



2024 BUSINESS TAKING OFF

Nashville International Airport® (BNA®) and John C. Tune Airport® (JWN®)

February 9, 2024

Music City Center | Nashville, Tennessee



WELCOME

Davita Taylor

Procurement Administrator

Vice President, Procurement and Business Diversity

Metropolitan Nashville Airport Authority

Greetings

Joycelyn Stevenson

Chair, Board of Commissioners

Metropolitan Nashville Airport Authority

and

Doug Kreulen

President and CEO

Metropolitan Nashville Airport Authority

OPERATIONS

Adam Wolf

Director, Airside Operations

Metropolitan Nashville Airport Authority

OPERATIONS

Airside Operations

- Satellite Concourse
 - Shuttle Operations / Passenger Assistance
 - International Flights Passenger Assistance
 - Airfield Painting / Cleaning

Terminal Operations

- Baggage Claim Passenger Assistance
 - Language interpretation
- Airside Passenger Shuttle Services
 - Shuttle drivers
 - Customer Service Representatives

Landside Operations

- Valet Operations
 - Customer Service Representatives
 - Car wash / detailing
 - Vehicle Drivers
- Parking Operations
 - Shuttle Drivers
 - Customer Service Representatives
 - Parking lot attendants

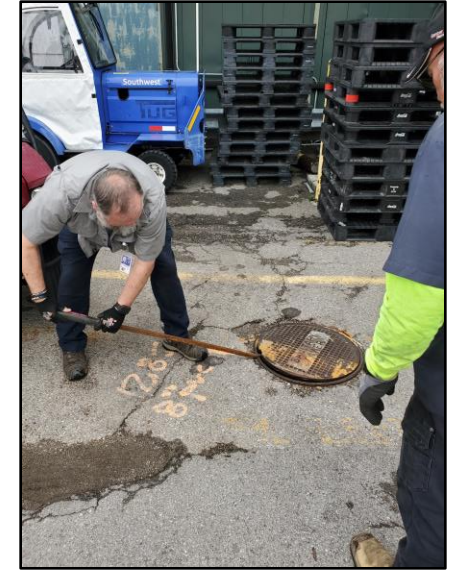
MAINTENANCE

Daniel Brown

Assistant Vice President, Maintenance
Metropolitan Nashville Airport Authority

Terminal & Landside Maintenance

- Building Maintenance
- Building Electrical
- Building Mechanical
- HVAC



Teams are responsible for approximately 2,716,000 sq. ft. of terminal space along with approximately 1,254,000 sq. ft. of outlying buildings and garage space. Teams respond to calls and are accountable for repairing main infrastructure to ensure the least amount of passenger impact.

Airside Maintenance

- Grounds Maintenance
- Mobile Equipment
- Airfield Electricians
- Maintenance Electronics



Teams are responsible for 41,484,599 sq. ft. of active Airfield Operations Area (AOA) along with approximately 1,400 acres of mowing. Teams respond to calls and are responsible for repairing airfield lighting, MNAA owned fleet of 300+ pieces of equipment, multi-user flight information display system (MUFIDS) boards, and security access.

Terminal & Landside Maintenance Service Agreements

- Building Automation Services
- Chiller Maintenance
- Fire System Flow and Alarm Testing
- Fire System Monitoring and Inspection
- On-Call Snow Removal
- UPS Backup Systems
- Weather Monitoring



Maintenance Services Contracts

- Baggage Handling System
- Passenger Boarding Bridges
- Custodial Services Contracts providing janitorial services for the current terminal, Administrative Bldg. space, outlying buildings, parking garages and roadway
- Elevators
- Escalators
- Fencing
- General Pest Control
- Landscaping
- On-Call Carpet Removal / Replacement
- Recycling and Trash Removal
- Uniforms for Maintenance employees



Environmental

- Water Quality Swales
- Bio Swales
- Dry Ponds
- Oil Water Separators
- Storm Water Treatment Plant
- Water Pumps
- Water Quality Units
- Supervisor Control and Data Acquisition (S.C.A.D.A.)
- Spill response



Safety

- Annual Fire Extinguisher Inspections
- Eye Wash Stations
- Fall Restraints
- First Aid Kits
- OSHA Regulation Compliance
- Personal Protective Equipment



Future Opportunities with BNA

- On Call Carpet
April 2024
- USP Backup Systems
April 2024
- Annual Fire Systems Testing
June 2024
- Fire System Monitoring and Inspection
July 2024
- Elevator/ Escalator Contract
July 2024
- Annual Fire Alarm Testing
August 2024
- On-Call Fencing
November 2024
- Building Automation System
December 2024
- Fuel Services
December 2024
- Landscaping for Exterior Terminal Services
March 2025

Potential Projects

- Outlying Building Renovations
- Trench Repairs
- Water Quality Unit Upgrade
- Window replacement
- Terrazzo Floor Polishing Service 450,000 sq. ft.
- Joint and crack repairs to ramp (potential opportunity)
- Window Cleaning Services

PROCUREMENT

Destiney Williams

Director, Procurement

Metropolitan Nashville Airport Authority

- Website/Advertisement
- B2GNow (E-Bidding)
- Vendor Registration

How to do Business with MNAA

MNAA Website: www.flynashville.com

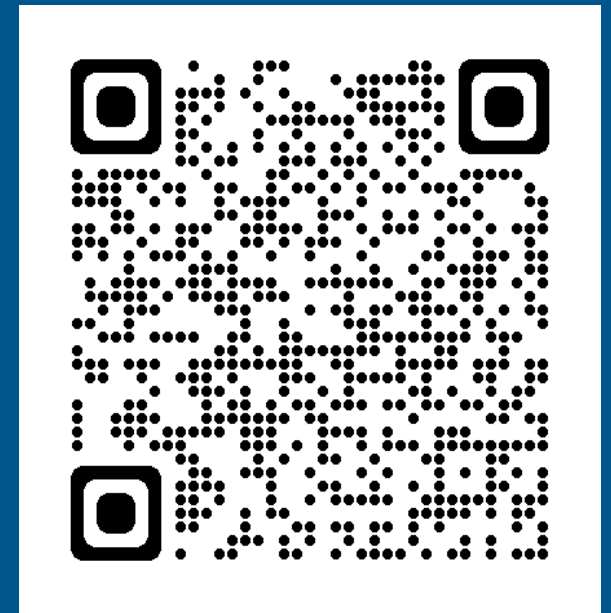
Airport Authority Tab

- Business Opportunities
- Do Business with us

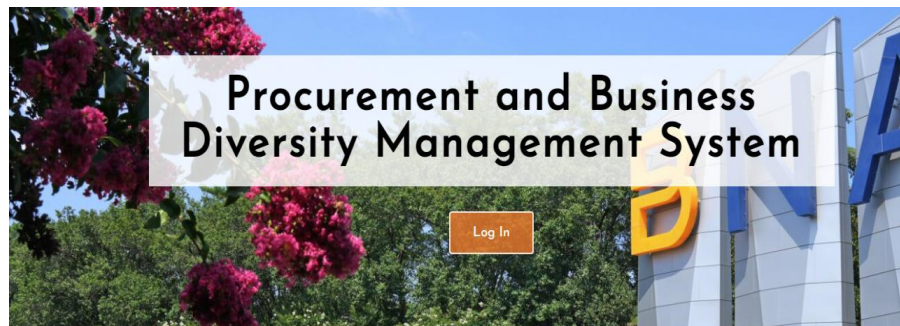
Newspaper and Other Media

- The Tennessean
- Tennessee Tribune
- Flynashville.com website
- B2GNow System

Website/ Advertisement



- E-bidding system:
 - B2GNow
 - Platform to submit electronic proposals
 - You must register
 - Free of charge



