

Minutes of the Joint Meeting of the MNAA and MPC Finance Committee



Date: April 8, 2026

Location: Metropolitan Nashville Airport Authority
Tennessee Boardroom

Time: 9:45 a.m.

Committee Members Present:

Andrew Byrd, Committee Chair; Glenda Glover, Committee
Vice Chair

Committee Members Absent:

Glenn Farner

Other Board Members Present:

Nancy Sullivan, Jimmy Granbery, Bobby Joslin, and
Jocelyn Stevenson

MNAA Staff & Guests Present:

Doug Kreulen, Cindy Barnett, Josh Powell, Trish Saxman
Marge Basrai, Zach Blair, Kristy Bork, Adam Bouchard, John
Cooper, Ben Dearman, Kristen Deuben, Adam Floyd, Ryan
Hall, Samantha Hamilton, Roman Keselman, Lisa Leyva,
Carrie Logan, Syed Mehdi, Rachel Moore, Ted Morrissey,
Stacey Nickens, Brandi Porter, Robert Ramsey, Chris
Saunders, Puneet Vedi; and Adam Wolf

I. CALL TO ORDER

Chair Byrd called the Joint Meeting of the MNAA and MPC Finance Committee to order at 9:45 a.m. pursuant to Public Notice posted on the BNA website at flynashville.com.

II. PUBLIC COMMENT

Chair Byrd stated there were no public comment requests received.

III. APPROVAL OF MINUTES

Chair Byrd asked for a motion to approve the February 11, 2026, Minutes of the Joint Meeting of the MNAA & MPC Finance Committee. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

IV. CHAIR'S REPORT

Chair Byrd stated it is a big day. We are getting ready to approve the budget as well as principal things that we do as a Board. We are going to be moving forward with some approvals on various capital plans with respect to moving assets to arrange for the new terminal, which is 10 years out. As a Committee, it is a good chance that if we have any concerns to let them be known.

V. ITEMS FOR APPROVAL

1. Second Amendment to JetRight Lease Agreement

President Kreulen introduced Roman Keselman, AVP, Real Estate, to brief the Commissioners on the Second Amendment to the JetRight Lease Agreement. Mr. Keselman stated on March 15, 2023 the Board approved MNAA JetRight Properties LLC lease terms and the lease was executed. Based on that lease agreement, that hangar should have been completed December 15, 2024. Unfortunately, it was not completed, in fact, not started at that time. On June 18, 2025 the Board approved the 1st Amendment, extending construction term by 12 months with construction completion scheduled for April 19, 2027. Due to extended FAA 7460 process JetRight will be unable to meet the amended date. The proposed 2nd Amendment allows tenant more time to complete construction of the hangar to August 19, 2027. Apart from fuel flowage fees, this amendment will not impact revenue to MNAA. In fact, JetRight has been paying since 2023 with escalations and have now submitted their design to our AIR.

Mr. Keselman stated the terms of the amendment are as follows: Tenant has 180-days from the FAA 7460 approval, November 20, 2025, to submit plans/specifications to MNAA for approval. Following MNAA approval, tenant has 90 days to obtain all necessary Metro permits, and following Metro approval, tenant has 12 months to complete construction and carries several milestones. The milestone dates have contract penalties of \$150 per day until milestone is

achieved. If the hangar is not completed on time JetRight has to pay MNAA the difference between \$5M and the amount spent, not to exceed 25% soft costs.

Mr. Keselman request the Finance Committee recommend to the Board of Commissioners that it accept the 2nd Amendment to the agreement between MNAA & JetRight to extend the construction term; and authorize the Chair and President and CEO to execute the 2nd Amendment.

