



# Joint Meeting of the MNAA and MPC Operations, Engineering & Strategic Planning (“Operations”) Committees

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July 10, 2024

# Call to Order

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July 10, 2024

# 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, July 8, 2024, 9:00 pm

# Approval of Minutes

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Joint Meeting of the MNAA and MPC Operations, Engineering & Strategic Planning Committees  
June 5, 2024

# Chair's Report

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Bobby Joslin

Operations Committee Chair

# Items for Approval

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July 10, 2024



- Purchase of Airfield Deicing Equipment
- Purchase of Airfield Rubber Removal Equipment

## Items for Approval

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Daniel B. Brown, C.M., CSSBB, MAS  
VP, Facility Management

# Purchase of Airfield De-icing Equipment

**Project Description:** Purchase of one Heavy Duty 6x4 Chassis 4,000-gallon tank De-icer with 75 ft. spray boom

**Contractor:** M-B Companies, Inc.

**Total Purchase Cost:** \$686,656

**Schedule:** Anticipated Purchase: July 2024  
Anticipated Receipt: November 2025

**Funding Source:** 100% MNAA Airline Investment Fund  
(approved in FY25 CIP)



**Staff Recommendation:** Operations Committee recommend to the Board of Commissioners that it accept the proposal by M-B Companies, Inc. for the purchase of 1 new M-B Airfield De-icer and authorize the Chair and President & CEO to execute purchase for \$686,656



# Purchase of Airfield Rubber Removal Equipment

**Project Description:** Purchase of one Hog Technologies Stripe Hog SH15 for rubber removal and cleaning painted markings

**Contractor:** Hog Technologies

**Total Purchase Cost:** \$964,293

**Schedule:** Anticipated Purchase: July 2024  
Anticipated Receipt: December 2024

**Funding Source:** 100% MNAA Airline Investment Fund  
(approved in FY25 CIP)



**Staff Recommendation:** Operations Committee recommend to the Board of Commissioners that it accept the proposal by Hog Technologies for the purchase of 1 Stripe Hog SH15 and authorize the Chair and President & CEO to execute purchase for \$964,293

- Replacement of Trench Drains on Terminal Arrival and Departure Levels

## Item for Approval

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Puneet Vedi, AIA, C.M., LEED GA  
VP, Airport Capital Development

# Replacement of Trench Drains on Terminal Arrival & Departure Levels

**Project Description:** Replacing approximately 640 feet of trench drains on terminal arrival/departure levels

**Contractor:** BC Mason Group, LLC

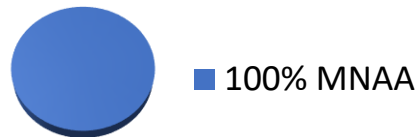
**Total Contract Cost:** \$585,208

**Schedule:** Contract Start: September 2024  
Contract End: December 2024

**SMWBE Goal:** 8.67% MBE and 3.56% WBE

**SMWBE Commitment:** 9.89% MBE and 4.00% WBE

**Funding Sources:**



**Staff Recommendation:** Operations Committee recommend to the Board of Commissioners that it authorize the Chair and President and CEO to execute the proposed contract with BC Mason Group in the amount of \$585,208

- Professional Services Contract for SMWBE Engineering Staff Augmentation
- Purchase of Environmental Credits for Central Ramp Stream Mitigation

## Items for Approval

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Traci Holton, PE, C.M.  
VP, New Horizon

# Professional Services Contract for SMWBE Engineering Staff Augmentation

**Description:** Provide supplemental staffing to the Engineering Department to support the capital improvement programs

**Background:** On October 18, 2023, Board approved 3 of 4 firms as part of an aggregate annual \$8.7M staff augmentation services

## **Contractors:**

- 1) WSP USA, Inc. (project management, majority)
- 2) Accura Engineering (project management, small business)
- 3) Innova Solutions (project controls, majority)
- 4) RohadFox Transportation, Inc. (project controls, small business)