| | |
|---|---|
| VENDOR CERTIFICATION Search and/or join our database of certified vendors | OTHER RESOURCES |
| SEARCH REGISTERED DIRECTORY | BUSINESS DIVERSITY DEVELOPMENT |
| APPLY FOR / RENEW CERTIFICATION | AROUND THE AIRPORT |
| OUTREACH Opportunities for vendor involvement | ACCOUNT ACCESS Lookup Vendor accounts or reset user passwords |
| VIEW ACTIVE BID OPPORTUNITY LISTINGS | ACCOUNT LOOKUP |
| VIEW OUTREACH OPPORTUNITIES | FORGOT PASSWORD |

B2GNow

- Vendor Application at flynashville.com under Business Opportunities
- Complete the application on-line and submit it.
- If you have questions about completing the application, contact Tiffany Taylor at (615) 275-2300.

Vendor Registration

BNA Nashville International Airport Metropolitan Nashville Airport Vendor Application

| | | | | | |
|---|---------|--|-------|--|-------------|
| Company Name <i>(complete legal name)</i> | | *Click on BNA's for Business Directory <i>(Additional Information)</i> | | Are you currently designated or certified* as: | |
| Name Doing Business As | | 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 | |
| City | | *Click on NAICS for a directory of NAICS Codes. At least one six-digit NAICS code is required to process your application. | | | |
| County | State | NAICS Code 1 | | NAICS Code 6 | |
| Phone | Zip | NAICS Code 2 | | NAICS Code 7 | |
| Fax | Country | NAICS Code 3 | | NAICS Code 8 | |
| Remit to Name | | NAICS Code 4 | | NAICS Code 9 | |
| Business Address <i>(if different than Remit To address)</i> | | NAICS Code 5 | | NAICS Code 10 | |
| City | State | Attached is a list of Goods and Services. Please check all boxes that apply to your company and match NAICS codes. | | | |
| Zip | Country | Business Email | Phone | Fax | |
| Additional Contact Information | | | | | |
| Accounts Receivable | | Sales | | Service | |
| Name | | | | | After Hours |
| Email | | | | | |
| Phone | | | | | |
| Fax | | | | | |
| Physical Address <i>(if different than above)</i> | | | | | |
| 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". | | | |
| Credit Card Order Accepted | | Fax: 615-275-2349 Email: contractorvendoreapp@nashintl.com | | | |
| Contact Information | | | | | |
| Primary MUA Contact Name(s): | | | | | |
| Submitted By: | | Title: | | Date: | |
| Submit by Email | | Print Form | | FAX: 615-275-2349 PHONE: 615-275-2300 | |

ENGINEERING

Robert Ramsey, Chief Development Officer

Craig Farmer, Airport Design Director

Metropolitan Nashville Airport Authority

Robert Ramsey
Chief Development Officer
(615) 275-1461
Robert.Ramsey@flynashville.com

Traci Holton
VP, New Horizon
(615) 275-4139
Traci.Holton@flynashville.com

Rick Jones
Executive Program Manager
(615) 275-1403
Rick.Jones@flynashville.com

Craig Farmer
Director, Airport Design
(615) 275-1641
Craig.Farmer@flynashville.com

Neil Bhatt
Director, Project Controls
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Neil.Bhatt@flynashville.com

Justin Farmer
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Justin.Farmer@flynashville.com

Angie Cotter
Manager, Logistics/Transition
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Brittnee Richardson
Administrative Assistant
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Rachel Tamakloe
Administrative Assistant
(615) 275-2200
Rachel.Tamakloe@flynashville.com

Engineering Contacts



On Call Testing Services

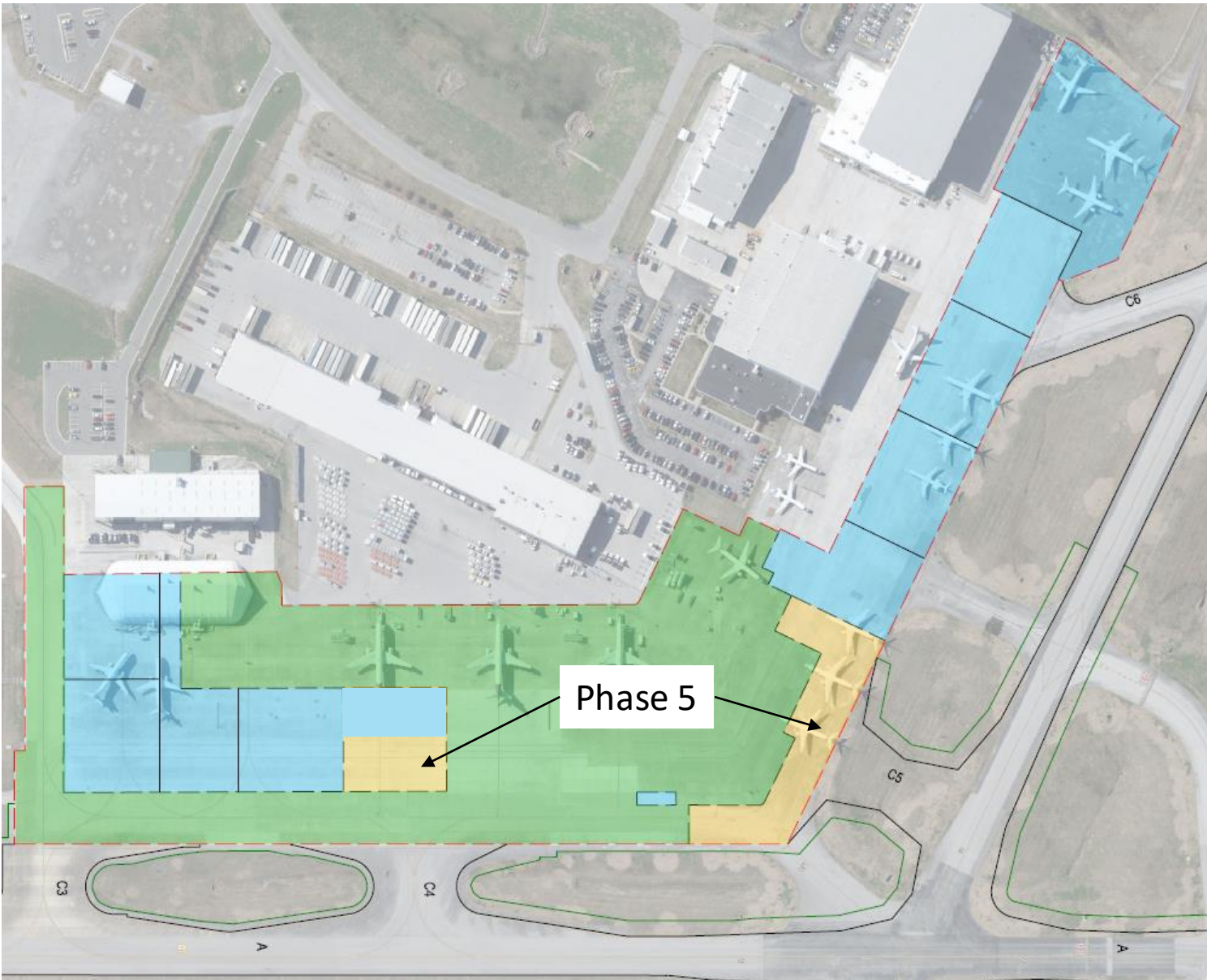
- RFP: March 4, 2024



Cargo Apron Slab Replacement Phase 5

- Bid: March 2024
- Est. Construction Cost: \$2.5M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures
Gate Guards/Visual Escorting



