

# Agenda of the Joint Meeting of the MNAA Board of Commissioners and MPC Board of Directors



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Date/Time: Wednesday, December 17, 2025, at 1:00 p.m.  
Place: Nashville International Airport – Tennessee Board Room  
Board Members: Nancy Sullivan, Chair  
Jimmy Granbery, Vice Chair  
Andrew Byrd, Secretary  
Bobby Joslin  
Joycelyn Stevenson  
Dr. Glenda Glover  
Glenn Farner

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I. CALL TO ORDER

II. PUBLIC COMMENTS

No requests for public comments received to date. Deadline is December 15, 2025 at 1:00 p.m.

III. APPROVAL OF MINUTES

November 19, 2025 Minutes of the Joint Meeting of the MNAA Board of Commissioners & MPC Board of Directors

IV. CHAIR'S REPORT

V. PRESIDENT'S REPORT

VI. ITEMS FOR APPROVAL

1. Construction Contract for Northeast Employee/Valet Storage Parking Lot (Operations)
2. Design Contract for Deicing Infrastructure Improvements (Operations)
3. Change Order #1 to Construction Contract for TARI Ph 3.1 (Operations)
4. CONRAC/Garage/TARI CGMP 2 of 6 – Mass Excavation, NES Relocation (Operations)
5. Contract for Low Voltage Services (on-call) (Operations)
6. Contracts for Airfield Markings, Rubber & Marking Removal Services (on-call) (Operations)
7. Arts at the Airport Foundation Board Member Reappointments (Operations)
8. Owner's Controller Insurance Program "OCIP" and Builder's Risk Insurance Coverage (Operations)
9. Contract for 2026 Stop Loss (Health Insurance) Coverage (Finance)

VII. ADJOURN

# Minutes of the Meeting of the MNAA Board of Commissioners and MPC Board of Directors



Date: November 19, 2025

Location: Metropolitan Nashville Airport Authority  
Tennessee Boardroom

Time: 1:00 p.m.

Board Members Present: Jimmy Granbery, Vice Chair; Andrew Byrd, Secretary; Bobby Joslin; Joycelyn Stevenson; Glenda Glover; and Glenn Farner

Board Members Absent: Nancy Sullivan, Chair

MNAA Staff & Guests Present: Doug Kreulen, Cindy Barnett, Lisa Lankford, Trish Saxman, Marge Basrai, Zach Blair, John Cooper, Kristen Deuben, Adam Floyd, Traci Holton, Eric Johnson, Captain Keene, Carrie Logan, Rachel Moore, Ted Morrissey, Stacey Nickens, Brandi Porter, Josh Powell, Robert Ramsey, and Puneet Vedi

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## I. CALL TO ORDER

In accordance with the 3<sup>rd</sup> Amended and Restated Bylaws of the MNAA Board of Commissioners, Section 2.4, Vice Chair Granbery called the MNAA Board of Commissioners and MPC Board of Directors Meeting to order at 1:00 p.m., pursuant to Public Notice posted on the BNA website at [flynashville.com](http://flynashville.com).

## II. PUBLIC COMMENTS

Vice Chair Granbery stated there were no public comment requests received.

## III. APPROVAL OF MINUTES

Vice Chair Granbery called for a motion to approve the Minutes of the October 15, 2025 Joint Meeting of the MNAA Board of Commissioners and MPC Board of Directors. A motion to approve was made by Commissioner Stevenson and seconded by Commissioner Glover.

Vice Chair Granbery asked Ms. Saxman for a roll call:

Vice Chair Granbery – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 5 to 0.

IV. CHAIR'S REPORT

Vice Chair Granbery stated he had no Chair's Report. He wished everyone a Happy Thanksgiving and stated he hopes BNA has record volume.

V. PRESIDENT'S REPORT

President Kreulen stated on October 20, 2025, a new member joined our MNAA staff, Zachary D. Blair, AVP, Associate Authority Counsel. Mr. Blair graduated magna cum laude from the University of Notre Dame Law School, began his career through a Presidential Management Fellowship, most recently worked for the U.S. Department of Housing and Urban Development, and received a 2024 Secretary's Award from USDOT. It is great to have him on the team.

President Kreulen stated on October 21, 2025 the Nashville Area Hispanic Chamber recognized BNA with the Strategic Business & Community Partner Award which recognizes the business, professional, civic, artistic and cultural contributions of more than 68M Hispanics in the nation, and more than 100K+ in our local Nashville community. We are working on expanding our air service to include Mexico and Central and South America. President Kreulen and Josh Powell, VP, Airline Affairs and Government Relations, recently went to Panama. There were talks about air service in that part of the world and one of the questions asked from the airlines was if they did come to Nashville would we help introduce them to members of the Nashville community. We are really proud of this award.

President Kreulen reported that the 2025 Metro Makes a Difference United Way Campaign raised a record-setting \$55,502.56 by employees. The Co-Chairs, Erin Thomas, Manager, Media Relations, and Alyssa Kontos, Manager, Brand, did a wonderful job and supported United Way of Greater Nashville guests, Madison Tinkel and Peter Atkins. The funds raised by MNAA employees will make a meaningful impact to the community we serve.

Commissioner Byrd arrived at 1:03 pm.

President Kreulen presented several photographs of the MTSU Charlie & Hazel Daniels Veterans & Military Family Center 10<sup>th</sup> Anniversary on November 3, 2025. The Veterans Center opened October 2015, and the event was attended by Ms. Hazel Daniels and her son Charlie. Also in attendance was Vice Chair Granbery. This Veterans Center has helped 1,100 student veterans and family members transition out of the service and into good paying jobs, and the Airport Authority is very proud to help out. Vice Chair Granbery stated that retired Lieutenant General Keith Huber runs the program and is a 3-star General who was the longest-serving Green Berett when he retired after serving 38 years in the United States Army.

President Kreulen stated on November 11, 2025, our Department of Public Safety (DPS) Honor Guard was in the Nashville Veteran's Day Parade. The DPS Honor Guard stated the event was very humbling and they were honored to participate.

President Kreulen stated that BNA ranks #2 of 50 Best US Airports for a Boozy Layover. On November 11, 2025, BNA was awarded based on 3 equally weighted factors, concentration of bars and restaurants serving alcohol per sq mi; accessibility of bars and restaurants serving alcohol; and quality of alcohol-serving venues. The top 3 ranked airports are Boston, Nashville and Kansas City. We are proud of our Concessions at BNA.

President Kreulen stated on November 12, 2025 Avelo Airlines announced service to Concord, NC. Service to Concord-Padgett Regional Airport begins on February 12, 2026 with 4 flights per week.

President Kreulen presented several photographs of the Commissioners on the Baggage Handling System Tour. He appreciated the Commissioners taking the time out of their schedule to tour the system today and there is a \$244M expansion of the Baggage Handling System that will upgrade it by 1-2 miles of additional conveyors and will allow us to handle baggage for 40 million annual passengers (MAP) and from 900 bags per hour to 1,600 bags per hour. The new system will have 8 new machines and have capability to expand to 10 if needed in the future.

President Kreulen stated on November 15, 2025, the DPS and Airport Communications Center (ACC) earned Commission on Accreditation for Law Enforcement Agencies (CALEA)

Reaccreditation. CALEA has re-accredited the Nashville Airport DPS with its 10<sup>th</sup> award received by Captain Chris Shuff and Anna Frank, and the ACC with its 7<sup>th</sup> award received by Anna Frank, Jeff Wooden, Christina Chavez and Captain Shuff. BNA DPS was the very first airport public safety agency that started on law enforcement accreditation back in November of 1996. It is a remarkable achievement and a huge honor to have recognition like this.

President Kreulen stated the FY26 BNA Passenger Forecast is 1%/3%/5% growth and 20% transfer traffic, and we are growing at 7.2% so far this year. We had the biggest October to date, 11.5% over FY25 time period, with the same transfer passenger growth as we did with new origin destination passengers.

President Kreulen stated BNA had a very successful 2025 Fall Break. He presented a summary stating there were 13,804 commercial flights with approximately 8K more passengers per day than in 2024 Fall Break. October 2025 set a new record with 2,592,695 passengers which is 11.5% over FY25. John C. Tune Airport also had a busy Fall Break with 13.5% growth over 2024 fall break jet operations. October 2025 set a new record with 1,954 business jet operations and 389,942 gallons fuel sales.

President Kreulen presented the Committee 30-day Outlook for December and stated there are 9 items for approval planned in the Operations Committee; no items for approval and 2 information items planned in the Finance Committee; and no approval or information items for the Management Committee. He stated The Boring Company Lease Terms is scheduled as tentative for the Finance Committee. The Committee 60-Day Outlook for January plans for 3 items for approval in the Operations Committee; the Finance Committee also has 3 approval items at this time; and the Management Committee has one information item.

President Kreulen stated the second half of the President's Report has the metrics of how we evaluate how we are doing. When you look at the seat growth in the large hub, top 30 airports in the United States, BNA was number 1 with 13.3% growth. BNA is the 27<sup>th</sup>/28<sup>th</sup> largest airport in the United States, sort of on the bottom of the large hubs, but we are outperforming the top 30. Our seat growth is outpacing Chicago O'Hare, Austin, San Diego and Orlando. The average for large hub growth is 1.3%. Commissioner Glover asked if seat capacity is the major metric we use. President Kreulen responded if we are not watching seats, we then go to load factor. The

airlines are doing the same thing that we are doing, evaluating our economic health and what is going on and as Tennessee companies and counties announce new wins, then they will fly here. It is a good indicator, and this shows that we fill the majority of those seats so far. Commissioner Byrd asked if this is year over year growth. President Kreulen replied yes, for Q4 we have 24-25 more seats coming to BNA. The BNA total passengers for October is a record month with 2.5M, biggest month we have ever had. The fuel sales also had biggest month with 1.1M gallons of jet fuel to corporate jets. John C. Tune fuel sales also had the largest month with 389,942 gallons sold. BNA concession sales were 17.7% growth with \$16.60 per enplaned passenger. All categories are showing that BNA is continuing to excel as a large hub.

President Kreulen concluded the President's update.

## VI. ITEMS FOR APPROVAL

### 1. CGMP 3 of 4 for Concourse A Reconstruction (Operations)

President Kreulen introduced Traci Holton, VP, New Horizon, to brief the Commissioners on of Stream Mitigation Credits for Airport Land Development (Maxey Ridge Mitigation Bank). Ms. Holton stated this agreement is to purchase mitigation credits for future airport land development projects from Maxey Ridge Mitigation Bank from Headquarters Reserve, LLC and we have first right of refusal for all future stream credit releases. This is critical for 3 projects we know are coming, General Aviation site South of RW 13/31, 2L RW extension and Rental Car Service Site Development. If you will recall in 2024 the Board approved entering into a contract with Headwaters Reserve, LLC for the Cedar Forest Mitigation Bank which we purchased 2 years ago as credits, but we are going to need this bank as well to be successful in projects moving forward.

Ms. Holton requested the Board of Commissioners authorize the Chair and President & CEO to execute the proposed contract with Headwaters Reserve, LLC to purchase the first release at up to \$6,282,500 and accept first right of refusal for all future credit releases.

Ms. Holton stated this was presented to the Operations Committee who recommended the Board of Commissioners authorize the Chair and President and CEO to the execute the

proposed contract with Headwaters Reserve, LLC to purchase the first release at up to \$6,282,500 and accept first right of refusal for all future credit releases.

Vice Chair Granbery stated the Operations Committee met on November 12, 2025 and voted 3 to 0 to recommend approval by the Board and made a motion for approval. Commissioner Joslin seconded the motion.

Vice Chair Granbery asked Ms. Saxman for a roll call:

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 6 to 0.

2. Design Contract for T/W Hotel South TSA Improvements (ADGV / TDG6) (Operations)

President Kreulen introduced Puneet Vedi, VP, Airport Capital Development, to brief the Commissioners on the Design Contract for T/W Hotel South Taxiway Safety Area (TSA) Improvements (Airplane Design Group V (ADG V) / Taxiway Design Group 6 (TDG 6)). Mr. Vedi stated this project includes the design for the T/W Hotel South TSA improvements, including design of a retaining wall necessary for the TSA widening. The project also includes preliminary design for TDG 6 improvements and T/W H1 and T/W H6. On July 14, 2025 MNAA published a Request for Qualifications (RFQ) and received 2 Statements of Qualification (SOQ). The Selection Committee evaluated the SOQs and determined Michael Baker International to be the most qualified and have the best understanding of the needs of the project. Michael Baker International submitted a scope of work proposal of \$1,472,063 NTE. The contract start date is November 2025 and will conclude October 2026. The funding sources are MNAA Bonds and Federal funds.

Mr. Vedi recommended the Board of Commissioners authorize the Chair and President & CEO to approve the proposed Design Contract with Michael Baker International in the amount NTE \$1,472,063.

Vice Chair Granbery stated the Operations Committee met on November 12, 2025 and voted 3 to 0 to recommend approval by the Board and made a motion for approval. Secretary Byrd seconded the motion.

Vice Chair Granbery asked Ms. Saxman for a roll call:

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 6 to 0.

3. FY26 CEO Key Performance Indicators (KPIs) (Management)

President Kreulen stated the CEO KPIs provide objective criteria for the Board in determining the CEO's eligibility for an annual bonus. KPIs were initially established and approved by the Board in FY23 and have been updated annually. On August 6, 2025, the Management Committee requested the FY26 CEO KPIs be amended to incorporate a graduated scale for KPI ratings that fall within lower and upper limits, and change the lower limit for revenue to allow a graduated scale for less than 100%. For the amended FY26 CEO KPIs, the CEO, CFO and CSO incorporated the Management Committee recommendations, including creation of graduated scales for all criteria, revision to lower limit for revenue and upper limit for expenses, and addition of Operating Income and Passenger criteria.

President Kreulen stated there will be three KPI evaluation criteria for Financial Operating Income which accounts for 25% of the rating, Operating Revenue, Operating Expense and Operating Income. Fiscal responsibility and strength, which accounts for 25% of the rating, includes Senior Debt Coverage, Sr. Subordinate Debt Coverage, Days Cash on Hand, Pension Funding and OPEB Funding. The Operational criteria, which accounts for 50% of the rating,

includes Strategic Goals, Overall Airport Satisfaction, Average Employee Satisfaction and BNA Passengers.

President Kreulen stated this was presented to the Management Committee and recommended the Board of Commissioners approve the FY26 CEO KPIs.

Vice Chair Granbery asked for a motion. Commissioner Stevenson stated the Management Committee met on November 12, 2025 and made a motion for approval, and Commissioner Glover seconded the motion.

Vice Chair Granbery asked Ms. Saxman for a roll call:

Vice Chair Granbery – Yes

Secretary Byrd – Yes

Commissioner Joslin – Yes

Commissioner Stevenson – Yes

Commissioner Glover – Yes

Commissioner Farner – Yes

The motion passed with a vote of 6 to 0.

President Kreulen concluded the presentation.

VII. ADJOURN

There being no further business brought before the Board, Vice Chair Granbery made the motion to adjourn, and Commissioner Joslin seconded the motion, which carried by a vote of 6 to 0. Vice Chair Granbery adjourned the meeting at 1:23 p.m.

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Andrew Byrd, Board Secretary

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport (BNA)

Subject: Construction Contract for Northeast Employee/Valet Storage Parking Lot  
Project No. 2553 (Operations)

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#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) Accept the proposal by Jones Bros. Contractors, LLC (Jones Bros.) for the construction of the Northeast Employee/Valet Parking Lot, and;
- 2) Authorize the Chair and President and CEO to execute the construction contract with Jones Bros. for the amount of \$40,935,500.

#### II. Analysis

##### A. Background

This project consists of the design of a 5,000-space parking lot for employees and valet services located in the northeast corner of Nashville International Airport property. The new lot will have direct access to the terminal via an extension of Fly Nashville Way and include infrastructure for bus access, security fencing, lighting, security cameras, and a valet support services building with restrooms. The new access road will consist of 2 lanes with shoulders and include roadway lighting, and grading to tie into existing Fly Nashville Way.

On October 1, 2025, a Request for Proposals for the above referenced project was advertised.

On November 5, 2025, three (3) responsive Proposals were received from Clark Construction Group (Clark), Cleary Construction, LLC (Cleary) and Jones Bros. Proposal amounts are provided in the table below:

Contractor	Proposal Amount
Clark	\$40,654,200
Cleary	\$38,995,840
Jones Bros.	\$40,935,500

On November 12, 2025, the evaluation committee reviewed the proposals based on key personnel and experience, technical approach, schedule and price and shortlisted Cleary and Jones Bros for

interviews.

