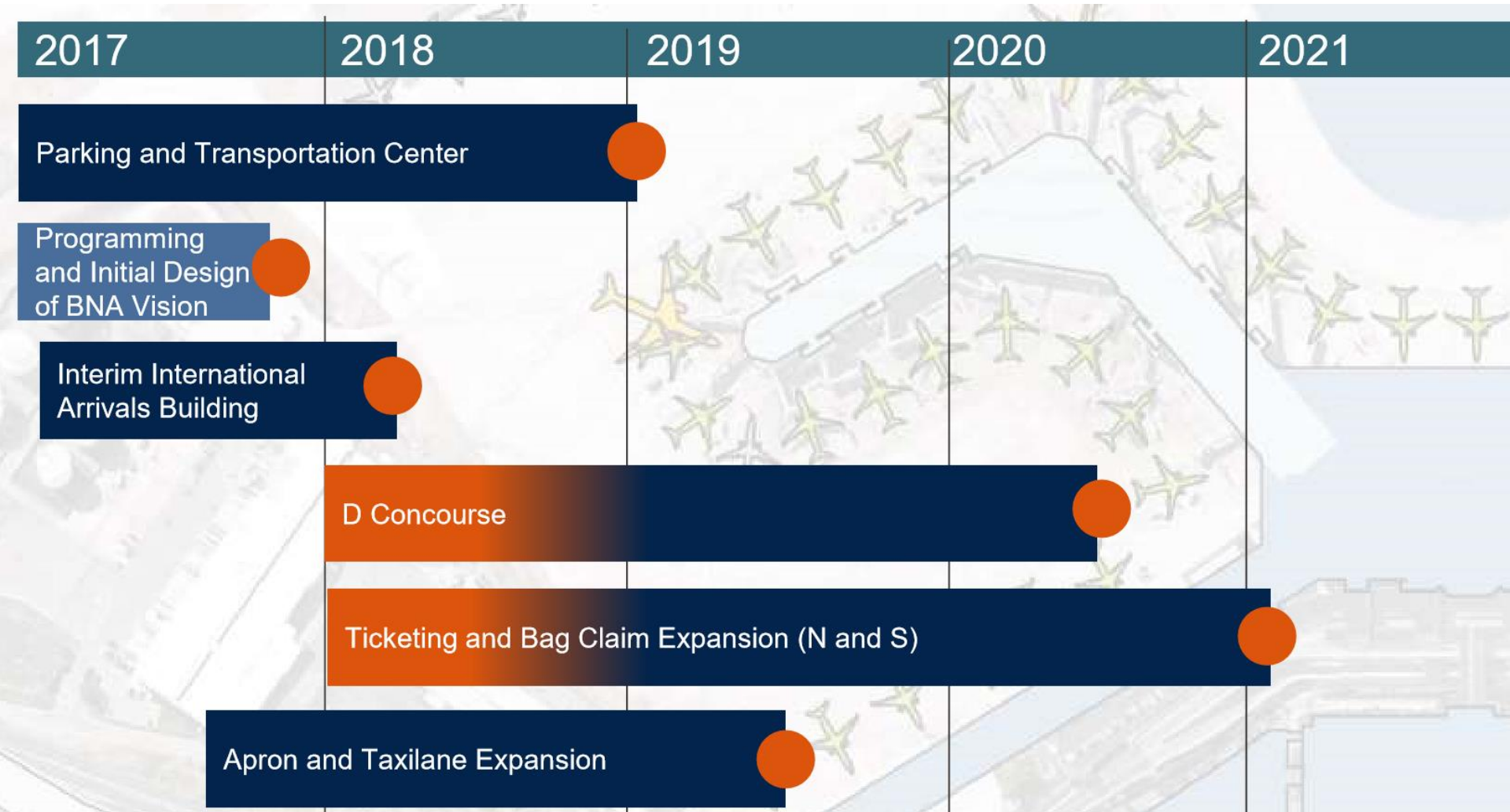


Metropolitan Nashville Airport AuthoritySM

Nashville International Airport
Capital Projects
2018



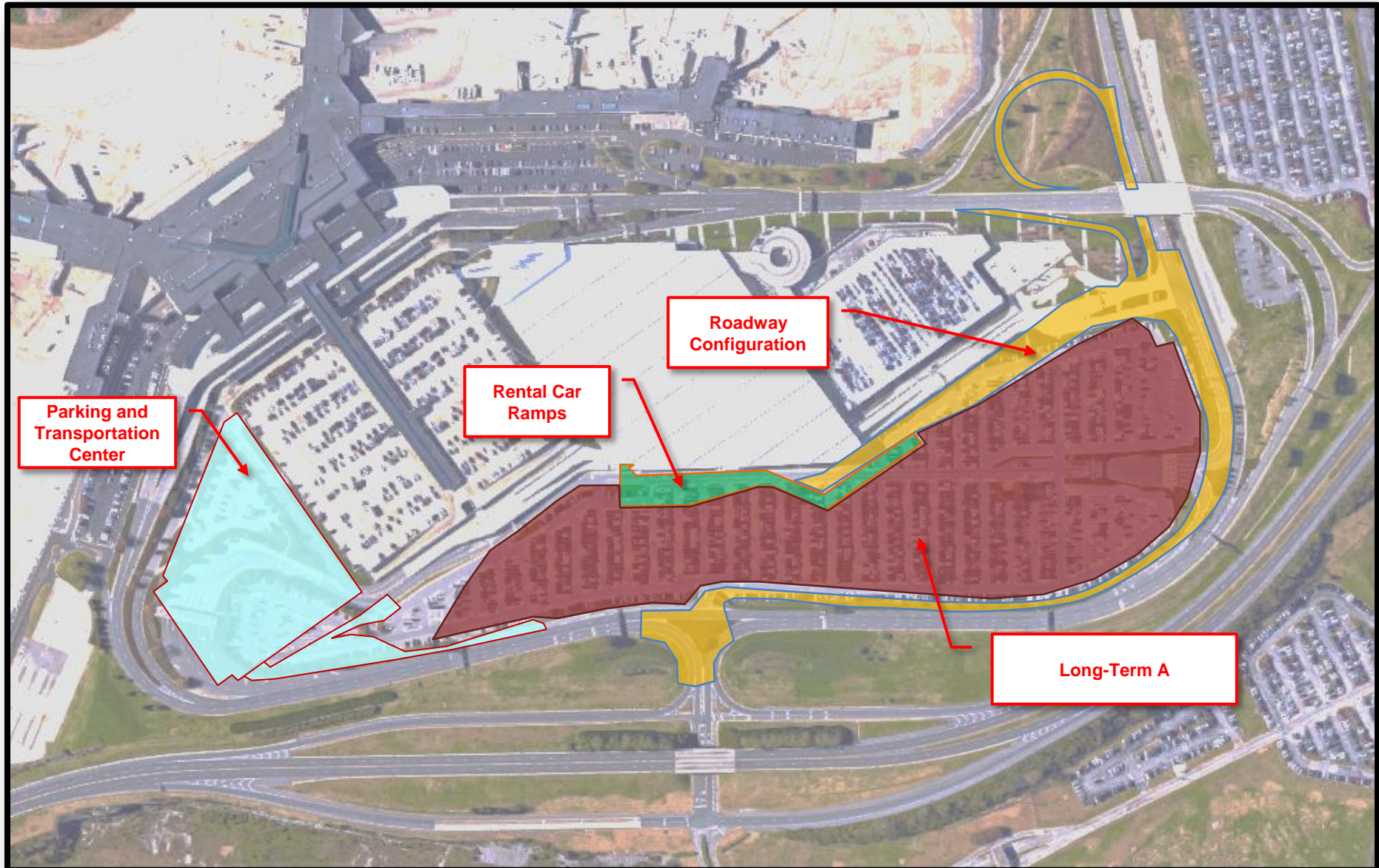
BNA Vision Schedule



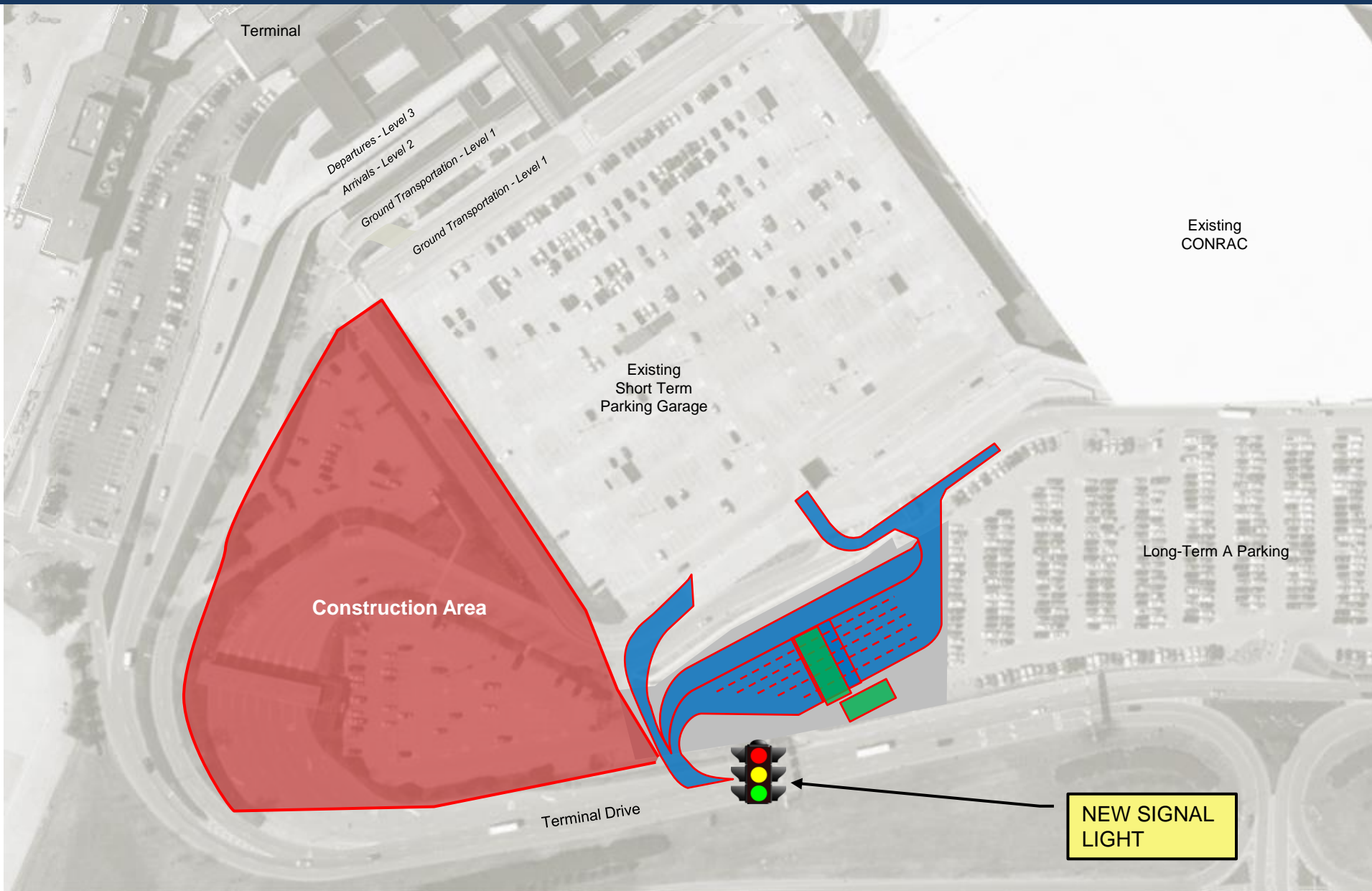
Parking and Transportation Center



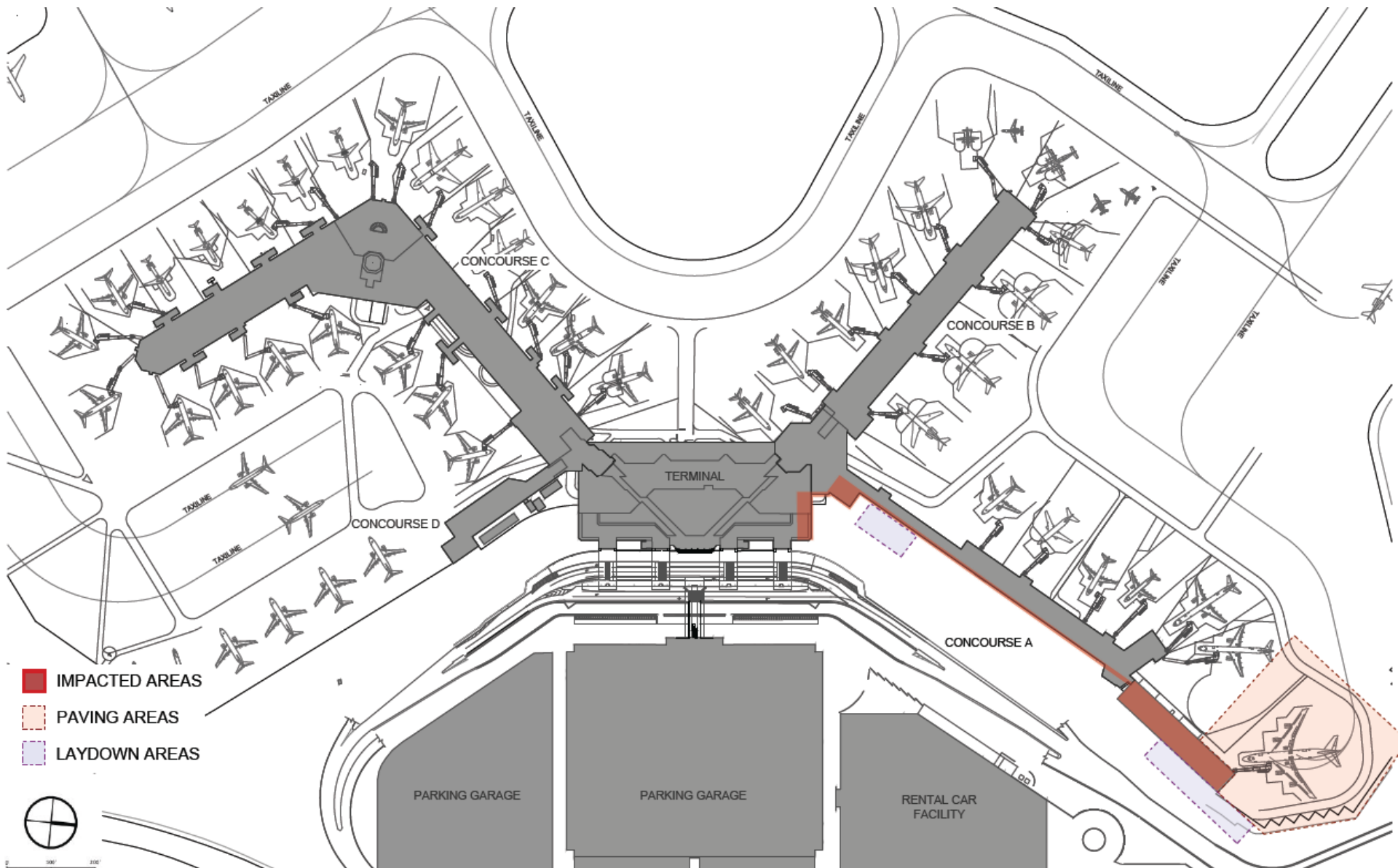
Parking and Transportation Center



Temporary Toll Plaza: Opens 3/22/17



Interim International Arrivals Building



D Concourse Expansion



D Concourse
Expansion

UNDER
CONSTRUCTION

RFP Date:

September 2017

Construction Cost:

\$ 120,000,000

Ticketing and Baggage Claim Expansion



UNDER
CONSTRUCTION

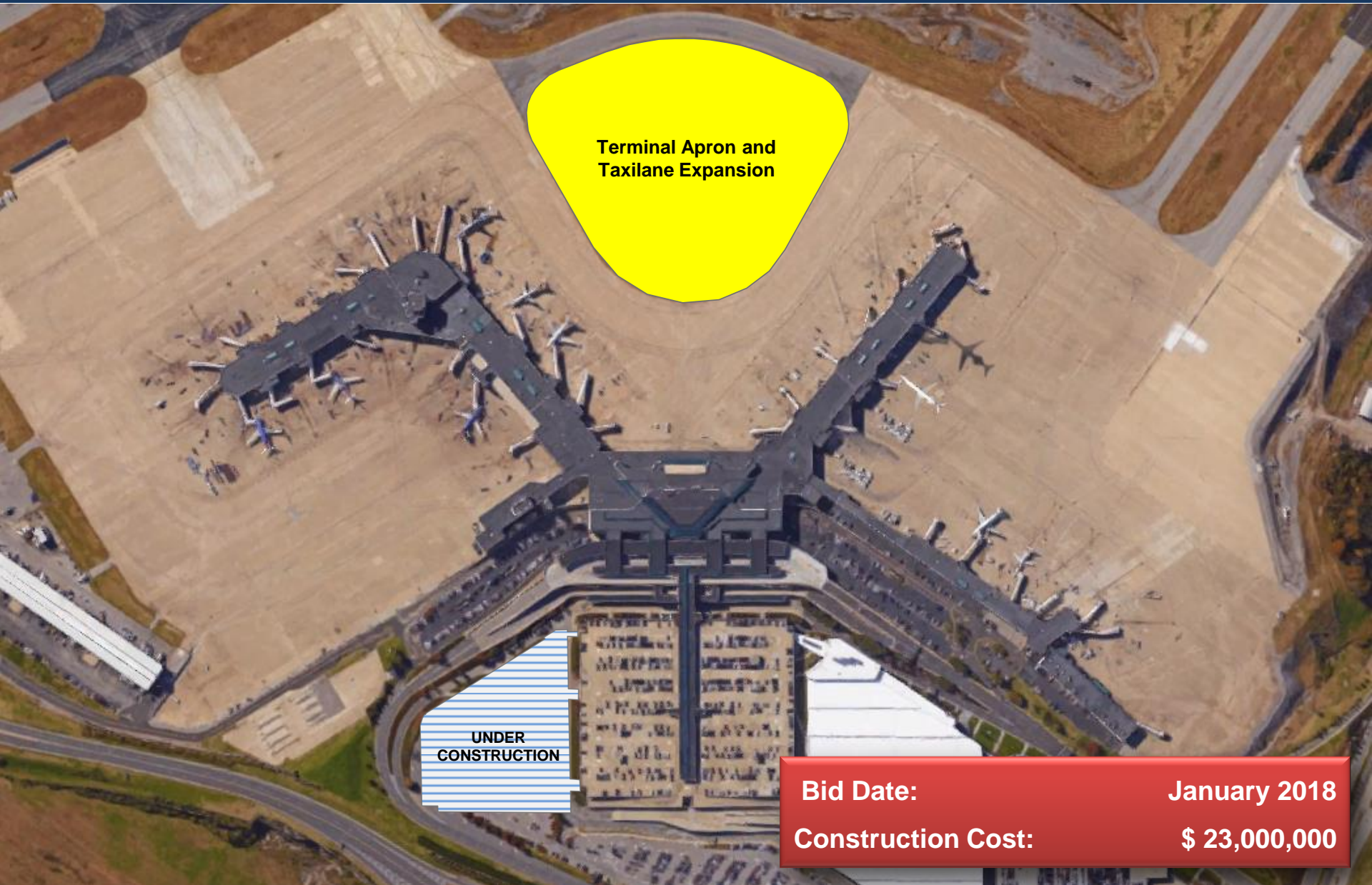
RFP Date:

September 2017

Construction Cost:

\$ 150,000,000

Terminal Apron and Taxilane Expansion



Terminal Apron and