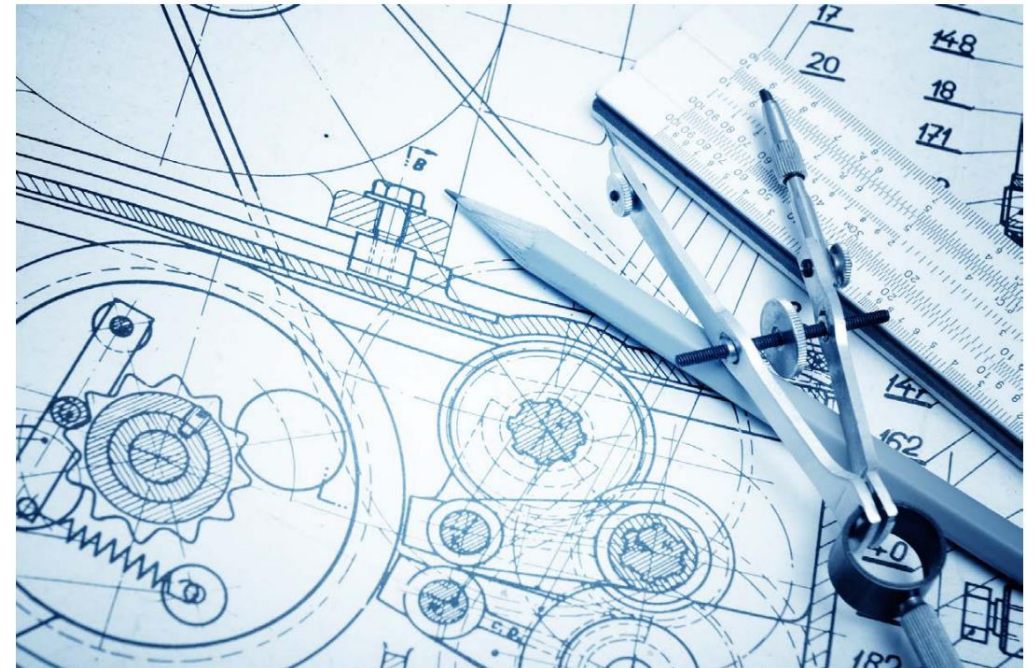
**Total Contract Cost:** \$8,700,000 NTE Annual Aggregate (per year)

**Schedule:** 1 year, with 6 one-year options  
Anticipated Contract Start: August 2024  
Contract End w/options: July 2031

## **Funding Sources:**



■ Project Budget  
Task by Task





**Staff Recommendation:** Operations Committee recommend to the Board of Commissioners that it:

- 1) Accept the Statement of Qualification by Rohadfox Transportation, Inc. to provide staff augmentation services at Nashville International Airport (BNA); and
- 2) Authorize the Chair and President and CEO to execute the Staff Augmentation Professional Services Contract, together with the previously approved, for an annual not-to-exceed aggregate contract value of \$8.7 million annually; and,
- 3) Authorize the President and CEO to execute any amendments for the Staff Augmentation Professional Services Contracts as long as the total value of the contracts does not exceed the \$8.7 million annual not-to-exceed amount.

# Staff Recommendation

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# Purchase of Environmental Credits for Central Ramp Stream Mitigation

**Project Description:** Agreement to purchase stream and wetland mitigation credits for Central Ramp Expansion from the first 2 releases from Cedar Forest Mitigation Bank (Headwaters Reserve, LLC).

