

RISE

FISCAL YEAR 2020
Annual Report

JULY 1, 2019 - JUNE 30, 2020

BNA / Nashville
International
Airport®

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Progress on *BNA® Vision*, the airport's dynamic expansion and renovation plan, continued right on schedule—and in some ways ahead of projections.

Friends,

At a time when optimism has sometimes been in short supply, Nashville International Airport® continues on a path to a brighter future as we overcome the unique challenges that came our way. This Fiscal Year (the period from July 1, 2019–June 30, 2020) has been unprecedented. For much of the year we were on track to set a passenger record once more, generating impressive growth numbers that again ranked BNA® at or near the top of the nation's fastest growing airports.

From that apex, beginning in mid-March, we experienced a steep decline in air travel as the devastating effects of the coronavirus pandemic took hold worldwide. And this decline followed on the heels of the destructive tornado that ripped through parts of Nashville and destroyed much of John C. Tune Airport® in west Davidson County. So, yes, this was a year to be remembered.

The good news is that the team at the Metropolitan Nashville Airport Authority (MNA) rose to the challenge. Clean-up began almost overnight at JWN®, and that airport fully reopened just 17 days after the storms. In response to the coronavirus pandemic, we immediately devised and implemented an extensive program to ensure BNA stays clean, safe and sanitized and that passengers were made aware of best practices promoted by health officials and the Centers for Disease Control. **"Be Safe. Be Well. Be Nashville."** was our guide.

And by no means was our Fiscal Year characterized by pandemic issues alone. Progress on *BNA® Vision*, the airport's dynamic expansion and renovation plan, continued right on schedule—and in some ways ahead of projections. This was possible due to the bond funding that was secured, with the help of strong ratings from three of the nation's top bond rating agencies, before the pandemic affected revenues. So we pressed on.

In June, we released an updated study on the economic impact generated by BNA for the calendar year 2019. The report revealed that BNA's total economic impact exceeded **\$8 billion**, a 14 percent increase over 2018 and an increase of 131 percent since a similar 2012 study. Additional findings show that more than **76,000 area jobs** and **\$3.2 billion in personal income** were supported by activity at BNA in 2019. That same activity resulted in **\$6.8 billion in business revenue** and produced more than **\$464 million of tax dollars** for state, local and federal coffers. (And, as pointed out in the study, BNA receives no local tax dollars.)

Looking ahead, we know the coming year will pose ongoing challenges as air travel is expected to remain impacted by the pandemic. But we are prepared, and we will do whatever is necessary to succeed in whatever environment we face. **And in the end, we fully expect Nashville International Airport to remain one of the nation's top airports and help lead the economic recovery for Nashville and Middle Tennessee.**

BNA. Be Nashville.

Douglas E. Kreulen, A.A.E.
President and CEO
Metropolitan Nashville Airport Authority

FISCAL NUMBERS

COVID-19
LEADERSHIPARTS IN THE AIRPORT
JOHN C. TUNE AIRPORT®AWARDS
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Building the Future

BNA® Vision, launched in 2016, is the airport's ambitious strategy to meet the needs of the soaring passenger growth that has characterized most of the last decade—and that is expected to continue in the decades ahead. Prior to the pandemic-related slowdown, BNA® passenger traffic was expected to exceed 23 million by 2021, a robust increase over the 18.3 million passengers of 2019.

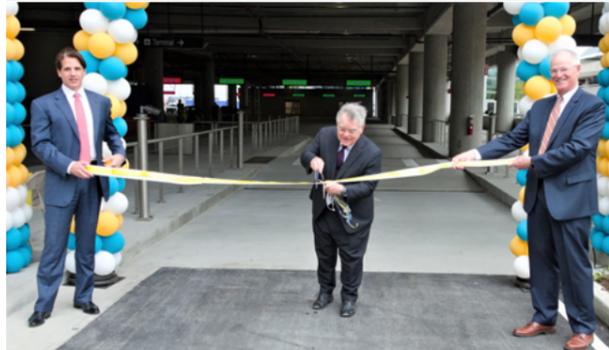
While that pace has slowed for the time being, we fully expect a return to aggressive growth within the next 2-3 years. And we intend to be ready to meet that demand. Multiple projects have been completed to date and others continue apace. *BNA® Vision* will both accommodate and foster the growth of this region—while maintaining the warm, welcoming and hospitable feel that has long characterized BNA and the city we serve.

