



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

December 11, 2024



# Call to Order

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December 11, 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 November 27, 2024

No Public Comment Requests Received by Monday, December 9, 2024, 9:00 am

# Approval of Minutes

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

November 13, 2024

# Chair's Report

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Andrew Byrd

Finance Committee Chair

# Items for Approval

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December 11, 2024

- Service Contract for Common Use System

## Item for Approval

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KC Hampton  
AVP, Information Technology

# Service Contract for Common Use System

**Contract Description:** Service contract to provide a Common Use Systems at BNA for ticketing and gate boarding operations to include software, hardware, management, and maintenance.

**Contractor:** AeroCloud Systems Ltd.

**Contract Cost:** Year 1: \$ 696,248 (\$307,521 plus one-time setup fee of \$388,727)  
Year 2: \$ 319,820  
Year 3: \$ 332,612  
Year 4: \$ 345,915  
Year 5: \$ 359,752  
Total: \$2,054,350

**Procurement Method:** Carahsoft Cooperative Agreement (Master Agreement: R2472, State PA: 67955)

**Schedule:** Contract Start: December 20, 2024  
Contract Term: 5 years

**SMWBE:** Race and gender neutral

**Funding Sources:** 29% CIP 71% FY25 O&M



**Staff Recommendation:** Finance Committee recommend to the Board of Commissioners that it authorize the Chair and President & CEO to execute the proposed contract with AeroCloud Systems Ltd. for \$2,054,350.





- 10<sup>th</sup> Amendment to Fraport Lease & Concession Agreement
- 2<sup>nd</sup> Amendment to Paradies Lease & Concession Agreement

## Items for Approval

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Eric Johnson, C.M.  
SVP, Chief Revenue Officer

# Tenth Amendment to Fraport Lease & Concession Agreement

## Background:

- MNAA has a Lease and Concession Agreement (Agreement) with Fraport, Tennessee, Inc. (Fraport) to develop and operate terminal-wide concessions program, including food, beverage, services, retail and vending offerings.
- The term of the agreement commenced on February 1, 2019, and will expire on January 31, 2029.
- Fraport has requested modifications to certain operating provisions of the Agreement to ease operating costs for concession tenants.

## Proposed Amendment and Justification:

- 1) Amend concession pricing to allow prices comparable to street prices plus up to ten percent
  - Allows concession tenants to recover higher airport operating costs
  - Aligns BNA with most U.S. airports
- 2) Amend concession operating hours requiring tenants to remain open until the last scheduled departure from their respective concourse
  - Requiring all tenants to remain open until the last actual departure in the entire terminal results in higher operating costs and impacts employee retention
  - NOTE: Tenants may be required to remain open beyond the last scheduled departure when needed to provide service due to flight delays

## Staff Recommendation:

- Staff requests that the Finance Committee recommend to the Board of Commissioners that it:
  - Accept the 10<sup>th</sup> Amendment to the Fraport Agreement; and
  - Authorize the Chair and President & CEO to execute the Amendment.

# Second Amendment to Paradies Lease & Concession Agreement

## **Background:**

- MNAA has a Lease and Concession Agreement (Agreement) with Paradies-Lagardere@Nashville, LLC (Paradies) to develop and operate a concessions program in the Satellite Concourse.
- The term of the agreement commenced on October 19, 2023, and will expire on October 18, 2033.

## **Proposed Amendment and Justification:**

- Amend concession pricing to allow prices comparable to street prices plus up to ten percent
  - Allows concession tenants to recover higher airport operating costs
  - Aligns BNA with most U.S. airports
  - Aligns concession pricing provisions with those in the 10<sup>th</sup> Amendment to the Fraport Agreement

## **Staff Recommendation:**

- Staff requests the Finance Committee recommend to the Board of Commissioners that it:
  - Accept the 2<sup>nd</sup> Amendment to the Paradies Agreement and
  - Authorize the Chair and President & CEO to execute the Amendment.

# Information Items

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December 11, 2024 - None



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

Meeting Adjourned