Vice Chair Glover asked if the delays were foreseeable. President Kreulen replied foreseeable yes, in the sense that the challenge for JetRight is to build the biggest hangar possible to accommodate as much business as possible and have gone back and forth on size and location. It all has to do with the FAA and the tower being able to see the taxiways. For MNAA and FAA it is about safety and for JetRight it is about maximizing their opportunities. The MNAA staff has been very diligent and patient with JetRight to get them to this point. He presented two drawings of the JetRight renderings. JetRight has been paying for 3 years to rent the land. Vice Chair Glover asked how confident are you with JetRight. President Kreulen replied very confident, because JetRight does not want the \$5M penalty.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

2. FY27 BNA O&M Budget, MNAA Resolution #2026-02

President Kreulen introduced Marge Basrai, EVP, CFO, to brief the Commissioners on the FY27 BNA O&M Budget, MNAA Resolution #2026-02. Ms. Basrai stated she has 6 budgets for approval. Ms. Basrai stated for the BNA Operating Budget one of the first things that we look at doing is the forecast for FY27. We started that process in December 2025 for FY26 forecast we were at 25.9M

passengers. We increased that by 2%, so the budget for FY27 is based off of 26.5M passengers. Since December, passenger traffic has continued to increase and exceeding the projections we have so our new FY26 projected year-end passengers is 26.6M, which is 7.3% above FY25. The new FY27 moderate forecast is 27.7M, 4% over new FY26 projected passengers. After discussions with the CEO, the finance team decided we are going to leave our budget based on the FY26 passenger forecast of 26.5M passengers. We were not going to make a change due to uncertainty in forecast given the current economy, geopolitical events, and effects of government shutdown. We are comfortable being conservative with the 26.5M. The majority of increase in passengers for FY26 are transfer passengers, which has limited effect on most non-airline revenue and expenses. And currently for FY26 we are still under budget. We are living within the means of the budgets that we have and being able to keep this budget where it is we can live with. She believes the number is good and we can live with what we have. And for some reason we need to come back, if some contract changes and is higher than we think, we can always come back for a midyear adjustment to cover it.

Ms. Basrai stated the FY27 BNA Budget Summary Metrics for the Debt Service Coverage requirements are to be 1.5x for Senior and 1.25x for Senior/Subordinate. We are well above that, Senior is 3.42x and Senior/Subordinate is 2.29x. The Landing Fee will go up to \$3.60 and Cost per Enplanement (CPE) will go up to \$11.24 and the Days Cash on Hand will go up to 1,079 days at the end of February 2026. All of these numbers are within the Board requirements and they are more favorable than what we put into our 2026 Bond Official Statement. That is important as we are going forward and as we are looking at our credit.

Ms. Basrai stated the FY27 BNA O&M Budget Operating Revenue increased \$21.3M, 6%. There are two main categories of Operating Revenue – Non Airline Revenue and Airline Revenue. The Non-Airline Revenue increased \$10.4M, or 4.9%. Space rental increased \$1.2M, from Contractual increases in various FBO, land/building rents; Parking increased \$3.1M: Increased passengers, offset by the closing of Lot A; Concessions increased \$2.1M: Increases in Advertising \$1.3M and Food & Retail \$700K; Car rental decreased \$1.9M: Fewer rental contracts being forecasted; GT (TNC, taxi, limo) fees increased \$1.5M related to increased passengers; Other revenue increased \$4.5M: Increase in parking decals/badge fees.

Ms. Basrai stated for Operating Revenue Airline Revenue increased \$10.8M, 7.6%. Our airline agreement is what dictates how we set up each one of the rates for the different categories. We take our rate model where we take what our operating expenses, what our debt service for the year, and our direct capital expenses and goes into the model and spits out what our rates are going to be for the different categories. The Terminal space rent increased \$4.4M; there was an increase in O&M expenses by \$3M for airside shuttle and utilities. Debt service allocated to terminal decreased \$10.6M due to savings from 2026 Bond Issuance. We came in well under debt. We were estimating about 5.5% interest rate and received around a 4.5% interest rate. Concourse D came in under budget and at the time.. We were able to save money and the debt service of the terminal. There is also increase in rentable space and leased space and the terminal rental rate decreased from \$213.93 to \$199.02 SF in the main terminal and the satellite rental rate went from \$208.58 to \$194.05 SF. The airlines are leasing 39K SF additional. The baggage fees decreased \$1.7M due decrease in terminal rental rate. Landing fees increased \$5.4M due to a rate increase. Increase for capital expenditures of \$1.5M for debt service. Increase of \$1.1M for O&M (ramp control, herbicide treatment, and on-call tree removal). Offset by small increase in projected landed weights. Signatory Per Use increased \$1.3M due to increased usage of MNAA controlled gate turns; partially offset by lower terminal rental rate. Airline Revenue Sharing Credit (revenue we share with the airlines) decreased \$700k due to AULA contractual decrease.