Taxilane Expansion

UNDER
CONSTRUCTION

Bid Date:

January 2018

Construction Cost:

\$ 23,000,000

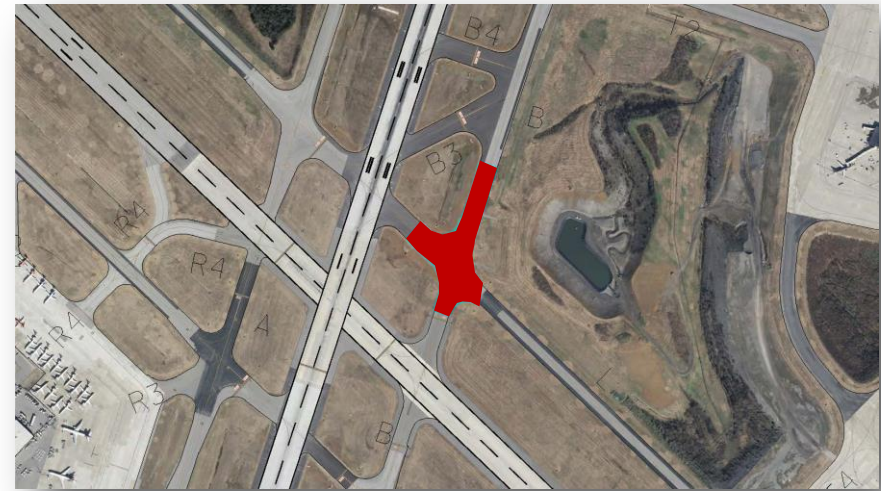
BNA Vision – Enabling Projects

- We will have other projects.
- The projects will be developed/advertised as the programming is finished.
- Possibilities....
 - On Call Contracts
 - Job Order Contracts
 - Other



| | |
|--------------------|-----|
| RFQ Date: | TBD |
| Bid Date: | TBD |
| Construction Cost: | TBD |

Reconstruction Taxiway Bravo/Lima Intersection



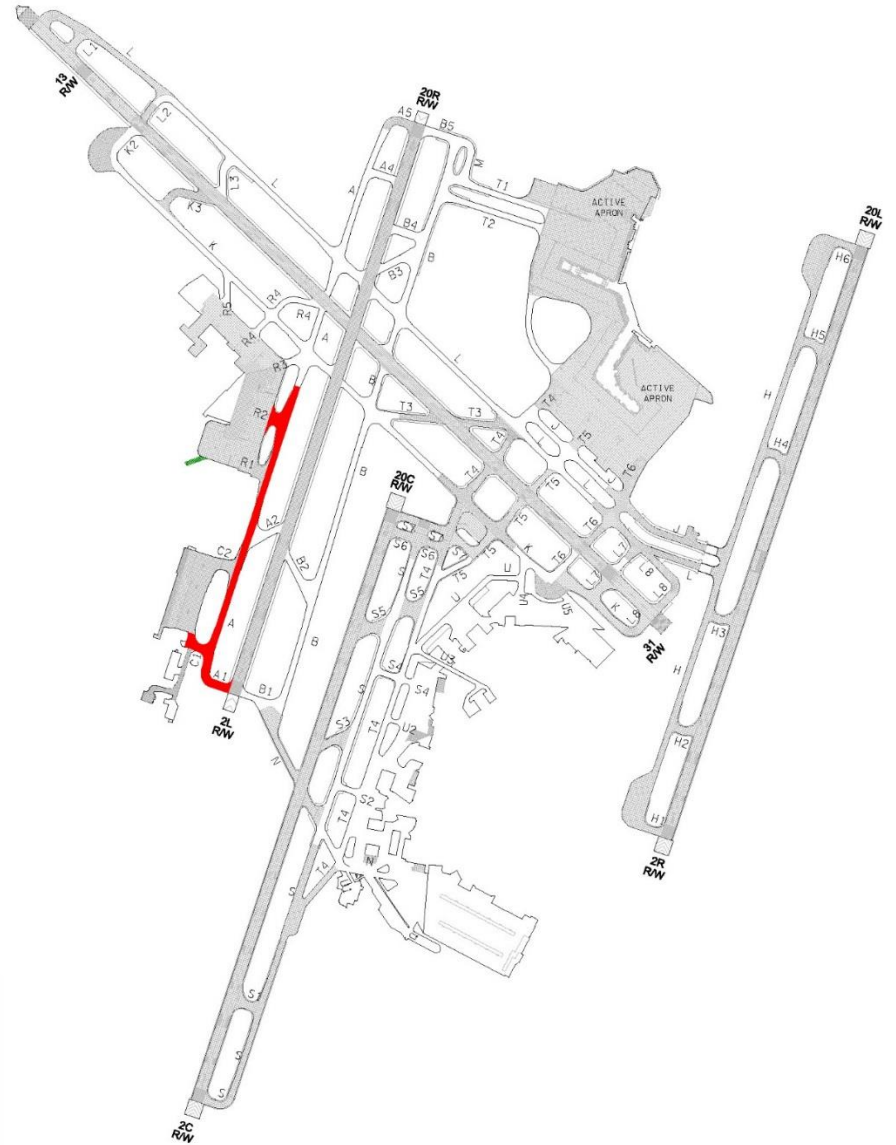
Bid Date:

April 2018

Construction Cost:

\$ 3,600,000

Reconstruct Taxiway Alpha South

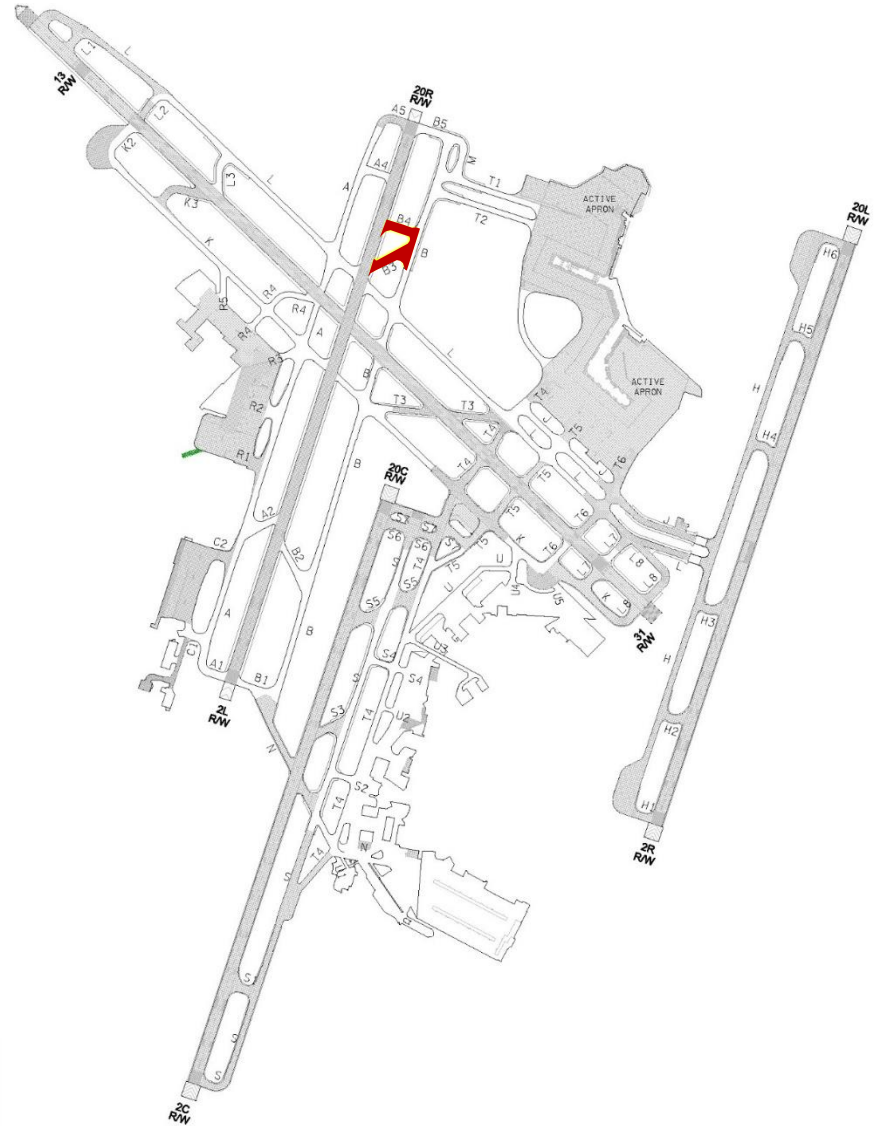


RFQ Date: May 2017

Bid Date: January 2018

Construction Cost: \$ 12,000,000

Rehabilitate Taxiways B3 and B4



Bid Date:

May 2017

Construction Cost:

\$ 400,000

Cargo Apron Slab Replacement (Phase 4)



Bid Date:

May 2017

Construction Cost:

\$ 2,200,000

South Cargo Apron Slab Repairs



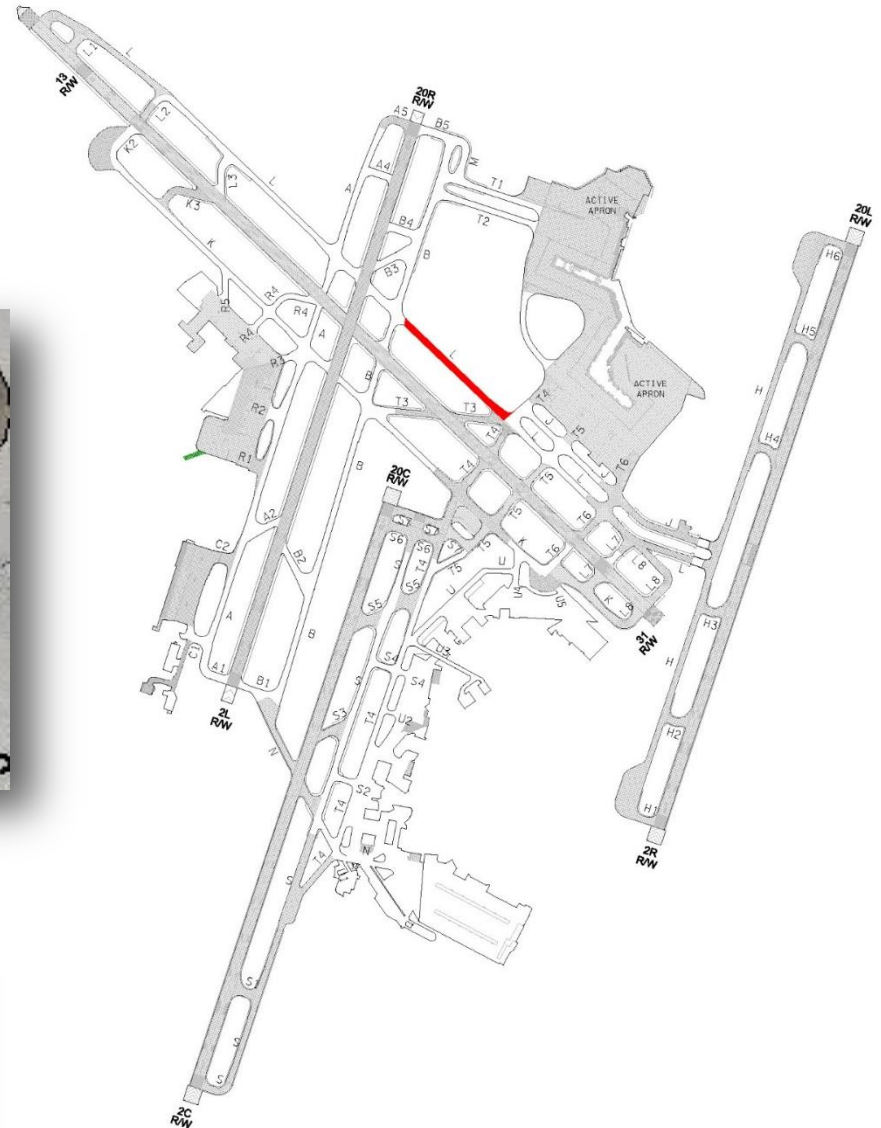
Bid Date:

August 2017

Construction Cost:

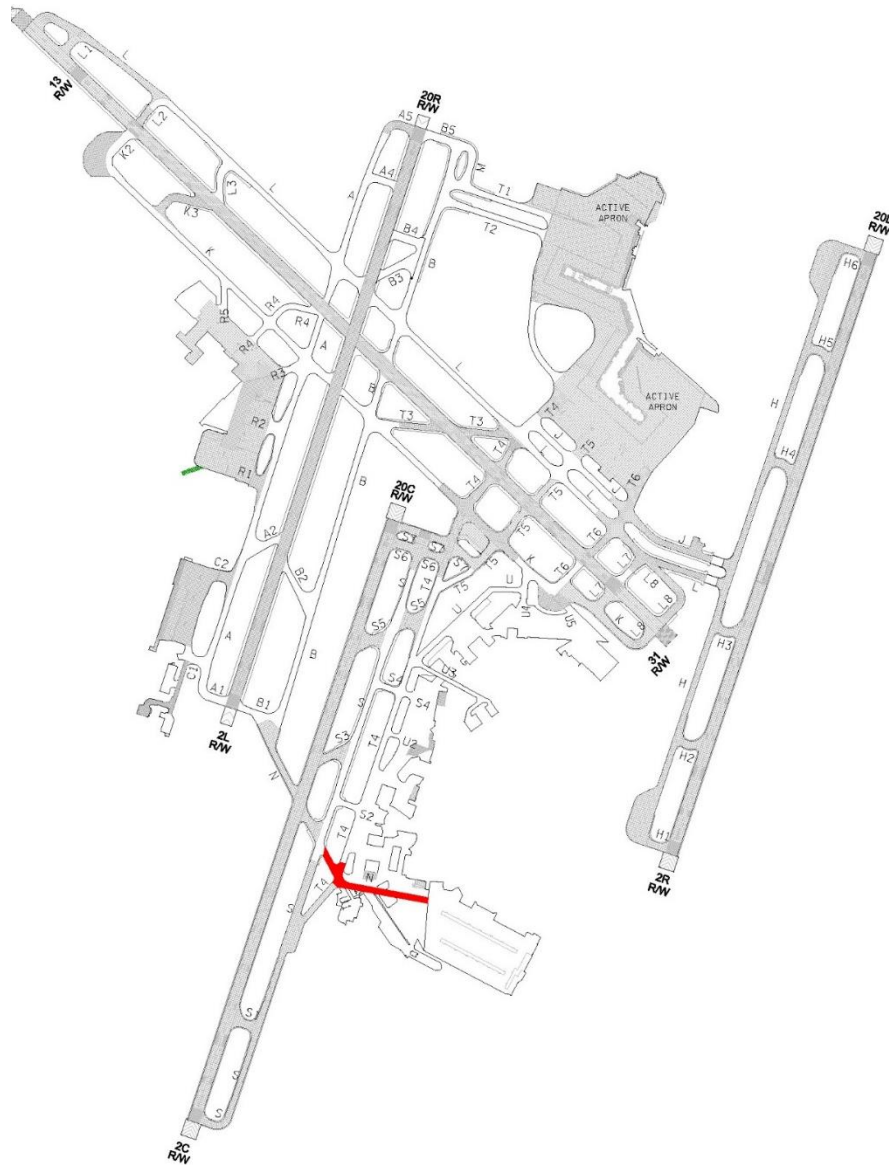
\$ 300,000

Taxiway Lima Rehabilitation (T-4 to Bravo)



| | |
|--------------------|----------------|
| RFQ Date: | September 2017 |
| Bid Date: | December 2018 |
| Construction Cost: | \$ 9,000,000 |

Reconstruct Taxiway November



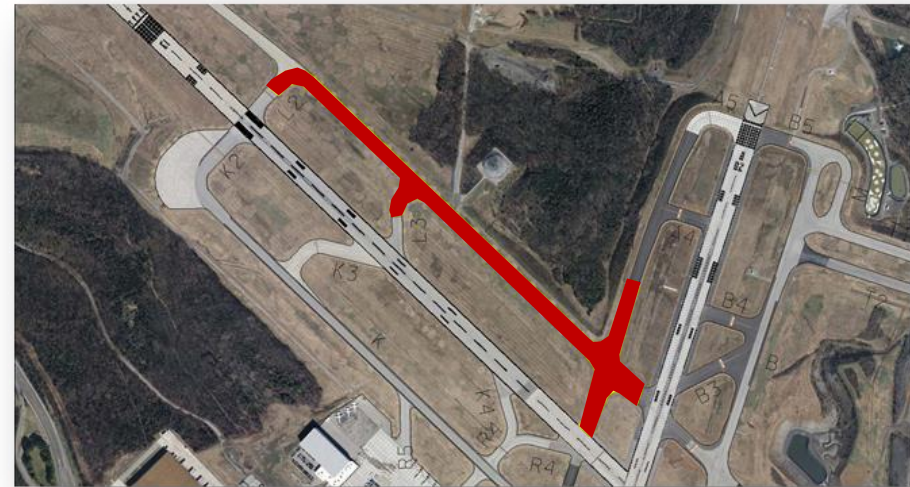
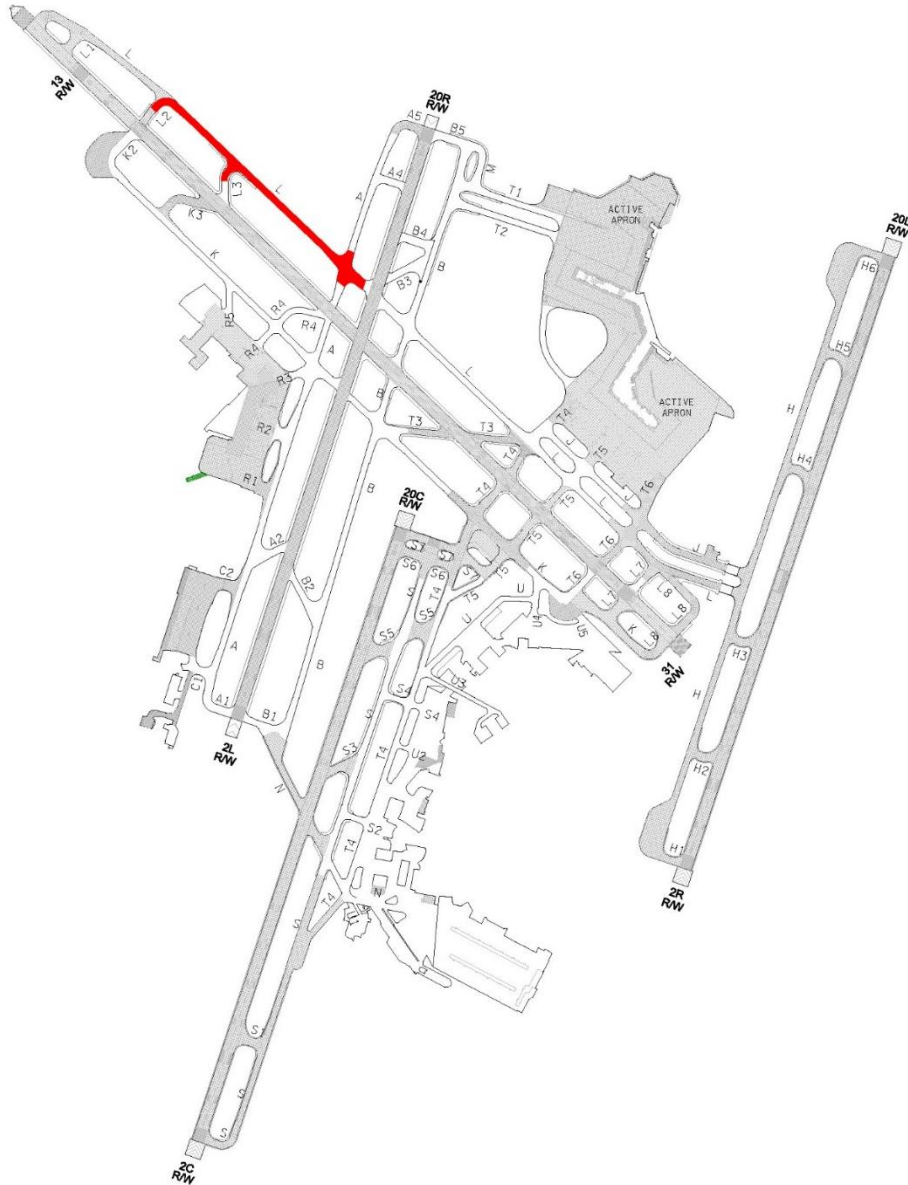
Bid Date:

January 2018

Construction Cost:

\$ 3,900,000

Taxiway Lima Rehabilitation West (2L to L2)



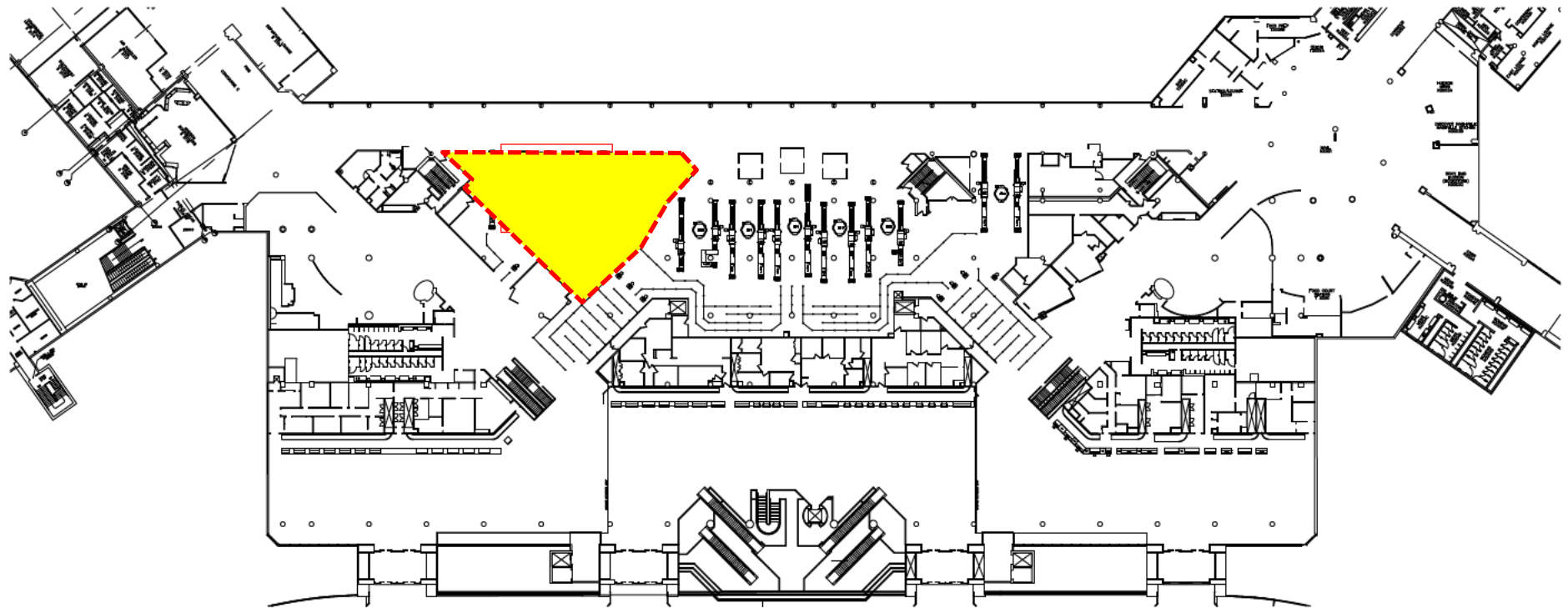
Bid Date:

February 2018

Construction Cost:

\$ 10,000,000

Construct Additional Checkpoint Lanes

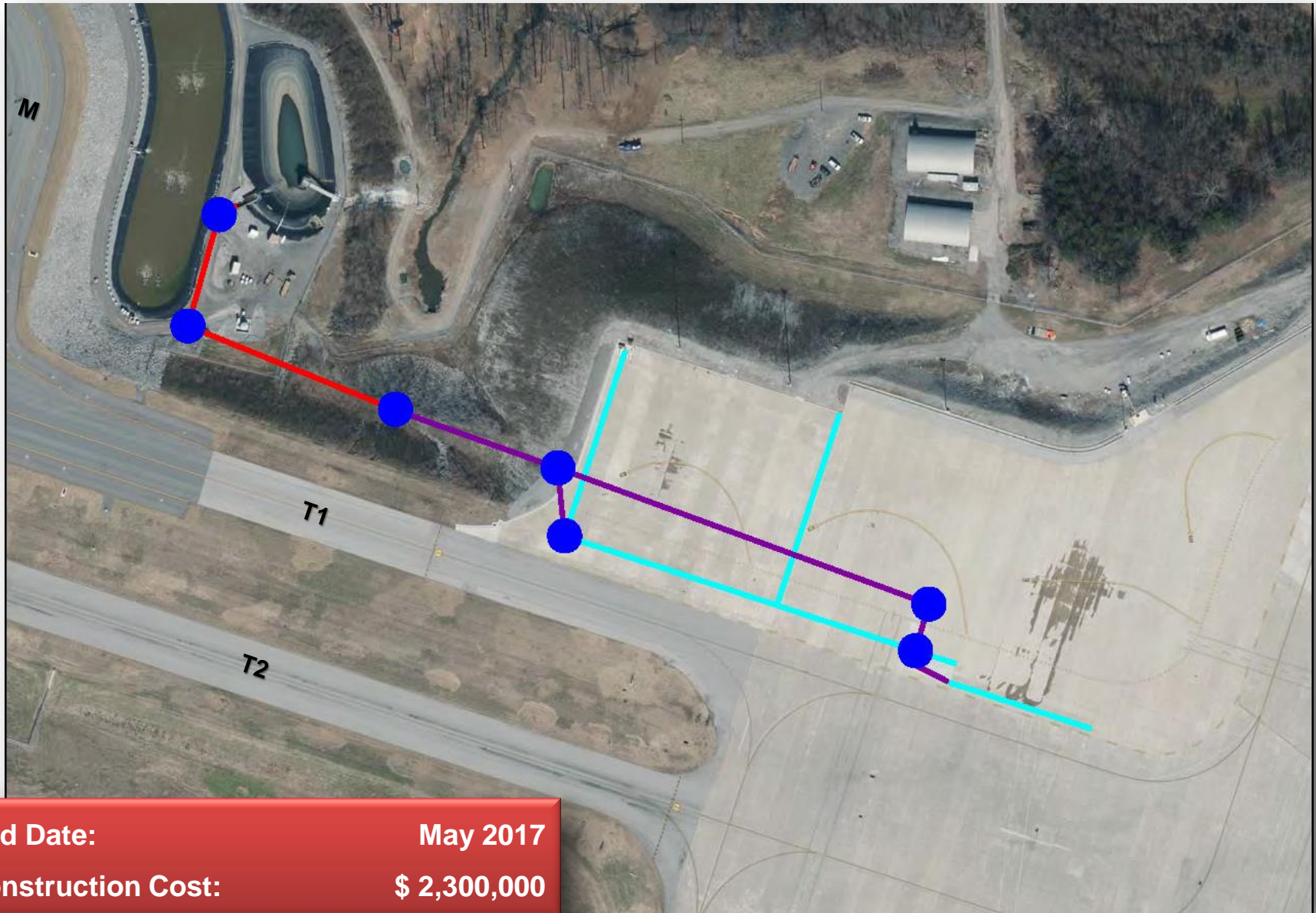


RFQ Design Date: March 2017

RFQ CMR Date: May 2017

Construction Cost: \$ 4,600,000

North Apron Stormwater Trench Drain and Pipe Repair



New Deicer AST and Spill Containment System



Bid Date:

June 2017

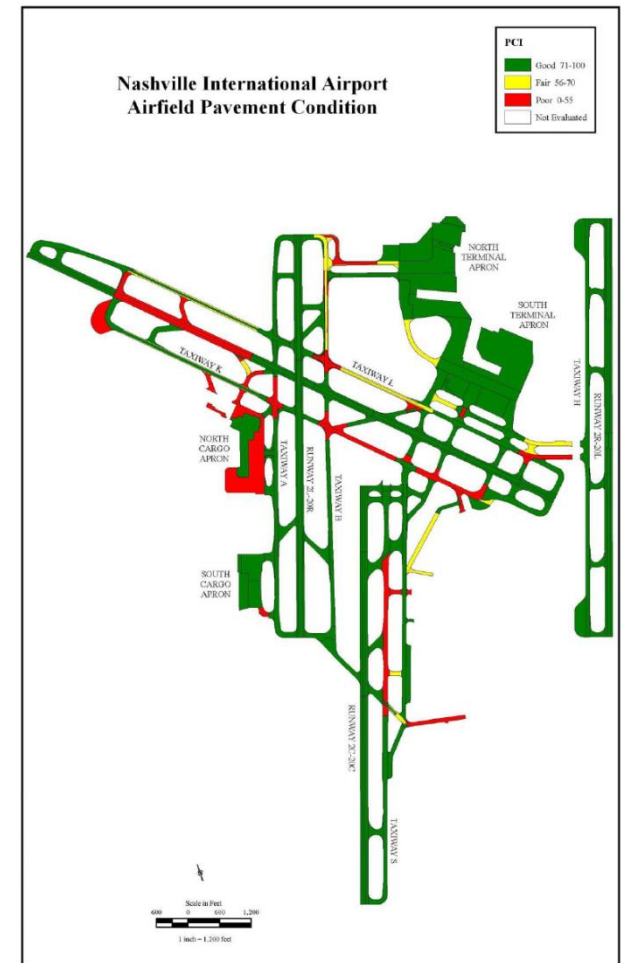
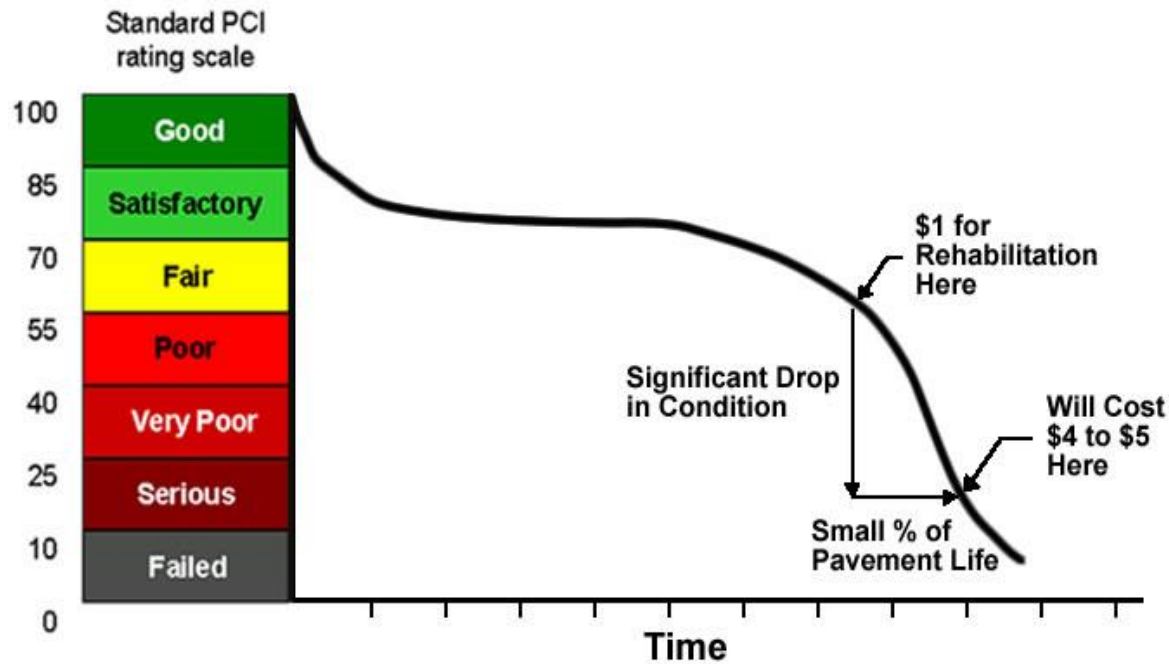
Construction Cost:

\$ 230,000

PCI Study



MicroPAVER™



RFQ Date:

September 2017

BHS Re-Insert for Main Terminal

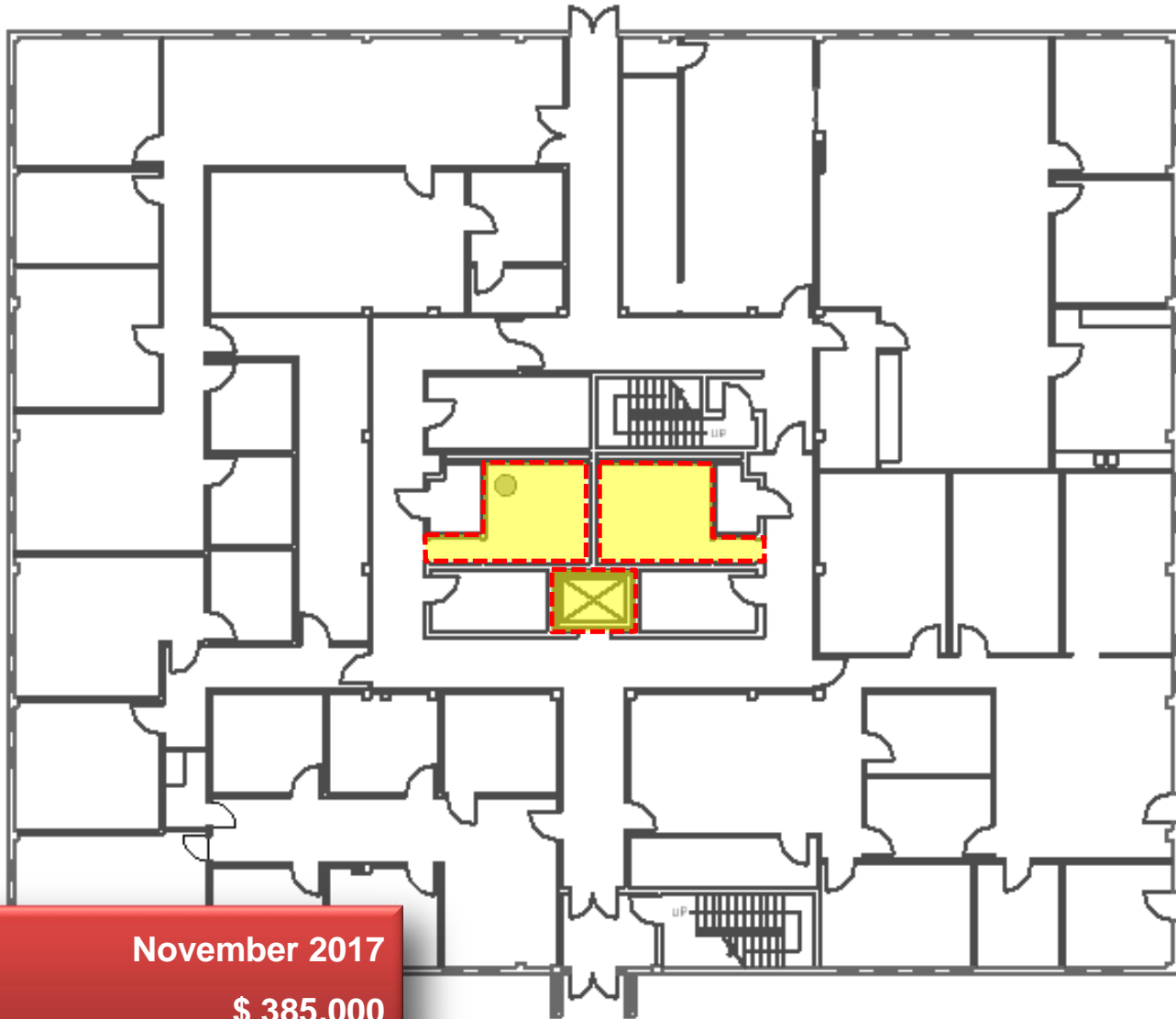


RFP Date: July 2017

Construction Cost: \$ 750,000

Gassaway 1st Floor

Restroom Renovations and Elevator Replacement



Bid Date:

November 2017

Construction Cost:

\$ 385,000

HVAC Replacement Westside Cargo Building



Bid Date:

April 2018

Construction Cost:

\$ 350,000

Gassaway Parking Lot Striping and Sealing



Bid Date:

March 2018

Construction Cost:

\$ 400,000

CSF Roof Replacement



RFQ Date: May 2017

Bid Date: September 2017

Construction Cost: \$ 2,400,000

Employee Lot Expansion



Bid Date: January 2018

Construction Cost: \$ 11,000,000

Firing Range Evaluation and Repairs

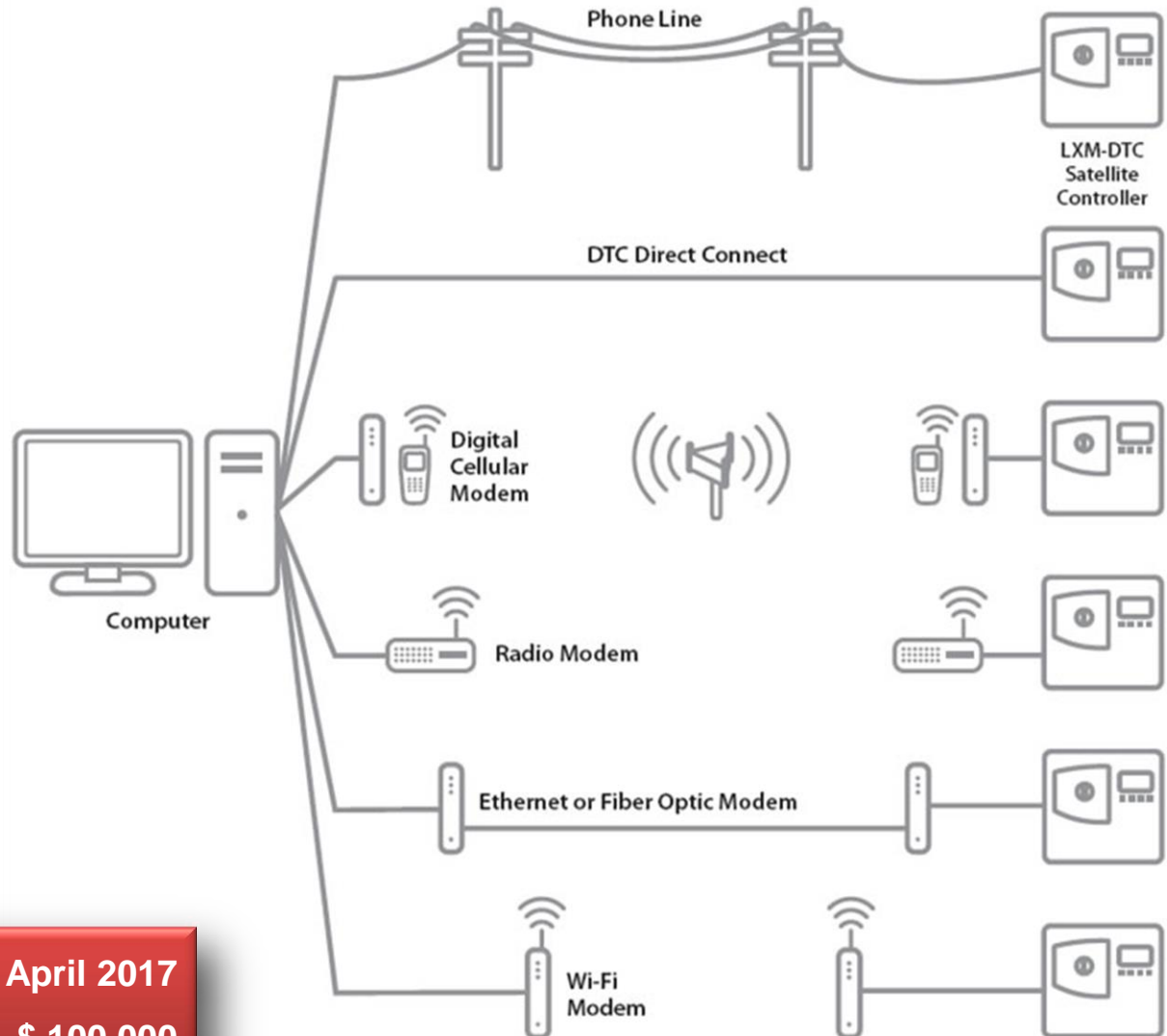


RFQ Date: May 2017

Bid Date: December 2017

Construction Cost: \$ 400,000

Centralization Irrigation



Bid Date:

April 2017

Construction Cost:

\$ 100,000

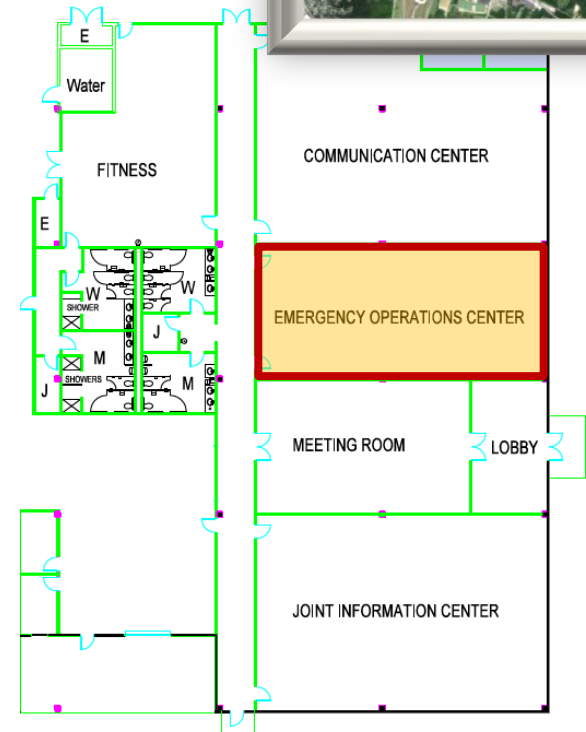
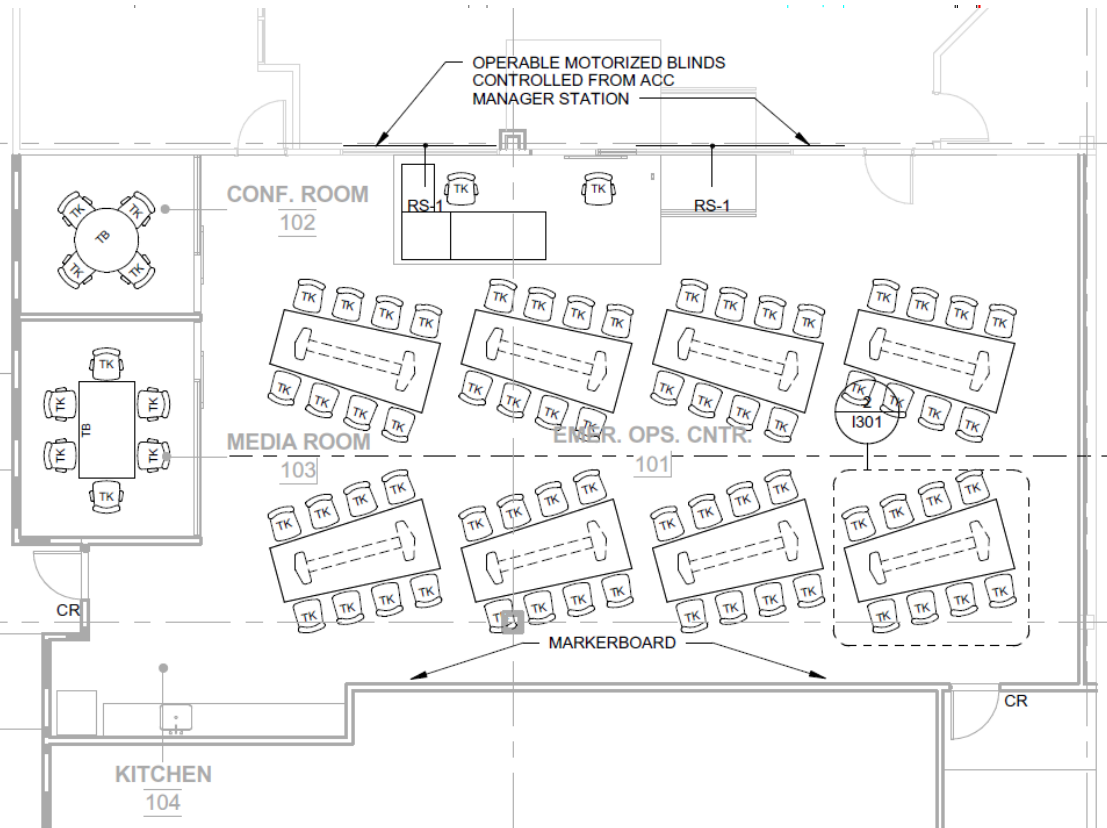
Airport Emergency Operations Center

Bid Date:

May 2017

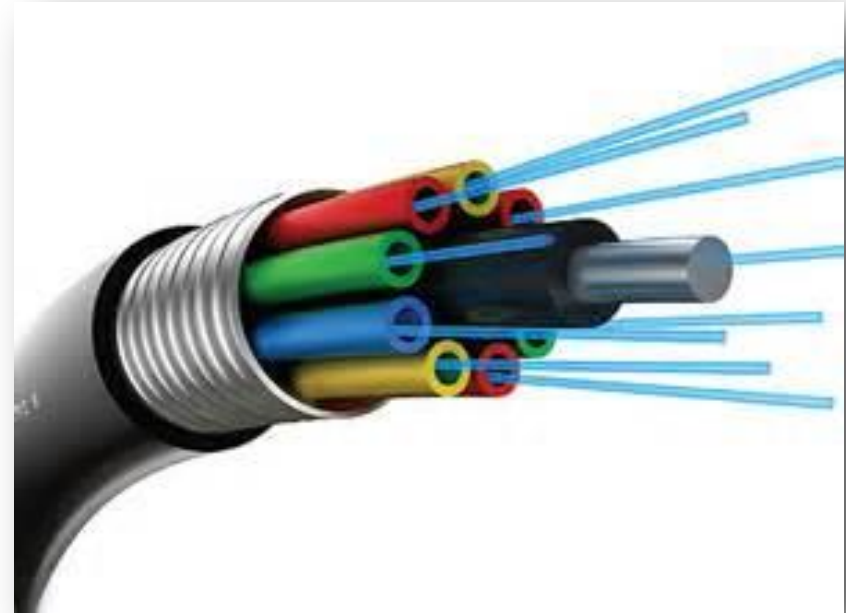
Construction Cost:

\$ 1,500,000



**NEW LOCATION
CSF BUILDING**

Fiber Backbone/Distribution Network Installation



Bid Date:

December 2017

Construction Cost:

\$ 2,000,000

FIDS and PA/Visual Paging Replacement



Bid Date:

July 2017

Construction Cost:

\$ 4,750,000



Camera System Upgrade



RFQ Date:

August 2017

Bid Date:

January 2018

Construction Cost:

\$ 850,000

Site Prep for 32 Acres South Murfreesboro Road Parcel



Bid Date: June 2017

Construction Cost: \$ 6,800,000

Mobile Equipment Maintenance Building



Bid Date (Mass Grading):

May 2017

Bid Date (Building):

August 2017

Construction Cost:

\$ 8,900,000

Gassaway Fire Alarm



Bid Date:

June 2017

Construction Cost:

\$ 75,000

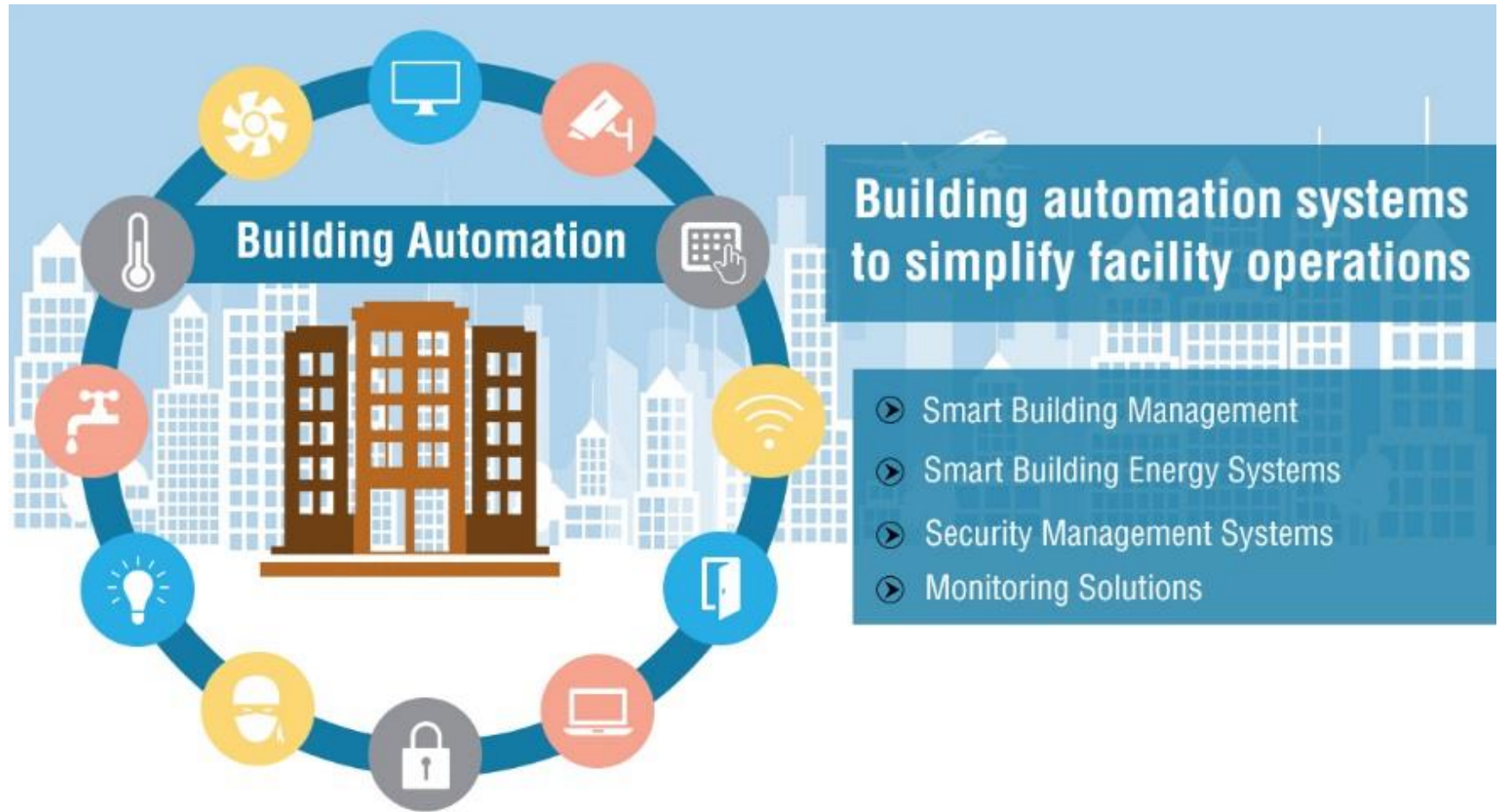
Camera/Lighting Installation at Ponds and SWTP



Bid Date: September 2017

Construction Cost: \$ 100,000

Building Automation System Enhancement



RFP Date:

April 2017

Construction Cost:

\$ 500,000

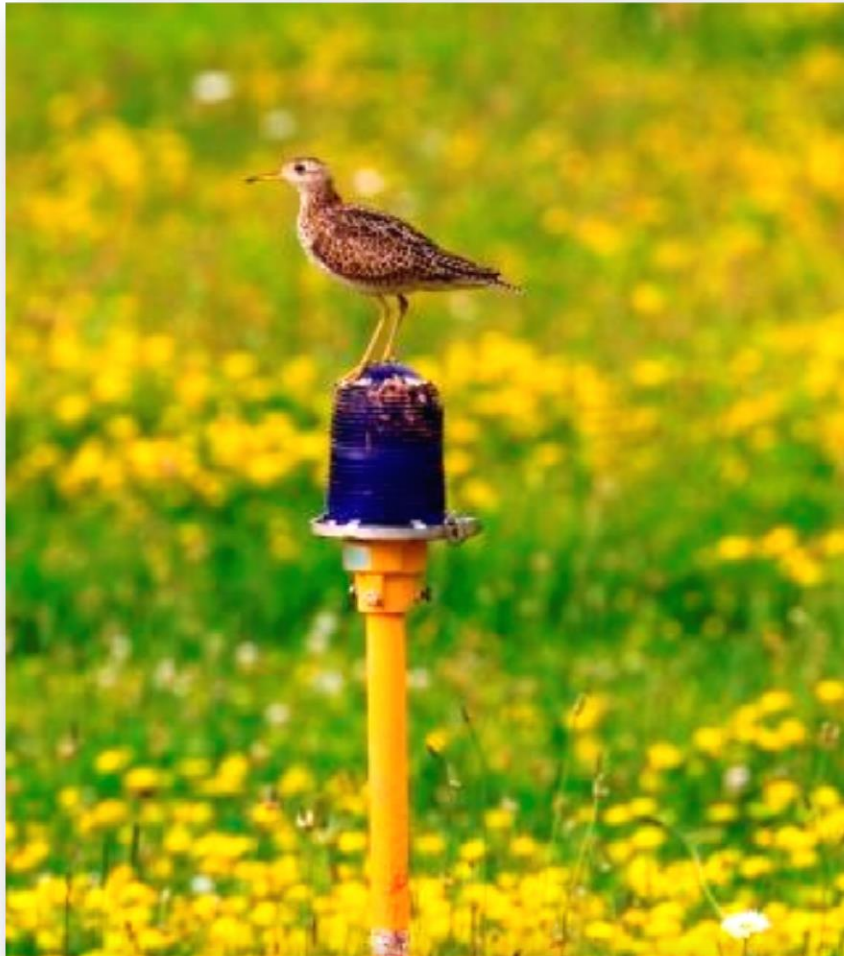


Metropolitan Nashville Airport AuthoritySM

John C. Tune Airport Capital Projects Fiscal Year 2018



Wildlife Assessment



RFQ Date: September 2017

Construction Cost: \$ 100,000



Apron Pavement Rehabilitation (Phase 3)



117,781 S.F.

RFQ Date: May 2017

Bid Date: February 2018

Construction Cost: \$ 800,000

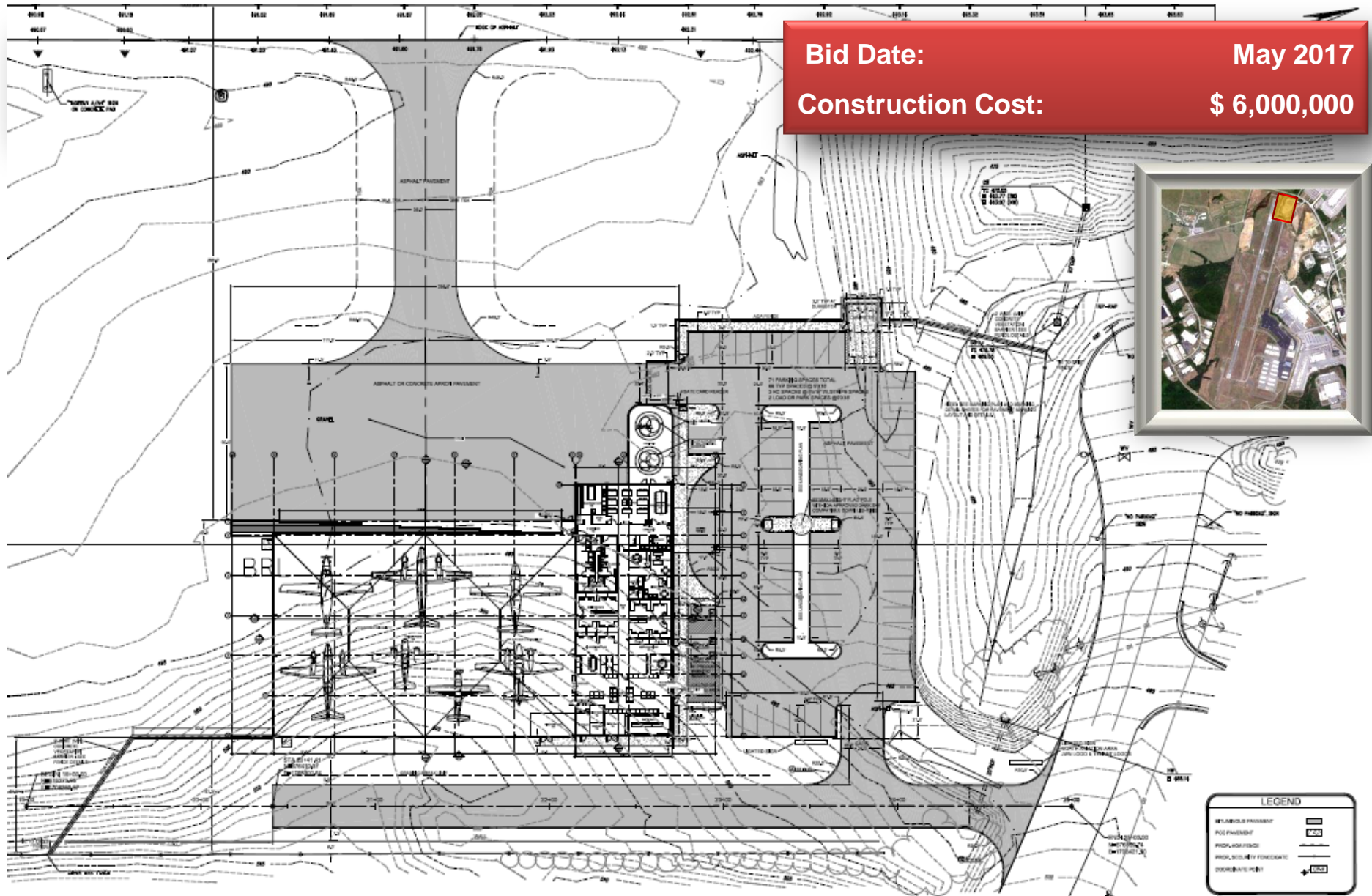
JWN Hangar Development

Bid Date:

May 2017

Construction Cost:

\$ 6,000,000





Owner Controlled Insurance Program (OCIP)

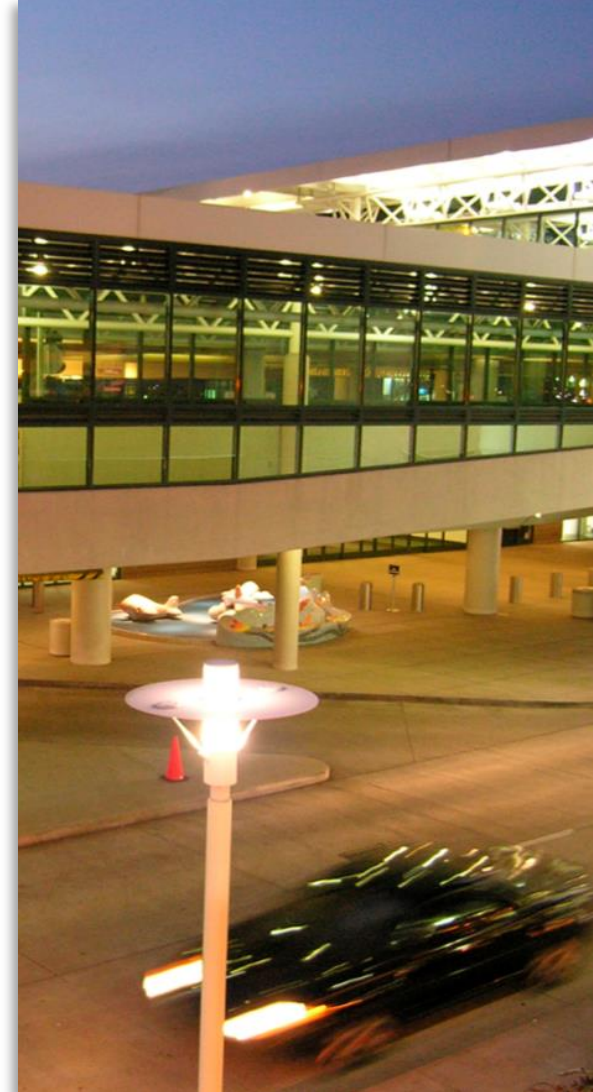
Ric Miller

Sr. VP, Willis Towers Watson

Victor Alexander

President, Alexander and Associates

[OCIP Basics \(3\)RM\)\(vwa\)2-16.pptx](#)