Project highlights during FY20 include:

- **Terminal Garage and Valet Center:** This state-of-the-art 2,000-space covered garage and improved valet center opened in June 2020—a second *BNA® Vision* garage—and an additional two parking levels with 800 more spaces will open in early 2021.
- **Terminal Wings Expansions:** During the Fiscal Year, the new north ticketing expansion opened on Level 3, as well as an interim rental car check-in area in new space on Level 2.

As with all other airport capital improvement projects, no local tax dollars are used to fund *BNA® Vision*. Take a virtual 360-degree tour, view renderings and watch the *BNA® Vision* video at BNAVision.com.

In addition to *BNA® Vision* projects, Nashville International Airport® began full reconstruction of one of four runways per Federal Aviation Administration standards, which is scheduled to reopen in late July 2021.



Diversity

The ongoing success of Nashville International Airport® would not be possible without vital assistance from a diverse and inclusive group of businesses that reflect the full range of our community. The commitment to promoting, encouraging and stimulating economic inclusion initiatives in the Middle Tennessee region is a top priority of the Metropolitan Nashville Airport Authority (MNA) and is a focus of the initiatives spearheaded by the Office of Business Diversity Development (BDD).

In Fiscal Year 2020, continued emphasis on these goals encouraged certified small, minority, woman-owned and disadvantaged business enterprises (SMWBE) to pursue contracting opportunities with both BNA® and John C. Tune Airport®.

Since 2015, MNA has invested **\$200,266,486** in disadvantaged business enterprises through construction, professional services, goods and airport concessions contracts, with **\$88,933,827** being spent with SMWBE firms in Fiscal Year 2020 alone. Additionally, since the start of *BNA® Vision*, an additional 300 companies have been certified by BDD, increasing the number of active certified firms in MNA's directory to 577.



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Flying High

BNA* continues to expand its flight map and welcomed a host of new nonstop routes from a variety of airlines during the Fiscal Year, providing passengers with more destinations and travel options.

Airline news also included an indication from Spirit Airlines that the company has an interest in increasing its operations presence in Middle Tennessee when circumstances permit, and Allegiant Airlines made an October announcement of plans to establish a base of operations at BNA.

NOTE:

The COVID-19 pandemic impacted flights this year, and several announced routes were postponed accordingly. Still, it's important to note that Music City remains a premier destination and an attractive market for new air service for most airlines.



* Currently Seasonal



BNA® Shop

BNA® Shop launched in June and has quickly developed a following for officially licensed BNA® merchandise, including shirts, hats, socks, and even doormats.



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Awards & Recognition

- Air Transport Research Society awarded BNA® an Airport Benchmarking Award, naming it the **Most Efficient Airport in North America** in the 5-15 million passengers category.
- BNA President and CEO Doug Kreulen was named **president of the Tennessee Association of Air Carrier Airports**.
- Mr. Kreulen was also named **Tennessee Aviation Person of the Year** by the Tennessee Aviation Hall of Fame.
- MNAA was a finalist for the *Nashville Business Journal's* "**Best in Business Award.**"
- BNA's Terminal Garage 2 was awarded **Parksmart Bronze** certification, making it one of only 35 parking structures in the world and the **first in Tennessee to earn this distinction** for sustainable design, construction and operation.
- The same garage received an **Award of Excellence** from the International Parking & Mobility Institute.
- BNA's public relations and marketing campaigns for the airport's new BNA branding received **honorable mentions** from Airports International Council in the medium airports category.

Giving Back

Giving back to the community comes naturally for the team at BNA® and reinforces our commitment to service. In addition to sponsoring a variety of community events, BNA is directly involved with raising funds and engaging across a wide spectrum of impactful organizations.