Ms. Basrai stated the FY27 BNA O&M Budget Operating Expenses increased \$5.7M. Salaries & benefits decreased \$900K; Cost of living adjustment (3%), offset by a reduction for the FY25/FY26 compensation study true-up; No reductions to salaries or positions in FY27. Shuttle bus service increased \$1.2M due to contractual increases and an increase in airside driver hours; Janitorial service decreased \$3.0M due to cost savings expected with new contract; IT software maintenance contractual increases and new technology of \$1.7M; Security services decreased \$1M. Eliminated posts and hours to match operational needs. Other contractual services increased \$2.0M, increases for ramp control tower, additional airfield herbicide applications, BHS maintenance; Repairs and maintenance services increased \$2.2M; Landscaping increased \$1.6M due to contractual increases; Other R&M increased \$600K (airline gate painting, road signage/wayfinding, elevator/escalator); Materials and Supplies increased \$800K; Janitorial supplies increased \$200K due to projected passenger increases PBB and BHS increased \$550K due increased in costs for the supplies needed to maintain these systems and the addition of

Concourse D extension; Utilities increased \$1.8M. We are currently over budget for utilities in FY26 due to increases in rate and usage for all utilities. Other operating expenses increased \$450K.

Ms. Basrai stated the FY27 BNA O&M Budget Net Non-Operating Revenue (expense) decreased \$3.5M. The Non-Operating Revenue increased \$3.1M, Interest income increased \$4.7M mainly due to higher cash balances from the FY26 bond issuance (\$965M); Projected interest rates are expected to be lower; Passenger Facility Charges increased \$2.6M due to expected passenger increases; Customer Facility Charges decreased \$4.2M due to fewer forecasted contract days. The Non-Operating Expense decreased \$451K; Bond Issuance Costs decreased \$6.0M due to no expected debt issuance in FY27; Interest Expense increased \$5.5M. Full year of interest in FY27 for the 2026 bonds (6 months included in FY26), Offset by savings in interest rate for actual issuance. Estimated 6%, came in at 4.52%. These savings, along with refunding from the 2015AB bonds and reduction in the expected use of the short-term credit facility, resulted in interest expense only increasing \$5M.

Ms. Basrai presented a summary slide on the FY27 BNA O&M Budget and stated the Total Operating Revenue is \$376.4M (increase of \$21.3M / 6.0%); Total Operating Expense \$200.9M (increase of \$5.7M / 2.9%); Income before depreciation and capital grants \$148.2M (\$19.1M more / 14.8%).

Ms. Basrai requests the Finance Committee recommend to the Board of Commissioners that it approve the proposed FY27 BNA operating budget and authorize the Chair and CEO to execute MNA Resolution No. 2026-02.

Chair Byrd thanked Ms. Basrai and stated that is a very good presentation. Vice Chair Glover asked if the rental cars decrease is because of the gas prices. Ms. Basrai replied it started happening beginning of FY26. It is a combination of things. President Kreulen replied the trend we are seeing is also nationwide. Vice Chair Glover asked for the shuttle bus it is \$1.2M in operating expenses; how much revenue does MNA receive from it? Ms. Basrai replied MNA does not get any revenue from that, some of the parking revenue is paying for the shuttle bus. For the satellite, part of that expense gets charged to the airlines. Vice Chair Glover asked if the Music City Loop will affect the Uber and Lyft numbers that are presented. Ms. Basrai replied no, she is not even

sure it will start by FY27 but believes it will not decrease the revenue since we will charge the same \$5.00 for pick-ups and drop-offs as Uber and Lyft. Vice Chair Glover thanked Ms. Basrai and stated it is a great report.