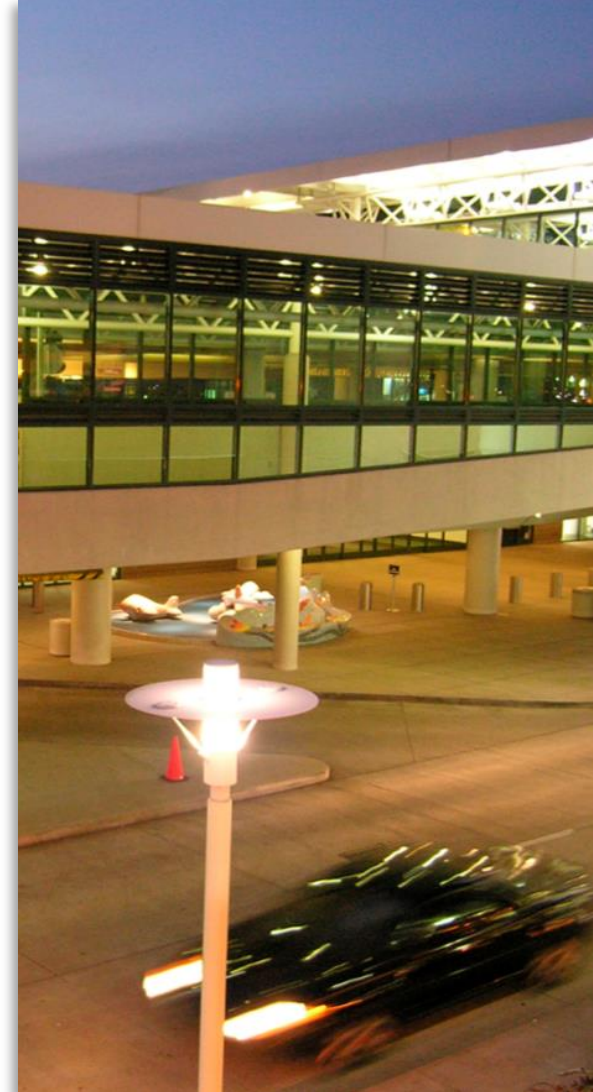




Maintenance

David Howard

Assistant Manager, Maintenance Services,
Maintenance Department





MNAA Facilities Maintenance

- Floyd Crook, Director, Maintenance
- Joe Haake, Manager, Maintenance
- David Howard, Asst. Manager, Maintenance Services
- Mark Ausbrooks, Maintenance Planner
- Stan East, Maintenance Planner
- Randy Jenkins, Maintenance Planner
- Shawn Mertz, Maintenance Planner



Items Maintained by MNAA Maintenance

Buildings:

Terminal, Concourses, Parking
Garage and 9 Outlying Buildings
including the International Plaza

Services:

Interior and Exterior finishes
HVAC, Electrical, Plumbing,
Locksmith, Mechanical, Energy
Management

Airfield Services:

Electrical, Grounds Maintenance,
Runways and Taxiways

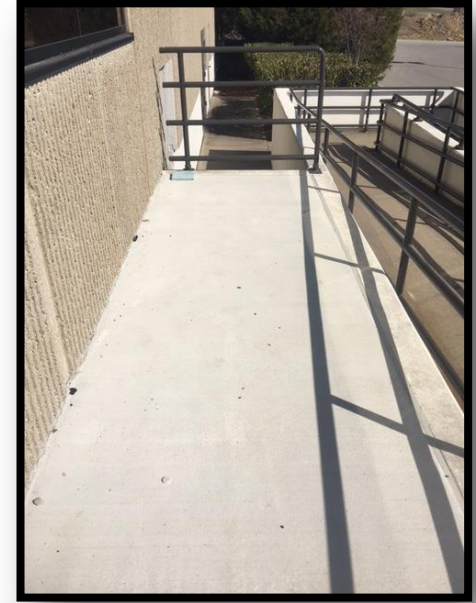
Parking Lot Maintenance:

Asphalt Management, Asphalt
Striping, Concrete Repair and
Landscape Services

Mobile Equipment:

Automobiles to Large Equipment

Maintenance Projects Accomplished by SMWBE Contractors





MNAA Contracted Services

- **Small Trades for General Improvements and Repairs**
- Flooring Installations
- Painting and Clean-up
- Fire Sprinkler Maintenance and Repairs
- Plumbing Line Scoping and Cleaning
- Fencing
- Housekeeping
- Safety Supplies
- Portable Restroom Service
- Landscape
- Interior Plants
- Energy Management
- Escalators and Elevators
- Uniforms
- Communication Radios
- Baggage Handling System
- Pest Control
- Supplies, Lamps and Plumbing Parts, Automotive Supplies



SMWBE Contractors That Have Provided Services For The Maintenance Department in the Last 12 Months

- AECE Building Services
- Alexander Metal, Inc.
- Archangels Protection Services
- Bestway Services
- Bradshaw's Landscape & Maintenance, LLC
- Contract Carpet Sales Co. Inc
- Custom Rugs
- Grand Fire Protection, LLC
- Hawkins Partners
- Jarvis Award, Sign and Flag, Company
- Lewis Morris Construction
- Modular Design
- Outdoor Specialist
- Proof Imaging
- Polk and Associates
- Pope Striping
- Queen's Tree Surgery
- Simino Electric
- Southstar Construction
- Spring Clean
- Tennessee Tile & Marble Co., Inc
- Tennessee Coatings
- Travis Lawns
- Utopia Building Group
- Wireless Plus



Human Resources and Information Technology– Vanessa Hickman

Human Resources

- Staffing Analysis
- Salary Survey
- Floral Purchases
- Drug Free Workplace Testing

Information Technology

- Desktop deployment assistance
- Desktop, Printer & Deskphone purchases
- Services to provide secure destruction and recycle of electronic devices



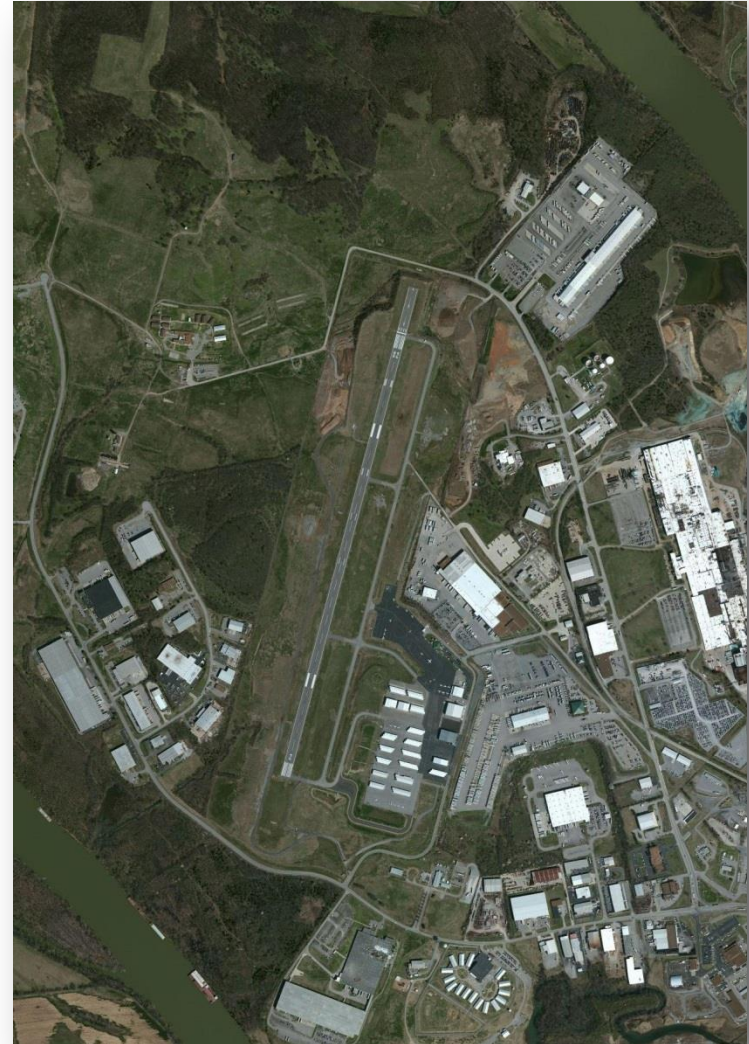
Strategic Planning and Sustainability – Mark Crutcher

Planning

- BNA Master Plan Update
- BNA Property Rezoning
- Aerial Photography at JWN

Environmental

- NPDES Permit Renewal
- Annual Air Emissions Inventory





Business Development and MNAAP Properties Corporation (MPC)

Michael Lee

Chief Commercial Officer,
Commercial Development





Metropolitan Nashville Airport AuthoritySM

MNAA Properties Corporation
Capital Projects
Fiscal Year 2018



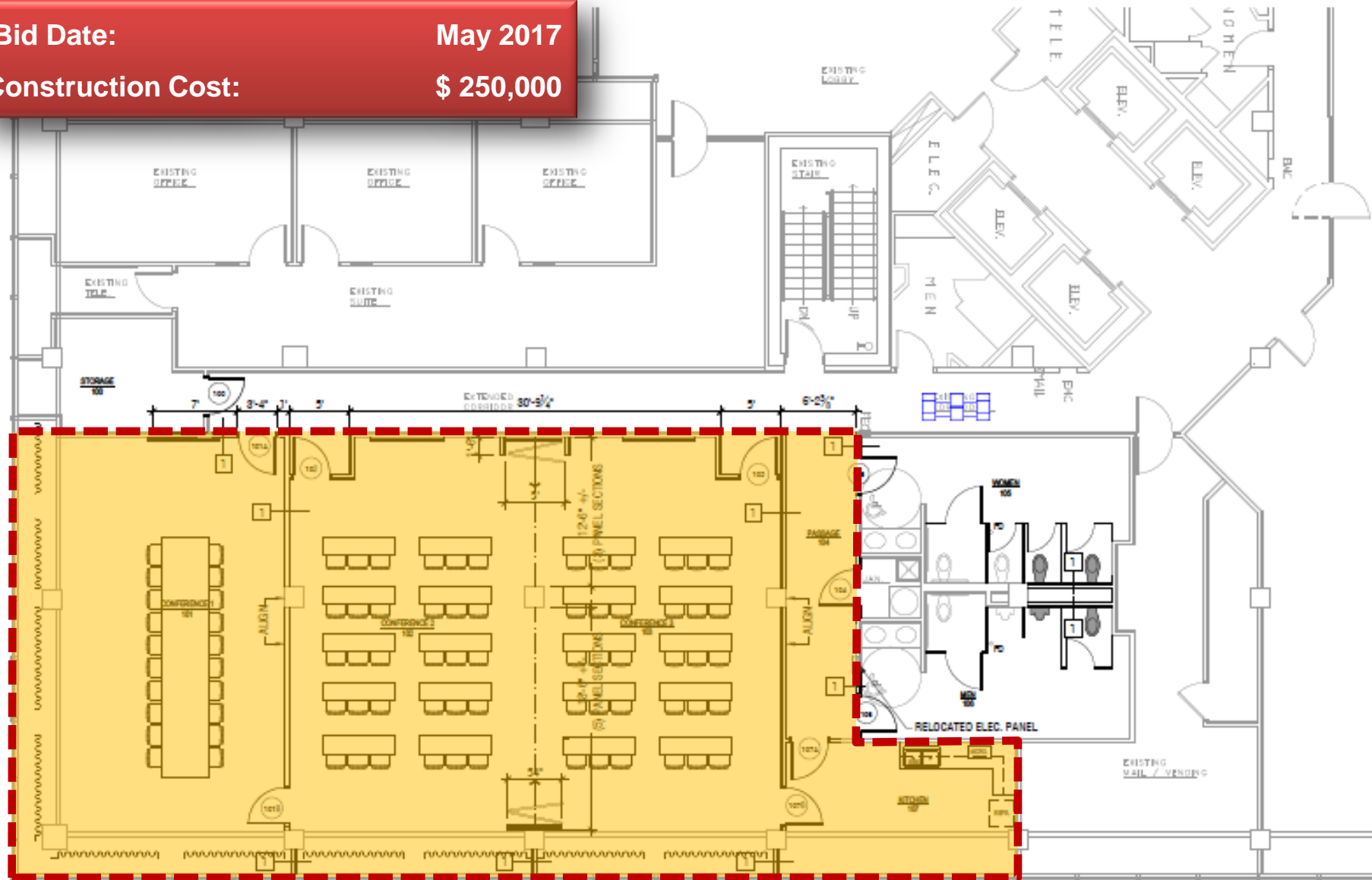
New Training/Conference Center and Restroom Expansion at International Plaza