On November 19, 2025 virtual interviews were held and firms responded to questions related to quality, risk and cost and/or schedule improvements. Below is a summary of the scores:

	Cleary	Jones Bros
Proposal	261	262
Interview	116	149
Total Score	377	411

The selection committee unanimously selected Jones Bros based on their approach to quality, potential cost and schedule savings and identification of risks with proposed options for remediation. Jones Bros. committed to a 20-day improvement to the opening of the employee parking stalls and a 38-day improvement to the substantial completion of the project.

#### **B. Impact/Findings**

Contract Start Date:	December 18, 2025
Duration of Contract:	342 Calendar Days
Contract Completion Date:	November 24, 2026
Total Contract Value	\$40,935,500
Funding Source:	100% MNAA

#### **C. Strategic Priorities**

- Plan for the future

#### **D. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option will result in BNA’s inability to provide customer parking in the existing employee lot at Murfreesboro Road as well as limit valet services ability to expand capacity for stored vehicles.

### **III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport (BNA)

Subject: Design Contract for Deicing Infrastructure Improvements (on-call)  
Project No. 2516 (Operations)

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#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) Accept the proposal by Garver for the design of the Deicing Infrastructure Improvements, and;
- II. Authorize the Chair and President and CEO to execute the proposed professional services contract with Garver, pursuant to their On Call Engineering Services contract approved by the Board on August 16, 2023, for the amount of \$558,089.00.

#### III. Analysis

##### A. Background

Aircraft deicing fluid contains glycol, which is toxic to wildlife if present in groundwater or streams, and can be life threatening if consumed. Since 1993, BNA has collected and tested all stormwater runoff from the terminal ramps for the presence of aircraft deicing fluid. All stormwater runoff containing aircraft deicing fluid has been held and treated onsite. BNA maintains the north pond and south pond for holding contaminated stormwater runoff, and operates the treatment lagoon to fully clean stormwater runoff before release. These facilities are expensive and risky to operate and maintain. The ponds and lagoon rely on liners and ballasts to protect from leaks and spills, and the lagoon utilizes aerators, activated sludge, and aerobic bacteria that can take several weeks to fully remove glycol from runoff. BNA terminal apron expansion projects in the last several years will contribute additional flows to the system. The system always required that some effluent be discharged to Nashville Metro Water Services (MWS) when the volume of runoff exceeded its storage or treatment capacity.

In 2023, MNAA contracted with Garver to assess the feasibility of discharging all contaminated stormwater runoff to MWS. The study determined that the benefits of removing the onsite treatment facilities at BNA outweighed the costs of discharge fees MWS. MNAA and MWS coordinated acceptable discharge rates and parameters that would not overwhelm MWS infrastructure. MNAA paid the required fees to secure the required capacity in perpetuity and support MWS required infrastructure upgrades. To eliminate on-site treatment, BNA needs additional runoff storage as well as larger pumps to more quickly drain the ponds.

This project consists of conversion of the treatment lagoon to a storage pond, rehabilitation of the existing north and south storage ponds, and replacement of pumps and force mains to maximize discharge capacity to the existing MWS sewer.

Garver will be providing design, bidding and construction administration services for the project as a supplemental, project-specific contract pursuant to their On Call Engineering services contract approved by the Board of Commissioners on August 16, 2023.

## **B. Impact/Findings**

Contract Start Date:	January 2026
Duration of Contract:	500 Calendar Days
Contract Completion Date:	March 2027
Total Contract Value	\$558,089.00
Funding Source:	100% MNAA (Airline Facility Fund)

## **C. Strategic Priorities**

- Invest in BNA
- Plan for the future
- Prepare for the Unexpected

## **D. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option will force MNAA to continue to maintain the onsite stormwater runoff treatment storage and treatment system. As the north terminal apron and central ramp expansion open for use, the existing storage and treatment system will be strained for capacity, and the risk of release will increase. Without increasing the pump size, MNAA will not be able to use the full capacity allotted by MWS for the purpose of discharging contaminated stormwater runoff.

## **IV. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport

Subject: **CONRAC Program Progressive Design-Build CGMP 2 of 6 (2554)**  
**(Terminal Access Roadway Improvements (TARI) Phase 3.2 (1801D)/Parking Garage D**  
**(2552)/CONRAC (2554)) (Operations)**

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#### 1) Recommendation

Staff requests the Board of Commissioners:

- 1) authorize the Chair and President and CEO to execute the proposed Amendment 1 for Component Guaranteed Maximum Price #2 (CGMP2) for initial mass grading and utility installation activities related to the CONRAC for the Progressive Design-Build contract at Nashville International Airport (BNA).

#### 2) Analysis

##### A. Background

On January 15, 2025, the Board of Commissioners approved the New Horizon II Program scope and budget. The New Horizon II Program consists of projects that will provide the necessary landside improvements for BNA to handle continued growth up to 40 million annual passengers. The major elements of the program include reconfiguration and expansion of the terminal access roadways and surface parking lots, the relocation of employee parking, and the construction of additional garage parking and a Consolidated Car Rental Facility (CONRAC).

As a major part of the New Horizon II Program, the CONRAC Program consists of the following components: design and construction of the roadways, bridges and relocated utilities that will complete the Terminal Access Roadway Improvements (TARI) project, and the construction of a six (6) floor, concrete structure that will contain a new CONRAC facility and the new Parking Garage D. Combining TARI, Parking Garage D and the CONRAC gives flexibility for contractors to establish an aggressive schedule for a complex project, including bidding out all components and coordinating the roadway and vertical structure components.

The roadways scope consists of approximately four (4) miles of new roadways, five (5) bridges needed to complete the terminal loop road and clear the site for the construction of the new CONRAC and parking garage structure. The CONRAC scope consists of an approximate 4,800 vehicle capacity consolidated car rental facility that will include all customer service and vehicle storage areas for the rental car companies serving BNA. The parking garage scope will create approximately 3,000 new parking spaces, and new entry and exit plazas for all terminal-area parking garages. The project also includes the scope necessary to create a pedestrian pathway from the new CONRAC and parking garage to the existing Terminal.

A Progressive Design-Build contract establishes a Guaranteed Maximum Price (GMP) at a date in the future based on the 100% design drawings. For scheduling purposes, and to fast-track the project, “component” GMPs, (CGMP’s) are utilized to provide for early start of critical path items. It is expected this project will require up to 6 CGMP’s prior to reaching the final GMP. These CGMP’s will evolve and will be composed as follows: CGMP1 - design & preconstruction services; CGMP2 – initial mass grading, site electrical infrastructure and long lead electrical items; CGMP3 – enabling work to clear footprint of the structure; CGMP4 – early parking/path to the terminal; CGMP5 – final bridges and roadways; CGMP6 – CONRAC structure and building completion.

On July 16, 2025, the Board approved the selection of Messer Sundt JV (MSJV) and CGMP1 for the design & general conditions. Currently, airport staff is asking the Board to approve CGMP2 for initial mass grading, installation of site electrical infrastructure and procurement of long lead electrical items in the amount not-to-exceed \$100,000,000. This CGMP2 is to authorize funding to begin subcontracting work to support mass grading and electrical utility installation. Work associated with this CGMP includes: mass grading in the footprint of the new parking garage and CONRAC, installation of electrical duct banks and manholes to facilitate relocation of the existing NES electrical services and procurement of long lead electrical manholes and switchgear. This scope also includes General Requirements and General Conditions. The Board is requested to authorize MSJV, via an amendment to their contract, to begin entering into subcontract agreements to deliver the project. In doing so, MSJV will negotiate final scopes of work and final bid prices for each individual package of work and bring that information to Metropolitan Nashville Airport Authority (MNA) staff for review and approval. The MNA maintains final approval on all subcontracts for this project.

## B. Impact/Findings

Anticipated Contract Start Date:	July 2025
Duration of Contract:	1,506 Calendar Days
Contract Completion Date:	September 2029
Component Guaranteed Maximum Price 1	\$ 78,643,118
Component Guaranteed Maximum Price 2	\$100,000,000 NTE
Component Guaranteed Maximum Price 3	TBD
Component Guaranteed Maximum Price 4	TBD
Component Guaranteed Maximum Price 5	TBD
<u>Component Guaranteed Maximum Price 6</u>	<u>TBD</u>
Total Guaranteed Maximum Price	TBD
Funding Source:	MNA, CFC

## C. Strategic Priorities

- Plan for the Future

#### **D. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option will result in the inability to complete New Horizon II program or meet passenger growth projections.

#### **3) Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport

Subject: **Change Order #1 for Terminal Access Roadway Improvements (TARI) Phase 3.1  
Project No. 1801C (Operations)**

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#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) Authorize the Chair and President and CEO to execute a change order to the TARI Phase 3.1 contract with Civil Constructors, LLC in the amount not-to-exceed \$5,000,000.

#### II. Analysis

##### A. Background

The Terminal Access Roadway Improvement (TARI) project encompasses the realignment of existing roadways and the construction of new roadways to provide permanent access to Interstate 40 and Donelson Pike as part of the proposed Donelson Pike Relocation to be completed by the Tennessee Department of Transportation. Included in this three-phase project is the design of approximately 12 lane-miles of new construction roadway, a seven-lane bridge, retaining walls, expansion and modifications to existing parking facilities, and all associated drainage and utility work.

The limits of the TARI Phase 3.1 project overlap with the limits of the TARI Phase 3.2/CONRAC project. To expedite the construction of the NES duct bank, needed to relocate power from the CONRAC footprint, and construct the Terminal Drive bypass needed to clear traffic from the construction area, it is proposed the TARI Phase 3.1 project include these items within its footprint. This will allow these items to be completed within the TARI Phase 3.1-timeframe rather than waiting for Phase 3.1 to be completed before these items can begin.

## **B. Impacts/Findings**

Anticipated Contract Start Date:	May 2025
Duration of Contract:	440 Calendar Days
Contract Completion Date:	October 2025
Contract Cost:	\$74,303,636.65
Change Order #1:	\$ 5,000,000.00 NTE
Total Contract Cost:	\$79,303,636.65 NTE
Funding Source:	25% Federal and 75% MNAA
Strategic Priorities	
	<ul style="list-style-type: none"><li>• Invest in BNA</li><li>• Plan for the Future</li></ul>

## **C. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option will result in the delay of the start of construction of the CONRAC / Garage / TARI Phase 3.2 Project.

## **III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Metropolitan Nashville Airport Authority

Subject: Owner's Controlled Insurance Program (OCIP) and Builder's Risk Insurance Coverage (Operations)

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#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) approve a new six-year OCIP program and Builder's Risk policy for the CONRAC Program at a Not-To-Exceed ("NTE") amount of \$21,429,157; and
- 2) authorize the President and CEO to execute the OCIP and Builder's risk policies.

#### II. Analysis

##### A. Background

- I. On March 15, 2023, MNAA staff requested and received approval from the Board of Commissioners to authorize the President and CEO to execute a 5-year rolling OCIP program with coverage of \$100 million per occurrence and in annual aggregate.

The OCIP program includes 3<sup>rd</sup> party liability insurance and contains coverage against contractual liability, personal injury liability and property damage. Controlled insurance programs, including an OCIP, are considered a "best practice" for the provision of insurance coverage for major capital projects by insurance brokers and other risk management professionals. Notable advantages include:

- Certainty of coverage and greater assurance of liability limit adequacy among contractors/subcontractors.
- Premium discounts from large economies of scales.
- Enhanced participation on the project among smaller contractors, who would otherwise be unable to obtain or could not afford sufficient coverage.
- Reduced cost of claim settlements, due to singular defense and diminished cross suits and litigation.
- Protection against completed operations claims post-completion through statute of repose.

- Better coordination of safety efforts by a single insurer's safety engineers.

Due to several projects anticipated completion dates being after the current 5-year OCIP expiration, MNAA is requesting approval to establish a concurrent six-year rolling OCIP program. The coverage would be \$150 million per occurrence and in annual aggregate, which Marsh indicates is the updated benchmarking point for construction programs greater than \$500 million. All non-airfield construction projects will be included in the OCIP as it is believed that we will get economies of scale and better small business participation. The cost for the rolling OCIP program is estimated at 1% of the contract value.

II. On June 18, 2025, MNAA staff requested and received approval from the Board of Commissioners to authorize the President and CEO to execute a Builder's risk policy for Concourse A Construction. At the time of approval, MNAA staff stated they would come back to the Board of Commissioners to seek approval for other projects when the projects were closer to starting. As a reminder, Builder's Risk insurance protects owners and contractors in the event of direct physical loss or damage to a project; and typically includes building materials while in transit, awaiting installation, or being installed. Builder's risk insurance is most often purchased by a project owner for major capital projects and includes owner's interest of the general contractor or project manager and all subcontractors. The advantages of the owner-controlled builders risk policies include:

- Owner controls its reputational risk associated with each project as MNAA would be getting the attention even if the loss is caused by a contractor.
- Owner is the principle insured and controls all aspects of coverage terms and conditions.
- Owner has ability to tailor policy to specific project requirements.
- Limits liability dedicated to specific project.
- Ensures insurer financial ratings and claims paying experience to the satisfaction of the owner.
- Duration of coverage – policy will be in effect for entire project period and can ensure any repairs meet MNAA expectations.

The Builder's Risk policies are purchased on a project specific basis. The threshold for builder's risk projects will be non-airfield projects over \$10 million. MNAA does not cover the risk of airfield projects or the related assets as the airfield is considered residual, meaning the airlines carry the risk of damage to any runway or taxiway. Any project under \$10 million is covered by our property coverage for owner losses. Currently, the estimated cost for builder's risk policies is 0.48% of the contract value.

Since Builder's Risk policies are project specific and with an uncertain property market, MNAA seeks approval for the CONRAC Program (Parking Garage, CONRAC, and TARI Phase 3.2) builder's risk policy as the construction phase is set to begin in the next couple of months. When other projects that are subject to the above criteria are approved and close to starting, MNAA will then bring these policies for approval.

- III. Other services Marsh will provide to MNAA include a project and safety manager who will be on premise at least monthly to monitor the projects and risks. Marsh will also provide us with their system, "MWrap" which will assist MNAA in tracking the contractors and subcontractors on a particular project to ensure that they are enrolled in our policies.

#### Impact/Findings

The overall estimated cost of the program is as follows:

OCIP*	
CONRAC Program	\$ 1,054,402,500
Other CIP Projects (see Exhibit A)	\$ 582,400,000
Proposed Projects Under OCIP	\$ 1,636,802,500
Estimated Rate of OCIP	1%
Proposed OCIP Program	\$ 16,368,025 ①

*\*Based on projects in the 2026 Report of the Airport Consultant (ROAC) and New Horizon II Program Cost Summary*

Estimated Premiums	
CONRAC Program	\$ 1,054,402,500
Estimated Rate for Builder's Risk	0.48%
Proposed Builder's Risk Policy	\$ 5,061,132 ①

Total Proposed Not to Exceed Rates	Σ ①	\$ 21,429,157
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The proposed program premiums are included as part of the individual project budgets. Marsh will market the policies individually to ensure that the deductible and premiums are appropriate based on market conditions.

#### B. Strategic Priorities

- Invest in BNA
- Prepare for the Unexpected

#### C. Options/Alternatives

Not approve the OCIP and builder's risk insurance policies and require each contractor to supply their own coverage. For a program of this scale, size and exposure it is not recommended as there are too many uncertainties regarding the quality, limits, and availability of contractor provided coverage to give MNAA adequate protection.

### **III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

**Other CIP Projects (Exhibit A)**

<b>Description</b>	<b>Estimated Cost</b>
Airport Facility Relocations	\$277,300,000
Miscellaneous CIP Projects	\$305,100,000
<b>TOTALS:</b>	<b>\$582,400,000</b>

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport / John C. Tune Airport

Subject: Contract for Low Voltage Services (On-call) (Operaitons)

---

#### I. Recommendation

Staff requests the e Board of Commissioners:

- 1) Accept the proposal by Simino Electric, LLC for the On-Call Low Voltage Services at Nashville International Airport (BNA), John C. Tune Airport (JWN), and properties managed by MNAA Properties Corporation (MPC); and
- 2) Authorize the Chair and President and CEO to execute the proposed contract for \$2,000,000 NTE per year.