Just a sample of activities during the Fiscal Year includes:

- Hosted the annual Aviation Classic Golf Tournament, which raised \$80,100 to be distributed to:
 - Japan-America Society of Tennessee
 - High Hopes Development Center
 - Boys and Girls Clubs of Middle TN for Notes for Notes
 - Musicians on Call program for Monroe Carell Jr. Children's Hospital at Vanderbilt
 - The National Museum of African American Music
- Raised \$57,725 for local charities Monroe Harding and Safe Haven Family Shelter from the "Virtual" BNA 5K on the Runway, which was unable to take place in person in April due to the pandemic.



- Participated in activities at neighboring Donelson Middle School.
- Visited local schools and community groups—Airport Department of Safety officers and K-9 partners continued to take an educational program on the road to the delight of many and also hosted groups at BNA.
- Raised \$35,105 for Metro Makes a Difference campaign (from MNAA employees).



NOTE: This photo was taken prior to the beginning of the pandemic.

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ARTS IN THE AIRPORT
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Arts in the Airport

The arts continue to soar through BNA’s *Arts at the Airport* program, which showcases the sights and sounds characteristic of Nashville and Middle Tennessee. During “normal” times, musical artists perform throughout the terminal daily and bring attention to notable observances such as Black History Month, American Civil Rights Movement and acclaimed songwriter festivals. BNA has also been a participant in the international Make Music Celebration, and additional events have included puppet shows, dance performances and craft demonstrations.

And that’s just a small sample of BNA’s famously fun and welcoming vibe. Also part of *Arts at the Airport* are exhibits and public art that range from arts and crafts to murals and dynamic art sculptures hanging from above. “Flying Solo” exhibits rotate quarterly, highlighting the abundance of talent found across Tennessee.



John C. Tune Airport®

In the early hours of March 3, violent storms and tornadoes carved a path of devastation across parts of Nashville and beyond, including at John C. Tune Airport®, located west of downtown. (*JWN® is BNA’s reliever airport that serves the needs of the region’s corporate and private aircraft and is the busiest general aviation airport in the state.*) The storm caused tens of millions of dollars in infrastructure damage at JWN, and more than 90 aircraft were destroyed along with 17 hangars.

What followed was a remarkable response from the MNAA team. BNA’s Emergency Operations Center sprang into action immediately following the tornado, and the effort got underway to assess the damage and begin clearing the rubble. Just 17 days later, JWN re-opened for full service even as cleanup work continued. A redevelopment plan, which includes feedback from aviation experts, MNAA Board of Commissioners, tenants and other stakeholders will develop a vision for the future of the airport. A new air traffic control tower broke ground in July 2020.



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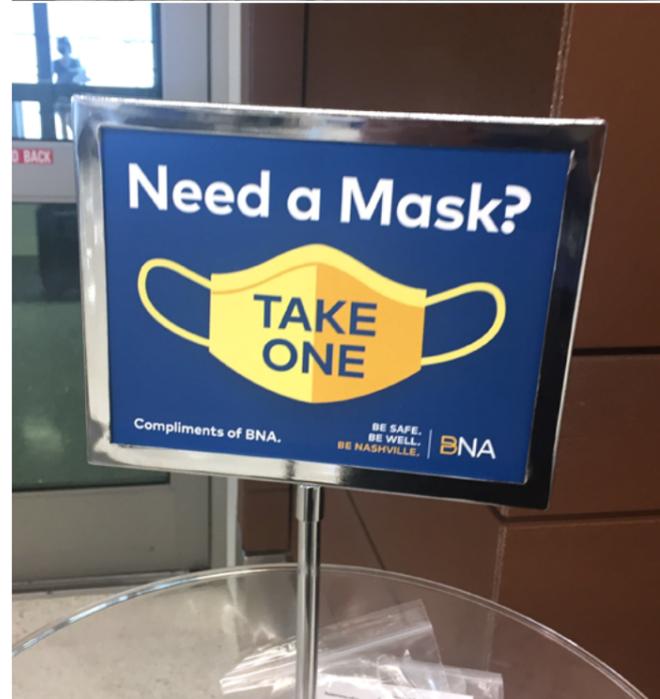
BNA® VISION
DIVERSITY