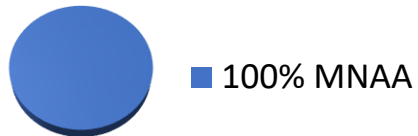
**Contractor:** Headwaters Reserve, LLC

**Total Contract Cost:** up to \$5,740,000

**Schedule:** Contract Start: July 2024  
Contract End: July 2026

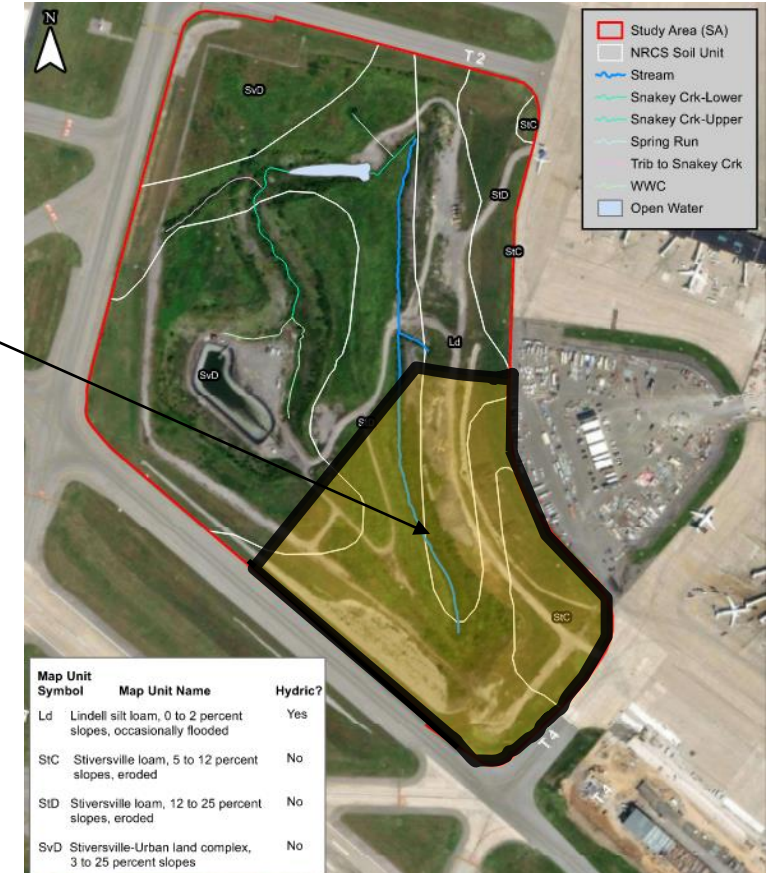
**SMWBE:** Race and gender neutral

**Funding Sources:**

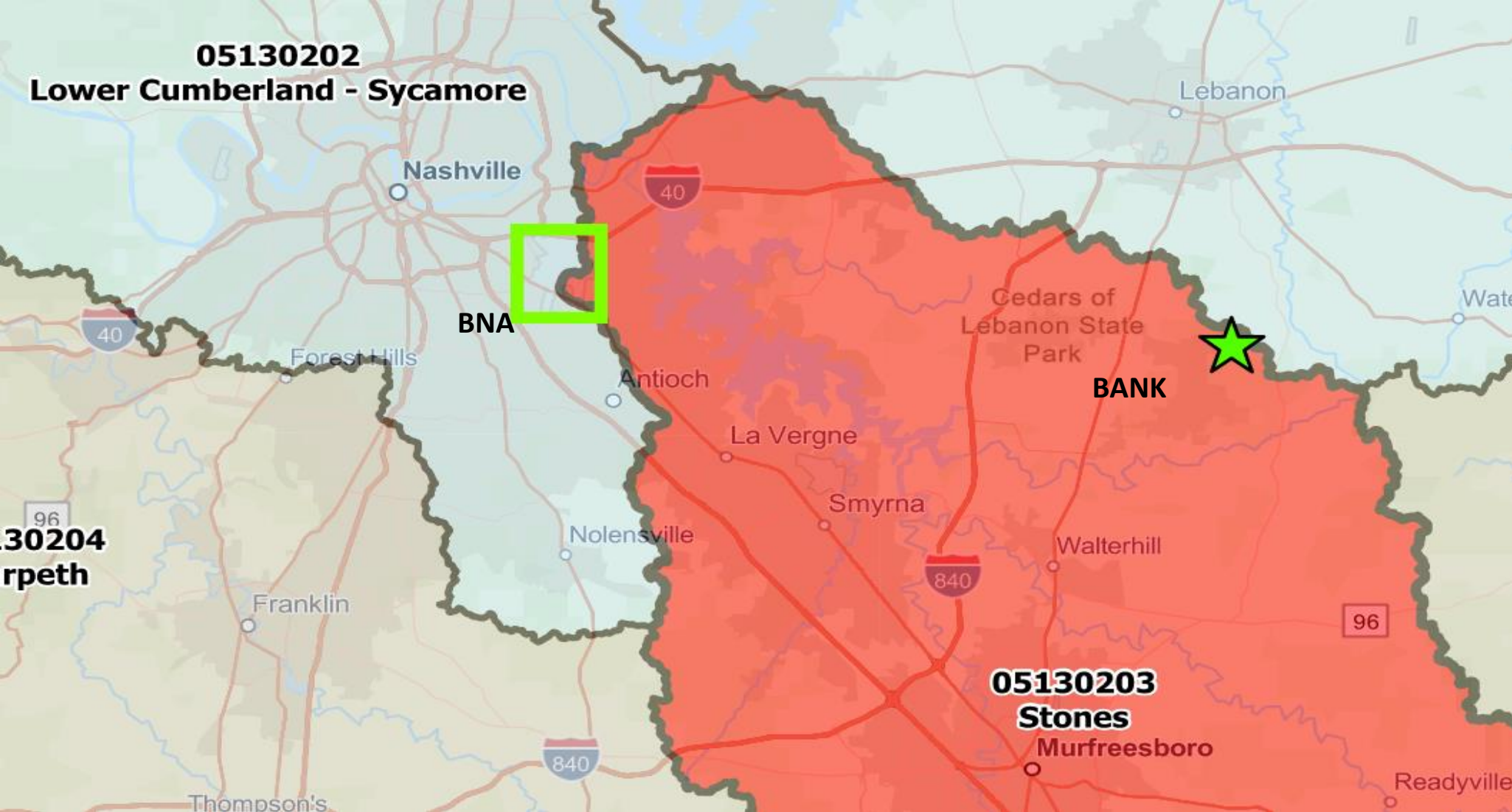


**Staff Recommendation:** Operations Committee recommend to the Board of Commissioners that it authorize the Chair and President and CEO to execute the proposed contract with Headwaters Reserve, LLC for up to \$5,740,000 and accept First Right of Refusal for all credits as they are released.