#### II. Analysis

##### A. Background

On February 17, 2021, the MNAA Airport Board approved an on-call contract for low voltage services in order to maintain the various low voltage power, lighting, communications, and access control systems throughout the Nashville International Airport (BNA), John C. Tune Airport (JWN) and MNAA Properties Corporation (MPC). This contract expires on February 26, 2026. In order to ensure there are no disruption in requested services, a new Low Voltage On-Call Contract needs to be executed prior to this date.

A Request for Proposals for Low Voltage Services was advertised on September 8, 2025.

On October 8, 2025, one (1) proposal was received. The proposal from Simino Electric, LLC was determined to be responsive and responsible.

The evaluation committee evaluated the Statements of Qualifications based on the criteria below:

- 1) Experience and Qualifications
- 2) Team Member Qualifications
- 3) Price

A summary of the scores is provided below:

Proposer	Score
Simino Electric, LLC	379

The Selection committee determined Simino Electric to be qualified for the On-Call Contract, based on their extensive airport experience, recent experience on projects of the same type of work, a qualified project manager and installation team, and acceptable unit prices.

MNAA has evaluated the proposal from Simino Electric, LLC and determined it to be responsive and responsible and recommend award of an on-call contract to Simino Electric, LLC.

#### **B. Impact/Findings**

Anticipated Contract Start Date:	February 2026
Duration of Contract:	1 year, with 4 one-year renewal options
Contract Completion Date:	February 2030
Contract Cost:	\$2,000,000 NTE per year
Funding Source:	CIP and/or O&M (% Varies by project)

#### **C. Strategic Priorities**

- Invest in BNA and JWN

#### **D. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option requires MNAA to continue to have all low voltage work completed on an individual project basis which would result in increased costs and operational delays for installation/repair of low voltage systems.

### **III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## **STAFF ANALYSIS**

### **Board of Commissioners**

Date: December 17, 2025

Facility: Nashville International Airport / John C. Tune Airport

Subject: Contract for Airfield Marking, Rubber and Marking Removal Services (On-call) (Operations)

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#### **I. Recommendation**

Staff requests the Board of Commissioners:

- 1) Accept the proposal by Pope Striping Corporation for the On-Call Airfield Pavement Repair Services at Nashville International Airport (BNA) and John C. Tune Airport (JWN); and
- 2) Accept the proposal by Hi-Lite Airfield Services, LLC for the On-Call Airfield Pavement Repair Services at Nashville International Airport (BNA) and John C. Tune Airport (JWN); and
- 3) Authorize the Chair and President and CEO to execute the proposed contracts each for \$2,000,000 NTE per year.

#### **II. Analysis**

##### **A. Background**

On February 17, 2021, the MNAA Airport Board approved an on-call contract for airfield striping and rubber removal in order to ensure airfield markings were maintained for air traffic safety. This contract expires on February 26, 2026. In order to ensure there are no disruption in requested services, a new On-Call Marking, Rubber and Marking Removal Contract needs to be executed prior to this date.

A Request for Proposals for On-Call Airfield Marking, Rubber and Marking Removal Services was advertised on September 8, 2025.

On October 8, 2025, two (2) proposals were received. Proposals determined to be responsive and responsible were received from Pope Striping Corporation and Hi-Lite Airfield Services, LLC.

The evaluation committee evaluated the Statements of Qualifications based on the criteria below:

- 1) Experience and Qualifications
- 2) Team Member Qualifications
- 3) Price

A summary of the scores is provided below:

Proposer	Score
Pope Marking Corporation	262
Hi-Lite Airfield Services, LLC	259

The selection committee determined both Pope Marking Corporation and Hi-Lite Airfield Services, LLC to be a good value for the scope of services.

MNAA has evaluated the proposals and determined the proposals from Pope Marking Corporation and Hi-Lite Airfield Services, LLC to be responsive and responsible and recommend award of an on-call contract to both companies.

#### **B. Impact/Findings**

Anticipated Contract Start Date:	February 2026
Duration of Contract:	1 year, with 4 one-year renewal options
Contract Completion Date:	February 2030
Contract Cost:	\$2,000,000 NTE per year
Funding Source:	CIP and/or O&M (% Varies by project)

#### **C. Strategic Priorities**

- Invest in BNA and JWN

#### **D. Options/Alternatives**

**Do Nothing:** The “Do Nothing” option prevents MNAA from ensuring FAA compliant airfield marking standards, creating a considerable risk of FAA Part 139 Inspection deficiencies.

### **III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Nashville International Airport

Subject: Arts at the Airport (AaA) Foundation Board Member Reappointments (Operations)

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#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) Approve the reappointment of Jorge Arrieta, Sara Lee Burd, Dr. Paulette Coleman, Michael McBride, and Shayna Snider to the Arts at the Airport Foundation Board of Directors, effective January 1, 2026, with terms ending December 31, 2028.

#### II. Analysis

##### A. Background

Pursuant to Tenn. Code Ann. § 42-4-101, *et seq.*, the Metropolitan Nashville Airport Authority (MNAA) has the power to do all things necessary to operate a public airport, including strengthening the positive reputation of the Nashville International Airport (BNA) in the community, enhancing the airport environment and the experience of travelers and visitors to BNA through, without limitation, visual and performance art. To accomplish this mission, The Arts at the Airport (AaA) Foundation (Foundation), a general welfare corporation, was created on February 10, 1993, for the purpose of facilitating the visual and performance arts in the airport for the benefit of travelers and visitors to BNA.

The MNAA Board has the authority to appoint members to the Foundation Board. The Foundation Board is composed of 15 members, appointed to serve a three-year term. There are no restrictions on the number of three-year terms that a member can serve as long as the MNAA Board approves the reappointment.

##### B. Impact/Findings

On December 31, 2025, five positions will be available on the Foundation Board. Nominations for membership are being submitted by the Foundation Board to the MNAA Board for approval for the five positions. Staff supports this recommendation. Each of the nominated individuals has a strong interest in the visual and/or performance arts in the Nashville region. They all are recognized civic/business leaders in the community with a field of interest or expertise that will have the ability to strengthen and add diversity to the Foundation Board membership. If approved, all nominees would be reappointed to the Foundation Board.

Recommended nominees include:

1. **Jorge Arrieta** has always been immersed in the world of art, shaping a lifelong passion for creativity. After earning a Bachelor of Fine Arts from Belmont University, he pursued opportunities in design, filmmaking, and business management, building a dynamic foundation for his career. As the Owner and Director of Chauvet Arts, Jorge is committed to supporting distinguished artists by helping them create purposeful work and achieve sustainable success. He currently resides in the Tennessee countryside, where he continues to draw inspiration from the natural beauty around him. Jorge was 1<sup>st</sup> appointed to the AaA Foundation Board on January 1, 2020.
2. **Sara Lee Burd's** mission has been to bridge audiences with the visual arts and culture. She has done so by writing, representing artists, educating, art consulting, and curating. Previously the Executive Editor of Nashville Arts Magazine, a publication focused on the visual and performing arts in Nashville, TN, she is driven to encourage participation and interest in culture. Working as a project archivist at Vanderbilt University Special Collections Department focusing on Senatorial papers, she completed the archive of a prominent Afro-Colombian performing arts figure. Sara moved to Nashville for an MA in Art History and has built a life here over the past 19 years. When not at her desk, she enjoys long walks in the woods with her husband and dog, exploring Nashville's dining with friends, and traveling as much as possible. Sara was 1<sup>st</sup> appointed to the AaA Foundation Board on January 1, 2020.
3. **Dr. Paulette Coleman, PhD**, brings expertise to the board in both museum and art education. Dr. Coleman received the certification for Museum Studies from Harvard University. She has a PhD in Urban Planning from MIT. In 1971, Dr. Coleman completed a Fellowship in International Studies for the University of Denver focused on International Race Relations. Dr. Coleman is very active in her local community and has been appointed by two governors and five mayors to leadership positions on boards and commission addressing the issues of women, girls, families, arts as a means of building communities and transforming lives, and affordable housing. Mayor John Cooper appointed Dr. Coleman as Commissioner to the Metropolitan Development and Housing Agency. Dr. Coleman was 1<sup>st</sup> appointed to the AaA Foundation Board on November 1, 2008.
4. **Michael McBride** earned his B.F.A. from Tennessee State University and his M.F.A. in painting from Illinois State University. He taught at Watkins College of Art and Design and Film and served as curator of the Hiram V. Gordon Gallery at Tennessee State University. He has been the lead artist on projects including Sister Cities Mural Projects and the Nashville International Airport's Arts in the Airport program. McBride was featured in Visions of My People: Sixty Years of African American Art in Tennessee, an exhibit organized by the Tennessee State Museum. McBride is currently an instructor of art at Tennessee State University. Michael was 1<sup>st</sup> appointed to the AaA Foundation Board on January 1, 2010.
5. **Shayna Snider** is an artist, public school teacher, and mother of two. Living on a farm in rural Tennessee, Snider creates artwork inspired by the geography and weather systems of the region, as well as her daily life on the farm and in the landscape. She shares her belief in the power of creativity. With a previous Bachelor's degree in Art History, she began her art education career in 2006 after receiving a Master's Degree in Teaching from New York's School of Visual Art. Prior to that Snider was an elite athlete, winning consecutive national championships, a silver medal in Sydney Australia at the World Age Group Games for power tumbling, and she was Team Captain for University of Illinois Cheerleading. Her achievements include 2017 Tennessee Governor's School Teacher of the Year, 2022 MNPS Blue Ribbon Teacher distinction, and being listed as an educator with student artwork in the 2022

Scholastic Art and Writing Awards' Best of High School Art publication. Shayna was 1<sup>st</sup> appointed to the AaA Foundation Board on January 1, 2023.

**C. Strategic Priorities**

- Invest in BNA

**D. Options/Alternatives**

The MNAA Board can elect not to approve the submitted recommendations for reappointment to the Foundation Board and request that the Foundation Board present a new slate of nominees for approval.

**III. Committee Review**

This item was presented to the Operations Committee on December 10, 2025. The Operations Committee voted 3 to 0 to recommend approval to the Board of Commissioners.

## STAFF ANALYSIS

### Board of Commissioners

Date: December 17, 2025

Facility: Metropolitan Nashville Airport Authority

Subject: Stop Loss (Health Insurance) Insurance Coverage (Finance)

---

#### I. Recommendation

Staff requests the Board of Commissioners:

- 1) approve the Stop Loss Insurance Coverage for calendar year 2026 at a Not-To-Exceed (“NTE”) amount of \$1,185,000; and
- 2) authorize the President and CEO to execute the Stop Loss insurance policy.

#### II. Analysis

##### A. Background

III. The Metropolitan Airport Authority (MNA) offers health insurance for all active employees and certain eligible pre-65 retirees and their dependents (referred to as “participants”). MNA’s insurance coverage is considered a self-funded plan where the employer (MNA) pays the claims incurred. In order to minimize risk, MNA purchases a stop loss policy for medical costs exceeding \$200,000 per participant. A stop-loss policy (also known as excess insurance) is a type of coverage used primarily by self-funded plans to protect an employer against unexpectedly high claims. It acts as a financial safety net, limiting the employer’s liability for health care costs. Notable advantages include:

- Protects against high claims from a single individual
- Helps MNA manage healthcare costs more predictably
- Allows an employer to tailor benefits while still having protection against catastrophic claims.

##### Impact/Findings

The maximum estimated cost of the program is as follows:

Single Coverage	
Estimated Eligible Employees*	218
Premium Rate (per month)	\$ 73.67
Monthly estimated premium	\$ 16,060
Annual estimated premium (rounded)	\$ 192,721 NTE ①

Family Coverage	
Estimated Eligible Employees*	371
Premium Rate (per month)	\$ 222.46
Monthly estimated premium (rounded)	\$ 82,533
Annual estimated premium	\$ 990,392 NTE ①
Total Rounded Proposed Not to Exceed Premium $\Sigma$ ①	\$ 1,185,000 NTE

\*Total eligible employees is the number of budgeted FTE (539) plus approximately 50 retirees

The proposed premiums are included as part of the salary and benefits in BNA and Tune operating budgets for active employees and will be funded by the OPEB (Other Post Employment Benefit) trust for the retirees.

#### A. Strategic Priorities

- Invest in BNA/JWN
- Prepare for the Unexpected

#### B. Options/Alternatives

Not approve the insurance policy and expose MNAA to additional risk if large, unexpected claims occur that will need to be paid from operating or the NAE cash reserve balances.

#### IV. Committee Review

This item was presented to the Finance Committee on December 10, 2025. The Finance Committee voted 2 to 0 to recommend approval to the Board of Commissioners.



# PROCUREMENT POLICY

Policy #35-001

Effective Date December 8, 2025

**Approvals:**

DocuSigned by:  
*Kristen Deuben* 12/8/2025  
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**Kristen Deuben, Deputy CFO** **Date**

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**Carrie Logan, Authority Counsel** **Date**

Signed by:  
*Douglas E. Kreulen, D.D.E.* 12/8/2025  
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**Douglas E. Kreulen, President & CEO** **Date**

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## **FOREWORD**

The Department of Procurement is responsible for the Authority's procurement of Goods, Services, and Construction necessary to support the Authority's administrative function, maintenance, operations, public safety, and revenue generation. A professional staff issues solicitations and/or negotiates and administers contracts to deliver Goods, Services, and Construction in a timely manner. Additional responsibilities of the Department of Procurement include the control, management, and disposition of surplus personal property. The primary objectives of the Authority's procurement function are to maximize value to the Authority; provide quality service; and ensure compliance with applicable legal requirements.

This Policy has been prepared for use by the Authority and other interested parties. In addition to this Policy, supplemental Procurement Policies are established which shall not be in conflict with this Policy. This Policy supersedes existing Authority policies and procedures relating to the procurement of Goods, Services, and Construction.

# PROCUREMENT POLICY

## SECTION 1: GENERAL PROVISIONS

The Metropolitan Nashville Airport Authority (“Authority”) has adopted organizational values of Respect, Integrity, Service and Excellence. In addition to the Authority’s values, this Policy recognizes the Values and Guiding Principles of the Public Procurement profession: Accountability, Ethics, Impartiality, Professionalism, Service and Transparency. Together, these collective values frame the culture of the Authority and flow throughout its various policies and procedures.

### 1.0 PURPOSE

The purpose of this Procurement Policy (“Policy”) is to ensure that all Goods, Services, and Construction are procured efficiently, effectively, and at the most favorable prices, or of the best quality, as applicable, available to the Authority. All procurement conducted by the Authority shall be done in consideration of the overall value to the Authority, which may include cost, quality, delivery, Airport Concessions Disadvantaged Business Enterprise (ACDBE) or Disadvantaged Business Enterprise (DBE) participation, and other applicable factors where appropriate. This Policy is designed to promote full and open competition to the maximum practical extent, providing safeguards for maintaining procurement process quality and integrity, and to ensure that the Authority’s procurement actions are compliant with applicable laws, statutes, policies, and procedures. This Policy seeks to ensure the fair and equitable treatment, as well as to provide reliability and predictability in all the interactions between and among all Bidders, Respondents, and Contractors competing for Contract Awards and the Authority’s employees.

It is the Authority’s policy that a centralized system for the acquisition of Goods, Services and Construction be utilized for consistent procurement practices, protection of agency risk, assurance of maximum quality and value, and acquisitions conducted in a timely and cost-effective manner that complies with all applicable laws, statutes, policies and procedures. Any purchase, contract, or obligation to pay made other than in the manner described in this Policy will subject the implicated individuals to financial and/or criminal liability and disciplinary action, up to and including termination.

### 1.1 ETHICS AND CONFLICT OF INTEREST

All Bidders, Respondents, and Contractors shall comply with the Authority’s Ethics and Conflict of Interest Policy, Policy #33-001, throughout the Procurement process and contract term.

### 1.2 APPLICABILITY

The provisions of this Policy shall apply to the following:

- (A) Every expenditure of the Authority’s funds, irrespective of funding source, including federal assistance funds;

- (B) Disposal of the Authority's property.

### **1.3 EXCEPTIONS TO POLICY**

Despite any other provision of this Policy, the items listed in this section are exempt from the requirements of the open, competitive process but shall comply with other provisions of this Policy. Exceptions to the open, competitive process does not excuse the requestor from acquiring the appropriate approval to purchase as well as appropriate contracting and/or payment documentation. Exception purchases may be solicited and contracted for by the Department of Procurement, as shall be deemed appropriate.