Bid Date:

May 2017

Construction Cost:

\$ 250,000



Windows for International Plaza



| | |
|---------------------------|-----------------------|
| RFQ Date: | June 2017 |
| Bid Date: | September 2017 |
| Construction Cost: | \$ 2,500,000 |

HVAC Upgrades (Phase 3)



Bid Date: December 2017
Construction Cost: \$ 200,000

Replacement of Camera System (International Plaza Building)



Bid Date:

February 2018

Construction Cost:

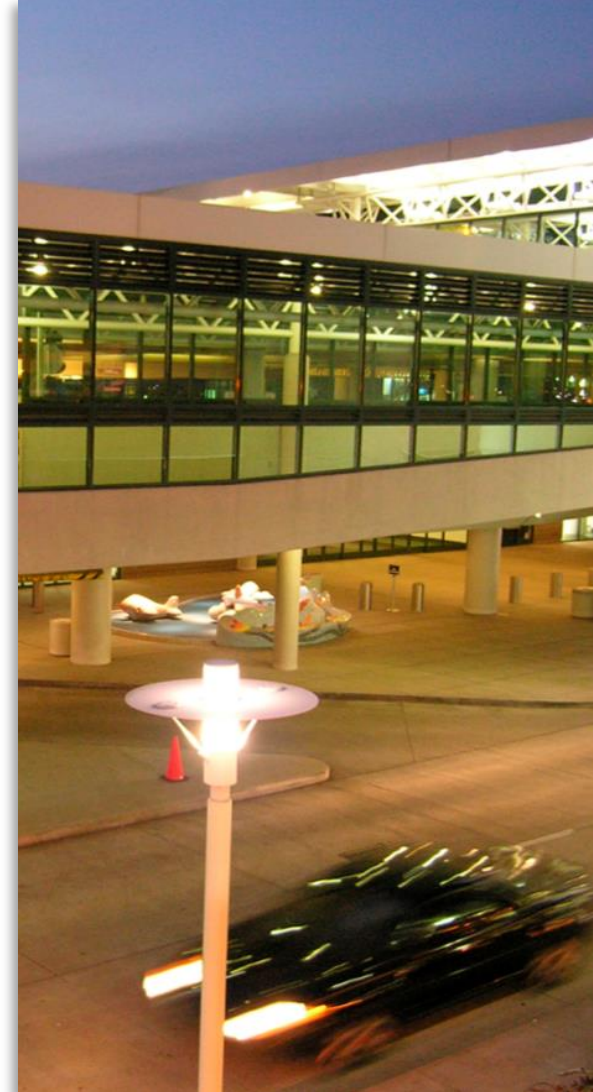
\$ 120,000



Purchasing

Lynne Steck

Director,
Purchasing Department





Upcoming Solicitation Opportunities For MNAA



- Trash Removal
- Curatorial Consulting Services for Arts at the Airport



Contractor/Vendor Application

To access the Contractor/Vendor application follow these steps:

1. Login to www.flynashville.com
2. Scroll to the bottom of the homepage under the heading “Around the Airport”
Click on Business Opportunities.
3. Contractor/Vendor Application is the third option on the left
4. Complete the application on-line and submit it. The application will come into the Purchasing office for processing.
5. If you have questions about completing the application contact Monta Caraker at 615-275-2300.

MNAA Vendor Application



Metropolitan Nashville Airport Authority Vendor Application

| | | | | | | | |
|--|---------------------|--|---------------------|--------------------------|--|--|--|
| Company Name (complete legal name) | | *Click on BDD for Business Diversity Development information | | BDD | | Are you currently designated or certified* as: | |
| Name Doing Business As | | Type of Organization: | Corporation | | Disadvantaged Business Enterprise (DBE) | | |
| Federal Identification / Tax ID Number: | | | LLC | | Small, Minority or Woman-Owned Business Enterprise (SMWBE) | | |
| Remit To Address | | | Partnership | | | | |
| | | | Sole Proprietorship | | | | |
| | | *Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application. | | | | | |
| | | NAICS | | | | | |
| City | | NAICS Code 1 | | NAICS Code 6 | | | |
| County | State | NAICS Code 2 | | NAICS Code 7 | | | |
| Phone | Zip | NAICS Code 3 | | NAICS Code 8 | | | |
| Fax | Country | NAICS Code 4 | | NAICS Code 9 | | | |
| Remit to Name | | NAICS Code 5 | | NAICS Code 10 | | | |
| Business Address (if different than Remit To address) | | Attached is a list of Goods and Services. Please check all boxes that apply to your company and match NAICS codes. | | | | | |
| City | State | Business Email | | | | | |
| Zip | Country | Phone | | Fax | | | |
| Additional Contact Information | | | | | | | |
| | Accounts Receivable | Sales | Service | | After Hours | | |
| Name | | | | | | | |
| Email | | | | | | | |
| Phone | | | | | | | |
| Fax | | | | | | | |
| Physical Address (if different than above) | | | | | | | |
| City | | | | | | | |
| State | | | | | | | |
| Zip | | | | | | | |
| Order Information - Informational Only | | Additional Information | | | | | |
| Purchase Order Accepted | | To process your Vendor Application you "must complete and return by fax or email the W-9 form". Fax: 615-275-2349 Email: contractorvendorapp@nashintl.com | | | | | |
| Credit Card Order Accepted | | | | | | | |
| Contact Information | | | | | | | |
| Primary MNAA Contact Name(s): | | | | | | | |
| Submitted By: | | Title: | | Date | | | |
| Submit by Email | | Print Form | | FAX: 615-275-2349 | | PHONE: 615-275-2300 | |

MNAA Vendor Application

Please provide a detailed description of Goods/ Services Provided: *(also check all that apply below)*

CHECK BOXES THAT APPLY TO YOUR COMPANY

| | | | | | | | |
|---|--|------------------------------|--|--------------------------------------|--|------------------------------------|--|
| Advertising | | Entertainers | | Licenses | | Safety Supplies/Service | |
| Airfield Services | | Environmental Services | | Lighting | | Security | |
| Airfield Stripping | | Erosion Control | | Lumber | | Sewer Inspection | |
| Alarm Systems | | Excavation | | Machinery/Equipment | | Signs | |
| Architecture | | Fencing Gates | | Mechanical/Electrical | | Snow & Ice Supplies/Services | |
| Art/Art Curator | | Field & Laboratory Testing | | Metal Buildings | | Staffing Agencies | |
| Audio Visual Equipment | | Filters | | Office Supplies/Equipment/Furniture | | Surveying & Mapping | |
| Awards /Engraving | | Finance/Accounting/Banking | | Other | | Technical Services | |
| Baggage Conveyor | | Fire Extinguisher & Supplies | | Paint & Wall Coverings | | Telecommunications | |
| Box Store | | Firearms/Ammunition | | Pavement/Grounds Material | | Tools | |
| Building Materials | | First Aid Supplies/Equipment | | Pest Control | | Towing | |
| Carpet Cleaning | | Floor Covering | | Photographer | | Training | |
| Catering Services/Food & Beverage | | Fuel - Gasoline/Oil/Diesel | | Plumbing Supplies/Services | | Transportation | |
| Chemicals | | General Contractor | | Printing | | Trash Removal/Equipment | |
| Coffee Supplies/Equipment | | Glass Supplies/Repairs | | Professional Organization/Non-Profit | | Travel Agency | |
| Compressed Gas | | Hotels/Lodging | | Professional Services | | Trucking/Transport | |
| Computer Hardware/Software | | HVAC- Supplies/Repairs | | Promotional | | Tubes & Tires | |
| Concrete | | Information Technology | | Publisher | | Uniforms/Maintenance/DPS | |
| Construction Services | | Inspection Services | | Realtor Services | | Utilities | |
| Consulting | | Insurance | | Recruitment/Staffing Services | | Vehicle Dealership | |
| Door Supplies/Repairs | | Interpreter | | Recycling/Shredding | | Vehicle Parts | |
| Dry Cleaning/Laundry | | Investment Company | | Rentals/Leasing | | Vehicle Repair Services | |
| Electrical Supplies/Electrical Services | | Janitorial Services/Supplies | | Roof Supplies/Repairs | | Water Conditioner/Treatment | |
| Elevator/Escalator/Moving Sidewalk | | Landscaping/Mowing | | Rubber Products/Hose/Belts, etc. | | Wildlife Regulation/Damage Control | |
| Employees/Employee Benefits | | Legal | | Rubber Removal | | Window Cleaning | |
| Engineering/Environment | | | | | | | |

Please provide any additional comments below.

MNAA Vendor Application

| Form W-9 (Rev. December 2014) Department of the Treasury Internal Revenue Service | | Request for Taxpayer Identification Number and Certification | | Give Form to the requester. Do not send to the IRS. |
|---|---|---|--|--|
| Print or type See Specific Instructions on page 2. | 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. | | | |
| | 2 Business name/disregarded entity name, if different from above | | | |
| | 3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <div style="display: flex; justify-content: space-between; font-size: 0.8em;"><div><input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶</div><div><input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate</div></div> | | | 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>(applies to accounts maintained outside the U.S.)</small> |
| | 5 Address (number, street, and apt. or suite no.) | | | Requester's name and address (optional) |
| | 6 City, state, and ZIP code | | | |
| | 7 List account number(s) here (optional) | | | |
| | Part I Taxpayer Identification Number (TIN) Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see <i>How to get a TIN</i> on page 3. Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter. | | | |
| Part II Certification Under penalties of perjury, I certify that: <div style="font-size: 0.8em;"><p>1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and</p><p>2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and</p><p>3. I am a U.S. citizen or other U.S. person (defined below); and</p><p>4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.</p></div> Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3. | | | | |
| Sign Here Signature of U.S. person ▶ | | Date ▶ | | |
| General Instructions Section references are to the Internal Revenue Code unless otherwise noted. Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9 . Purpose of Form An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following: <ul style="list-style-type: none">• Form 1099-INT (interest earned or paid)• Form 1099-DIV (dividends, including those from stocks or mutual funds)• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)• Form 1099-S (proceeds from real estate transactions)• Form 1099-K (merchant card and third party network transactions) <div style="font-size: 0.8em; padding-left: 0;"><ul style="list-style-type: none">• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)• Form 1099-C (cancelled debt)• Form 1099-A (acquisition or abandonment of secured property)<p>Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.</p><p>If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See <i>What is backup withholding?</i> on page 2.</p><p>By signing the filled-out form, you:</p><ol style="list-style-type: none">1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),2. Certify that you are not subject to backup withholding, or3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See <i>What is FATCA reporting?</i> on page 2 for further information.</div> | | | | |

Cat. No. 10231X

Form **W-9** (Rev. 12-2014)

To process your Vendor Application you MUST complete and return this W-9 form via e-mail to contractorvendorapp@nashintl.com or via fax to 615-275-2349



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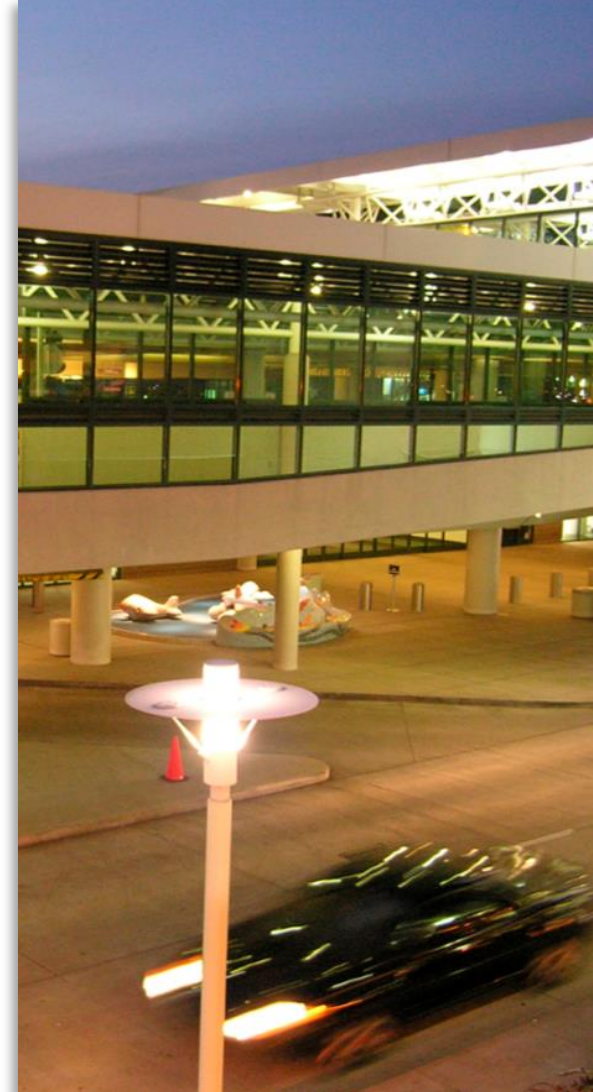
If you need assistance completing a vendor/contractor application or registering on Aerobidz, please contact any one in our department.



Business Diversity Development

Davita Taylor

Chief of Staff and Board Liaison,
Business Diversity Development





Services Provided by Business Diversity Development

- Certification
- Compliance
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Thank you for your participation!