Central Ramp Expansion



# Cedar Forest Mitigation Bank



*Cedar Forest Mitigation Bank Location*

# Information Items

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July 10, 2024

- Central Ramp Expansion

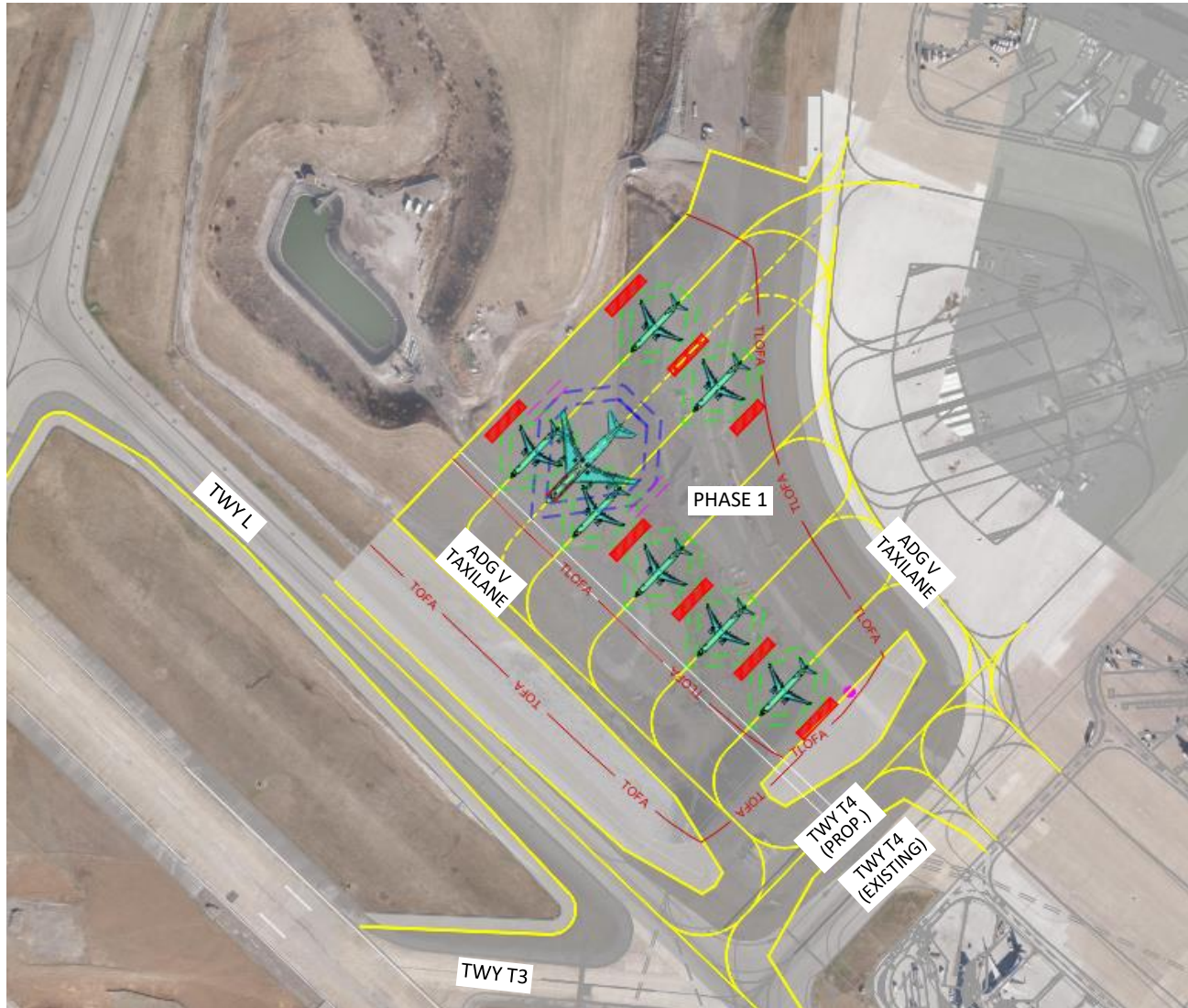
## Information Item

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Traci Holton, PE, C.M.  
VP, New Horizon



# Central Ramp Expansion



- Procurement Schedule
  - Advertise RFP June 3, 2024
  - Proposals Due July 17, 2024
  - Board Approval August 21, 2024
  - Completion September 30, 2027
- Preliminary Design
  - 1.1M cubic yards fill
  - 1,254 linear feet stream mitigation
  - 134K sq yards concrete
  - 7 De-ice/Remain Overnight (RON) positions
- Estimated Cost: \$156M+

- Solicitation of 2<sup>nd</sup> Fixed Based Operator (FBO) at John C. Tune Airport

## Information Item

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Adam Floyd, C.M.  
SVP, Chief Operating Officer



## Solicitation Schedule

- Release RFP July 17, 2024
- Pre-proposal Meeting & Site Visit August 8, 2024
- Proposal Due September 6, 2024
- Contract Award October 28, 2024
- Contract Start November 25, 2024

