



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

March 18, 2026

Call to Order

March 18, 2026

Public Comment

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

MNAA Policy ID: 33-007, Public Comment Policy, effective September 8, 2025

No Public Comment Requests Received by Monday, March 16, 2026, 1:00 pm

Approval of Minutes

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

February 18, 2026

Chair's Report

Nancy Sullivan, P.E.

Board Chair



Doug Kreulen

Tennessee Aviation Hall of Fame 2026 Hall of Fame Inductee

Tennessee Aviation Hall of Fame 2026 Inductees

- 2026 Enshrinement Gala
- September 26, 2026, 5:30 p.m.
- Embassy Suites Conference Center
 - 1200 Conference Center Blvd
 - Murfreesboro, TN
 - Reception, Dinner, Ceremony, Silent Auction
- RSVP by August 25, 2026

President's Report

Douglas E. Kreulen, A.A.E.

President and CEO



Lisa Lankford, A.A.E.
EVP, Chief Strategy Officer

On behalf of 235,662,621 passengers, thank you for your leadership and support. You helped us build two world-class airports!

Thank you, Lisa Lankford

15+ years of dedicated service and leadership to MNA

- Project Manager, Continuous Improvement
- Special Assistant – President
- AVP, Special Assistant to the President
- VP, Strategic Advisor to President
- EVP, Chief Corporate Strategy Officer
- EVP, Chief Strategy Officer

Congratulations for a job well done!

BNA Concessions Program Receives AX Recognition



- March 4, 2026
- Airport Experience News (AX) Conference
 - Best Overall Concessions Program (Large Airport)
 - Best Program Design



“Nashville in a Day” Ribbon Cutting

- March 6, 2026
- Tony Sobota, Local Artist





Lt. Gov Randy McNally, Speaker of the House Cameron Sexton,
First Lady Maria Lee, Governor Bill Lee,
Commissioner of Tourist Development Mark Ezell, Doug Kreulen

Southwest Inaugural Flight to Knoxville (TYS)

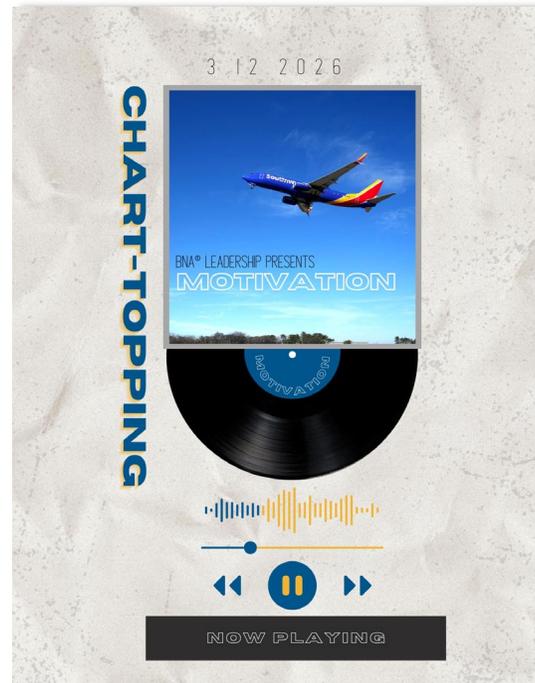
- March 5, 2026
- Twice daily service





Congratulations, Adam Floyd, A.A.E.

- March 6, 2026
- MNAA's 10th Accredited Airport Executive (A.A.E.)



Executive & Senior Staff Retreat

- March 12 - 13, 2026
- FY26 & FY27 Strategic Goals & Objectives
- FY26 – FY28 Performance Management
- FY26 & FY27 O&M and CIP Budgets
- 10-year Financial Model
- Organizational Review