**Pending CEO and Board approval*



**Pending CEO and Board approval*

Miscellaneous Building Demolitions

- RFP: March 2024
- Est. Construction Cost: \$800,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures



John C. Tune MNPD Hangar

- Bid: March 2024
- Est. Construction Cost: \$11M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



**Pending CEO and Board approval*

Curbside Environmental Protection

- Bid: May 2024
- Est. Construction Cost: \$1.5M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures



Concourse A Reconstruction

- CM at Risk RFP: June 2024
- Est. Construction Cost:
\$715,000,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



Parking Garage

- Design-Build RFP: July 2024
- Est. Construction Cost: \$150M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



Concourse A Ramp Expansion

- RFP: July 2024
- Est. Construction Cost: \$35M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



Mobile Equipment Building – Covered Parking

- Bid: July 2024
- Est. Construction Cost: \$1.2M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



John C. Tune Midfield Hangar Development

- Design-Build RFP: July 2024
- Est. Construction Cost: \$13M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

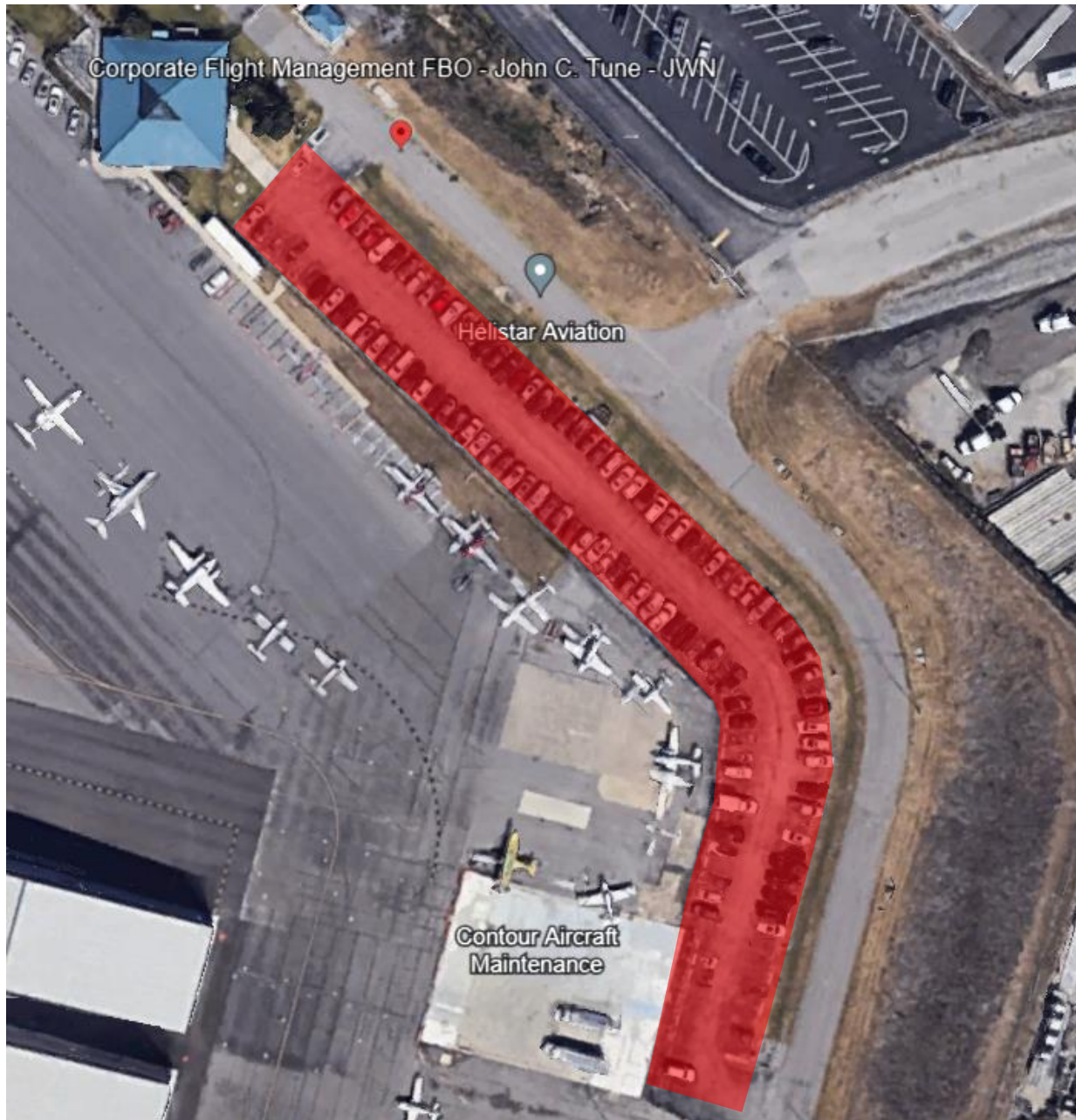


Gassaway Parking Lot Rehabilitation, Phase 1

- Bid: August 2024
- Est. Construction Cost: \$400,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



John C. Tune Existing Parking Lot Resurfacing

- Bid: August 2024
- Est. Construction Cost: \$325,000

Work Areas:

Typical FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



John C. Tune Airport Drive Rehabilitation

- Bid: August 2024
- Est. Construction Cost: \$400,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



B&C Concourse Upgrades – Holdrooms and Seating

- Seating Upgrades
 - RFP Date: August 2024
 - Est. Cost: \$6M
- Holdroom Upgrades
 - RFP Date: October 2024
 - Est. Cost: \$7M