Chair Byrd asked about the planned closure date for Parking Lot A. Ms. Basrai stated July, so that we can start on the new CONRAC and parking garage. Commissioner Granbery asked what the projections are of the softening of the rental cars and financing of the CONRAC. Ms. Basrai replied looking at the financing of the CONRAC, we were very conservative in terms of what we thought the transactions would be. And based on the transactions we see now, the affordability is about the same, maybe a little bit more. We had already said the \$10 CFC that we were charging were not going to get us to that \$564M. And that is still true from what she said last year. She may come back near the end of the year for a CFC increase, which has already been planned. Where we are looking right now at the rental demand, and we are not sure that the rental cars will take over. The way it is being built is the part of it is a parking garage and CONRAC, and rental cars can take over more of that parking garage. With the lower demand they may not need to do that. We may keep that part as a parking garage. It is still feasible even with the lower transactions because we were pretty conservative when we were estimating our original transactions and we have to keep looking at it. Commissioner Granbery said so the potential off ramp is you increase parking garage and decrease CONRAC. President Kreulen replied yes, however, rental cars will be around for years to come.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

3. FY27 BNA Capital Improvement Budget, MNAA Resolution #2026-03

Ms. Basrai stated the FY27 BNA Capital Improvement Budget, MNAA Resolution #2026-03 details were included in the Staff Analysis. Ms. Basrai provided a summary stating the Summary of the 5-year CIP total FY27-FY31 CIP is \$1.5B, FY27 CIP is \$475.6M. The major projects for FY27: 1) MNAA Campus - \$172M, 2) MNAA Warehouse/CSF - \$105.3M. As we talked about eventually looking at Terminal II, it may go where our maintenance department is located. We are getting ahead, maybe not needed for 10 years, but we know we have to move them. We do not want to build something and then have to move it twice. The inventory warehouse, maintenance, airfield operations, Communications Center and virtual ramp tower will all go with those two items. She may plan to use 70% of that in cash. We saved some money in our bond issue and can pay more with cash because this is non-revenue generating since it is our support facility. If we can use cash and not pay interest on it for 30 years, that will be a good function of that 1100 Days Cash on Hand we have.

Ms. Basrai stated the ADG5/TDG6 Improvements and Romeo Bridge at \$63M. As discussed, over the last few months the plan is to increase our airfield to hold larger aircraft. This bridge over Donelson for the aircraft to come in from the terminal to the runway has to be bigger to get larger aircraft across the bridge. She stated we are currently looking at 57% being paid by the Federal Government and the rest will be bond funded which will get reimbursed by the airlines.

Ms. Basrai stated the Taxiway Tango 5 and Lima Reconstruction at \$40.6M for some repairs of the airfield with all the new operations we have and to reconstruct that area. This will be bond funding and airlines reimbursed. Ms. Basrai stated the Runway 2L/20R Extension Design at \$15M is for the design of the extension. We are still waiting on FAA for approval to proceed. We will use \$10M of state funds and \$5M reimbursed by airlines, and in FY28 there is another \$15M for the remaining design of the runway extension. Ms. Basrai stated that each individual project will be approved; The approval of the CIP doesn't mean you are approving these projects. They will come back to the Board for approval.

