



## Joint Meeting of the MNAA and MPC Finance, Diversity & Workforce Development ("Finance") Committees

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October 11, 2023

**BNA**

# Call to Order

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October 11, 2023

# Approval of Minutes

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Joint Meeting of the MNAA & MPC Finance, Diversity & Workforce Development (“Finance”) Committees  
September 13, 2023

# Public Comment

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Tennessee Code Annotated, Title 8, Chapter 44, Part 1

MNAA Policy ID: 33-007, Public Comment Policy, effective July 13, 2023

No Public Comment Requests Received by Monday, October 9, 2023 @ 9 pm

# Chair's Report

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Jack Johnson

Finance Committee Vice Chair

# Items for Approval

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October 11, 2023

- Amendment to British Airways Incentive Agreement (London)

## Item for Approval

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Josh Powell, C.M., ACE  
AVP, Airline Affairs & Air Service  
Development

# Amendment to British Airways Incentive Agreement (London)

## British Airways Service:

- Daily Service to London, England (Heathrow)

## British Airways Incentive (London), Board Approved June 16, 2021

- Per the Air Service Incentive Plan (ASIP), approved by the Board on November 2, 2020, MNAA entered into a new 2-year incentive with British Airways for non-stop service to London (Heathrow) effective December 9, 2021.
  - Year 1: 100% abatement of landing and facility fees; \$100,000 marketing funds
  - Year 2: 100% abatement of landing and facility fees
  - Monetary approved maximum incentive \$2M

## Recommended Incentive Amendment:

- Extend Term from expiring on December 8, 2023, to February 29, 2024, to recognize the period in which no flights occurred due to the reemergence of the pandemic and subsequent related pause of service. Flights ceased January 2022 and did not resume until May 2022.
- Raise the maximum available incentive from \$2M to \$2.5M.
  - Increased flight frequency
  - Increased airport rates and charges from original approval
  - Extension months are at higher rates and charges than the pause in service period



- Staff requests the Finance Committee recommend to the Board of Commissioners that it:
  - 1) Approve funding for the proposed amendment to the British Airways LOA including:
    - Extend the term to February 29, 2024, and
    - Increase the cap of landing and facility fee abatements to \$2.5M.
  - 2) Authorize the Chair and President & CEO to execute the Letter of Agreement (LOA) Amendment by and between MNAA and British Airways outlining the specific terms of the proposed incentive amendment.

## Staff Recommendation

### NOTE:

- ASIP is funded through the NAE Incentive Account, which has a balance of \$7.5M (9/29/2023)
- Other Board approved incentives:
  - Flair Airlines (Edmonton) – Up to \$255K (4/12/22 – 4/11/24)
  - Air Canada (Montreal) - Up to \$371K; 6/2/2022 – 6/1/2024
  - WestJet (Vancouver) – Up to \$254K; 5/19/23 – 5/18/25

- Trademark License Agreement
  - Hotel adjacent to Terminal by Nashville Airport Hotel Partners, LLC

## Item for Approval

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Carrie R. Logan, C.M.  
VP, Associate General Counsel

# Trademark License Agreement - Nashville Airport Hotel Partners, LLC

## Description:

- Project Lease Agreement contemplates the use of BNA® in the name of the hotel and a restaurant concept.
  - Hotel: “Hilton BNA Nashville Airport Terminal” and “Hilton BNA”
  - Restaurant: BNA Sky Pavilion
- The use of the BNA word mark and logo will be submitted as support for MNAA’s application to register the BNA marks for hotel and restaurant services.

## Trademark License Agreement Terms

- Gratis license, based on the provisions of the existing Project Lease Agreement.
- Seven-year terms, which auto renew.
- Tenant is required to follow MNAA quality and brand standards

## Impact:

- This trademark license agreement will allow MNAA to file additional trademark applications and continue to build the BNA brand.

- Staff requests the Finance Committee recommend to the Board of Commissioners that it:
  - 1) Approve the terms negotiated between MNAA and Nashville Airport Hotel Partners, LLC (the “Tenant”) via the trademark license agreement.
  - 2) Authorize MNAA Staff and the Board of Commissioners to execute a trademark license agreement between MNAA and Tenant.

# Staff Recommendation

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# Information Items

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October 11, 2023

- BNA Concessions Program Update

## Information Item

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Colleen Von Hoene, Principal  
The Paslay Group

## **Fraport Terminal Concessions Program**

- 8 Fraport concession locations opened September 25, 2023
- 2 locations scheduled to start construction December 1, 2023
- Concourse D Extension
  - Accepted plan
  - 7 Letters of Intent to be executed by mid-October
  - Board approval required

## **Paradies Satellite Concourse Concessions Program**

- 7 locations are under construction:
  - 4 expected to open October 21, 2023
  - 3 will open late
    - Penalty: \$10,000/day/location not open

# **Terminal & Satellite Concessions Activity**

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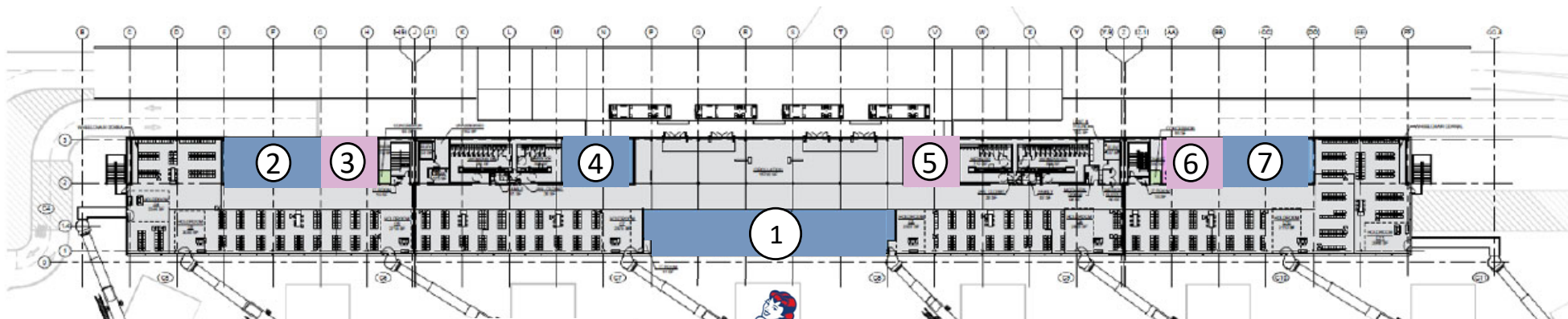


## New Fraport Food and Beverage





## New Fraport Food and Beverage



Late

On Time

Late

Late

On Time

On Time

On Time

# Satellite Concourse Concessions



## Joint Meeting of the MNAA and MPC Finance, Diversity & Workforce (“Finance”) Committees

Meeting Adjourned