**Pending CEO and Board approval*



Annual Landside Pavement Rehabilitation – Knapp Blvd, Phase 1

- Bid: September 2024
- Est. Construction Cost: \$500,000

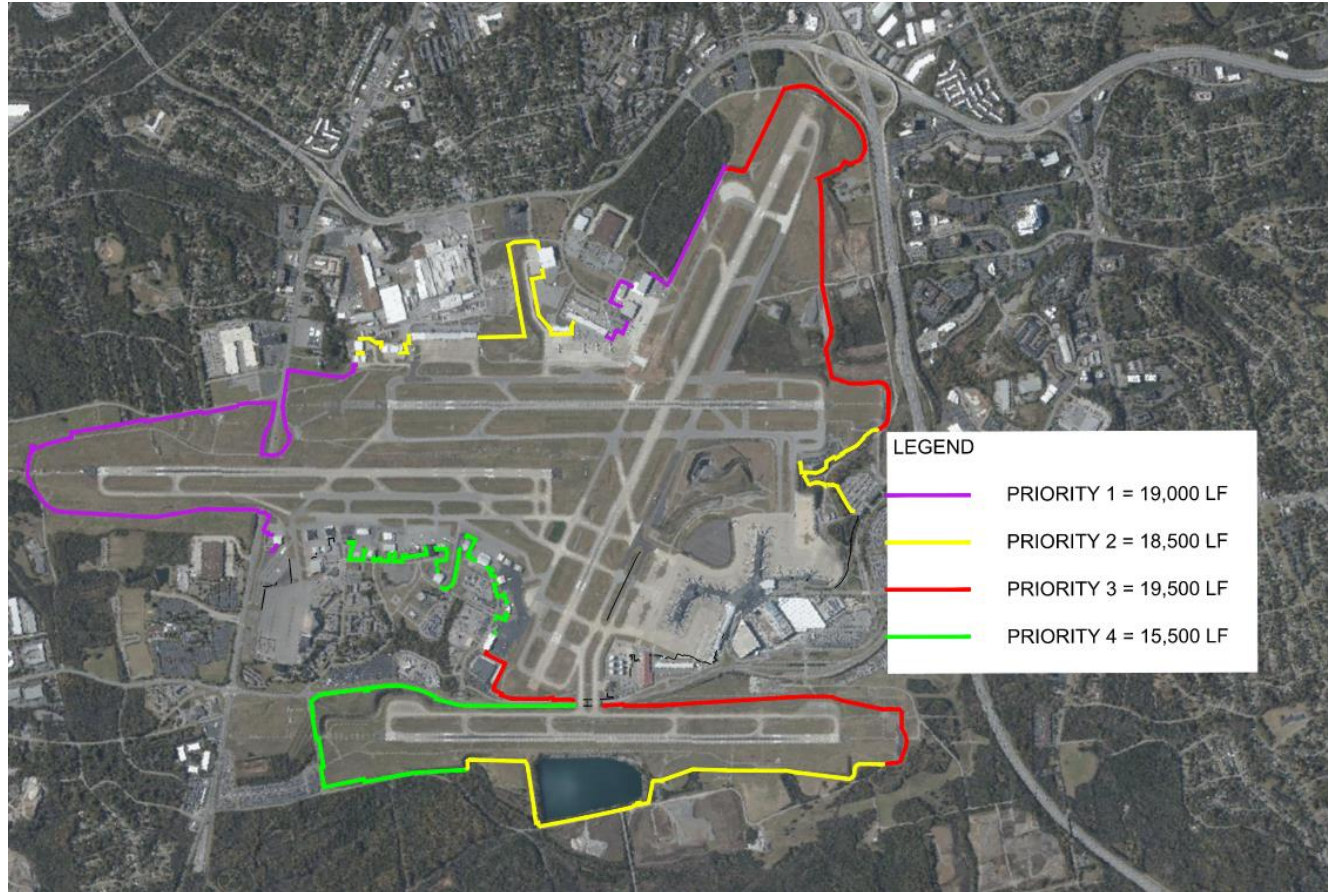
Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

Airside Wildlife Fencing, Phase 1 of 4

- Bid: September 2024
- Est. Construction Cost: \$4.5M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures



**Pending CEO and Board approval*

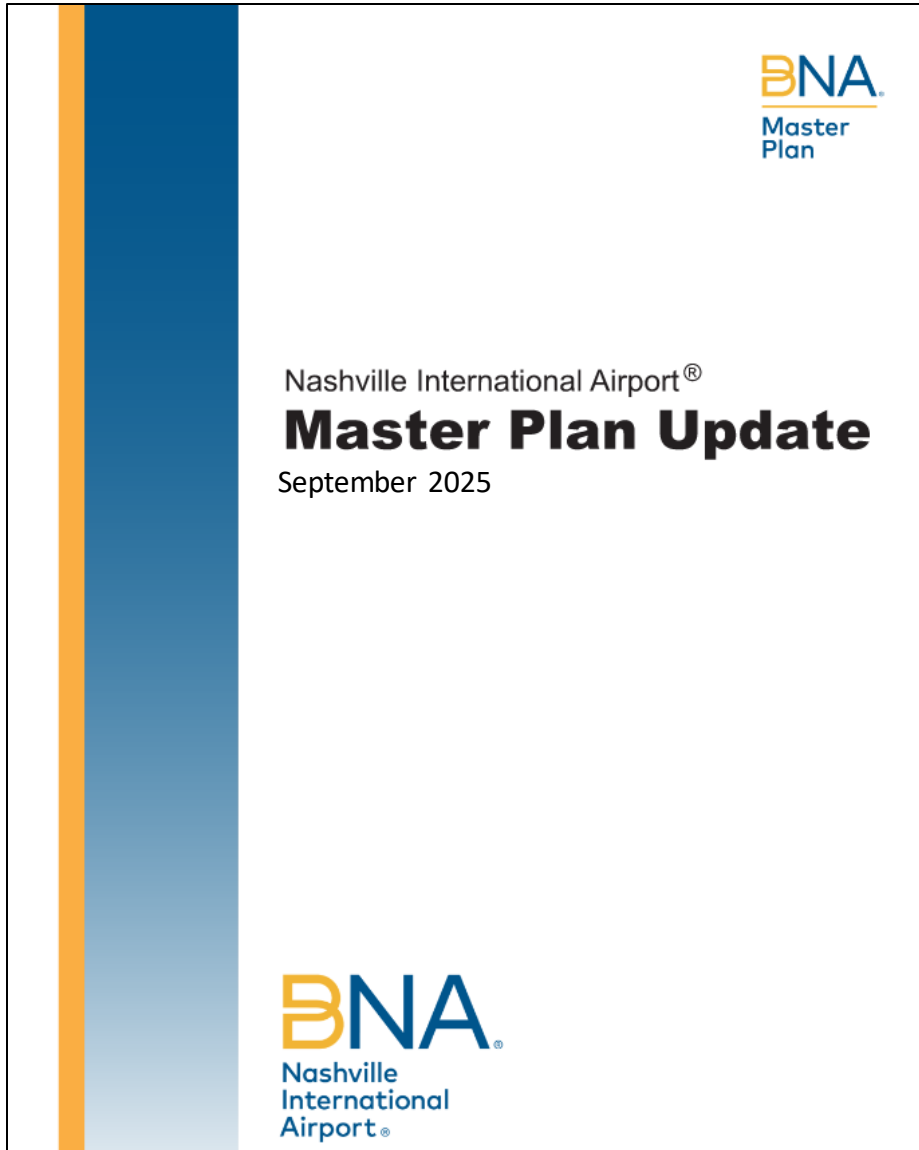


Gassaway Building HVAC Replacement

- Bid: September 2024
- Est. Construction Cost: \$500,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