COVID-19

It should come as no surprise that the coronavirus/COVID-19 pandemic has had a dramatic impact on travel and activity at airports. BNA® was no exception. But, as always, our focus remains the same: *The safety and well-being of stakeholders — passengers, employees, business partners — is BNA's highest priority.*

With the onset of the pandemic, we quickly adopted local health guidelines and those from the Centers for Disease Control and went to work making sure the airport was safe and secure. A heightened cleaning protocol, spelled out on our website, was developed, and we undertook a multiplatform public awareness campaign to communicate and reinforce best practices for disease prevention. These included the need to socially distance, wash hands frequently and wear a face covering.

Free masks were made available at the entrance to security checkpoints and BNA Information kiosks, and we increased the number of hand sanitizing stations throughout the terminal.



BNA® Leadership Team

EXECUTIVE STAFF



Douglas E. Kreulen, A.A.E.
President and CEO



Robert Ramsey, P.E., A.A.E.
Chief Operating Officer



Marge Basrai, C.M.
Chief Financial Officer



Gale LaRoche
Chief Administrative Officer



Margaret Martin
Chief Development Officer



Tom Jurkovich
*Vice President, Communications
and Public Affairs*

BOARD OF COMMISSIONERS



IN ORDER OF APPEARANCE A. Dexter Samuels, Ph.D. *Chair, Meharry Medical College* | Trey B. Harwell *Vice Chair, Neal & Harwell* | Amanda Farnsworth *Secretary, Retired, J.J.B. Hilliard, W.L. Lyons, Inc.* | John Cooper *Mayor, Metropolitan Government of Nashville & Davidson County* | John Doerge *Deloitte* | Bill Freeman *Freeman Webb Company* | James Granbery *H.G. Hill Realty Company LLC* | Robert J. Joslin *Joslin and Son Signs* | Christina Smith *Wells Fargo* | Nancy Sullivan, P.E. *TriAD Environmental Consultants, Inc.*

About the Airport Authority

The Metropolitan Nashville Airport Authority (MNA) was established in 1970 and owns and operates Nashville International Airport® and John C. Tune Airport®.

MNA is a quasi-governmental entity overseen by a 10-member Board of Commissioners. The Authority receives no local tax dollars or state general funds. Nine of the commissioners are appointed by the mayor of the Metropolitan Government of Nashville and Davidson County and approved by the Metropolitan Council. All commissioners serve as volunteers for four-year terms without compensation. The mayor is the 10th member.