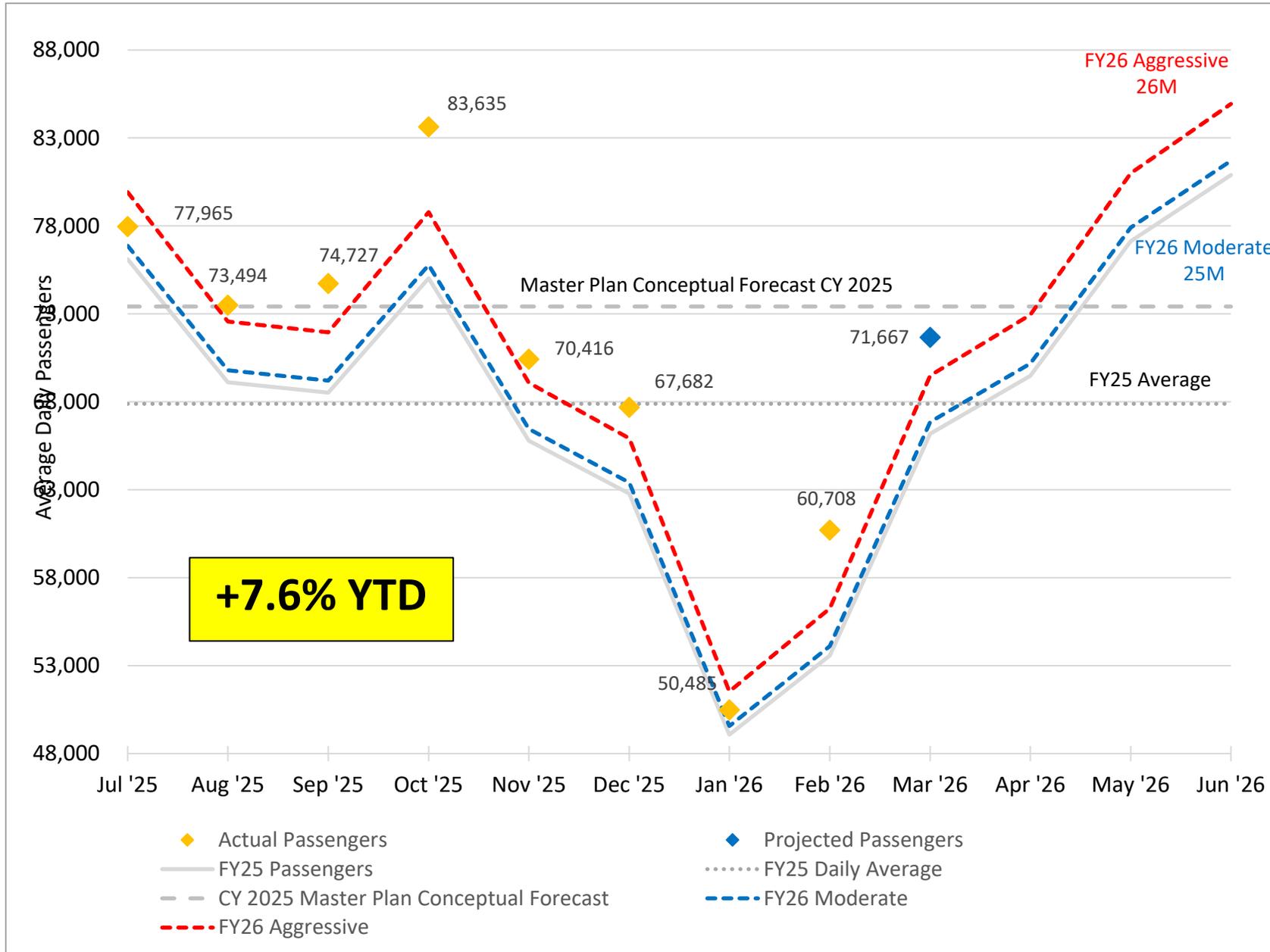
Caleb Douglas, A.A.E.
Director, Operations Planning &
Project Coordination



Samantha Hamilton, C.M., ACE
Director, Financial Planning
& Analysis

Welcome, New Leaders

FY26 BNA Passenger Forecast



March projections based on TSA data through March 15, 2026

- FY26 Forecast
 - 1% / 3% / 5%; 20% Transfer
- February Actuals
 - 1.7M passengers
 - 13.3% over FY25
 - +66.7K O&D; +133.4K Transfer
 - 24.5% Transfer Rate
- FY26 Year-End Projections @ 7%
 - 26.6M passengers (73K daily)
 - +1.8M over FY25 (7.3%)
- FY27 Projections (draft)
 - 4% Moderate – 27,676,800
 - 6% Strategic – 28,209,000
 - 8% Aggressive – 28,741,300