The following are exceptions to this Policy:

- (A) Agreements negotiated by the Authority's Legal Counsel in settlement of litigation or threatened litigation;
- (B) Purchases of materials for resale in a concession operation;
- (C) Memberships, subscriptions (including IT subscriptions which grants access to other's data), sponsorships, marketing (media buys)
- (D) Purchase, sale or lease of real property
- (E) Purchase of legal services
- (F) Development agreements
- (G) Travel, including lodging, and other expenses
- (H) Financial services (including banking/investment services, bond issuance, short-term financing, insurance policies)
- (I) Utility company agreements (water, gas, electricity, other recurring utility service invoices)
- (J) Art procured by Arts at the Airport processes
- (K) Other specific exceptions as otherwise provided in this Procurement Policy

### **1.4 SUPPLEMENTARY GENERAL PRINCIPLES OF LAW APPLICABLE**

Unless displaced by the particular provisions of this Policy, the principles of law and equity, including the Uniform Commercial Code of the State of Tennessee, the common law of contracts as applied in this state and law relative to agency, fraud, misrepresentation, duress, coercion and mistake supplement the provisions of this Policy. Adherence to this Policy does not absolve compliance with any other policies or regulations related to a particular funding source. This Policy applies to all individuals involved in the sourcing process for the Authority's expenditures.

## 1.5 DEFINITIONS

In this Policy, the following definitions apply unless the context otherwise requires:

- (A) "Adequate evidence" means more than mere accusation but less than substantial evidence. Consideration shall be given to the amount of credible information available, reasonableness in view of surrounding circumstances, corroboration, and other inferences that may be drawn from the existence or absence of affirmative facts.
- (B) "Affiliate" means any person whose governing instruments requires it to be bound by the decision of another person or whose governing board includes enough voting representatives of the other person to cause or prevent action, whether or not the power is exercised. It may also include persons doing business under a variety of names, or where there is a parent-subsidiary relationship between persons.
- (C) "*Airport*" means the Nashville International Airport and/or John C. Tune Airport, individually or collectively, as the context may require.
- (D) "*Architect/Engineer Services*" means the following:
  - (i) Professional Services of an architectural or engineering nature, as defined by state law, which are required to be performed or approved by a person licensed, registered, or certified to provide such services;
  - (ii) Professional Services of a planning, architectural, or engineering nature that are associated with research, planning, development, design, construction, alteration, or repair of real property; and
  - (iii) Such other Professional Services of a planning, programming, architectural, or engineering nature, or incidental services thereto, which such professionals (and individuals in their employ) may logically or justifiably perform, including, without limitation, studies, investigations, surveying and mapping, tests, evaluations, consultations, comprehensive planning, program management, conceptual designs, plans and specifications, value engineering, construction phase services, construction management at risk, soils engineering, drawing reviews, environmental inspections, preparation of operating and maintenance manuals, and other related services.
- (E) "*Award*" means a determination by the Authority to award a contract in accordance with the provisions contained in the solicitation, this Policy, the Bylaws, and as otherwise required by law.
- (F) "*Authority*" means the Metropolitan Nashville Airport Authority and/or MNAA Properties Corporation (MPC), as the context may require.
- (G) "*Best value*" means a technique in the competitive sealed bid process which permits the evaluation of objective criteria to determine the best overall value to the Authority.
- (H) "*Bid*" means an offer submitted in response to an Invitation to Bid.

- (I) “*Bidder*” means a person or entity that submits a Bid.
- (J) “*Board*” means the set of individuals appointed in accordance with applicable law to govern the Authority.
- (K) “*Business*” means any corporation, partnership, individual, sole proprietorship, joint stock company, joint venture or any other private legal entity.
- (L) “*Bylaws*” means the Third Amended and Restated Bylaws of the Metropolitan Nashville Airport Authority, or the most recently amended Bylaws approved by the Board, and/or the Amended and Restated Bylaws of the MNAA Properties Corporation, or the most recently amended Bylaws approved by the MPC Board, as the context may require.
- (M) “*Change order*” means a written alteration to a contract or purchase authorized by the Director of Procurement which directs the contractor to make changes with or without the consent of the contractor.
- (N) “*Construction*” means the utilization of labor and materials to build and/or significantly alter, repair, improve, or demolish any building or other real property; generally does not apply to routine maintenance, repair, or operation of existing property.
- (O) “*Contract*” means a written agreement between the Authority and any entity, including, without limitation, a contract, lease, amendment, supplemental agreement, change order or purchase order for the procurement of Goods, Services, and Construction or the disposal of materials.
- (P) “*Contract amendment*” means any written alteration to a contract accomplished by mutual action of the contract parties.
- (Q) “*Contracting Authority*” means the authority delegated to persons for entering into contracts and agreements.
- (R) “*Contractor*” means any person who has a contract with the Authority.
- (S) “*Contractors Act*” means the Tennessee Contractors Licensing Act of 1994, T.C.A. § 62-6-101, *et seq.*, as amended from time to time.
- (T) “*Cooperative purchasing*” means procurement conducted by, or on behalf of, two or more public procurement units.
- (U) “*Cooperative Purchasing Agreement*” means the action taken when two or more entities combine their requirements to obtain advantages of volume purchases, including administrative service and order benefits; often resulting in opportunities for piggybacking.

- (V) *"Days"* means, unless otherwise specified, calendar days.
- (W) *"Debarment"* means an action taken by the Director of Procurement under this Policy to prohibit a person from participating in Authority procurements.
- (X) *"Department Head"* means any person employed by the Authority in the position of Director, Assistant Vice-President, Vice-President, Senior Vice-President, Executive Vice-President or President.
- (Y) *"Designee"* means a duly authorized representative of the Director of Procurement, designated by the Director of Procurement.
- (Z) *"Discretionary"* means the power or right in certain circumstances to follow the dictates of individual best professional judgment and conscience in the selection of a supplier to determine whether competition and written documentation are appropriate, considering the requirements of this Policy and the Authority's interests.
- (AA) *"Discussions"* means communication with an Offeror, Bidder or Respondent for the purpose of:
  - i. Eliminating minor irregularities, informalities, or apparent clerical mistakes in the offer or response;
  - ii. Clarifying any offer or response to assure full understanding of, and responsiveness to, solicitation requirements;
  - iii. Resolving minor variations in contract terms and conditions; or
  - iv. Establishing the competency or financial stability of any Offeror, Bidder or Respondent.
- (BB) *"Disposal of Material"* means the sale of surplus and unclaimed property by public auction, competitive sealed bidding, small purchase procedures or other appropriate method designated by this Policy.
- (CC) *"Electronic"* means electrical, digital, magnetic, optical, electromagnetic, or any other similar technology.
- (DD) *"Emergency"* means a sudden, unforeseeable, and unexpected occurrence involving a clear and imminent danger, including, without limitation, weather conditions, fire, flood, earthquake, and the breakdown or imminent breakdown of any plant, equipment, structure, pavement, or improvement necessitating immediate repair, reconditioning, or purchase to prevent or mitigate loss of or damage to life, health, property, or essential public services, or to maintain the public health or welfare.
- (EE) *"Emergency Procurement"* means an immediate purchase of Goods, Services, and Construction made necessary due to an Emergency, for which the usual formal competitive solicitation procedures are waived.
- (FF) *"Fair Market Value"* means the amount a knowledgeable buyer would pay and a

willing seller would accept for a good or service.

- (GG) *"Filed"* means delivery to the Director of Procurement. A time and date of receipt shall be documented in a verifiable manner for purposes of filing.
- (HH) *"Formal Competitive Process"* mean a procurement and selection process outlined in Sections 3.2.2, 3.2.3, 3.3 and 3.4 that includes, at a minimum, a written solicitation, advertisement of the solicitation, written responses, a review process and award to a vendor.
- (II) *"Goods"* means materials, equipment, tangibles or anything purchased or available for purchase.
- (JJ) *"Governing instruments"* means those legal documents that establish the existence of an organization and define its powers including articles of incorporation or association, constitution, charter and bylaws.
- (KK) *"Improvement"* means any erection, construction, renovation, alteration, improvement, demolition, excavation, installation, or repair of or to any building, structure, infrastructure, utility, or similar facility performed for or on behalf of the Authority.
- (LL) *"Informal Request for Quote"* (iRFQ) means a process which involves soliciting written quotes from single/multiple vendors, for purchases between \$15,000 and \$100,000.00.
- (MM) *"Interested party"* means an actual or prospective Bidder, Respondent or Offeror whose economic interest may be affected substantially and directly by the issuance of a solicitation, the award of a contract or by the failure to award a contract. Whether an economic interest exists will depend upon the circumstances of each case. An interested party does not include a supplier, subconsultant or subcontractor to an actual or prospective Bidder, Respondent or Offeror
- (NN) *"In writing"* includes printing, typewriting, electronic transmission, facsimile, or any other intentional reduction to tangible form.
- (OO) *"Intangible Personal Property"* means property that is not capable of manual or physical possession.
- (PP) *"Invitation to Bid"* means all documents, written or electronic, whether attached or incorporated by reference, which are used for formally soliciting Bids in accordance with this Policy.
- (QQ) *"Job Order Contract"* means a competitively bid indefinite delivery-indefinite quantity (IDIQ) contract between the Authority and a construction contractor that includes type of work that can be done, location of work, design criteria and maximum amount of work to be awarded.

- (RR) *"Materials"* means all property, including but not limited to, equipment, goods, supplies, and buildings but does not include land, a permanent interest in land or leases of real property.
- (SS) *"Minor informality"* means mistakes, or non-judgmental errors, that have negligible effect on price, quantity, quality, delivery, or other contractual terms and the waiver or correction of such mistakes does not prejudice other Bidders, Offerors or Respondents.
- (TT) *"Negotiations"* means an exchange of information or any form of cooperation during which the Offeror and the Authority may alter or otherwise change the scope of work, conditions, terms, and price, unless prohibited, of the proposed contract.
- (UU) *"Offeror"* means an individual or firm who submits a proposal in response to a formal Request for Proposal process.
- (VV) *"Performance Metrics"* means a term given to the analytical application of measurements that allow comparison of performance standards.
- (WW) *"Policy"* means this formally adopted Procurement Policy of the Authority.
- (XX) *"President"* shall mean the chief executive and administrative officer of the Authority responsible for the day-to-day operation, planning and development of the Authority as defined in the Bylaws.
- (YY) *"Procedures"* shall mean the procurement procedures, as approved by the Deputy CFO, which detail the series of related activities that must be completed, and the order in which they must be done, to acquire Goods, Services, and Construction for the Authority.
- (ZZ) *"Procurement"* means buying, purchasing, renting, leasing or otherwise acquiring any Goods, Services, or Construction. Procurement also includes all functions that pertain to the acquisition of any Goods, Services, and Construction including description of requirements, selection and solicitation of sources, preparation, negotiation and award of contract, and all phases of contract administration.
- (AAA) *"Procurement Appeals Committee (PAC)"* means a committee comprised of Authority employees designated to hear and make decisions on Protest Appeals, Suspension Appeals or Debarment Appeals.
- (BBB) *"Procurement/Department of Procurement"* means the Authority's designated procurement staff authorized and responsible for overall procurement management of Goods, Services, and Construction, including source selection, contract execution, and all related procurement activity.
- (CCC) *"Professional Services"* means medical services, technology services, accounting services, fiscal agent services, financial advisory services, educational consulting services, architectural and engineering services, and any similar services, by professional persons or groups of high ethical standards or who must meet licensure

or permit requirements of local, state or federal governmental regulatory entities to render services.

(DDD) “*Property*” means tangible personal property that is capable of manual or physical possession, but that is not real estate.

(EEE) “*Protest*” means a written statement filed with the Director of Procurement by a Protesting Party alleging, with particularity, the legal grounds and factual basis for a claim that the Authority’s decision in connection with a Solicitation, Award, Suspension or Debarment is arbitrary or capricious or in violation of applicable law.

(FFF) “*Protesting Party*” means a person or entity that files a protest with the Director of Procurement arising out of a solicitation, award, suspension or decision to debar.

(GGG) “*Public Notice*” means the distribution and dissemination of information to interested parties using methods that are reasonably available, based on the totality of circumstances. Such methods may include publication in newspapers of general circulation, dissemination by electronic or paper mailing lists, and the posting on any website designated by the Authority.

(HHH) “*Public- Private-Partnership*” (*P3*) means a contractual agreement formed between a public agency and a private sector entity that allows for greater private sector participation in the delivery and financing of public projects.

(III) “*Receipt*” means the earlier of actual receipt or the first attempted delivery by certified mail, or by any other means that provides evidence of the attempt, to the persons' last known address.

(JJJ) “*Request for Information*” or “*RFI*” means a formal document used to gather information from vendors or service providers about their products, services, capabilities or solutions before a specific purchasing decision or contract is made.

(KKK) “*Request for Proposals*” or “*RFP*” means all documents, written or electronic, whether attached or incorporated by reference, which are used for soliciting competitive proposals in accordance with this Policy.

(LLL) “*Request for Qualifications*” or “*RFQ*” means all documents, written or electronic, whether attached or incorporated by reference, which are used for formally soliciting qualifications from Respondents in accordance with this Policy.

(MMM) “*Respondent*” means a person or entity that submits a response to a formal Request for Qualifications.

(NNN) “*Responsible Bidder, Offeror, or Respondent*” means a person who has the capability to perform the contract requirements and the integrity and reliability which will assure good faith performance.

(OOO) “*Responsive Bidder, Offeror, or Respondent*” means a person who submits a bid or

proposal which conforms in all material respects to the solicitation.

(PPP) “*Reverse Auction*” means an electronic auction in which the role of the buyer and seller are reversed. In a Reverse Auction, sellers compete to obtain business. Bids are publicly posted throughout the auction to encourage competition.

(QQQ) “*Services*” means the furnishing of intellectual knowledge, skills, expertise, labor and time by the provider to the Authority to fulfill its defined obligations to the Authority.

(RRR) “*Signatory approval*” means permission given or delegated to approve financial transactions.

(SSS) “*Single Source*” means a procurement whereby purchases are directed to one source because of standardization, warranty, or other factors, even though other competitive sources may be available.

(TTT) “*Sole Source*” means a product or service which is available only from one source.

(UUU) “*Specification*” is used interchangeably with “scope”, “scope of services”, or “scope of work”, and means any description of the physical or functional requirements, or of the nature of a material, service or construction item. Specification may include a description of any requirement for inspecting, testing, or preparing a material, service, or construction item for delivery.

(VVV) “*Solicitation*” means an Invitation to Bid, a Request for Proposals, a Request for Qualifications, an Informal Request for Quote, an Invitation for Reverse Auction Bids or any other invitation or request by which the Authority invites a person to participate in a procurement.

(WWW) “*Subcontractor or Subconsultant*” means a person who contracts to perform work or render service to a contractor or consultant as defined by this section or to another subcontractor or subconsultant as a part of a contract with the Authority.

(XXX) “*Substantial evidence*” means such relevant evidence as a reasonable person might accept as sufficient to support a particular conclusion

(YYY) “*Suspension*” means an action taken by the Director of Procurement under this Policy temporarily disqualifying a person from participating in Authority procurements.

(ZZZ) “*Surplus property*” means property no longer needed by departments (or other MNAA entities, if applicable) for their operations, property in poor or non-working condition, or property that is a by-product (e.g. scrap metal, used tires and oil).

(AAAA) “*Treasurer*” means the Chief Financial Officer of the Authority.

## **1.6 REQUIREMENT OF GOOD FAITH**

This Policy requires all parties involved in the negotiation, performance, or administration of Authority contracts to act in good faith.

## **1.7 CONFIDENTIAL INFORMATION**

Only information that is confidential under the Tennessee Public Records Act or as otherwise established by law is “Confidential Information.”

- (A) If a person believes that a bid, proposal, offer, specification, or protest contains information that is not Confidential Information should be withheld from public record, those specific pages should be marked confidential.
- (B) In the event records marked as confidential which are not Confidential Information, are requested for public release, the Authority shall release records marked confidential seven (7) working days after the date of notice to the person of the request for release, unless the person has, within the seven-day period, secured a protective order, injunction relief or other appropriate order from a court of competent jurisdiction, enjoining the release of the records.
- (C) The Authority shall not, under any circumstances, be responsible for securing a protective order or other relief enjoining the release of records marked confidential. Nor shall the Authority be in any way financially responsible for any costs associated with securing such an order.

