

Joint Meeting of the MNAA and MPC Finance Committee

October 14, 2026

BNA

Call to Order

October 14, 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 Wednesday, October 12, 2026, 9:00 am

Approval of Minutes

Joint Meeting of the MNAA & MPC Finance Committee

August 12, 2026

Chair’s Report

Tony Giarratana

Finance Committee Chair

Items for Approval

October 14, 2026

- Commercial Ground Transportation Agreement

Item for Approval

Lisa Leyva, C.M.
VP, Concessions

Ground Transportation Permits whose revenue may exceed $500,000

Background:

- Commercial ground transportation activities require commercial operators to obtain a permit
- As BNA has grown, commercial operator activity has significantly increased generating additional revenue to MNAA
- Because fees are assessed per trip, some operators will go above the $500,000 annual revenue threshold for Board Approval pursuant to the Third Amended and Restated Bylaws
- Staff is requesting the ability to execute the then current form of Ground Transportation permits for each class

Staff Recommendation: Staff requests the Finance Committee recommend to the Board of Commissioners that it:

1) Approve the staff's execution of the then current forms of Ground Transportation permits that may exceed $500,000 in revenue

2) Authorize MNAA staff to manage and initiate new permits

- Contract for Advertising and Marketing

Item for Approval

Stacey Nickens, C.M.

VP, Corporate Communications & Marketing

Contract for Advertising and Marketing

Background:

- MNAA has long partnered with an outside marketing agency to secure advertising placements. Historically, however, media buying and creative development were handled separately. As the Authority's advertising and marketing needs expanded, the team desired a more coordinated approach.
- Bringing these services together would help the team plan and execute campaigns more efficiently while maintaining a consistent message and visual identity. This was a necessary change to meet our growing demands.

Contract: Awarded to 5by5 Marketing Agency, Contract Terms: November 1 – June 30, 2029

- Year 1 $698,000
- Year 2: $900,000
- Year 3: $900,000
- Total: $2,498,000

Staff Recommendation: Staff requests the Finance Committee recommend to the Board of Commissioners that it:

1) Approve the new Advertising and Marketing contract with 5by5 Marketing Agency, Brentwood, TN at a total cost of $2,498,000 for three years, no renewal options to begin November 1 – June 30, 2029
2) Authorize MNAA President and CEO approval to execute the contract

- Notice of Lease Termination for 1415 Murfreesboro Pike; MNAA Resolution 2026-11
- Purchase of 25 acres of 7200 Cockrill Bend Blvd, Nashville, TN

Items for Approval

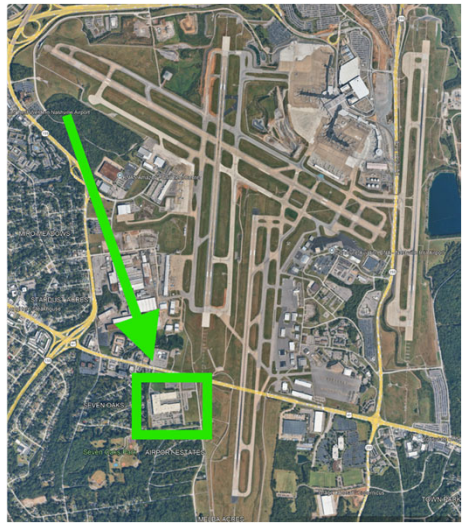
Roman Keselman, MBA, C.M.

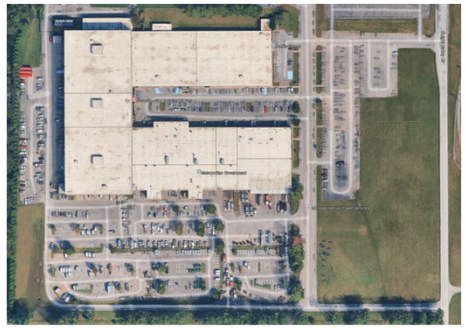
AVP, Real Estate

MNAA Resolution 2026-11 Notice of Lease Termination for 1415 Murfreesboro Pike

Background:

- MNAA owns the property at 1415 Murfreesboro Pike and is currently leasing it to Metro.
- The lease commenced in 2005, with the lease term being ten (10) years with six (6), five (5) year extension options.
  - Metro exercised its third (3rd) extension option, taking them through 2031.
  - Rent is currently $785,853.72.
- MNAA plans to commence the extension of Runway 2L in Q4 2027, which will eventually require rerouting access roads and razing the property.
- The lease allows MNAA to terminate for airport expansion.
  - The Board needs to adopt a resolution that the property is necessary for expansion.
    - A copy of the resolution was provided in your Committee packet.
  - Metro be given a 24-month notice period.





MNAA Resolution 2026-11 Notice of Lease Termination for 1415 Murfreesboro Pike

Impact/Findings:

- Terminating the lease in October 2028 will negate two (2) years and four (4) months of rent payment, given that the current extension option goes through February 2031. This equates to $1,833,658.68 in forgone rent.
- MNAA will have to comply with the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970. Total cost is unknown at this time.

Recommendation:

Staff requests that the Finance Committee recommend to the Board of Commissioners that it:

1) Approve MNAA Resolution 2026-11 Notice of Lease Termination for 1415 Murfreesboro Pike, and
2) authorize the Chair and President and CEO to execute MNAA Resolution 2026-11 Notice of Lease Termination for 1415 Murfreesboro Pike.

Acquisition of 25-acre parcel

- **Background:**
  - 25-acre parcel adjacent to the southeast side of JWN airport.
  - Partially developed, consisting of several buildings, parking lots and roads.
  - Owned by State of Tennessee and on September 21, 2026, the Tennessee House of Representatives State Building Commission Executive Subcommittee voted to approve the disposal of the TSU land to MNAA.

- **Terms and Next Steps:**
  - Purchase price $15,600,000, inclusive of title work.
  - After acquisition, State of Tennessee will be granted 12 months to relocate their personal property.



Acquisition of 25-acre parcel

- **Funding:**
  - BNA (NAE) Funds
- **Recommendation:**
  - Staff requests that the Finance Committee recommend to the Board of Commissioners that it:

    1) Approve the acquisition,

    2) amend the FY27 JWN Capital Improvement Plan to include the TSU land, and

    3) authorize the Chair and President & CEO to execute all relevant documentation to acquire the 25 acres.



Information Items

October 14, 2026

None



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Meeting Adjourned