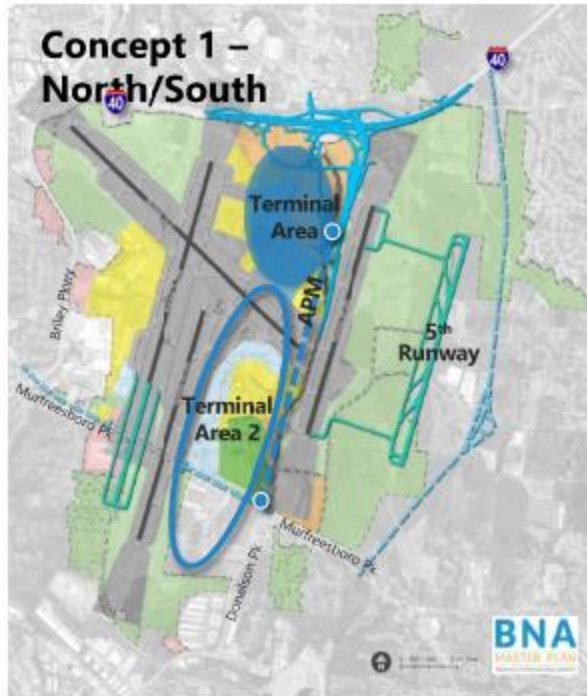


Airport Master Plan

- RFQ: September 2024

**Pending CEO and Board approval*

Terminal II - Environmental, Programming & Preliminary Engineering



- RFQ: October 2024

**Pending CEO and Board approval*



DPS Range Improvements

- Bid: November 2024
- Est. Construction Cost: \$300,000

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

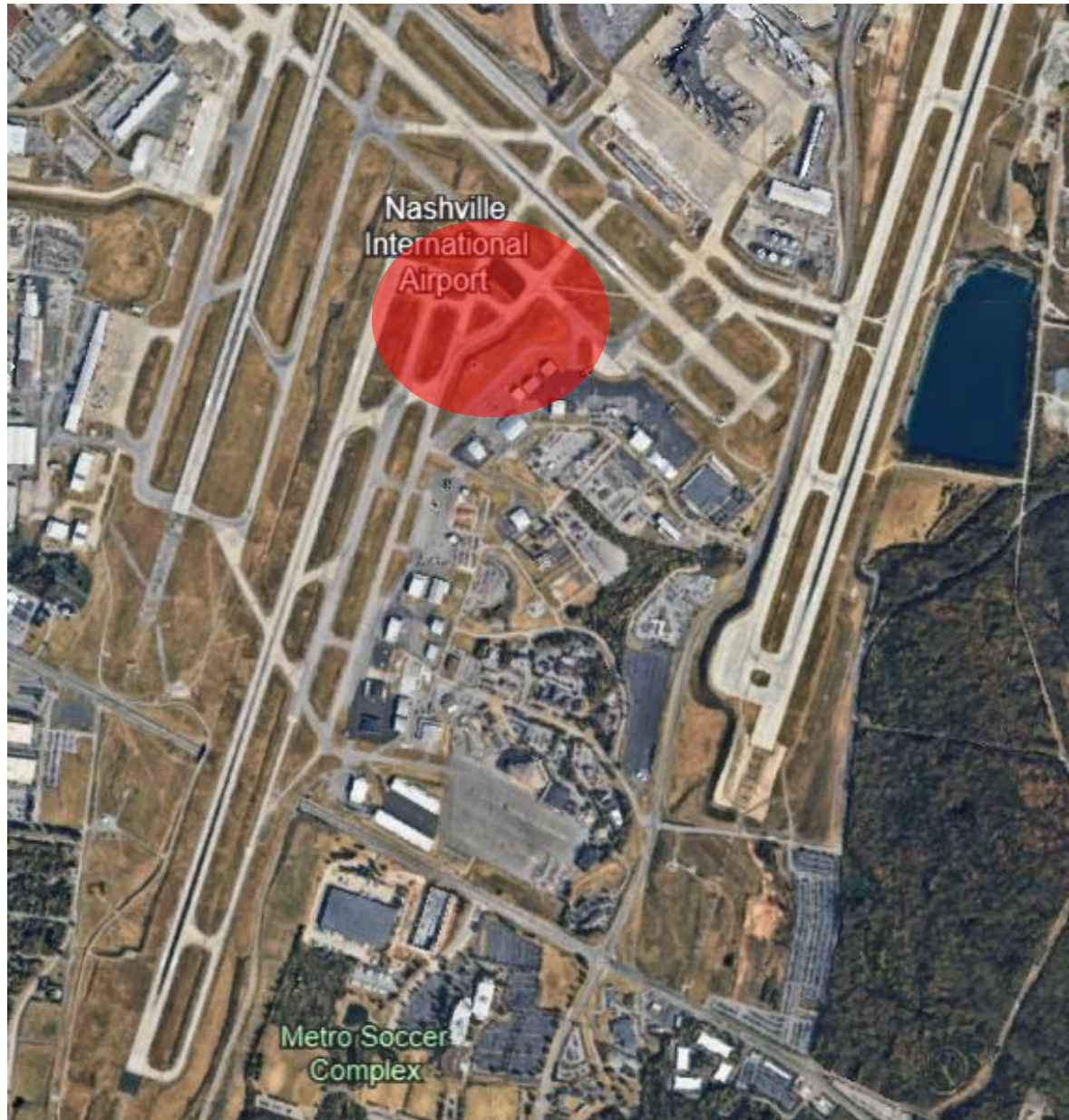


Terminal Apron Reconstruction, Phase 1

- Bid: December 2024
- Est. Construction Cost: \$8M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

