

Minutes of the BNA Vision Committee



Date: February 12, 2020 Place: Nashville International Airport Board Room
Nashville, Tennessee

Time: 11:15 a.m.

Committee Members Present: Bobby Joslin, Chair; Jimmy Granbery, Vice Chair; and Nancy Sullivan

Committee Members Absent: None

Others Present: Board Chair A. Dexter Samuels; Christy Smith; Doug Kreulen; Cindy Barnett; and Angela Edwards

I. Call to Order

Chair Joslin called the meeting of the BNA Vision Committee to order at 11:15 a.m., pursuant to Public Notice dated February 7, 2020.

II. Approval of Minutes

Chair Joslin called for a motion to approve the Minutes of the January 15, 2020 BNA Vision Committee meeting. A motion was made by Commissioner Granbery and seconded by Commissioner Sullivan. The motion carried by vote of 3 to 0.

III. Chair's Report

Chair Joslin had no Chair's Report.

IV. Items for Approval

None

V. Information Items

A. Website Redesign Update

Ms. Shannon Sumrall, AVP, Brand Experience, briefed the Committee on this item. Ms. Sumrall gave a brief background of the website redesign. The redesign has been built and is under review by the team. The interactive map is still in development. The new website is on track to go live end of March/early

April 2020. Ms. Sumrall showed the Committee members what the redesigned website looked like through a test link. The new website will be much more passenger friendly.

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

B. BNA Merchandise/Shop BNA Update

Ms. Sumrall briefed the Committee on this item. Ms. Sumrall gave the Committee a BNA Trademark update. MNAA's goal was to secure trademarks for various word marks, phrases and logos for a variety of goods and services. To do so, MNAA must provide evidence of use either by significant number of giveaways, selling the product in the market, or have a licensing structure. Applications have been filed for multiple classes. In December 2019, MNAA filed a request for a 6-month extension to provide additional time for evidence of use. The next step is to launch an e-commerce website to capitalize on the popularity of the BNA brand and create an opportunity for non-aeronautical revenue by selling BNA merchandise and also to protect trademarks.

The e-commerce site is set to launch in late March 2020. Initially, there will be minimal inventory and will be increased with proven customer demand. Ms. Sumrall presented a slide of pictures showing inventory that will be available when the site launches.

Ms. Sumrall then gave an update on the JWN trademark. MNAA filed a trademark application for "Nashville's Executive Airport." This phrase will be used as JWN's tagline. The tagline will be on the website, on JWN's terminal doors and hats have been ordered with the tagline on the back.

Chair Samuels congratulated Ms. Sumrall on her growth over the years and the fantastic job she has done with outreach and communication.

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

C. Hotel RFP Update

Ms. Margaret Martin, VP, Chief Development Officer, briefed the Committee on this item. Ms. Martin gave a schedule update on the Hotel RFP. The last collaborative dialogue meeting took place on February 4, 2020. Both teams are actively engaged. Today is the deadline for both teams to submit their pass/fail design. Staff will come back to the Committee and Board in March 2020 for approval to issue an RFP. The schedule had not changed since last month's update. Staff is still on track to bring a recommendation to the Committee and Board in September 2020 with the hotel opening in the September/December 2023 timeframe.

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

D. BNA Vision Program Budget & Schedule Summary

Mr. Robert Ramsey, SVP, Chief Operating Officer, briefed the Committee on this item. Mr. Ramsey stated there will be a lot of changes happening in 2020. The North Checkpoint will open in April 2020 and the South Checkpoint will open in September 2020. The expansion of Concourse D is set to open July 16, 2020. Garage C floors 1-4 (includes valet) will open June 2020. The Administration Building is scheduled to open December 2020. The Terminal Lobby and International Arrivals Facility work/closures are scheduled for October 2020.

Mr. Ramsey updated the Committee on the BNA Vision Budget and Schedule Summary. The program schedule for Garage C Floors 1-4 was moved to June 2020 instead of April 2020. Everything else was still on schedule and there were no other changes in the schedule since last month. There was no significant change in the program budget. The total contingency remaining is approximately \$98.3M which includes program and project contingencies.