Operations

- Approvals
 - 1) Airport Communications Center (ACC) Computer Aided Dispatch System Replacement
 - 2) Design Contract for JWN Airport Layout Plan (ALP) Update plus Narrative - *tentative*
- Information: BNA & JWN Development Updates

Finance

- Approvals
 - 1) Second Amendment to Jet Right Lease Agreement
 - 2) FY27 O&M Budget – BNA, MNAA Resolution 2026-02
 - 3) FY27 Capital Budget – BNA, MNAA Resolution 2026-03
 - 4) FY27 O&M Budget – JWN, MNAA Resolution 2026-04
 - 5) FY27 Capital Budget – JWN, MNAA Resolution 2026-05
 - 6) FY27 O&M Budget – MPC, MPC Resolution 2026-01
 - 7) FY27 Capital Budget – MPC, MPC Resolution 2026-02
- Information – Procurement Procedures Update 3 of 3; North Mezzanine 3rd Party Lounge Solicitation

Management – TBD

Committee 30-day Outlook

- April 8 & 15, 2026
- April 29, 2026: Atlantic Aviation FBO Groundbreaking
1:00 – 3:00 pm

Operations

- Approvals
 - 1) Concourse A CGMP 4 of 4 and GMP
 - 2) Construction Contract for AOA Fence Replacement
 - 3) Construction Contract for Concourse B & C Upgrades
 - 4) Construction Contract for JWN Eastside Apron Rehabilitation
- Information: Operations Contract Update; BNA & JWN Development Updates

Finance

- Approvals
 - 1) Future Admirals Club Reimbursable Agreement
 - 2) Cell Carrier License Agreements for DAS
 - 3) Rental Car Concession and Lease Bridging Amendments
- Information
 - 1) Quarterly BNA Concessions Program Update and Sales Report
 - 2) Quarterly Retirement/OPEB/Treasury Investment Reports

Management

- 1) Approvals: None
- 2) Information: 2026 Affirmative Action Program (AAP) Update

Committee 60-day Outlook

- May 13 & 20, 2026

Items for Approval

March 18, 2026

- Purchase of Rosenbauer Quick Response ARFF Vehicle (Operations)

Item for Approval

- Beth Kreppein, Chief,
Department of Public Safety

Rosenbauer Quick Response Aircraft Rescue and Firefighting (ARFF) Truck

Project Description: Lessons learned from other airports show a new quick response fire truck is needed at BNA to protect terminal garages from potential vehicle fires, while also being able to respond to medicals, traffic crashes, and aircraft emergencies. The new truck will be on an F-550 chassis and will be built with a low profile to fit into all MNAA parking areas where the current response vehicle is limited.

Contractor: North America Fire Equipment Company, Inc.

Total Contract Cost: \$529,237 NTE

Schedule: Estimated one year build/completion date of March 2027

Funding Sources: Re-purposed funding from existing FY26 CIP

Committee Review: Operations Committee voted 3 to 0 to recommend approval on March 11, 2026.

Staff Recommendation: Staff requests the Board of Commissioners to:

- 1) Amend FY26 BNA Capital Improvement Plan (CIP) to include the new Rosenbauer quick response ARFF truck, and
- 2) Authorize the Chair and President and CEO to execute the purchase with North America Fire Equipment Company, Inc. for not to exceed (NTE) \$529,237.



- Runway 2L/20R LED Lighting System Upgrade (Operations)

Item for Approval

- Adam Bouchard, CM, FRAeS, VP, Operations and Facilities

Runway 2L/20R LED Lighting System Upgrade

Project Description: Replace incandescent runway lights and associated regulators for Runway 2L/20R to LED runway lights.

Lighting Equipment Provider: ADB SafeGate

Cost: \$561,374.41

Schedule: MNAA Airside Electrical will install the new lighting equipment as soon as flight operations permit scheduling a 3-week closure of R/W 2L/20R

Funding Source: Operations and Maintenance (O&M)

Committee Review: Operations Committee voted 3 to 0 to recommend approval on March 11, 2026.

Staff Recommendation: Board of Commissioners authorize the Chair and the President & CEO to execute a purchase with ADB SafeGate for \$561,374.41 for the full replacement of R/W 2L/20R incandescent lighting fixtures and related regulators.



