

manufacturer is Rosenbauer Minnesota, LLC and the total purchase cost is \$999,204.00, which was approved in FY23 CIP budget. The purchase of this vehicle is to replace a 2004 Rosenbauer that MNAA currently owns. DPS anticipates purchase in July 2022, with an estimated lead time of 14 months, and the anticipated receipt date is October 2023. The purchase is 100% funded by MNAA Airline Investment Fund.

Staff requested that the Finance Committee recommend to the Board of Commissioners that it:

1. accept the proposal by Rosenbauer for \$999,204; and
2. authorize the Chair and President & CEO to execute the purchase.

Commissioner Stevenson made a motion to approve as presented and Vice Chair Byrd seconded the motion. The motion carried by a 3 to 0 vote.

Following approval President Kreulen stated this is the third ARFF vehicle that MNAA has purchased in a 4-year period. The vehicles normally last 20 years. The first two that MNAA replaced nearly the 20-years old and it is very expensive to maintain much after that time period. President Kreulen added that based on the size of the airplanes at BNA, MNAA must have a certain number of these vehicle to the mid-point of the farthest runway within 3 minutes and the second vehicle must be there in 4 minutes – 24hrs a day / 7 days a week.

B. Airfield Snow Sweeper & Deicing Vehicle Purchase

Doug Kreulen, President and CEO, introduced Mr. Daniel Brown, AVP of Maintenance to brief the Finance Committee on the Airfield Snow Sweepers & Deicing Vehicle Purchase. Mr. Brown reported on the purchase of three airfield snow vehicles. These vehicles include two cab-forward heavy duty 4x4 chassis 20 ft. snow sweepers and one heavy duty 6x4 chassis 4,000-gallon tank deicer with 75 ft. spray boom. The purchase contractor for all three vehicles is MB Companies, Inc with a total purchase price of \$2,028,851.82, which was approved in FY23 CIP budget. Mr. Brown anticipates purchase in July 2022, with an estimated lead time of 14 months, and the anticipated receipt date is October 2023. The purchase is 100% funded by MNAA Airline Investment Fund.

Mr. Brown requested that the Finance Committee recommend to the Board of Commissioners that it:

1. accept the proposal by MB Companies, Inc. for \$2,028,851.82; and
2. authorize the Chair and President & CEO to execute the purchase

Chairman Granbery asked for a motion to approve as presented and Vice Chair Byrd made a motion

and Commissioner Stevenson seconded the motion. The motion carried by a 3 to 0 vote.

Following approval, Vice Chair Granbery inquired about the balance of the airline investment fund. President Kreulen stated it was a recurring fund.

The Committee members asked additional questions regarding the equipment and snow events, MNAA staff answered those questions to the Committee's satisfaction. Vice Chair Granbery asked how many companies make this type of equipment and Mr. Brown replied that there are two – OshKosh and MB Companies.

V. Information Items

President Kreulen introduced Ms. Margaret McKeough, Principal, Paslay Group, to give a status update on the BNA Concessions Program.

A. BNA Concessions Program Update

1. Main Terminal

Ms. McKeough reported that it MNAA's goal to open 19 locations in 2022 and that 11 of the 19 locations are open for business. Two locations that recently opened include a Kids Play Area and Tennessee Tribune, which is the second Tennessee Tribune location. There are seven locations currently under construction.

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

2. Satellite Concourse Concessions Program Update

Ms. McKeough reported on the RFP Milestones for the Satellite Concourse Concessions. Five proposals were received on June 24, 2022 and the evaluation committee met yesterday. MNAA is wrapping up the procurement process and will bring a recommendation forward to the Committee in August.

Chairman Joslin asked if there are plans to add playgrounds to any of the other. President Kreulen stated that when you look at the possibility of extending D in the future or A, there may be opportunity for this and added if there is space that an airport cannot rent, they will use that space for these kinds of things until they can generate revenue.

Commissioner Stevenson asked if we have received positive feedback on the additional increase of food and concessions piece and if the businesses happy with the traffic they are receiving. President Kreulen stated yes positive feedback on both items.

Commissioner Byrd added that the quality of our offerings is something we should keep an eye on. President Kreulen agreed and stated when the Grand Hall is finished, it will be a true shopping experience.

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

B. Procurement Policy Annual Review

President Kreulen introduced Ms. Davita Taylor, VP, Procurement & Business Diversity. Ms. Taylor briefed the Finance Committee on the annual review of the Procurement Policy. MNAA bylaws require an annual review of the Procurement Policy, including and any revisions to the Policy. Ms. Taylor presented the proposed changes to the Policy, which included updated definitions and titles; a change from “working” days to “business” days; clarified evaluation factors; changed the right to audit records from 3 to 7 years; updated the BNA logo; and MNAA’s address. . A copy of the draft policy has been provided to each Commissioners.

Ms. Taylor also discussed the external review and assessment of the Procurement Policy. The current procurement setting is for FY22. MNAA’s solicitations increased 68% over FY21 (37 vs. 22) and MNAA currently has 170 active contracts. Ms. Taylor added that MNAA’s current procurement policy and procedures will be reviewed by third party (Periscope) to assess the following:

- Compliance;
- Current Structure;
- Staffing and Technology; and
- Offer Best Practices.

The proposed schedule is to engage and secure vendor in Jul 2022. Work will begin in August 2022 and finish by October 2022. An internal Review of Recommendations will be done in November 2022 and an update will be provided to the Board in January 2023.

President Kreulen added that under previous leadership, procurement was a concern, and MNAA added the external review and a full review of our policy and procedures for an to improve our procurement program.

Chairman Granbery inquired about the purchasing of the equipment vehicles and how many vendors were available, and Ms. Taylor responded to his questions.

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

VI. Adjourn

There being no further business brought before the Finance Committee, Chairman Granbery adjourned the meeting at 9:59 a.m.



Jimmy Granbery, Board Secretary