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

E. BNA Vision 2.0 Workshop

Mr. Ramsey briefed the Committee on this item. Based on BNA Vision Committee feedback in December and January, staff had developed a phased Concourse A scenario to eliminate shuttling of passengers. Staff focused on reducing gate shortfall and providing required aircraft parking.

There are currently 43 gates open. In July, 2020 6 gates will open in Concourse D. However, due to work being done on the IAF, there will be a loss of 2 gates on B Concourse and 2 gates on C Concourse. This only nets 2 gates. As of July 2020 when Concourse D opens, there will be 45 gates at BNA.

In January 2021, the North Apron Expansion is scheduled to begin. It will take \$130M worth of work to fill and pave. This project should be completed by November 2023.

The South Apron Expansion is scheduled to begin construction in January 2021 on Taxiway Juliet which will be converted to aircraft parking positions. This is a \$55M contract and is expected to be completed by July 2022.

In September 2023, as the IAF opens, the two gates off the IAB will be moved to the IAF and the existing IAB will be converted to hold rooms which allows work to begin on Phase 1 of the construction of Concourse A. There will be a 2-gate increase, bringing the number of gates to 47.

If the phased Concourse A scenario is pursued, work will begin on Phase 1 of Concourse A in January 2024 and will be completed in January 2026. Once Concourse A Phase 1 is opened to the public, all A

gates will be relocated to the completed Phase 1. This results in a 7-gate increase bringing the total number of gates to 54. A connecting passageway from the head of existing Concourse A to Phase 1 of Concourse A will be built in the February 2026 to June 2026 timeframe. Once the connector is built, IAB and existing Concourse A will close and work will begin on a north wing expansion in Phase 2 of the Concourse A expansion. This will take out 3 gates from the IAB. However, those gates will be converted to ramp based park stand positions that passengers could walk to the gates in covered bridges while construction of Phase 2 is underway. The timeframe for Phase 2 construction is June 2026 to September 2028. This brings the number of gates to 57. The total cost for both phases of construction for the new Concourse A would be approximately \$860M.

One additional gate will be added once the connector is torn down in the October 2028-October 2029 timeframe for a cost of approximately \$10M for a total number of 58 gates. Vision 2.0 significantly relieves gate shortfall from 2024 to 2030. The total cost of BNA Vision 2.0 was approximately \$1,055M.

Mr. Ramsey then recapped the phased Concourse A option presented today as well as the hardstand and satellite options presented in December 2019 discussions. The option presented today had a total capital cost of \$1,055M and completion would be in October of 2029 with 58 total gates. The Expanded Concourse A plus Hardstand option discussed in December 2019 would cost \$768M with substantial completion in October 2024 for a total of 57 gates and 8 hardstands. The Expanded Concourse A plus Satellite option discussed in December 2019 would cost \$790M with substantial completion in October 2024 for a total of 65 gates.

President Kreulen stated based on airline interest in more gates, BNA would suffer in the 2023 to 2026 timeframe when there are not enough gates. The phased Concourse A option discussed today was approximately \$300M more and would result in a gate shortfall just to avoid shuttling passengers to a satellite concourse or hardstands.

Chair Samuels asked how much the second terminal would cost that had been discussed at past Committee and Board meetings. President Kreulen stated that analysis had not been done but it needs to be done.

Commissioner Joslin asked if the satellite option was the quickest option. Mr. Ramsey stated the satellite option allows BNA to meet gate demand the fastest way possible. Mr. Ramsey visited Los Angeles and the Seattle airports to get an idea of what the satellite concourse and shuttling operations entail. Mr. Ramsey stated the Seattle airport's temporary satellite concourse was very nice and is only expected to be used 2 to 5 years while permanent gates were being built.

Commissioner Granbery stated a satellite concourse would be better than hardstands considering the minimal difference in cost. President Kreulen stated with a satellite concourse, there is also a chance for revenue generation. Chair Joslin stated \$300M is a game changer and he is all about getting things done as fast as possible.

President Kreulen stated staff needs to know what direction the Committee and Board wants to take in order to move the process along and would like to come to a decision in March. In the meantime, he encouraged anyone on the BNA Vision Committee or the Board to submit any ideas they might have.

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

VI. Adjourn

There being no further business brought before the BNA Vision Committee, Chair Joslin adjourned the meeting at 11:59 a.m.


Amanda C. Farnsworth, Board Secretary *Staff Secretary*