Ms. Basrai requests the Finance Committee recommend to the Board of Commissioners that it approve the proposed FY27-FY31 BNA Capital Improvement Plan, and approve the proposed FY27 BNA Capital Improvement Budget, and authorize MNAA to apply for and accept all grant(s) from

the Federal Aviation Administration (FAA) and from the State of Tennessee, and designate the President & CEO, or designee, as the authorized representative of the Authority, and authorize the Chair and President & CEO to execute MNAA Resolution No. 2026-03.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd asked for the MNAA campus is for moving a number of airport facilities, does that cover the costs of the construction of the new buildings. Mr. Robert Ramsey, EVP, CDO, replied that should cover the entire project costs. Chair Byrd stated he noticed in there \$10M for land acquisition. Ms. Basrai replied when land comes up, we sometimes do not have funds available, so we have started a fund putting away \$10M for land purchases, keeping it segregated so that if a parcel comes up that we want to purchase we have the funds available.

Chair Byrd stated the Tango 5, Lima Reconstruction is to work on expanding the airport asphalt facilities in order to take care of larger planes coming into BNA. President Kreulen replied yes, larger planes and more traffic using that existing pavement and the pavement is wearing out faster than forecasted, so reconstructing it and putting it back new will give it longer life. Chair Byrd stated for us this is a pretty major step which is to spend \$278M to begin to relocate these facilities. President Kreulen stated \$278M is strategic on our part to begin moving before we have to move them.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

4. FY27 JWN O&M Budget, MNAA Resolution #2026-04

Ms. Basrai presented the FY27 JWN O&M Budget and MNAA Resolution #2026-04. Operating Revenue increased \$1.8M; Land rental and hangar increased \$1.78M; Atlantic lease added to

budget and hangar rent increases effective July 1, 2026 (3.7%); Flowage Fees increased \$20K due to increase in aviation fuel sales.

Ms. Basrai stated the Operating Expenses increased \$275K, Salaries & benefits increased \$123K: 1 new FTE (operations specialist) and COLA (3%); Professional and other contractual services increased \$22K due to 3rd party snow removal services not previously budgeted; Janitorial services increased \$9K due to contractual increases and new deep cleaning service for admin building; R&M increased \$50K due to addition of EMAS inspection and maintenance services (\$35K) and sprinkler system certification (\$15K); Other Operating Expense increased \$67K, due to increases in JWN's share of allocable MNAA administrative expenses. Through the Airline Use and Lease Agreements JWN is one of those cost centers that get a share of the allocated overhead of MNAA.

Ms. Basrai stated the Non-Operating Revenue decreased \$188K; Interest Income decreased \$187K: decreases in cash balance and projected lower interest rates.

Ms. Basrai presented a summary slide stating the FY27 JWN O&M Budget; Total Operating Revenue \$5.7M; Total Operating Expense is \$2.8M; Income before depreciation, capital grants, and Transfers to/from MNAA \$3.1M (\$1.3M increase 76.7%).

Ms. Basrai requests the Finance Committee recommend to the Board of Commissioners that it approve the proposed FY27 JWN operating budget and authorize the Chair and CEO to execute MNAA Resolution No. 2026-04.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd stated pretty impressive increase in operating revenues, lot of hard work done out there and a lot of expansion.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

5. FY27 JWN Capital Budget, MNA Resolution #2026-05

Ms. Basrai presented the FY27 JWN Capital Budget and MNA Resolution #2026-05 including a Summary of the 5-year CIP – Total FY27 CIP \$2.9M; Total 5-year CIP \$55.4M. Major projects FY27: 1) Eastside Pavement Rehabilitation design and construction is \$1.2M, 2) ALP Update is \$556K, 3) Westside Drainage – Fence/Stream Crossing - \$420K, and 4) Obstruction Removal is \$200K, \$1.3M JWN funding, \$1.3M in federal grants and \$366k in state grants. Each individual project will be approved; the approval of the CIP doesn't mean you are approving these projects.