## Minimum Capital Investment - \$35 million

- New Terminal
- New Hangars
- Part 145 Jet Maintenance

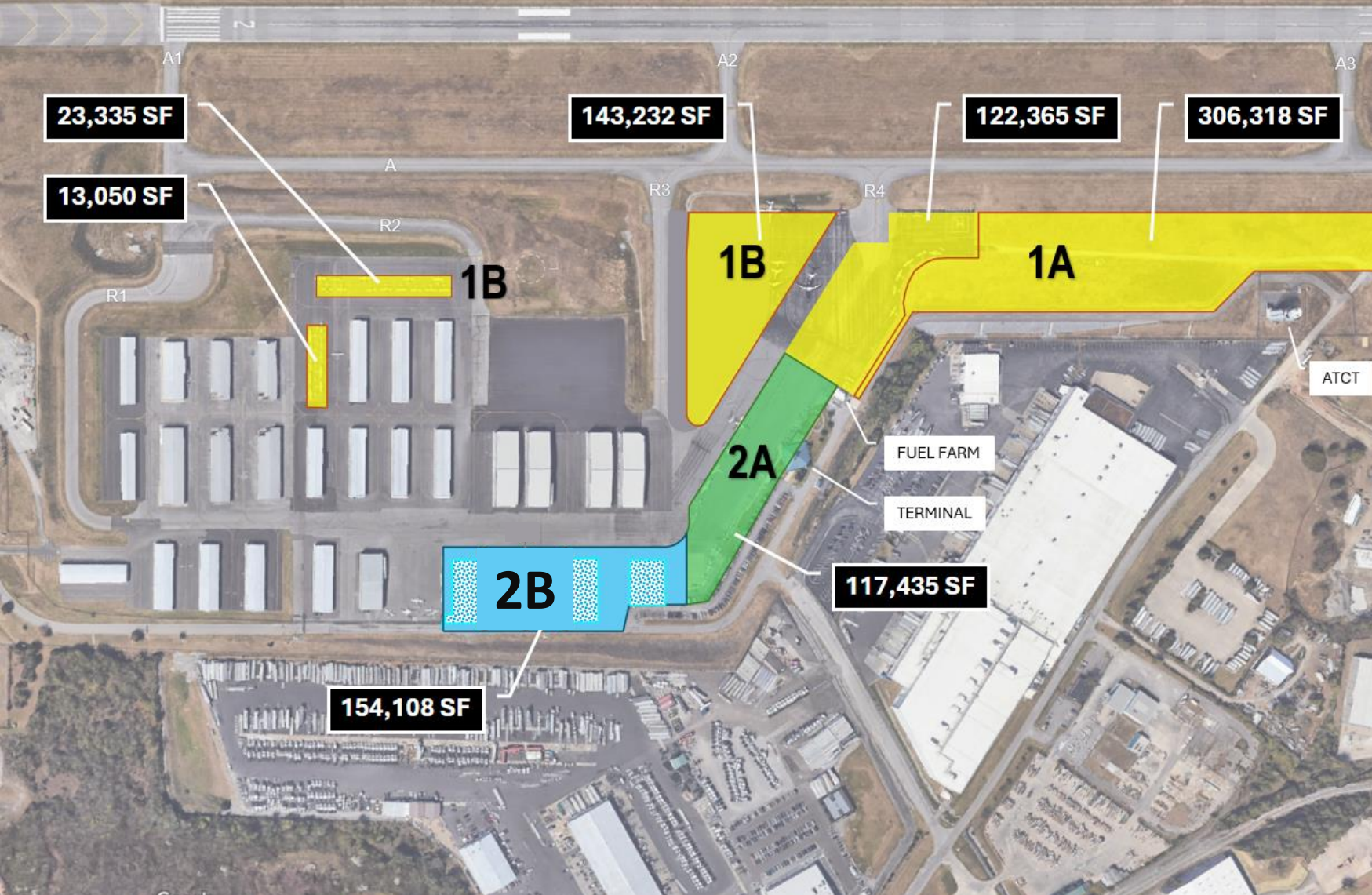
## Lease Terms

- 30-year term
- Additional construction term, ends no later than November 2027
- 5-year option at end of term (determined by MNAA)
- 3% annual escalation
- Every 10-year Fair Market Value (FMV) reset
- Triple Net Lease
- Rent on Effective Date

# Solicitation of 2<sup>nd</sup> FBO at JWN

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# JWN FBO RFP Phases



- Phase 1A (Required)
- Phase 1B (Required)
- Phase 2a (Optional)
  - Can choose without Phase 2b
- Phase 2b (Optional)
  - Must include Phase 2a

### **Sample Operational Service Standards**

- Safe and efficient operations
- Monitor and manage airfield access at FBO gate
- Maintenance and safety of fuel farm and fuel trucks
- Clean and matching uniforms
- Crew Car Availability
- Pilots & Passenger lounge cleanliness / amenities
- All aircraft chocked

### **Sample Quality Service Standards**

- Red Carpet Services to all aircraft
- Free Wi-Fi within the terminal and surrounding areas
- Concierge food services for aircraft
- Umbrellas to and from aircraft during inclement weather

### **Penalties**

- Deficiencies in customer service = \$500 per day that violation exists
- Failure to comply with Applicable Laws or JWN Minimum Standards = \$1,000 per day that the violation exists

# Performance Standards

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- Must meet JWN Minimum Standards
- Exhibit E located within the FBO lease will list contract service standards
- Penalties enforced for non-compliance of service standards





## Joint Meeting of the MNAA and MPC Operations, Engineering & Strategic Planning (“Operations”) Committees

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Meeting Adjourned