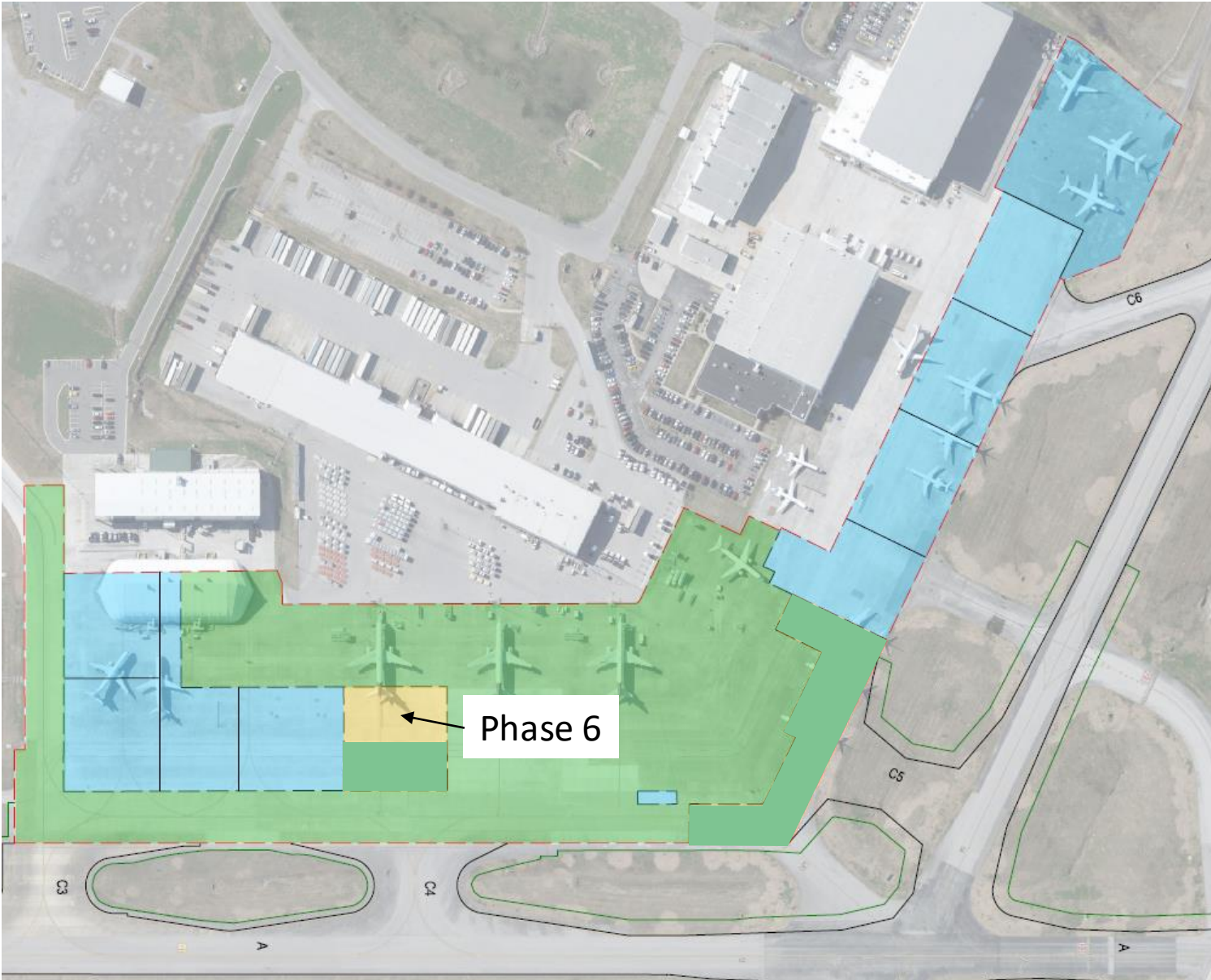


Rehabilitate Taxiway S/S6/S7/T4 Intersection

- Bid: February 2025
- Est. Construction Cost: \$5M

Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



Cargo Apron Slab Replacement Phase 6

- Bid: March 2025
- Est. Construction Cost: \$500,000

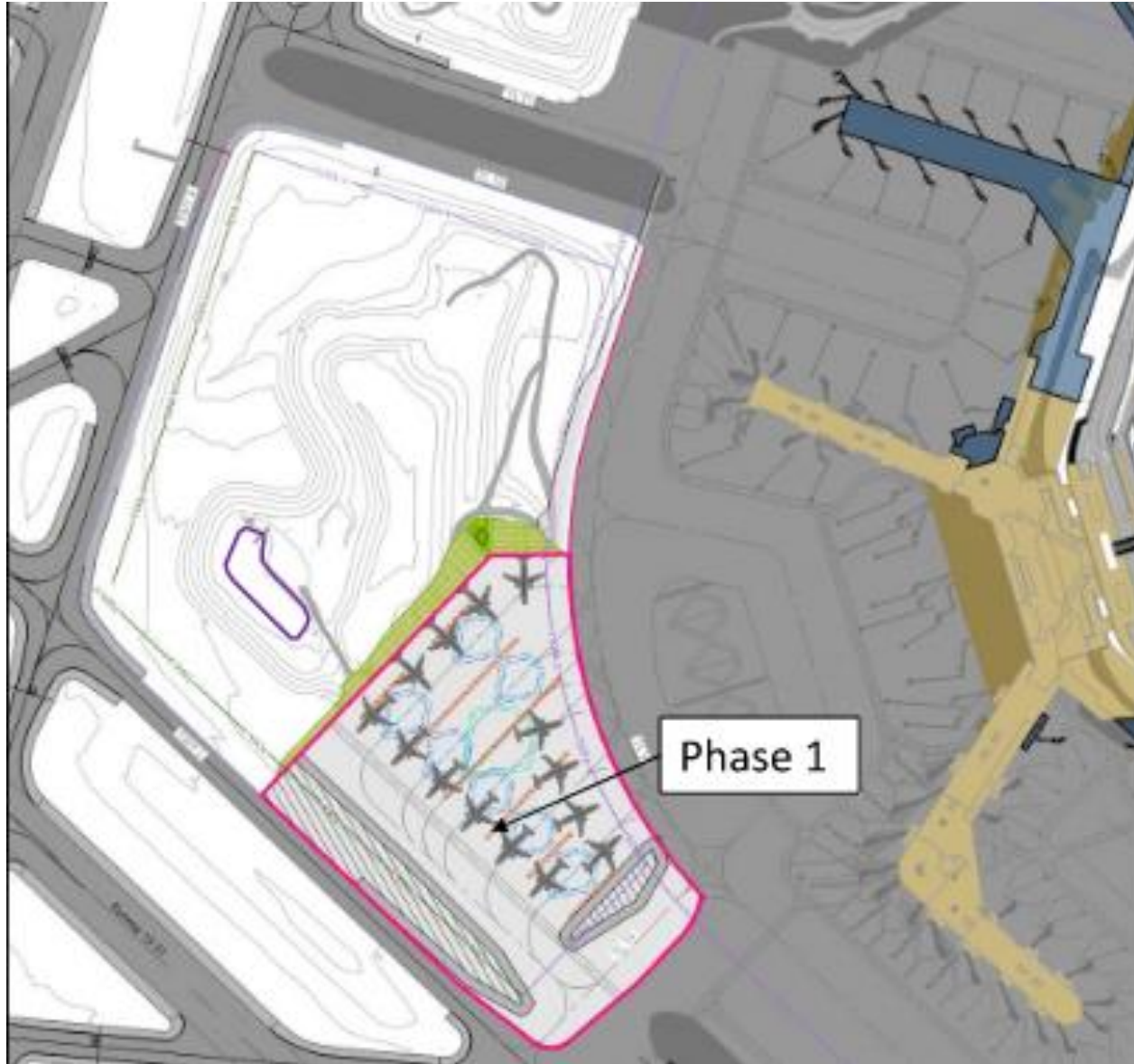
Typical Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