## **SECTION 2: AUTHORITY**

### **2.0 LEGAL AUTHORITY**

This Policy is promulgated pursuant to the Metropolitan Airport Authorities Act, Tennessee Code Annotated § 42-4-101, *et seq.*, and is intended to comply with the requirements of the Amended and Restated Bylaws of the Board of Commissioners of the Metropolitan Nashville Airport Authority, as amended from time to time (the “Bylaws”). To the extent a conflict exists between the Bylaws and this Policy, the Bylaws shall control.

### **2.1 AIRPORT AUTHORITY BOARD**

The Bylaws contain the delegation of contracting authority by the Board of Commissioners of the Authority to the President and Chief Executive Officer (the “President”).

### **2.2 PRESIDENT**

The President is ultimately responsible for the Authority's operations and employees' compliance with this Policy. The President shall approve or deny procurements between \$100,000 and the threshold established in the Bylaws. The President may delegate his or her contracting authority up to \$100,000 to any officer of the Authority so long as such delegation does not exceed the value and/or contract term designated in the Bylaws. All delegation shall be in writing and such written record of the delegations and corresponding approval levels shall be maintained by Procurement. All procurements exceeding the President's contract authority, as well as any contracts exceeding the contract term threshold established in the Bylaws, shall be submitted to the Board for approval.

## **2.3 DEPARTMENT OF PROCUREMENT**

The Department of Procurement is delegated the responsibility for handling all procurements, including finalizing Contract documents with Legal Counsel guidance, and in compliance with this Policy, all applicable laws and regulations. The Department of Procurement is also responsible for creating, maintaining and complying with written procurement procedures needed to effectuate this Policy.

## **2.4 AUTHORITY OF THE DIRECTOR OF PROCUREMENT**

Except as otherwise provided in this Policy, the Director of Procurement, in consultation with the Deputy CFO, may adopt operational procedures, consistent with this Policy, governing the procurement of all Goods, Services, and Construction procured by the Authority and the disposal of materials.

The Director of Procurement shall serve as the central procurement and contracting authority of this Authority. Except as otherwise provided in this Policy, the Director of Procurement shall:

- (A) Procure or supervise the procurement of all Goods, Services, and Construction needed by the Authority.
- (B) Manage the disposal of materials belonging to the Authority.
- (C) Sell, trade or otherwise dispose of surplus materials belonging to the Authority.
- (D) Prepare, issue, revise, maintain, and monitor the use of specifications for Goods, Services, and Construction required by the Authority in coordination with Department Heads.
- (E) Issue Requests for Information (RFI) to obtain market intelligence, industry input, or technical knowledge necessary to refine specifications or determine procurement strategies. An RFI shall not be used to solicit pricing, make an award, or limit future competition.

The Deputy CFO may delegate procurement authority to designees or to any department or official of the Authority; any such delegation shall be in writing and kept on file by the Director of Procurement. The Director of Procurement may determine in writing that non-compliance with any provision of this Policy is non-substantial and may allow for correction or may waive minor informalities or irregularities. The basis for the decision shall be included in the determination.

## **SECTION 3: SOURCE SELECTION AND CONTRACT FORMATION**

### **3.0 COMPETITIVE SELECTION REQUIRED**

Subject to Section 1.3, competitive selection is required for the procurement of all Goods or Services that are \$100,000.00 or more, or as otherwise required by controlling law and/or regulation.

The value of a purchase shall be determined based on the aggregate price of all products to be included in a purchase regardless of whether they are identified as different budget line

items. Purchase requirements shall not be artificially divided so as to circumvent a competitive purchase or approval levels under this Policy. For example, purchase requirements shall not be divided into separate purchase requisitions or separate purchase orders to avoid the formal competitive selection procedures for purchases that exceed the \$100,000.00 threshold.

The Director of Procurement is responsible for establishing procedures for the Selection Committee.

### 3.1 SMALL PURCHASES

#### 3.1.1 Small Purchases - A Small Purchase is:

(A) any contract not exceeding \$100,000, or

(B) any contract not exceeding \$250,000 when utilizing federal funds as allowed under federal regulations pursuant to Section 3.1.4 of this Policy.

Small Purchases may be made in accordance with the Small Purchase procedures authorized in this Policy and any corresponding procurement procedure. Whether a purchase constitutes a Small Purchase shall be determined based on the aggregate price of all products to be included in a purchase regardless of whether they are identified as different budget line items. Purchase requirements shall not be artificially divided so as to constitute a Small Purchase under this Policy. For example, purchase requirements shall not be divided into separate purchase requisitions or separate purchase orders to avoid formal competitive selection procedures for purchases that exceed the Small Purchase threshold.

#### 3.1.2 Small Purchases Fifteen Thousand (\$15,000) Dollars or less - The Director of Procurement shall adopt operational procedures for making Small Purchases of less than fifteen thousand dollars (\$15,000.00). The requestor shall utilize discretionary selection with best professional judgment to obtain the best value for the Authority, considering the requirements of this Policy, supplemental procurement procedures and the Authority's interests. Competition is not required, but the selection should be justifiable as the best overall solution, considering cost and other permissible factors. For micro-purchases utilizing federal funds exceeding \$15,000 for non-construction projects or \$2,000 for construction projects covered by the Davis-Bacon Act, competitive solicitation is required.

#### 3.1.3 Small Purchases over Fifteen Thousand (\$15,000.00) – One Hundred Thousand (\$100,000.00) Dollars - Insofar as it is practical, Small Purchases of fifteen-thousand dollars (\$15,000.00) to one hundred thousand (\$100,000.00) shall be solicited solely by the Department of Procurement from no less than three (3) businesses, rotating vendors where possible. Award shall be made to the responsible vendor, whose offer is most advantageous to the Authority and conforms in all material respects to the Small Purchase requirements. The responses shall be maintained as a public record.

##### 3.1.3.1 iRFQ required. The Director of Procurement shall determine and approve the list of responsible vendors or contractors to whom the iRFQ is distributed, considering recommendations from the requesting department. The Director of Procurement

shall solicit quotes using the iRFQ form and select and award to the lowest responsive and responsible vendor or the vendor offering best value when pre-established evaluation factors apply. The Director of Procurement is responsible for retaining all records related to the iRFQ.

- 3.1.4 Small Purchases under Two Hundred Fifty Thousand (\$250,000.00) Dollars - Contracts utilizing federal funds are solicited as allowed under federal regulations.

## 3.2 FORMAL COMPETITIVE PURCHASES

- 3.2.1 Purchases over One Hundred Thousand (\$100,000.00) Dollars - Purchases that exceed One Hundred Thousand (\$100,000.00) Dollars shall be made in accordance with one of the formal competitive selection procedures authorized in Sections 3.2.2, 3.2.3, 3.3 or 3.4.

### 3.2.2 Competitive Sealed Bidding (ITB - Non-Construction)

- (A) Competitive sealed bids shall be solicited through an Invitation to Bid. The Invitation to Bid shall include specifications and any applicable evaluation criteria. Contractual terms and conditions may be included within the solicitation document or incorporated by reference.
- (B) A prequalification process may be conducted prior to the issuance of an Invitation to Bid in order to establish a list of qualified Bidders. In the event a prequalification process is used, the Department of Procurement shall only consider bids that are submitted from pre-qualified Bidders.

- 3.2.2.1 Public Notice - Notice of the Invitation to Bid shall be electronically posted and the Invitation to Bid shall be available for public inspection not less than fourteen (14) days prior to the date set forth therein for the opening of bids. A shorter time may be deemed necessary for a particular procurement as determined in writing by the Director of Procurement. The public notice shall state the place, date, and time of bid opening.

- 3.2.2.2 Late Bids - A bid is late if it is received at the location designated in the Invitation to Bid after the time and date set for bid opening. The clock of the department receiving the bid, or the clock of the system used to electronically receive the bid, is the governing clock. A late bid shall be rejected. A late bid shall not be opened except for, if necessary, identification purposes. Such bids may be returned to the Bidder. Bidders submitting bids that are rejected as late shall be so notified.

- 3.2.2.3 Bid Opening - Bids shall be opened publicly in the presence of one or more witnesses at the time and place designated in the Invitation to Bid. The name of each Bidder and the amount of each bid, as well as other relevant information as the Director of Procurement deems appropriate shall be recorded, including contractor's license and business license, if applicable.

- 3.2.2.4 Bid Acceptance and Bid Evaluation - Bids shall be accepted without alteration or correction, except as authorized in this Policy. Bids shall be evaluated based on

the requirements set forth in the Invitation to Bid, which may include criteria to determine acceptability such as inspection, testing, quality, workmanship, delivery, and suitability for a particular purpose. The Invitation to Bid shall set forth the evaluation criteria to be used. No criteria may be used in bid evaluation that is not set forth in the Invitation to Bid.

3.2.2.5 Correction or Withdrawal of Bids; Cancellation of Awards - Correction or withdrawal of inadvertently erroneous bids before or after bid opening, or cancellation of awards or contracts based on such bid mistakes, may be permitted where appropriate. Mistakes discovered before bid opening may be modified or withdrawn by written notice received in the Department of Procurement prior to the time set for bid opening.

Mistakes discovered after bid opening may be modified or withdrawn only to the extent that the Bidder can show by clear and convincing evidence that a mistake of a nonjudgmental character was made, the nature of the mistake, and the bid price actually intended. After bid opening, no changes in bid prices or other bid provisions prejudicial to the interest of the Authority or fair competition shall be permitted. In lieu of bid correction, a Bidder alleging a mistake may be permitted to withdraw its bid if:

- (A) The mistake is clearly evident on the face of the bid document but the intended correct bid is not similarly evident; or
- (B) The Bidder submits evidence that clearly and convincingly demonstrates that a mistake was made.

All decisions to permit the correction or withdrawal of bids, or to cancel awards based on bid mistakes, shall be supported by a written determination made by the Director of Procurement.

3.2.2.6 Right to Reject Any or All Bids or Responses

In accordance with applicable laws and regulations, the Director of Procurement shall have the right to reject all bids or responses submitted in such solicitation. The terms of all solicitations may reserve this right, but the failure to make an express reservation of the right of the Authority to reject all bids or responses shall not abrogate the right of the Authority to do so.

3.2.2.7 Contract Award

- (A) General - The contract shall be awarded by appropriate notice to the lowest responsible and responsive Bidder whose bid conforms in all material respects to requirements and criteria set forth in the Invitation to Bid.
- (B) Contract award based on best value - Notwithstanding the above, the contract may be awarded on best value analysis provided that the criteria for analysis was included in the Invitation to Bid in accordance with Section 3.2.2.4. The contract shall be awarded by appropriate written notice to the responsive, responsible Bidder whose bid is determined to be the best value to the Authority and that conforms in all material respects to requirements and criteria set forth in the Invitation to Bid.

- (C) Public record - After the Authority issues a notice of intent to award, or in the absence of a notice of intent to award upon final contract execution, the bids shall be available for public inspection, except to the extent that the withholding of information is permitted or required by law.
- (D) Low tie bids - If there are two (2) or more low responsive bids from responsible Bidders that are identical in price and other evaluation criteria and that meet all the requirements and criteria set forth in the Invitation to Bid, award may be made by random selection in a manner prescribed by the Director of Procurement.

### 3.2.3 Competitive Sealed Bidding (ITB - Construction)

The Director of Procurement shall establish procurement procedures for the procurement of Construction. A Contract for Construction that is federally funded, in whole or in part, is to be procured by the provisions contained in 49 C.F.R. Part 18.36, governing procurement by sealed bid or other appropriate federal statute or regulation. For any other Contract for Construction estimated to cost more than One Hundred Thousand (\$100,000.00), or such amount proscribed by law, procurement by Competitive Sealed Bidding using an Invitation to Bid shall be utilized.

3.2.3.1 Invitation to Bid Specifications, Evaluation Criteria and Bidder Qualifications - The Invitation to Bid shall include specifications, any applicable evaluation criteria and Bidder qualifications requirements. Contractual terms and conditions may be included within the solicitation document or incorporated by reference. The Director of Procurement shall require, from all Bidders, information concerning their experience and financial qualifications and shall take such information into consideration in the Award of any Construction contract. At a minimum, the Director of Procurement shall require: (i) information concerning each Bidder's experience, financial qualifications, and ability to perform the terms and conditions of the Construction Contract; and (ii) information as to whether the Bidder possesses or can obtain the necessary equipment and personnel in time to perform the Construction contract.

3.2.3.2 Public Notice - Notice of the Invitation to Bid shall be published in at least one local newspaper or periodical of general circulation in the applicable industry (as applicable under federal regulations) and electronically posted on the Authority's website. Notice of the Invitation to Bid shall be issued, and the Invitation to Bid shall be available for public inspection, not less than fourteen (14) days prior to the date set forth therein for the opening of bids. A shorter time may be deemed necessary for a particular procurement as determined in writing by the Director of Procurement. The public notice shall state the place, date, and time of bid opening.

3.2.3.3 Contractors Act - Each Bidder must comply with the requirements of the Contractors Act, and each Bidder's Bid will be subject to and handled in accordance with the provisions of the Contractors Act.

3.2.3.4 Late Bids - A bid is late if it is received at the location designated in the Invitation to Bid after the time and date set for bid opening. The clock of the department

issuing the bid, or the clock of the system used to electronically receive the bid, is the governing clock. A late bid shall be rejected. A late bid shall not be opened except for, if necessary, identification purposes. Such bids may be returned to the Bidder. Bidders submitting bids that are rejected as late shall be so notified.

- 3.2.3.5 Bid Opening - Bids shall be opened publicly in the presence of one or more witnesses at the time and place designated in the Invitation to Bid. The name of each Bidder and the amount of each bid, as well as other relevant information as the Director of Procurement deems appropriate, and as required by the Contractors Act, shall be recorded.

All decisions to permit the correction or withdrawal of a Bid, or to cancel any Award based on errors contained in a Bid, shall be supported by a written explanation made by the Director of Procurement

- 3.2.3.6 Bid Acceptance and Bid Evaluation - Bids shall be accepted without alteration or correction, except as authorized in this Policy. Any criteria that will affect the Bid price and be considered in the Award, such as discounts, transportation costs, and total or life cycle costs, shall be objectively measured. Bids shall be evaluated objectively based on the requirements set forth in the Invitation to Bid. The Invitation to Bid shall set forth the evaluation criteria to be used. No criteria may be used in bid evaluation that is not set forth in the Invitation to Bid.

- 3.2.3.7 Correction or Withdrawal of Bids; Cancellation of Awards - Correction or withdrawal of inadvertently erroneous bids before or after bid opening, or cancellation of awards or contracts based on such bid mistakes, may be permitted where appropriate. Mistakes discovered before bid opening may be modified or withdrawn by written notice received by the Director of Procurement prior to the time set for bid opening.

Mistakes discovered after bid opening may be modified or withdrawn only to the extent that the Bidder can show by clear and convincing evidence that a mistake of a nonjudgmental character was made, the nature of the mistake, and the bid price actually intended. After bid opening, no changes in bid prices or other bid provisions prejudicial to the interest of the Authority or fair competition shall be permitted. In lieu of bid correction, a Bidder alleging a mistake may be permitted to withdraw its bid if:

- (A) The mistake is clearly evident on the face of the bid document, but the intended correct bid is not similarly evident; or
- (B) The Bidder submits evidence that clearly and convincingly demonstrates that a mistake was made.

All decisions to permit the correction or withdrawal of bids, or to cancel awards based on bid mistakes, shall be supported by a written determination made by the Director of Procurement.

### 3.2.3.8 Contract Award

- (A) General - The contract shall be awarded by appropriate notice to the lowest responsible and responsive Bidder whose bid conforms in all material respects to requirements and criteria set forth in the Invitation to Bid. A contract award shall be made in accordance with the provisions of this Policy, the Bylaws, the related construction procurement procedures and as otherwise required by controlling law or regulation
- (B) Contract Award Based on Best Value – Notwithstanding the above, the contract may be awarded on best value analysis provided that the criteria for analysis were included in the Invitation to Bid, in accordance with Section 3.2.3.6. The contract shall be awarded by appropriate written notice to the responsive, responsible Bidder whose bid is determined to be the best value to the Authority and that conforms in all material respects to requirements and criteria set forth in the Invitation to Bid.
- (C) Public record - After the Authority issues a notice of intent to award, or in the absence of a notice of intent to award upon final contract execution, the bids shall be available for public inspection, except to the extent that the withholding of information is permitted or required by law.
- (D) Low tie bids - If there are two (2) or more low responsive bids from responsible Bidders that are identical in price and other evaluation criteria and that meet all the requirements and criteria set forth in the Invitation to Bid, award may be made by random selection in a manner prescribed by the Director of Procurement.