- Construction Contract for North Cargo Ramp Slab Replacement (Operations)

Item for Approval

Puneet Vedi, AIA, A.A.E., LEED GA
VP, Airport Capital Development

Construction Contract for North Cargo Ramp Slab Replacement

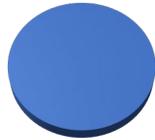
Project Description: Full reconstruction of 5,555 square yards (SY) of north cargo apron pavement with 16” of FAA-specified P-501 concrete.

Contractor: The Harper Company

Total Contract Cost: \$2,586,672.89

Schedule: Contract Start: April 2026
Contract End: June 2026

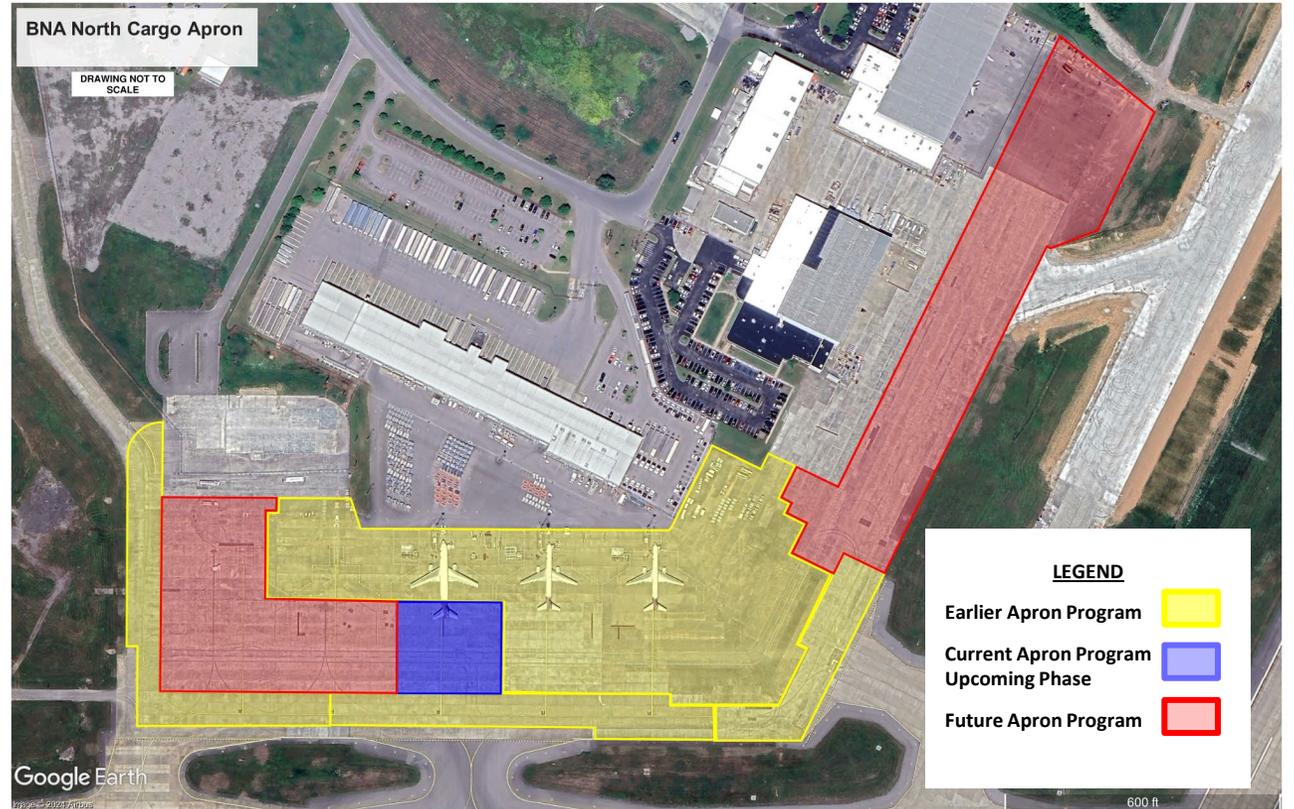
Funding Sources:



■ 100% Airline Fund

Committee Review: Operations Committee voted 3 to 0 to recommend approval on March 11, 2026.

