



Metropolitan Nashville Airport Authority™
A Six Sigma Organization

LEGISLATIVE UPDATE

SECOND-QUARTER REPORT FY12

Feb. 1, 2012

To the Honorable Members of the Davidson County Delegation of the 107th Tennessee General Assembly:

We're pleased to let you know about some recent recognition the MNAA has received that reflects our commitment to excellence, starting with a prestigious industry award for the top airport concessions program in the nation.

Airport Concessions Richard A. Griesbach Award of Excellence

The Airports Council International–North America (ACI–NA) recognized the Nashville International Airport as the Richard A. Griesbach Award of Excellence winner in its 2011 Airport Concessions Contest. The ACI–NA Excellence in Concessions Contest, which began in 1998, honors the top airport concessions program in various categories, including the overall award, the Richard A. Griesbach Award of Excellence. In recent years, we have focused on making our concessions programs reflect local flavors and atmospheres, and we are excited to gain notice for this effort.

Tennessee Center for Performance Excellence Achievement Award

The Airport Authority earned the prestigious Achievement Award in the annual Excellence in Tennessee recognition program, which is administered by the Tennessee Center for Performance Excellence (TNCPE). TNCPE honors businesses for their achievements throughout their organizations and is the only statewide quality program. It is patterned on the Baldrige Performance Excellence Program, the national standard for recognizing organizational excellence.

Top 20 Tech-friendly Airport

Also, International Data Group's (IDG) global computer magazine *PCWorld's* recent study to find the best airports for tech travelers among the 40 largest airports in the U.S. put BNA at No. 13 – ahead of larger airports like Los Angeles International Airport and Chicago O'Hare and ahead of airports in tech cities like Seattle and Portland. The publication cites BNA's 20 minutes of free Wi-Fi, good Internet service speeds and many gates' freestanding charging stations as perks for travelers using technology in the terminal. For more information about the study and the other award winners, visit www.pcworld.com/article/246001/20_best_us_airports_for_tech_travelers.html.

We are proud to be honored on both the state and national levels by these organizations, since providing a great Nashville Airports Experience (NAE) to all of our passengers, strategic partners and employees is something we actively strive for, monitor and recognize internally every day.

As always, thank you for your continued interest in our airports. Please feel free to contact us with any questions or feedback, or if you would like additional information about our projects and services.

Handwritten signature of Raul L. Regalado in black ink.

Raul L. Regalado, C.A.E.
President and CEO

Handwritten signature of James H. Cheek III in black ink.

James H. Cheek III
Chairman

STATISTICAL HIGHLIGHTS

October 2011 – December 2011

Federal Grant Activity: \$875,642 • State Grant Activity: \$311,245

BNA Operating Activity:

Total Aircraft Operations

| | |
|-----------------|--------|
| Q2 FY12: | 43,432 |
| Q2 FY11: | 43,642 |
| Difference (#): | -210 |
| Percentage (%): | -0.5% |

Gross Certified Landed Weight (GCLW)

| | |
|-----------------|---------------|
| Q2 FY12: | 1,509,173,000 |
| Q2 FY11: | 1,493,284,000 |
| Difference (#): | 15,889,000 |
| Percentage (%): | 1.1% |

Enplanements (EPAX)

| | |
|-----------------|-----------|
| Q2 FY12: | 1,214,123 |
| Q2 FY11: | 1,174,048 |
| Difference (#): | 40,075 |
| Percentage (%): | 3.4% |

Vehicles Parked

| | |
|-----------------|---------|
| Q2 FY12: | 360,901 |
| Q2 FY11: | 403,967 |
| Difference (#): | -43,066 |
| Percentage (%): | -10.7% |

Passenger Facility Charge (PFC) Revenue

| | |
|------------------|-------------|
| Q2 FY12: | \$2,943,071 |
| Q2 FY11: | \$2,758,492 |
| Difference (\$): | \$184,579 |
| Percentage (%): | 6.7% |

REVENUES Q2 FY12

| | |
|------------------|--------------|
| Op rev FY12: | \$19,319,000 |
| Op rev FY11: | \$22,092,000 |
| Difference (\$): | -\$2,773,000 |
| Percentage (%): | -12.6% |

Quarterly revenues detail:

| | |
|-------------------|------------------|
| Passenger Airline | \$4,458,000 |
| Parking | \$7,748,000 |
| Concession | \$4,334,000 |
| Rents & Permits | \$2,349,000 |
| Cargo | <u>\$429,000</u> |
| | \$19,318,000 |

EXPENSES Q2 FY12

| | |
|------------------|--------------|
| Op exp FY12: | \$15,351,000 |
| Op exp FY11: | \$14,549,000 |
| Difference (\$): | \$802,000 |
| Percentage (%): | 5.5% |

Quarterly expenses detail:

| | |
|----------------------|------------------|
| Personnel | \$7,471,000 |
| Purchased Services | \$5,391,000 |
| Materials & Supplies | \$550,000 |
| Utilities | \$1,425,000 |
| Other | <u>\$514,000</u> |
| | \$15,351,000 |

MNAA Vision

To deliver exemplary customer service by providing premier airport services and facilities.

MNAA Mission

To be the heartbeat of the Mid-South by providing services and facilities that keep Music City flying high.

MNAA Core Values

E³I : Enterprising,
Entertaining,
Exercising, Intersecting