## 3.3 **COMPETITIVE SEALED PROPOSALS (RFP)**

- (A) Competitive sealed proposals shall be solicited through a Request for Proposals. The Request for Proposals shall include a scope of work and any applicable evaluation criteria and shall be subject to the provisions of controlling law and/or regulation. Contractual terms and conditions shall be included within the solicitation document or incorporated by reference.
- (B) A prequalification process may be conducted prior to the issuance of a Request for Proposals in order to establish a list of qualified Offerors. In the event a prequalification process is used, the Department of Procurement shall only consider proposals that are submitted from prequalified Offerors.

3.3.1 Public Notice - Notice of Request for Proposal shall be electronically posted and the Request for Proposal shall be available for public inspection not less than fourteen (14) days prior to the due date set forth in the Request for Proposal. A shorter time may be deemed necessary for a particular procurement as determined in writing by the Director of Procurement. The public notice shall state the place, date, and time for receipt of proposals.

3.3.2 Late Proposals - A proposal is late if it is received at the location designated in the Request for Proposals after the time and date set for receipt of proposals. Late proposals shall be rejected in accordance with Section 3.2.3.4.

3.3.3 Receipt of Proposals - Proposals shall not be opened publicly. No proposals shall be

handled as to permit disclosure of the contents of any proposal to competing Offerors. Proposals shall be open for public inspection after a notice of intent to award is issued, or in the absence of a notice of intent to award, after final execution of the contract, except to the extent that the withholding of information is permitted or required by law.

- 3.3.4 Withdrawal of Proposals - Proposals may be withdrawn by written notice before or after proposal opening. All decisions to permit the withdrawal of a proposal after opening shall be supported by a written determination made by the Director of Procurement.
- 3.3.5 Evaluation of Proposals
- (A) Evaluation criteria - The Request for Proposals shall state the criteria to be used in the evaluation of the proposals. Specific numerical weighting is not required to be published. Evaluation criteria are subject to the provisions of controlling law and/or regulation. Evaluation criteria may include but not be limited to experience, qualifications, documentation of previous performance from the Authority, , method of approach, interviews, demonstrations, references and price.
  - (B) Selection committee - The President shall approve a selection committee to evaluate the proposals and make a recommendation based on the criteria set forth in the Request for Proposals. No members of the Board or the President shall be voting members of a Selection Committee. No other factors or criteria may be used in the evaluation process by the Selection Committee.
- 3.3.6 Discussion with Offerors - During an active RFP, discussions may be conducted with Offerors at the discretion of the Director of Procurement. The process shall be identified in the RFP.
- 3.3.7 Negotiations with Offerors and Revisions to Proposals - Negotiations may be conducted with Offerors. Offerors shall be accorded fair and equal treatment in conducting negotiations and there shall be no disclosure of any information derived from proposals submitted by competing Offerors.
- (A) Concurrent negotiations - Negotiations may be conducted concurrently with Offerors for the purpose of determining source selection and/or contract award.
  - (B) Exclusive negotiations - Exclusive negotiations may be conducted with the Offeror whose proposal is determined in the source selection process to be most advantageous to the Authority. Exclusive negotiations may be conducted subsequent to concurrent negotiations or may be conducted without requiring previous concurrent negotiations. Exclusive negotiations shall not constitute a contract award nor shall it confer any property rights to the successful Offeror. If exclusive negotiations are conducted and an agreement is not reached, the Authority may enter into exclusive negotiations with the next highest ranked Offeror without the need to repeat the formal solicitation process.
- 3.3.8 Contract Award - Contract award shall be made by the Director of Procurement to the responsible Offeror whose proposal is determined in writing to be the most advantageous to the Authority taking into consideration the evaluation criteria set forth in the Request for Proposals. The contract file shall contain the basis on which the award is made.

### 3.4 REQUEST FOR QUALIFICATION (RFQ)

- 3.4.1 Request for Qualification of Prospective Providers of Architect/Engineer Services - The Authority may require that prospective providers of Architect/Engineer Services qualify to respond to a Solicitation for either a specific project, an identified group of projects or on call services. The procedure for qualification is as follows:
- (A) The Authority shall issue a Request for Qualification questionnaire that each prospective provider of Professional Services must complete and return in the manner and within the timeframe indicated;
  - (B) For any project-specific information required, the Authority shall set objective scoring criteria and incorporate the criteria into any scoring procedure;
  - (C) The Authority shall advertise the Request for Qualification questionnaire in the same manner required for an RFP;
  - (D) A Request for Qualification shall be valid for not more than six (6) months following the date of such qualification, or as determined by the Director of Procurement in writing;
  - (E) A prospective provider of Architect/Engineer Services who is notified that it has not been qualified may request within ten (10) calendars days an explanation of the reasons for rejection of qualification.
  - (F) Failure to obtain qualification shall not, in itself, preclude a person or entity from participating in other Solicitations or submitting on future Request for Qualifications.
- 3.4.2 Compliance Procedures - Architectural/Engineering Services for FAA Airport grant projects shall follow the guidance and procedures contained in FAA A/C 150/5100-14E (or subsequent versions), "Architectural Engineering and Planning Consultant Services for Airport Grant Projects."
- 3.4.3 Contracts for Professional Services - Contracts for medical services, technology services, accounting services, fiscal agent services, financial advisory services, educational consulting services, architectural and engineering services, and any similar services, by professional persons or groups of high ethical standards, shall not be based on competitive sealed bids, but shall be awarded on the basis of recognized competence and integrity.

### 3.5 REVERSE AUCTIONS

- 3.5.1 Competitive Reverse Auction Bids – A competitive Reverse Auction Bid shall be solicited through an Invitation for Reverse Auction Bid. The Invitation for Reverse Auction Bid shall be issued and shall include specifications and any applicable criteria. Contractual terms and conditions may be included with the solicitation document or incorporated by reference.
- 3.5.2 Pre-Qualification Process – A pre-qualification process may be conducted prior to the issuance of the Invitation for Reverse Auction Bid in order to establish a list of qualified Bidders. In the event a pre-qualification process is used, the Department of Procurement shall only consider bids that are submitted from pre-qualified Bidders.
- 3.5.3 Public Notice - Notice of the Invitation for Reverse Auction Bids shall be electronically

posted and shall be available for public inspection not less than fourteen (14) days prior to the date set forth therein for the close of the auction. A shorter time may be deemed necessary for a particular procurement as determined in writing by the Director of Procurement. The public notice shall state the location of the internet website hosting the reverse auction.

3.5.4 Bid Acceptance and Bid Evaluation - Bids shall be unconditionally accepted without alteration or correction, except as authorized in this Policy. Bids shall be evaluated based on the requirements set forth in the Invitation for Reverse Auction bids, which may include criteria, to determine acceptability such as inspection, testing, quality, workmanship, delivery, and suitability for a particular purpose. The Invitation for Reverse Auction bids shall set forth the evaluation criteria to be used. No criteria may be used in bid evaluation that is not set forth in the Invitation for Reverse Auction bids.

3.5.5 Correction or Withdrawal of Bids; Cancellation of Awards - Correction or withdrawal of inadvertently erroneous bids before or after auction closing, or cancellation of awards or contracts based on such bid mistakes, may be permitted where appropriate. Mistakes discovered before auction closing may be modified or withdrawn by written notice received in the department prior to the time set for auction closing.

Mistakes discovered after auction closing may be modified or withdrawn only to the extent that the Bidder can show by clear and convincing evidence that a mistake of a nonjudgmental character was made, the nature of the mistake, and the bid price actually intended. After auction closing, no changes in bid prices or other bid provisions prejudicial to the interest of the Authority or fair competition shall be permitted. In lieu of bid correction, a Bidder alleging a mistake may be permitted to withdraw its bid if:

- (A) The mistake is clearly evident in the auction transcripts, but the intended correct bid is not similarly evident; or
- (B) The Bidder submits evidence that clearly and convincingly demonstrates that a mistake was made.

All decisions to permit the correction or withdrawal of bids, or to cancel awards based on bid mistakes, shall be supported by a written determination made by the Director of Procurement.

3.5.6 Contract Award - The contract shall be awarded by appropriate notice to the lowest responsible and responsive Bidder whose bid conforms in all material respects to requirements and criteria set forth in the Invitation for Reverse Auction bids.

### 3.6 CANCELLATION OF SOLICITATION

3.6.1 Cancellation of Solicitations - An Invitation to Bid, a Request for Proposals, a Request for Qualifications, or other solicitations may be cancelled prior to opening or after opening when it is in the best interest of the Authority. As used in this Policy, "opening" means the date and time set for opening of bids, receipt of statements of qualifications or receipt of proposals.

3.6.2 Cancellation of Solicitations Prior to Opening - Prior to opening, a solicitation may be

cancelled in whole or in part when the Director of Procurement determines in writing that such action is in the Authority's best interest for reasons including but not limited to:

- (A) The Authority no longer requires the Goods, Services, or Construction;
- (B) The Authority no longer can reasonably expect to fund the procurement;
- (C) Proposed amendments to the solicitation would be of such magnitude that a new solicitation is in the best interest of the Authority; or
- (D) It is otherwise not advantageous to the Authority.

When a solicitation is cancelled prior to opening, notice of cancellation shall be publicly posted. The notice of cancellation shall identify the solicitation, briefly explain the reason for cancellation and, where appropriate, explain that an opportunity will be given to compete on any future solicitation of similar Goods, Services, or Construction.

**3.6.3 Cancellation of Solicitation After Opening but Prior to Award**- After opening, but prior to award, a solicitation may be cancelled when the Director of Procurement, in conjunction with the Executive Staff of the stakeholder department, determines in writing that such action is in the Authority's best interest for reasons including but not limited to:

- (A) The Authority no longer requires the Goods, Services or Construction;
- (B) Ambiguous, erroneous or otherwise inadequate specifications or scopes of work were part of the solicitation;
- (C) The solicitation did not provide for consideration of all factors of significance to the Authority;
- (D) Prices exceed available funds and it would not be appropriate to adjust quantities to come within available funds;
- (E) All otherwise acceptable bids or proposals received are at clearly unreasonable prices;
- (F) There is reason to believe that the bids, statements of qualifications or proposals may not have been independently arrived at in open competition, may have been collusive, or may have been submitted in bad faith;
- (G) Competition was insufficient; or
- (H) It is otherwise not advantageous to the Authority.

A notice of cancellation of the solicitation shall be sent to all persons that submitted bids, statements of qualifications or proposals, and it shall conform to the requirements of this Policy.

**3.6.4 Documentation of Cancellation** - The reasons for cancellation shall be made a part of the procurement file and shall be available for public inspection.

### **3.7 REJECTION OF INDIVIDUAL BIDS, PROPOSALS, QUOTATIONS OR STATEMENTS OF QUALIFICATIONS**

**3.7.1** A Bid or quotation may be rejected if:

- (A) The Bidder is determined to be non-responsible pursuant to Section 3.8; or
- (B) The bid or quotation is non-responsive in accordance with Section 3.2.2 or 3.2.3; or
- (C) The proposed price exceeds available funds or is unreasonable; or

(D) It is otherwise not advantageous to the Authority.

3.7.2 A proposal or statement of qualifications may be rejected if:

- (A) The person responding to the solicitation is determined to be non-responsible pursuant to Section 3.8; or
- (B) The proposal or statement of qualifications is non-responsive in accordance with Section 3.3 or 3.4; or
- (C) It is unacceptable; or
- (D) The proposed price exceeds available funds or is unreasonable; or
- (E) It is otherwise not advantageous to the Authority.

3.7.3 Documentation of Rejection - The reasons for rejection shall be made a part of the procurement file and shall be available for public inspection.

### **3.8 RESPONSIBILITY OF BIDDERS, OFFERORS AND RESPONDENTS**

3.8.1 Findings of Non-Responsibility - If a Bidder, Offeror or Respondent who otherwise would have been awarded a contract is found non-responsible, a written finding of non-responsibility, setting forth the basis of the finding, shall be prepared by the Director of Procurement. The unreasonable failure of a Bidder, Offeror or Respondent to promptly supply information in connection with an inquiry with respect to responsibility may be grounds for a finding of non-responsibility with respect to such Bidder or Offeror. The written finding shall be made part of the contract file and be made a public record.

3.8.2 Determining Responsibility - Factors to be considered in determining if a prospective contractor is responsible include:

- (A) The proposed contractor's financial, physical, personnel or other resources, including subcontracts;
- (B) The proposed contractor's record of performance and integrity;
- (C) Whether the proposed contractor is qualified legally to contract with the Authority; and
- (D) Whether the proposed contractor supplied all necessary information concerning its responsibility.

3.8.3 Responsibility Criteria - Procurement may establish specific responsibility criteria for a particular procurement. Any specific responsibility criteria shall be set forth in the solicitation

### **3.9 EXCEPTIONS TO FULL AND OPEN COMPETITION**

3.9.1 In accordance with and subject to existing Bylaws, controlling law and/or regulation, the Deputy CFO may waive the requirement for competitive solicitation under any of the circumstances identified in this Policy. Exceptions to the full and open competition requirements do not excuse these procurements from following the Authority's specified approvals and obtaining documentation appropriate to the particular circumstances. A purchase or contract under any of the following exceptions should still include the standard applicable Authority terms and conditions as well as any terms and conditions required by Tennessee law.

- 3.9.2 Emergency Procurements - Notwithstanding any other provisions of this Policy, the Deputy CFO may make or authorize others to make Emergency Procurements; provided that such Emergency Procurements shall be made with such competition as is practicable under the circumstances. The department (or other MNAA entity, if applicable) requesting an Emergency Procurement shall provide written evidence to support an emergency determination. An Emergency Procurement shall be limited to those Goods, Services, or Construction necessary to satisfy the emergency need. A written determination by the Deputy CFO of the basis for the Emergency Procurement and for the selection of the particular contractor shall be maintained as a public record.
- 3.9.3 Sole Source Procurements - Notwithstanding any other provisions of this Policy, a contract may be awarded without competition when the Deputy CFO determines in writing, after conducting a good faith review of available sources, that there is only one source for the required Goods, Services, or Construction. The department (or other MNAA entity, if applicable) requesting a Sole Source procurement shall provide written evidence to support a Sole Source determination. The Deputy CFO may require that negotiations are conducted as to price, delivery, and terms. The Deputy CFO may require the submission of cost or pricing data in connection with an award under this section. Sole Source procurement shall be avoided, except when no reasonable alternative sources exist. A written determination by the Deputy CFO of the basis for the Sole Source procurement shall be maintained as a public record.
- 3.9.4 Single Source Procurement – Notwithstanding any other provisions of this Policy, the Deputy CFO may make or authorize others to make procurement, when it is in the best demonstrated interest of the Authority, to use a single supplier. A Single Source may be utilized when, because of standardization, warranty, or due to unusual or special circumstance, it would be in the best interest of the Authority to accomplish the procurement without compliance with Section 3.2 (competitive sealed bidding) or Section 3.3 (competitive sealed proposals). Single Source procurement shall not be used unless there is clear and convincing evidence that it is the only procurement method to fulfill the Authority's requirements. The department (or other MNAA entity, if applicable) requesting a Single Source shall provide written evidence to support the Single Source. A written determination by the Deputy CFO approving the Single Source, as well as the basis for the selection of the particular contractor, shall be maintained as public record. The determination and the award shall be made in accordance with procurement procedures, ensuring that the procurement is fair, honest, prudent and a wise exercise of discretion and is in the public interest.

## **SECTION 4.0: SPECIFICATIONS**

- 4.0.1 Maximum Practicable Competition - All specifications shall seek to promote overall economy for the purposes intended and encourage competition in satisfying the Authority's needs and shall not be unduly restrictive.
- (A) To the extent practicable and unless otherwise permitted by this Policy, all specifications shall describe the Authority's requirements in a manner that does not unnecessarily exclude a Good, Service, or Construction item.
  - (B) Restrictive specifications shall not be used unless such specifications are required and it is not practicable or advantageous to use a less restrictive specification. The

department requesting a restrictive specification shall provide written evidence to support the restrictive specification. Past success in the material's performance, or inconvenience of developing specifications do not justify the use of restrictive specifications.

(C) To the extent practicable, the Authority shall use accepted commercial specifications and shall procure standard commercial materials.