Central Ramp Expansion

- RFP: June 2025
- Est. Construction Cost: \$140M

Work Areas:
FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures



**Pending CEO and Board approval*



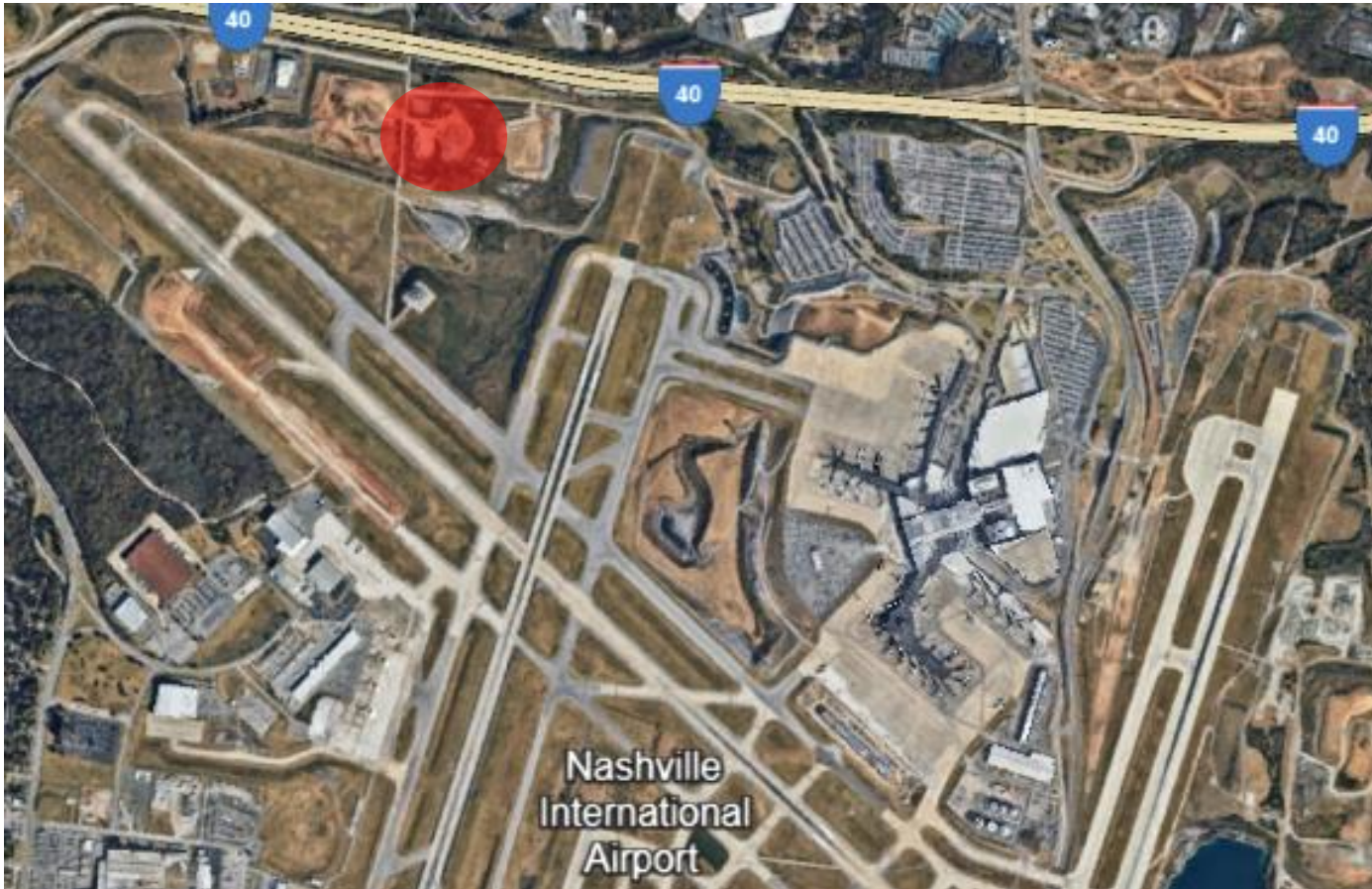
Part 139 RSA/TSA Improvements Phase 2 - Taxiway Lima East

- Bid: June 2025
- Est. Construction Cost: \$8M

Work Areas:

FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*



Snow Equipment Building

- Bid: August 2025
- Est. Construction Cost: \$10M

Work Areas:

FAA-Spec Concrete Paving
Pavement Markings
Drainage Structures

**Pending CEO and Board approval*

MESSER CONSTRUCTION CO.

Jeff Banta

Operations Vice President

Messer Construction Co.



BNA Baggage Handling System Expansion PROJECT 2312

Design Build Team

- **Messer Construction** – Contractor
- **Don Hardin Group** – CM Staff
- **Moody Nolan** – Architect
- **VTC** – BHS Designer
- **IC Thomasson** – MEP Engineering
- **Aurora Engineers** – Technology Design
- **Logan Patri** – Structural Design
- **ADCI** – Airfield Design
- **Argus** – Fuel System
- **Morgan & Morgan** – SMWBE Facilitation
- **Relevant Resources** – Workforce Development

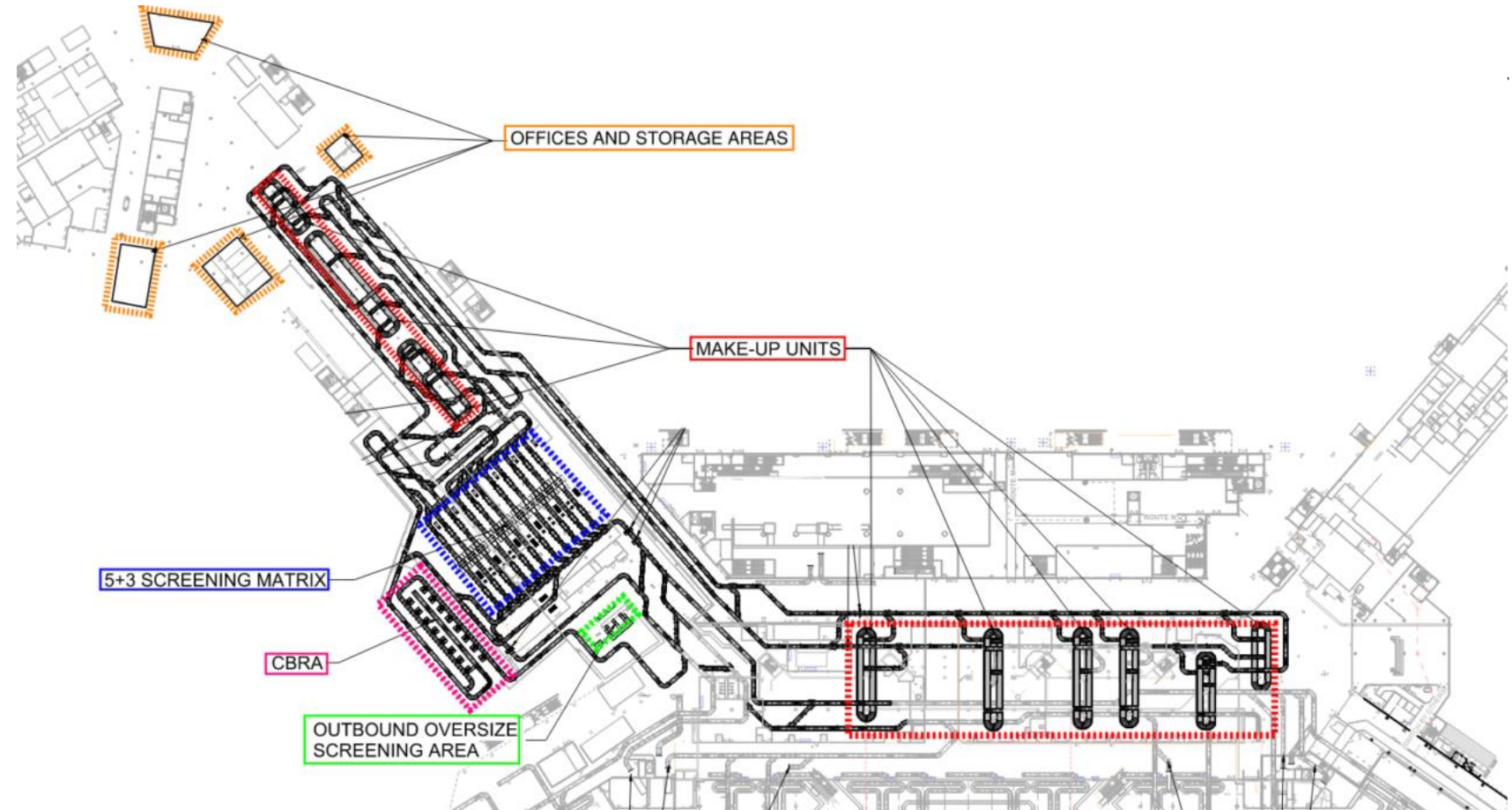
Project Overview

- **Schedule**
 - Multi Phase Design January 2023 – March 2025
 - Multi-Phase Construction 2025 – 2028