Ms. Basrai requests the Finance Committee recommend to the Board of Commissioners that it approve the proposed FY27-FY31 JWN Capital Improvement Plan, and approve the proposed FY27 JWN Capital Improvement Budget, and authorize MNA to apply for and accept all grant(s) from the Federal Aviation Administration (FAA) and from the State of Tennessee, and designate the President & CEO, or designee, as the authorized representative of the Authority, and authorize the Chair and President & CEO to execute MNA Resolution No. 2026-05.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Vice Chair Glover asked if she could repeat what project is in FY29. Ms. Basrai replied the \$20M is for the Westside hangar development. President Kruegen replied to build that big ramp, after we put the road in for \$6.7M, then you are able to spend more money on the ramp.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

6. FY27 MPC O&M Budget, MPC Resolution #2026-01

Ms. Basrai presented the FY27 MPC O&M Budget and MPC Resolution #2026-01. The Operating Revenue is decreased by \$467K to account for revisions to prior-year revenue assumptions and expected FAA and VA leases not materializing for the full year due to Federal funding cuts. The Operating Expenses increased \$290K, Utilities increased \$193K for electricity, water, and natural gas (higher usage and rates). Additionally, this year it was discovered that Trash services were included (and paid) by BNA; Landscaping increased \$50K due to the discovery the MPB landscaping was being included (and paid) on BNA's invoice. Also added an adjacent lot to IPB to contract. Increasing \$17K for various repair and maintenance services (elevator/escalator maintenance, chiller maintenance, fire alarm monitoring, water treatment, etc.). About \$21K for Tenant Improvements that may need to be done to entice new or extension of space leases at IPB. Current occupancy is 76%. The Non-Operating Revenue Interest Income decreased \$390K due to decreases in cash balance and projected lower interest rates. The Non-Operating Expenses Inter-Company Expenses decreased \$12K due to changes in BNA management fee estimates. The fee is calculated as a percent of revenues, and since there is a reduction in revenue, the estimated fee was also reduced.

Ms. Basrai presented a summary slide stating the FY27 MPC O&M Budget Total Operating Revenue is \$4.5M; the Total Operating Expense is \$2.1M; and Net Income before depreciation \$2.2M (Decrease of \$1.1M / 32.3%).

Ms. Basrai requests the Finance Committee recommend to the Board of Directors that it approve the proposed FY27 MPC operating budget and authorize the Chair and CEO to execute MPC Resolution No. 2026-01.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd stated something will happen with this building over time and we will not own indefinitely but this is an asset we own right now and need to keep it in good repair. Ms. Basrai replied we have tenants in it. President Kreulen replied yes, we have tenants in it and the team has done a good analysis and with these improvements will allow us to go to 2035 and at that

point the building will be over 60 years old. At that point remove it and turn it into aeronautical with the Westside cargo or another use.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

7. FY27 MPC Special Projects Budget, MPC Resolution #2026-02

Ms. Basrai presented the FY27 MPC Special Projects Budget, MPC Resolution #2026-02 including a Summary of MPC 5-year CIP Total at \$3.33M (all in FY27). MNAA is studying the west side of BNA for future development, which may include the International Plaza Building, however, nothing has been identified yet. During FY26, given IPB's profitability, demand, and being out of the path of growth, staff gained approval from the President and CEO to allow the IPB to remain open through 2035 (originally slated to be closed in 2030). This would allow Real Estate to sign/extend leases through 2035 and perform capital improvements to make the building functional for the next ten years (the building is occupied by tenants, and some projects are needed to ensure the building is safe and in general working order). Projects for FY27: 1) stucco repairs \$100k, 2) common area updates \$580k, 3) window resealing \$850k, 4) HVAC updates \$1M, and 5) parking lot resurfacing \$800k. Only funding source for MPC is their cash balance, which is \$20M.

Ms. Basrai requests the Finance Committee recommend to the Board of Directors that it approve the proposed FY27-FY31 MPC Special Projects Plan, and approve the proposed FY27 MPC Special Projects Budget, and authorize MPC to apply for and accept all grant(s) from the Federal Aviation Administration (FAA) and from the State of Tennessee, and designate the President & CEO, or designee, as the authorized representative of the Authority, and authorize the Chair and President & CEO to execute MPC Resolution No. 2026-02.