Staff Recommendation: Board of Commissioners authorize the Chair and President & CEO to execute the proposed construction contract with The Harper Company in the amount \$2,586,672.89.



- MNAA Small Business Program (Management)
 - MNAA Resolution 2026-01

Item for Approval

Douglas E. Kreulen, A.A.E.
President and CEO

MNAA Small Business Program – Resolution 2026-01

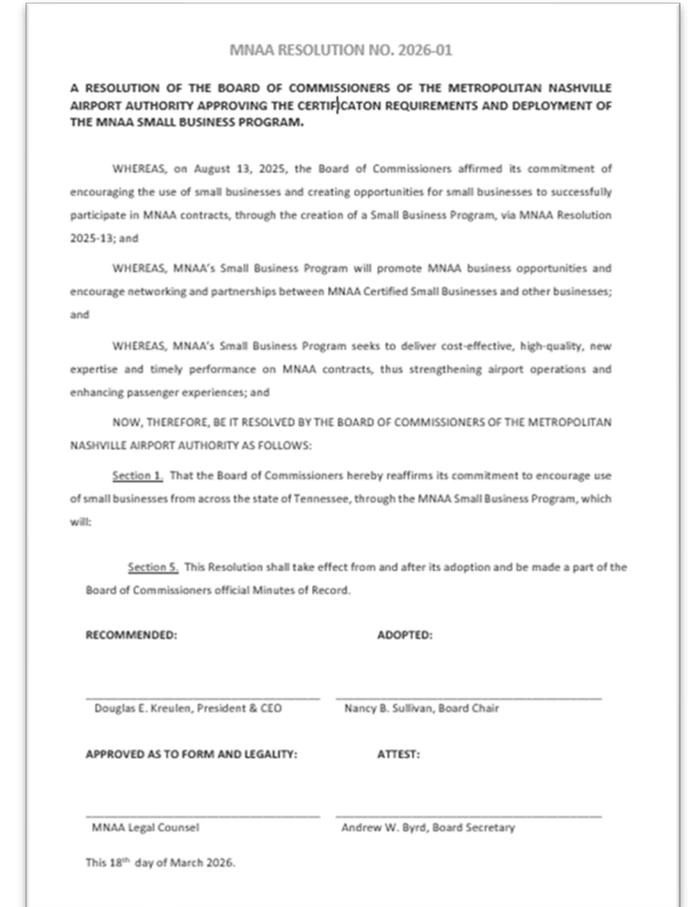
Background:

- August 13, 2025: Board affirmed its commitment of encouraging the use of small businesses and creating opportunities for small businesses to successfully participate in MNAA contracts, through the creation of a Small Business Program (SBP) (Resolution 2025-13)

SBP Purpose:

- Promote MNAA business opportunities
- Encourage networking and partnerships between MNAA Certified Small Businesses and other businesses
- Deliver cost-effective, high-quality, new expertise and timely performance on MNAA contracts
- Strengthen airport operations and enhance passenger experiences

SBP Effective: July 1, 2026



MNAA Small Business Program – Resolution 2026-01

SBP Certification Requirements:

- 1) Be for-profit and independently owned and operated
- 2) Be in business for at least 12 months
- 3) Meet U.S. Small Business Administration (SBA) size standards appropriate to the primary industry classification (North American Industry Classification System “NAICS Code”), including average gross receipts and/or number of employees, in accordance with Title 13 CFR Part 121, Business Size Determinations
- 4) Have a principal or owner with a personal net worth matching U.S. Department of Transportation (DOT) standards in Title 49 CFR Part 26.68, Personal Net Worth (currently less than \$2.047M, with exclusions including ownership interest, primary residence and retirement accounts)
- 5) Be registered in Tennessee and have principal business operations located in Tennessee with at least 60% of its employees located in Tennessee, or a commitment at certification to relocate principal operations to Tennessee within 12 months of contract award

Committee Review: Management Committee voted 3 to 0 to recommend approval on March 11, 2026.

Staff Recommendation: Board of Commissioners authorize the Chair and President and CEO to execute MNAA Resolution 2026-01, MNAA Small Business Program (SBP).



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Meeting Adjourned