- **SMWBE Requirements**
 - 4.94% MBE and/or WBE

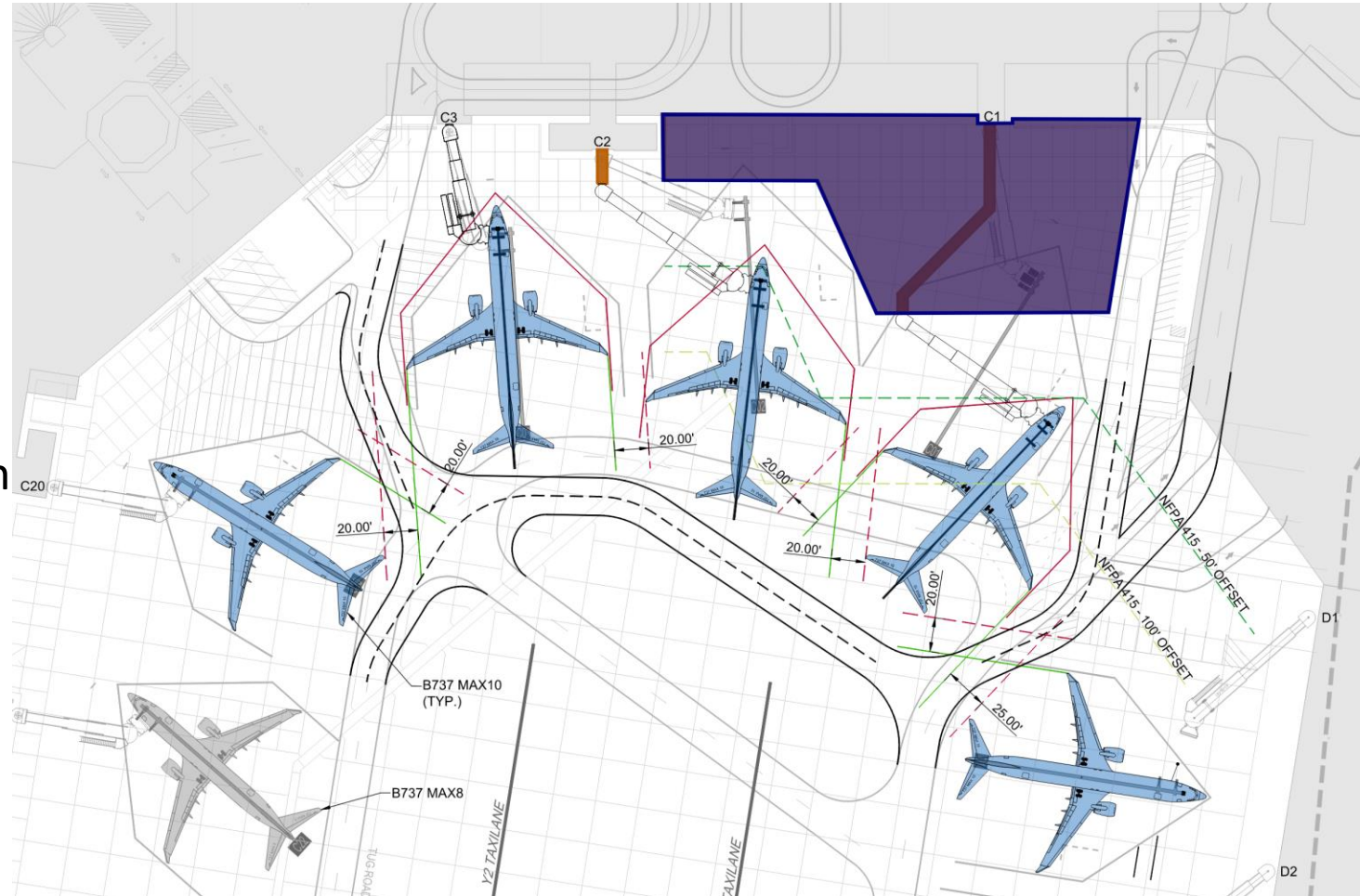
- ❖ 22,000 SF Building Addition
- ❖ New Consolidated TSA CBRA/CBIS
- ❖ New Storage and Office Areas
- ❖ Increased Sortation In Concourse C and Main Terminal
- ❖ Additional Screening Capacity for Future Growth
- ❖ MEP Relocations & New Conveyor

Project Scope



Bid Opportunities

- **Bid Package A - Q2-Q3 2024**
 - Enabling Renovations
 - Building Addition Core & Shell
 - Masonry / Steel / Concrete
 - Passenger Boarding Bridges
 - Electrical / Low Voltage
 - Mechanical / Plumbing / Fire Protection
 - Fuel systems
 - Interior Finishes
- **Bid Package B – Q4 2024**
 - Baggage Handling System



Next Steps

- **Connect with the Our Team**
 - Jeff Banta
 - Tom Jones
 - Sonya Walton
 - Natasha Moffit
 - Neil Fladung
 - George Morgan
- **Look for Outreach Sessions ahead of bid packages**

HUMAN RESOURCES

Randy Dorsten, Assistant Vice President
Metropolitan Nashville Airport Authority

HUMAN RESOURCES

Administration

Accountant
Compliance Specialist(s)
Event Planner
Project Manager, IT
Paralegal
Director, Financial Planning & Analysis

Engineering

Vice President, Airport Planning
VP, Airport Development
Construction Manager
Project Manager, Electrical
Project Manager, Design
Airport Planner
Construction Coordinator
Sr. Construction Inspector

Maintenance

Electrician
Electronics Specialist
Plumber
HVAC Mechanic
Building Mechanic
Maintenance Specialist
Quality Control Coordinator

Operations

Public Safety Dispatcher
Customer Experience
Airport Duty Manager
Safety Management System Coord.

Department of Public Safety

Airport Police Officer(s)
Traffic Enforcement Officer(s)



BNA Nashville International Airport

Soar to
NEW HEIGHTS
at Nashville
International
Airport



www.flynashville.com/careers

BUSINESS DIVERSITY DEVELOPMENT

Floyd Munn

Director, Business Diversity Development
Metropolitan Nashville Airport Authority

Davita Taylor
VP, Procurement and Business
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Brandi Porter
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Business Diversity Development Contacts

- Outreach
- Certification
- Goal Setting
- Technical Assistance (e.g. ACDBE Institute)
- Compliance

Business Diversity Development Overview



Award Presentation

Doug Kreulen, Chair Joycelyn Stevenson, Davita Taylor and Floyd Munn





Thank you for being here!