4.0.2 Specifications Prepared by Other than Authority Personnel - The requirements of this Policy regarding the purposes and non-restrictiveness of specifications shall apply to all specifications prepared other than by Authority personnel, including, but not limited to, those prepared by architects, engineers, designers, and consultants for public contracts, or subcontractors. No person preparing specifications shall receive any direct or indirect benefit from the utilization of such specifications.

4.0.3 Brand Name or Equal Specification - A brand name or equal specification may be used to describe the standards of quality, performance, and other salient characteristics needed to meet the requirements of a solicitation, and which invites offers for equivalent products from a manufacturer.

4.0.4 Brand Name Specification - A brand name specification may be used to identify the sole acceptable item that meets the Authority's needs for purchases above the amount specified in Section 3.1. The department requesting a brand name specification shall provide written evidence to support a brand name determination. A written determination by the Director of Procurement of the basis for the brand name shall be maintained as public record. Past success in the material's performance, traditional purchasing practices, or inconvenience of drawing specifications do not justify the use of a brand name specification.

## SECTION 5.0: CONTRACT TERMS

5.0.1 All Authority contracts shall include provisions, terms and conditions necessary to define the responsibilities and rights of the parties to the solicitation and contract. The Director of Procurement, in conjunction with the appropriate stakeholder department leadership, shall have the authority to establish and modify any such terms and conditions, provided such provisions, terms and conditions comply with the requirements of this Policy and applicable rules, laws and regulations.

## SECTION 6.0: CONTRACT EXECUTION

6.0.1 Approval - All contracts entered into under this Policy shall be executed in the name of the Director of Procurement, the President or the Board of Commissioners, and approved as to form and legality by the Authority Legal Counsel, sufficiency of funds by the Treasurer, where applicable, dependent upon the dollar and term thresholds established in the Bylaws and/or this Policy.

6.0.2 Multi-Term Contracts - Unless otherwise provided by law, a contract for Goods, Services, or Construction may be entered into for any period of time deemed to be in the

best interest of this Authority and in accordance with Authority's procedures, if the term of the contract and conditions of renewal or extension, if any, are included in the solicitation and monies are available for the first contract period at the time of contracting. Payment and performance obligations for succeeding contracting periods are subject to the availability and appropriation of monies. Contract renewals must be approved by the Department Head in writing, to include the reason for the renewal, and only if the Contractor is performing as required by the contract. The Director of Procurement shall assure contracts are managed in accordance with the term of the contract and conditions of renewal or extension.

- 6.0.3 Bid and Contract Security, Supply or Service Contracts - The Director of Procurement in coordination with the Finance Department may require the submission of security to guarantee faithful bid and contract performance. In determining the amount and type of security required for each contract, the Director of Procurement shall consider the nature of the performance and the need for future protection to the Authority. The requirement for security must be included in the Invitation to Bid or Request for Proposals. Failure to submit security in the amount and type of security required may result in the rejection of the bid or proposal.

## **SECTION 7.0: CONTRACT ADMINISTRATION**

- 7.0.1 Contract Amendments – Any changes to an existing contract for Goods, Services, or Construction shall be amended by the Director of Procurement. Proposed contract amendments exceeding the delegated authority level of the Director of Procurement shall further be reviewed and approved by the President or by the Board for changes exceeding the President's authority. Legal Counsel shall review and approve proposed contract amendments for form and legality and the Treasurer shall approve for sufficiency of funds, where applicable.
- 7.0.2 Right to Inspect - The Authority may, at reasonable times, inspect the part of the place of business of a contractor, consultant or any subcontractor or subconsultant that is related to the performance of any contract awarded or to be awarded by this Authority.
- 7.0.3 Right to Audit Records - The Authority may, at reasonable times and places, audit the books and records of any person who submits cost or pricing data to the extent that the books and records relate to the cost or pricing data. Any person who is awarded a contract, change order or contract modification for which cost or pricing data is required shall maintain the books and records that relate to the cost or pricing data for three (3) years from the date of final payment under the contract, unless otherwise specified in the contract.
- 7.0.4 Assignment of Rights and Duties - The rights and duties of an Authority contract are not transferable or otherwise assignable without the written consent of the Director of Procurement or for purchases exceeding the delegated authority level, the President.
- 7.0.5 Contractor Performance Metrics – The Director of Procurement shall establish a methodology and procedure for assessing the performance of Contractors. The results of the performance metrics shall be permissible for use in evaluating future solicitations

from a Contractor who has previous experience with the Authority.

## **SECTION 8.0: COOPERATIVE PROCUREMENT AND PURCHASES THROUGH STATE AND OTHER GOVERNMENTS**

### **8.0.1 RESERVED**

8.0.2 Applicability - Agreements entered into pursuant to this Policy shall be limited to the areas of procurement of Goods, Services, or Construction,.

8.0.3 Cooperative Purchasing Agreements Required - The Authority is not authorized to participate in cooperative purchasing unless a cooperative purchasing agreement is executed between the parties or the parties are members of a cooperative purchasing group or authority that permits cooperative use amongst its membership. All agreements entered into pursuant to this Policy shall be approved by the Director of Procurement.

8.0.4 Purpose - The Authority is authorized to procure, participate in, sponsor, conduct or administer a Cooperative Purchasing Agreement for the procurement of any Goods, Services, or Construction with one or more eligible procurement units in accordance with an agreement entered into between the participants. An agreement entered into as provided in this section is exempt from Section 3 with the exception that any Cooperative Purchase Agreement utilized by the Authority must have been solicited and awarded through an open and competitive sourcing process, in compliance with the requirements of this Policy. A Cooperative Purchase Agreement may include an option for other government entities that did not participate in the original Cooperative Purchase Agreement procurement to participate in the Cooperative Purchase Agreement.

Parties under a Cooperative Purchasing Agreement may:

- (A) Sponsor, conduct or administer a Cooperative Agreement for the procurement or disposal of any Goods, Services, or Construction;
- (B) Cooperatively use Goods or Services;
- (C) Commonly use or share warehousing facilities, capital equipment and other facilities;
- (D) Provide personnel, except that the requesting eligible procurement unit may pay the public procurement unit providing the personnel the direct and indirect cost of providing the personnel, in accordance with the agreement;
- (E) On request, make available to other eligible public procurement units informational, technical or other services that may assist in improving the efficiency or economy of procurement. The public procurement unit furnishing the informational or technical services has the right to request reimbursement for the reasonable and necessary costs of providing such services. The activities described in paragraphs (A) through (E) do not limit the activities of parties under a cooperative purchasing agreement.

## **SECTION 9.0: DISADVANTAGED BUSINESS PARTICIPATION**

9.0.1 All procurements must comply with the requirements of the the Airport Concession Disadvantaged Business Enterprise Program, or the Disadvantaged Business Enterprise

Program, in accordance with 49 CFR 23 and 49 CFR 26..

## **SECTION 10.0: RESERVED**

## **SECTION 11.0: SURPLUS MATERIALS MANAGEMENT AND AUCTION**

### **11.0.1 RESERVED**

11.0.2 Materials Management Guidelines - The Director of Procurement shall establish guidelines for and shall be responsible for the management of all surplus materials. The Director of Procurement will establish policies and procedures governing the sale or other disposal of surplus items no longer needed, and any policies or procedures required for efficient and effective operation of the auction and surplus system.

### **11.0.3 RESERVED**

11.0.4 Declaration that Property Is Surplus - Each article of Property to be disposed of as Surplus Property must be declared to be surplus by the Department Head of the Authority department that will make such disposition; provided, however, that, (i) before any Property can be declared to be Surplus, the same must first be offered to other Authority departments and no other department indicates an interest in such Property so offered, and (ii) no such declaration shall be effective without the department head's approval and determination that such Property is not usable by any other Authority department. Signatory Approval for disposition of surplus property will be the same dollar limits as approval for Authority Contracting. The Director of Procurement shall report all surplus property to the Treasurer.

11.0.5 Fair Market Value Required - Except where otherwise provided, no Property may be disposed of as Surplus Property unless the Authority receives Fair Market Value.

11.0.6 Methods of Disposition - Any disposition of Surplus Property must occur through one of the following methods:

- (A) Trade-in (if permitted by the nature of the property or equipment) under the terms and conditions of the Contract under which the Authority replaces such Surplus Property;
- (B) Sale to the State of Tennessee, eligible political subdivisions of the State of Tennessee or other governmental entities;
- (C) Public auction for which Public Notice is given;
- (D) Sale under sealed bids for which Public Notice is given;
- (E) Like-kind exchange of property;
- (F) Negotiated contract for sale, at arm's length, but only in those instances in which the character of the Surplus Property is such that no other means of disposition is practicable

11.0.7 Criteria for Determining Method of Disposition - The selection of the method of disposition for Surplus Property shall be based on the following criteria:

- (A) The character, utility, and functionality of the Surplus Property;
- (B) The economics of disposition, in light of all relevant circumstances, including,

without limitation, the condition and climate of the potential market and estimated market value of the Surplus Property, transportation costs, and other cost considerations associated with the disposition; and

- 11.0.8 Special Rules with Respect to Firearms and Explosives - The disposition of firearms, ammunition, and other explosives shall be completed in accordance with controlling law and/or regulation governing the disposition of such property.
- 11.0.9 Special Rules with Respect to Donated Property - Nothing contained herein shall prevent the Authority from making a donation of Surplus Property to other governmental or non-profit entities. The Authority shall reserve disposition by donation for situations involving a compelling public purpose.
- 11.0.10 Awards - If the Authority conducts a Solicitation for the disposition of Surplus Property, the Authority will award such Surplus Property to the highest Responsive Bid that is received.
- 11.0.11 Advertisement and Public Notice - All dispositions of Surplus Property, except a negotiated contract for sale or donation, require Public Notice.
- 11.0.12 Use of Electronic Media - The use of electronic media, including, without limitation, websites, and acceptance of electronic signatures is an appropriate means for disposing of Surplus Property so long as such electronic media provides for (i) appropriate security to prevent unauthorized access to the bidding, approval, and award processes, and (ii) accurate retrieval or conversion of electronic forms of such information into a medium which permits inspection and copying.
- 11.0.13 Special Rules for Authority Employees - Authority employees are prohibited from bidding on such surplus property. In addition, in the event an employee's immediate family member, or person living in the employee's household are prohibited from bidding on such surplus property.
- 11.0.14 Protests of Disposition - Any person aggrieved in connection with the disposition of Surplus Property by the Authority and seeking administrative review of such disposition shall follow the procedure contained herein for a Protest.

## **SECTION 12.0: DONATIONS**

- 12.0.1 Notwithstanding any other provision, surplus or unclaimed not needed by using agencies may be disposed of through a donation process provided that any such noncompetitive disposition is made pursuant to a request submitted to the Director of Procurement for review and approval. The Director of Procurement shall consider the monetary loss to the Authority and determine whether such disposition is in the public interest. Any request for donation with a fair market value exceeding ten thousand dollars (\$10,000.00) shall require additional approval by the President. The Director of Procurement shall report all donations to the Treasurer.

## **SECTION 13.0: LEGAL AND CONTRACTUAL REMEDIES**

- 13.0.1 RESERVED.
- 13.0.2 Authority of the Director of Procurement - The Director of Procurement shall have the authority to settle and resolve protests and contract claims. Appeals from the decisions of the Director of Procurement may be made to the Procurement Appeals Committee (PAC) pursuant to the provisions of this Policy.
- 13.0.3 Right to Protest - Only a Bidder, Offeror, or a Respondent may protest a decision by the Authority in connection with an Award. Any challenge to a decision by the Authority in connection with an Award must be initiated by a Protest in accordance with this Policy. Failure to file a timely protest in accordance with this Policy constitutes a failure to exhaust administrative remedies and shall cause a forfeiture of the right to protest any such decision by the Authority.
- 13.0.4 Filing Requirements - A Protest must be in writing and received by the Authority within the timelines prescribed in Section 13.0.5. A Protest must be actually delivered to the address of Authority offices during the Authority's regular business hours in order to be deemed to be received by the Authority as required under this Policy. A Protest must be submitted in hard copy and addressed as follows: The Metropolitan Nashville Airport Authority, Attention: Director of Procurement, 140 BNA Park Drive, Suite 520, Nashville, Tennessee 37214-4114. A Protest sent by telegraphic or facsimile transmission or by e- mail or other electronic means will not meet the filing requirement set forth herein and will not be deemed to be received by the Authority.
- 13.0.5 Timeline for Filing Protests – Timelines for filing Protests shall be as follows:
- (A) Protests based upon alleged improprieties in a solicitation that are apparent before the solicitation due date shall be filed not less than five (5) working days before the solicitation due date.
  - (B) In cases other than those covered in subsection (A) above, protests shall be filed within ten (10) days after the aggrieved person knows or should have known of the facts giving rise thereto; however, in no event shall the protest be filed later than ten (10) days after issuance of notice of intent to award or in the absence of a notice of intent to award, after notification of award.
- 13.0.6 Content of Protest - The protest shall include the following information:
- (A) The name, address, telephone number and email address of the protestant;
  - (B) The signature of the protestant or its representative;
  - (C) Identification of the solicitation or contract number;
  - (D) A detailed statement of the legal and factual grounds of the protest including copies of relevant documents; and
  - (E) The form of relief requested.
- 13.0.7 Notice to Interested Parties - The Director of Procurement shall give notice of the protest to the successful contractor if award has been made or, if no award has been made, to all interested parties. Interested parties have the right to intervene.
- 13.0.8 Confidential Information - Material submitted by a protestant shall not be withheld from

any interested party except to the extent that the withholding of information is permitted or required by law.

13.0.9 Stay of Procurement During the Legal Due Process - In the event of a timely protest under Section 13.0.5:

- (A) The Director of Procurement shall stay the solicitation or award of the contract unless he or she makes a written determination to lift the stay based upon a reasonable probability that the protest will be denied and that proceeding further with the solicitation or award of the contract is in the best interests of the Authority. The stay shall automatically continue throughout the legal process until the Director of Procurement makes a written determination to lift it.
- (B) The Authority may condition its stay of an Award upon the Protesting Party's providing the Authority with a letter of credit, cash deposit, or surety bond in the amount of ten percent (10%) of the value of the lowest Responsive Bid or Response received in the Solicitation at issue or such other amount as established by the Authority as the Authority determines is necessary to protect it from harm as a result of the delay in making the Award and consummating the applicable Contract.
- (C) In the event of a timely appeal under Section 13.0.12, and if a previous stay had been lifted through written determination, the Director of Procurement makes another written determination that proceeding with the solicitation or award of the contract is in the best interests of the Authority. The stay shall automatically continue throughout the legal process unless the Director of Procurement makes a written determination to lift it.

13.0.10 Decision by the Director of Procurement on a Protest - The Director of Procurement shall issue a written decision within fourteen (14) days after a protest has been filed. The decision shall contain an explanation of the basis of the decision.

- (A) The Director of Procurement shall furnish a copy of the decision to the protestant, by certified mail, return receipt requested, or by any other method that provides evidence of receipt.
- (B) The time limit for decisions set forth in this Policy may be extended by the Director of Procurement for a reasonable time not to exceed thirty (30) days. The Director of Procurement shall notify the protestant in writing that the time for the issuance of a decision has been extended and the date by which a decision will be issued.
- (C) If the Director of Procurement fails to issue a decision within the time limits set forth in this Policy, the protestant may proceed as if the Director of Procurement had issued an adverse decision.
- (D) The Director of Procurement's decision shall contain a statement regarding the appeals process that is available pursuant to this Policy.

13.0.11 Remedies for a Protest - If the Director of Procurement sustains the protest in whole or part and determines that a solicitation, evaluation process, proposed contract award, or contract award does not comply with this Policy, the Director of Procurement shall implement an appropriate remedy. In determining an appropriate remedy, the Director of Procurement shall consider all the circumstances surrounding the procurement or proposed procurement including, but not limited to:

- (A) The seriousness of the procurement deficiency;

- (B) The degree of prejudice to other interested parties or to the integrity of the procurement process;
- (C) The good faith of the parties;
- (D) The extent of performance;
- (E) Costs to the Authority;
- (F) The urgency of the procurement; and
- (G) The impact of the relief on the using department's mission.

An appropriate remedy may include one or more of the following:

- (A) Reject all bids, responses or proposals;
- (B) Terminate the contract;
- (C) Reissue the solicitation;
- (D) Issue a new solicitation;
- (E) Award a contract consistent with this Policy;
- (F) Such other relief as is determined necessary to ensure compliance with this Policy.