Chair Byrd asked for a motion to approve as presented. Vice Chair Glover made a motion, and Chair Byrd seconded the motion.

Chair Byrd asked Ms. Saxman for a roll call:

Chair Byrd – Yes

Vice Chair Glover – Yes

The motion passed with a vote of 2 to 0.

President Kreulen concluded the presentation of the approval items.

VI. INFORMATION ITEMS

1. Procurement Procedure Update 3 of 3

President Kreulen introduced Kristen Deuben, VP, Deputy Chief Financial Officer, to brief the Committee on the Procurement Procedures. Ms. Deuben stated this is the third Procurement Procedure update. The Procurement organizational structure was updated December 1, 2025 and the Procurement Policy #35-001 was issued (effective) December 8, 2025. 26 procedures were initially identified that need to be documented. Currently we have 12 procedures that have been reviewed and approved by Deputy CFO and Legal and posted internally. There are 14 procedures that are waiting for review by Deputy CFO with goal of being completed in the next 14 days. Ms. Deuben presented a list of the procedures. President Kreulen stated this is a huge effort that Ms. Deuben has taken on to help with the Procurement policy and procedures and it will make us a much more efficient airport.

2. North Mezzanine 3rd Party Lounge Solicitation

President Kreulen introduced Lisa Leyva, VP, Concessions, to brief the Committee on the North Mezzanine 3rd Party Lounge Solicitation. Ms. Leyva stated the proposed space is the North Mezzanine with the use of 20,600 sq./ft. for credit card/common use lounge. A Request for Proposal will include 15 Year Term, \$20.6M minimum capital investment (min. bid of \$1,000/sf), Additional \$5.15M capital investment at 7 years (min. bid of \$250/sf), the Minimum Annual Revenue to Authority of \$5.15M/year (min. bid of \$250/sf), 3% annual escalation, +18% of all ancillary sales and invest a minimum of \$250K/year in-terminal advertising.

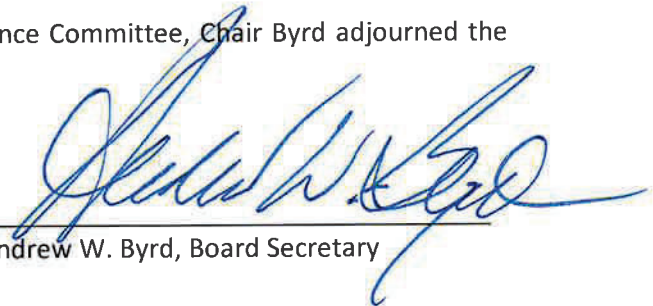
Ms. Leyva presented a proposed drawing of the conceptual space layout. Ms. Leyva shared a list of proposed amenities. She stated the schedule includes RFP release date of May 2026, the Pre-Proposal meeting of May 2026, the RFP due date of August 2026, and the RFP Selection of September 2026.

Chair Byrd asked if various credit card companies have expressed interest in this space. Ms. Leyva replied yes, we have spoken with American Express, Chase, among others that have all expressed interest. Commissioner Granbery asked what is the reserved space? Ms. Leyva stated it is for another entity that we are speaking with. Chair Byrd asked if there are other spaces available above Concourse A. President Kreulen replied in Concourse A, in the Center of L shape, American Airlines will move to a bigger space. Delta has a nice lounge, was 3K SF, and now is 15K SF. Chair Byrd stated there is a lot of competition for these lounges. President Kreulen replied yes, and if they want it they will bid higher than our minimum bid and whoever has the best bid will get it. If you will recall, before, when we changed over and started all this growth, we did not have this kind of money in the reserve accounts and the push was to generate revenue. And we have been doing that for 8 years now and as showed on our financial forecast this is the win, with \$5M minimum bid.

President Kreulen concluded the presentation.

1) ADJOURN

There being no further business brought before the Finance Committee, Chair Byrd adjourned the meeting at 10:33 a.m.



Andrew W. Byrd, Board Secretary