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LEADERSHIP

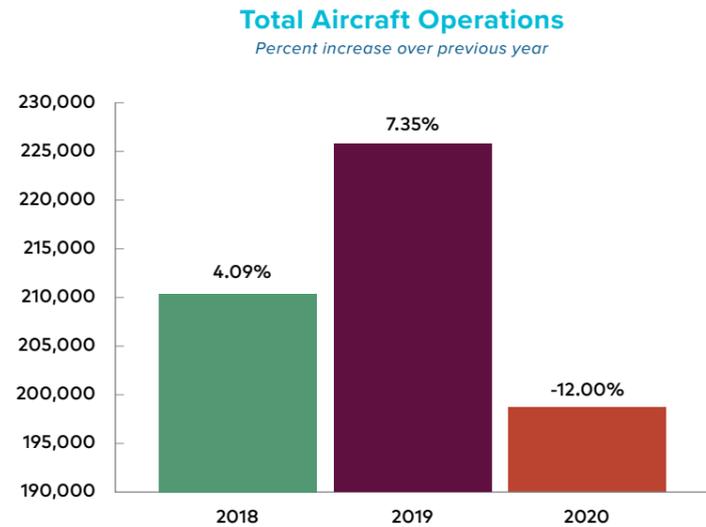
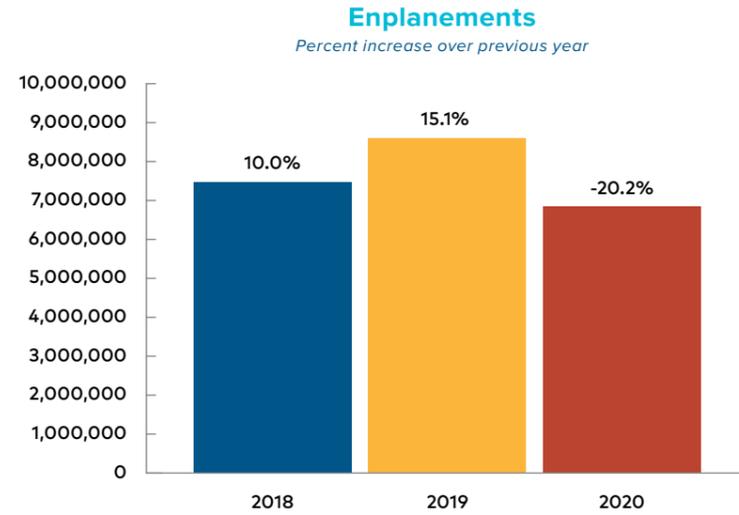
ARTS IN THE AIRPORT
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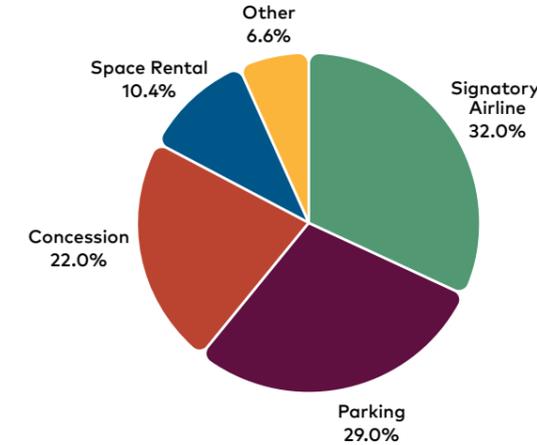
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Aircraft Operations

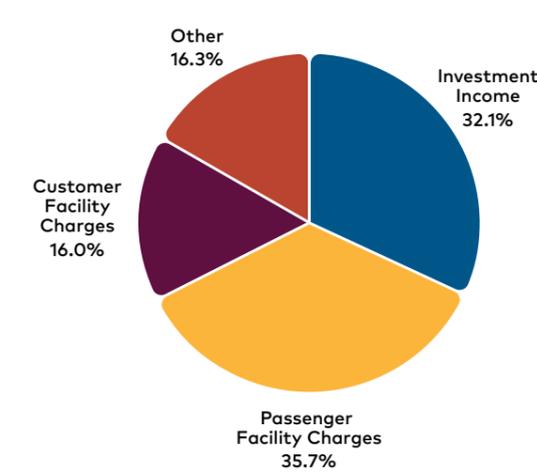


Operating and Non-Operating Revenues

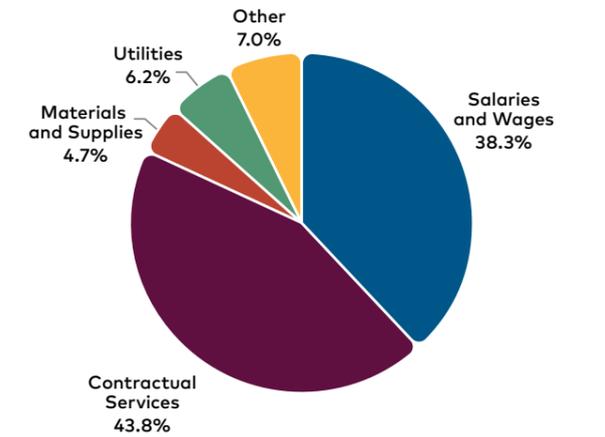
Operating Revenues



Non-Operating Revenues



Operating Expenses



Do you know how the airport is funded?

Airlines

- Terminal & Ramp Rental Fees
- Landing Fees

Concessions & Car Rentals

- Food & Beverage
- Retail
- Advertising

Space Rental

Parking

Federal & State Capital Improvement Grants

- Federal Aviation Administration (FAA)
- Tennessee Dept. of Transportation (TDOT)

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flynashville.com



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