#### 13.0.12 Appeals to The Procurement Appeals Committee (PAC)

- (A) An appeal from a decision entered or deemed to be entered by the Director of Procurement shall be filed with the PAC by delivering the appeal to the Authority's Legal Counsel within seven (7) days from the date the decision is issued. The appellant shall also file a copy of the appeal with the Director of Procurement.
- (B) The appeal shall contain:
  - i) The information set forth in Section 13.0.6;
  - ii) A copy of the decision of the Director of Procurement; and
  - iii) The precise factual or legal error in the decision of the Director of Procurement from which an appeal is taken.

#### 13.0.13 Notice of Appeal - The PAC shall give notice of the appeal to the successful contractor if award has been made or, if no award has been made, to interested parties. Such interested parties shall have the right to request copies of the appeal and to intervene in the proceedings. The PAC shall, upon request, furnish copies of the appeal to the Interested Parties.

#### 13.0.14 Director of Procurement Report on the Appeal – The Director of Procurement shall submit a report on the appeal to the PAC within seven (7) days from the date the appeal is filed. At the same time, the PAC shall furnish a copy of the report to the appellant by certified mail, return receipt requested or any other method that provides evidence of receipt, and to any interested parties who have responded to the notice. The report shall contain copies of:

- (A) The appeal;
- (B) Any other documents that are relevant to the protest; and
- (C) A statement by the PA setting forth findings, actions, recommendations and any additional evidence or information necessary to determine the validity of the appeal.

#### 13.0.15 Extension for Filing of Report

- (A) The Director of Procurement may request in writing to the PAC an extension of the time period setting forth the reason for extension.

- (B) The PAC's determination on the request shall be in writing, state the reasons for the determination and, if an extension is granted, set forth a new date for the submission of the report. The PAC shall notify the appellant in writing that the time for the submission of the report has been extended and the date by which the report will be submitted.

#### 13.0.16 Comments on Report

- (A) The appellant shall file comments on the Director of Procurement's report with the PAC within seven (7) days after receipt of the report. Copies of the comments shall be provided by the appellant to the Director of Procurement and all other interested parties. The comments must contain a statement or confirmation as to the appellant's requested form of relief.
- (B) The PAC may grant an extension on the time period to file comments pursuant to a written request made by the appellant stating the reason an extension is necessary. The PAC's determination on the request shall be in writing, state the reasons for the determination and, if the extension is granted, set forth a new date for the filing of comments. The PAC shall notify the Director of Procurement of any extension.

#### 13.0.17 Dismissal Before Hearing - The PAC shall dismiss, upon a written determination, an appeal before scheduling a hearing if:

- (A) The appeal does not state a valid basis, including a detailed statement of the legal and factual grounds, for protest; or
- (B) The appeal is untimely pursuant to Section 13.0.12.

### **SECTION 14.0: HEARING BEFORE PROCUREMENT APPEALS COMMITTEE (PAC)**

14.0.1 Notwithstanding Section 13.0.17, and in the event a Protest cannot be informally resolved, the Protest shall proceed to a formal hearing before the PAC. The hearing before the PAC shall afford an opportunity for the Protesting Party to present evidence as to why the Authority's decision was arbitrary or capricious or in violation of applicable law. The Protesting Party has the burden of proof and persuasion to show by clear and convincing evidence that the Authority's decision was arbitrary or capricious or in violation of applicable law. The Protesting Party has the right to be represented at the hearing before the PAC by legal counsel of its choosing.

14.0.2 Decision by PAC - Within ten (10) days after the close of the hearing, the PAC shall issue a written decision with respect to the Protest. The decision shall be sent to the Protesting Party and all other Bidders or Respondents participating in the related Solicitation. The decision shall state with particularity the reason for the action taken and shall include written findings of fact and conclusions of law in support of the PAC's decision. The PAC's decision shall constitute a final administrative decision.

### **SECTION 15.0: AUTHORITY TO DEBAR OR SUSPEND**

15.0.1 The Deputy CFO, after consultation with the department and Legal Counsel, has the

authority to debar or suspend a person from participating in Authority procurements.

15.0.2 Debarment or Suspension Causes - The causes for debarment or suspension shall be limited to the following:

- (A) Conviction of any person or any affiliate of any person for commission of a criminal offense arising out of obtaining or attempting to obtain a public or private contract or subcontract, or in the performance of such contract or subcontract.
- (B) Conviction of any person or any affiliate of any person under any statute of the federal government, this state or any other state for embezzlement, theft, fraudulent schemes and artifices, fraudulent schemes and practices, bid rigging, perjury, forgery, bribery, falsification or destruction of records, or receiving stolen property; or any other offense indicating a lack of business integrity or business honesty which currently, seriously, and directly affects responsibility as a Authority contractor and which conviction arises out of or obtaining or attempting to obtain a public or private contract or subcontract, or in the performance of such contract or subcontract.
- (C) Conviction or civil judgment finding a violation by any person or affiliate of any person under state or federal antitrust statutes arising out of the response to a solicitation.
- (D) Violations of contract provisions within three (3) years of current debarment action, as set forth below, of a character which are reasonably deemed to be so serious as to justify debarment action:
  - (i) Abandonment of a contract without good cause; or
  - (ii) Knowingly fails without good cause to perform in accordance with the specifications or within the time limit provided in the contract;
  - (iii) Failure to perform or unsatisfactory performance in accordance with the terms of one or more contracts, except that failure to perform or unsatisfactory performance caused by acts beyond the control of the contractor shall not be considered to be a basis for debarment; or
- (E) Failure to pay a contractor, subcontractor or material provider; or
- (F) Failure to comply with the Authority's Ethics and Conflict of Interest Policy; or
- (G) Any other cause that the Director of Procurement reasonably determines to be so serious and compelling as to affect responsibility as an Authority contractor, including suspension or debarment of such person or any affiliate of such person by another governmental entity for any cause listed in this section.

15.0.3 Matters Not Proper for Debarment or Suspension - Any conviction or judgment dated more than three (3) years prior to the notice of suspension or notice of debarment shall not be a basis for any debarment or suspension of a person or an affiliate of a person.

15.0.4 Initiation of Debarment - Upon receipt of information concerning a possible cause for debarment, the Director of Procurement may investigate the possible cause. If the Director of Procurement has a reasonable basis to believe that a cause for debarment exists, the Director of Procurement may debar a person in accordance with this Section 15.0.

15.0.5 Period of Debarment - The period of time for a debarment shall not exceed three (3) years

from the date of the debarment determination. If debarment is based solely upon debarment by another governmental agency, the period of debarment may run concurrently with the period established by that other debarring agency.

- 15.0.6 Notice - If the Director of Procurement implements debarment, the Director of Procurement shall notify the person in writing within seven (7) days of the debarment action by certified mail, return receipt requested or by any other method that provides evidence of receipt. The person may submit a request to the Director of Procurement for an administrative hearing within fourteen (14) days of issuance of the Director of Procurement's debarment action. If a hearing is granted, it shall be conducted in accordance with this Policy.
- 15.0.7 Notice to Affiliates - If the Director of Procurement proposes to debar an affiliate, the affiliate shall have a right to appear in any hearing on the proposed debarment to show mitigating circumstances. The affiliate shall advise the Director of Procurement in writing within fourteen (14) days of receipt of the notice under Section 15.0.6 of its intention to appear. Failure to provide written notice of appearance within the fourteen-day period shall be a waiver of the right to appear in the hearing.
- 15.0.8 Imputed Knowledge - Improper conduct by a person may be imputed to an affiliate for purposes of debarment where the impropriety occurred in connection with the affiliate's duties for or on behalf of, or with the knowledge or approval of, the contractor. The improper conduct of a person or its affiliate having a contract with a contractor may be imputed to the contractor for purposes of debarment where the impropriety occurred in connection with the person's duties for or on behalf of, or with the knowledge or approval of, the contractor.
- 15.0.9 Suspension - The Director of Procurement, after consultation with the department and Legal Counsel, may suspend a person from consideration for award of contracts if there is probable cause for debarment in order to protect the Authority's interests.
- 15.0.10 Period and Scope of Suspension - The period of suspension shall not be more than sixty (60) days unless the Director of Procurement is informed of compelling reasons to extend the period of suspension. The Director of Procurement shall document the reason for the extension.
- 15.0.11 Suspension Notice, Hearing, Determination and Appeal - The Director of Procurement shall notify the person suspended by certified mail, return receipt requested or by any other method that provides evidence of receipt. The notice of suspension shall state:
- (A) The basis for suspension;
  - (B) The period, including dates, of the suspension;
  - (C) That bids or proposals shall not be solicited or accepted from the person and, if received, will not be considered; and
  - (D) That the person may request a hearing on the suspension if the person files a written request for a hearing with the Director of Procurement within seven (7) days after receipt of the notice.
- If a suspended party requests a hearing, the Director of Procurement may arrange for a hearing. In the event a hearing is conducted, it shall occur to the extent

practicable, in accordance with this Policy.

- 15.0.12 Reinstatement - The Deputy CFO may at any time after a final decision on debarment or suspension reinstate a debarred or suspended person or rescind the debarment or suspension upon a determination that the cause upon which the debarment or suspension is based no longer exists. Any debarred or suspended person may request reinstatement by submitting a petition to the Director of Procurement supported by documentary evidence showing that the cause for debarment or suspension no longer exists or has been substantially mitigated. The Director of Procurement may require a hearing on the request for reinstatement. The decision on reinstatement shall be in writing and specify the factors on which it is based.
- 15.0.13 Limited Participation - The Director of Procurement may allow a debarred or suspended person to participate in Authority contracts on a limited basis during the debarment or suspension period upon a written determination that participation is advantageous to the Authority. The determination shall specify the factors on which it is based and define the extent of the limits imposed.
- 15.0.14 Master List for Suspension and Debarment - The Director of Procurement shall maintain a master list of debarments and suspensions under this Policy. The master list shall show as a minimum the following information:
- (A) The names of those persons whom the Authority has debarred or suspended under this Policy;
  - (B) The basis for the action;
  - (C) The period of debarment or suspension, including the expiration date; and
  - (D) The name of the debarring or suspending agency, if the Authority's debarment or suspension is based on debarment or suspension by another governmental agency.
- The master list shall include a separate section listing persons voluntarily excluded from participation in Authority contracts.
- 15.0.15 Hearing Procedures - If a hearing is required or permitted under this Policy, the Director of Procurement shall remand the matter to the PAC. The PAC shall arrange for a prompt hearing and notify the parties of the time and place of the hearing. The hearing shall be conducted in an informal manner without formal rules of evidence or procedure. The PAC may:
- (A) Hold pre-hearing conferences to settle, simplify, or identify the issues in a proceeding, or to consider other matters that may aid in the expeditious disposition of the proceeding;
  - (B) Require parties to state their positions concerning the various issues in the proceeding;
  - (C) Require parties to produce for examination those relevant witnesses and documents under their control;
  - (D) Rule on motions and other procedural items on matters pending before such officer;
  - (E) Regulate the course of the hearing and conduct of participants;
  - (F) Establish time limits for submission of motions or memoranda;
  - (G) Impose appropriate sanctions against any person failing to obey an order under these procedures, which may include:
    - (i) Refusing to allow the person to assert or oppose designated claims or defenses,

- or prohibiting that person from introducing designated matters in evidence;
- (ii) Excluding all testimony of an unresponsive or evasive witness; and
- (iii) Expelling the person from further participation in the hearing;
- (H) Make official notice of any material fact not appearing in evidence in the record, if the fact is among the traditional matters of judicial notice;
- (I) Administer oaths or affirmations; and
- (J) Assess or apportion damages or costs associated with the hearing matter or the proceedings to the parties involved.

A transcribed record of the hearing shall be made available at cost to the requesting party.

- 15.0.16 The Decision of the PAC - The decision by the PAC shall be final. The decision shall be based on the evidence presented and shall include findings of fact and conclusions of law. The decision shall be sent to all parties by certified mail, return receipt requested or by any other method that provides evidence of receipt.
- 15.0.17 Judicial Review of Protests, Claims, Debarments or Suspensions - Debarment, or suspension under this Policy is subject to special action review by any party to the proceeding. Exhaustion of the procedures set forth in this Policy shall be a condition precedent to seeking judicial review and the party seeking review shall file the complaint within thirty (30) days of a final decision by the PAC.
- 15.0.18 Exclusive Remedy - Notwithstanding any law to the contrary, this Policy shall provide the exclusive procedure for asserting a claim or cause of action against this Authority arising in relation to any procurement conducted under this Policy.

## **SECTION 16.0: FUNDING SOURCES**

- 16.0.1 The Authority may receive grant funding from other sources, such as the United States Department of Transportation/Federal Aviation Administration, Department of Homeland Security, or State of Tennessee, to support specific procurements. The Authority recognizes that the Procurement Policies and Procedures of the Granting Agency may either supersede or augment those of the Authority. The most stringent Policy and Procedures shall apply in each case, as appropriate.
- 16.0.2 Whole or Partial Federal Funding - A contract that is federally funded, in whole or in part, is subject to this Policy, Authority rules and regulations, and federal laws and regulations, including, without limitation, the Federal Aviation Administration ("FAA") Standards for Specifying Construction of Airports (published as Advisory Circular No. 150/5370-10H), 2 C.F.R. Part 200.317 thru Part 200.326, 49 C.F.R. Part 18.36, and the DBE requirements set forth in 49 C.F.R. Part 26, as amended.
- 16.0.4 State or Local Funding - A contract that is funded only by state grants or local funds is subject to state laws and regulations, this Policy, Authority rules and regulations, and programs.

## **SECTION 17.0: ADDITIONAL PROVISIONS**

- 17.0.1 Records Management - The Director of Procurement is the custodian of records related to procurement. The named custodian(s) will comply with the Records Management Policy as adopted by the Authority, as may be amended from time to time.
- 17.0.2 Amendment – This Policy may be amended by: (A) the Board or (B) the President whenever necessary to comply with applicable federal law or grant conditions or to meet the business needs of the Authority; provided, however, that the President shall notify the Board of any such amendment by the President and the Board shall have the right to rescind or modify any such amendment by the President. The Director of Procurement is responsible for reviewing this Policy annually or more often as circumstances warrant.
- 17.0.3 Exceptions - Exceptions to this Policy can only be authorized by the President, at his or her discretion.
- 17.0.4 Severability - If any provision of this Policy or the application thereof to any person or entity or circumstances is held invalid, such invalidity shall not affect the other provisions of this Policy or the application of this Policy to any other person or entity or circumstances that can be given effect without the invalid provision or application.
- 17.0.5 Omitted Procurements - To the extent that a procurement type or category is not addressed by this Policy, it shall be conducted in compliance with the spirit of this Policy, any applicable statutes, laws, regulations, policies and procedures.
- 17.0.6 Non-Discrimination - Neither the Authority nor its vendors or providers shall discriminate on the basis of race, color, religion, national origin, or gender in the award or performance of contracts, sub-contracts, or purchases involving the Authority.
- 17.0.7 Federal, State, Local Funding - In the event state, local, and/or federal funding is to be used for Non-Construction Goods or Services, this Policy will be implemented in conformance with applicable state, local, and/or federal statutes, grant assurances, rules and regulations.
- 17.0.8 Supremacy - In the event of a conflict between this Policy and any applicable state or federal law, the conflicting provision of this Policy will be stricken and applicable law will govern.
- 17.0.9 Effective Date - This revision to this Policy shall become effective December 5, 2025.

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**References:**

Third Amended and Restated Bylaws of the MNAA Board of Commissioners  
 Amended and Restated Bylaws of the MNAA Properties Corporation  
 MNAA Records Management, Retention, Destruction Policy and Procedure, 33-004  
 Metropolitan Airport Authorities Act, Tennessee Code Annotated § 42-4-101  
 Tennessee Contractors Licensing Act of 1994, Tennessee Code Annotated § 62-6-101  
 FAA A/C 150/5100-14E  
 FAA A/C 150/5370-10H

2 CFR Part 200.317 thru Part 200.326  
49 CFR Part 18.36  
49 CFR Part 23 and Part 26

**Revision History:**

05/12/2006: Original Issue  
10/07/2016: Updated and revised entire document and format  
07/15/2020: Updated regulatory references, definitions, policy-driven and internal/organizational structure items  
12/8/2025: Consolidated definitions into one section, updated titles from Procurement Administrator to Director of Procurement or Deputy CFO, removed SMWBE Program, revised process for confidential information, added iRFQ, revised procedural limits, clarified language regarding project splitting, added requirements for exercising options, removed P-Card and warehouse functions, added references to MPC