

Minutes of the MNAA Management Committee



Date: March 11, 2026

Location: Metropolitan Nashville Airport Authority
Tennessee Boardroom

Time: 9:40 a.m.

Committee Members Present:

Nancy Sullivan, Committee Chair, Joycelyn Stevenson,
Committee Vice Chair, and Jimmy Granbery

Committee Members Absent:

None

Other Board Members Present:

Bobby Joslin, Glenn Farner

MNAA Staff & Guests Present:

Doug Kreulen, Cindy Barnett, Lisa Lankford, Trish Saxman,
Marge Basrai, Zach Blair, Adam Bouchard, John Cooper, Kristen
Deuben, Adam Floyd, Eric Johnson, Chief Kreppein, Carrie
Logan, Rachel Moore, Ted Morrissey, Stacey Nickens, Brandi
Porter, Josh Powell, Robert Ramsey, Chris Saunders, and Puneet
Vedi

I. CALL TO ORDER

Chair Sullivan called the meeting of the MNAA Management Committee to order at 9:40 a.m. pursuant to Public Notice posted on the BNA website at flynashville.com.

II. PUBLIC COMMENTS

Chair Sullivan stated there were no public comment requests received.

III. APPROVAL OF MINUTES

Chair Sullivan asked for a motion to approve the February 11, 2026 Minutes of the Management Committee meeting.

Vice Chair Stevenson made a motion and Commissioner Granbery seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes

Vice Chair Stevenson – Yes

Commissioner Granbery – Yes

The motion was passed with a vote of 3 to 0.

IV. CHAIR'S REPORT

Chair Sullivan congratulated Adam Floyd on obtaining his AAE certification. She also mentioned that Adam Bouchard did a great job presenting and answering questions at the Master Planning Public meeting. He calmed the public down and did such a great job. Round of applause.

V. Items for Approval

None.

VI. APPROVAL ITEMS

1. MNAA Small Business Program – MNAA Resolution 2026-01

President Kreulen stated on August 13, 2025, the Board approved Resolution 2025-13 authorizing creation of MNAA's Small Business Program (SBP). The goal out of that Resolution was to come back to Commissioners with a program that would 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; and strengthen airport operations and enhance passenger experiences. The SBP effective date is July 1, 2026 and will be announced at Business Taking Off (BTO) on March 27, 2026.

President Kreulen stated we had to make some modifications to be in compliance with the Federal guidance that came out. MNAA's SBP requirements include: 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); 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.

President Kreulen stated we are not only promoting the use of small businesses through this program for employment of Tennesseans; but let's say a firm outside of Tennessee provides us with the best value for our contract and commit to relocate their office to Tennessee. We will benefit economically from that office relocation because they are renting office space, and they are buying fuel and vehicles and whatever they need to operate. We win by bringing new people into the State of Tennessee to work here at the airport. We have laid out a plan for what happens after the announcement at BTO, between March and July, and also the plan for getting applications and certifications up and running.

President Kreulen stated Commissioner Glover was not able to attend and does not serve on the Management Committee, but he values her input. He spoke with her before she went out of town and she felt strongly about what we have designed and put into program.

President Kreulen requested the Management Committee recommend to the Board of Commissioners that it authorize the Chair and President and CEO to execute MNAA Resolution 2026-01, MNAA Small Business Program (SBP).

Commissioner Granbery asked if the firms are evaluated on a year over year basis or if it is a one-time evaluation. We want small business to be successful. President Kreulen replied it is really trying to plan what happens with future administrations. You can be a small business and have a net worth bigger than that, but we are really trying to encourage small, small businesses to participate. Once a business exceeds through something like this program, then they should be out there generating new business and supporting new ones starting up. President Kreulen gave examples of firms that started small and have grown out of MNAA's prior program.

Commissioner Farner recommended that for #3, the number of employees, in his past experience, a temporary placement company, because they had an owner, an office person, and a salesperson, they listed themselves as 3 employees, when technically they were employing hundreds of other people, but yet listed as a small business. It was not defined and he would like to give some thought to that. President Kreulen replied yes, that seems to be someone who is trying to manipulate the system.

Commissioner Farner stated President Kreulen has given examples of some small businesses that have grown here at BNA as a result of doing business here, and that is our intention. Regardless of industry, if 10 years from now there are the same 3 big players and no one is growing or prospering, then maybe

the program is not working as intended. President Kreulen agreed and stated we will have to watch for that as we develop our internal procedures; those are the kind of things we hope to capture. Our staffs' long-range intent is for small businesses to grow and graduate from the program.

Commissioner Joslin asked what SBA considers 600 employees or less, and where the veterans in are this program. President Kreulen replied we work very hard to hire veterans, but he will have to take that as a homework assignment regarding veteran businesses. There is nothing that precludes veteran-owned small businesses from participating in the SBP.

Vice Chair Stevenson stated regarding item number 5, and considering the hybrid workforce that now exists, we need to think about how businesses are set up. President Kreulen agreed and stated if you are subcontracting out, where are you physically working.

Chair Sullivan asked for a motion to approve Resolution 2026-01. Vice Chair Stevenson made a motion and Commissioner Granbery seconded the motion.

Chair Sullivan asked Ms. Saxman for a roll call:

Chair Sullivan – Yes

Vice Chair Stevenson – Yes

Commissioner Granbery – Yes

The motion was passed with a vote of 3 to 0.

President Kreulen concluded the presentation of the approval items.

VII. INFORMATION ITEMS

None.

Chair Sullivan replied she wanted to express how great the Airport Experience Conference was; it was such a great event.

VIII. ADJOURN

There being no further business brought before the Management Committee, Chair Sullivan adjourned the meeting at 9:54 a.m.



Andrew W. Byrd, Board Secretary