Welcome & Opening Remarks

Doug Kreulen, A.A.E.
President and CEO
NASHVILLE INTERNATIONAL AIRPORT
Maintenance & Operations

Floyd Crook, A.A.E., IAP
Director, Facilities Maintenance
BNA Facilities Maintenance & BNA Environmental Staff

- Tom Bibb, AVP, Operations, Maintenance, Environmental & Safety
- Floyd Crook, Director, Maintenance
- Aaron Evans, Director, Operations
- Michelle Baker, Manager, Environmental Compliance
- Shawn Mertz, Manager, Airside Facilities Maintenance
- Tami Warren, Manager, Safety
- Amy Castro, Maintenance Coordinator
- Stan East, Maintenance Coordinator
- Matt Thein, Maintenance Coordinator
- Rachel Moore, Facilities Maintenance Assistant
**Buildings:**
Terminal, Concourses, Parking Garage and 9 Outlying Buildings including the International Plaza

**Services:**
Interior and Exterior finishes
HVAC, Electrical, Plumbing, Locksmith, Mechanical, Energy Management

**Airfield Services:**
Electrical, Grounds Maintenance, Runways and Taxiways

**Parking Lot Maintenance:**
Asphalt Management, Asphalt Striping, Concrete Repair and Landscape Services

**Mobile Equipment:**
Automobiles to Large Equipment
Why Does BNA Maintenance Need SMWBE Services?
Why Does BNA Maintenance Need SMWBE Services?
Why Does BNA Maintenance Need SMWBE Services?
Maintenance Projects Accomplished by SMWBE Contractors
BNA Contracted Services

- Small Trades for General Improvements and Repairs
- Flooring Installations
- Painting and Clean-up
- Fire Sprinkler Maintenance and Repairs
- Plumbing Line Scoping and Cleaning
- Fencing
- Housekeeping
- Safety Supplies
- Portable Restroom Service

- Flooring Installations
- Landscape
- Interior Plants
- Energy Management
- Escalators and Elevators
- Uniforms
- Communication Radios
- Baggage Handling System
- Pest Control
- Supplies, Lamps and Plumbing Parts, Automotive Supplies
Upcoming Maintenance Contracts

- Custodial Services
  - RFP Release: August 2019
  - Proposals Due: October 2019
  - Notice of Intent to Award: November 2019
  - Current terminal space: 900,000 sq. ft. – Expanding to 1.5 million sq. ft. over the course of BNA Vision throughout the term of the next contract
  - Going from one parking garage to three parking garages; from 2,000 spaces to 7,000 spaces over the course of the next contract
SMWBE Contractors That Have Provided Services For The Maintenance Department in the Last 12 Months

- Bestway Services
- Bradshaw's Landscape & Maintenance, LLC
- Contract Carpet Sales Co. Inc
- Custom Rugs
- Devmar Products, LLC
- Grand Fire Protection, LLC
- Hawkins Partners
- Jarvis Award, Sign and Flag, Company
- K. Payne Contracting
- Lewis Morris Construction
- Majestic Solutions
- Outdoor Specialist
- Pope Striping
- Queen’s Tree Surgery
- Reynolds & Reynolds Facilities Services, Inc.
- Simino Electric
- Southstar Construction
- Spring Clean
- Tennessee Tile & Marble Co., Inc
- Tennessee Coatings
- Travis Lawns
- Utopia Building Group
- Wireless Plus
- Proof Imaging
Environmental

Michelle Baker
Manager, Environmental Compliance
Upcoming Environmental Contracts

• Environmental Roadmap for the Future

• NPDES Permit Renewal

• Stormwater Pollution Prevention Plan (SWPPP) Update

• Spill Prevention Controls and Countermeasures (SPCC) Plan Update
Information Technology

Vanessa Hickman
AVP, Information Technology
Information Technology

• IT Staffing
  – RFP 1Q20 for service desk coordinator

• Desktop deployment assistance
  – Ad hoc services

• Desktop & telephone handset purchases
Business Development

Margaret Martin
Chief Development Officer
PROJECT DESCRIPTION: HOTEL AND PARKING GARAGE B

On behalf of MNAA, the selected Developer will provide Design/Build services for the new Parking Structure and the following services for the Hotel:

- Design/Build
- Finance
- Ongoing Management and Operations
- Procurement and Installation of Furniture, Fixtures, & Equipment and Operating Supplies & Equipment

*MNAA is targeting an opening date of fall 2023 for the Project.*
HOTEL DEVELOPMENT TENTATIVE SCHEDULE OF EVENTS

• Release of RFQ………………………………………………………………February 2019
• Proposals Due……………………………………………………………………May 2, 2019  2:00 p.m. CT
• Interviews (if requested by Authority) …………………………………………May 2019
• BNA Board Approves Short-List……………………………………………..June 2019
  of Qualified Respondents
• Collaborative Dialogue Meetings with Short-Listed ………………June 2019 – March 2020
  Teams and RFP Period
• BNA Board Selects Preferred Respondent…………………………………June 2020
Wifi Concessions Agreement (Outside Terminal)

Bid Date: June/July 2019
Procurement

Lynne Steck
Director, Purchasing
Opportunities Currently on the Street:
- Employee Recognition and Service Awards due March 27, 2019
- Utility Bill Review are due April 4, 2019
- Parking and Hotel Development RFQ’s are due May 2, 2019

Upcoming Opportunities:
- Cleaning of Oil Water Separators expected release date June 2019
- Custodial Services for BNA expected release date August 2019
**It is MANDATORY to list at least one six digit NAICS Code**

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**Please check all boxes that apply to your company and match NAICS codes.**

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**Additional Contact Information**

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**Physical Address** (If different than above)

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<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Zip</th>
<th>Country</th>
<th>Phone</th>
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**Order Information - Informational Only**

- **Purchase Order Accepted**: To process your Vendor Application you must complete and return by fax or email the WI-9 form.
- **Credit Card Order Accepted**: Fax: 615-275-2349  Email: contractors@mnna.org

**FAX:** 615-275-2349  **PHONE:** 615-275-2300
Please provide a detailed description of Goods/Services Provided: (also check all that apply below)

<table>
<thead>
<tr>
<th>Category</th>
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<td>Alarm Systems</td>
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<td>Architecture</td>
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<td>Audio/Visual Equipment</td>
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<td>Awards/Recognition</td>
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<td>Carpet Cleaning</td>
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<td>Catering Services/ Fluid &amp; Beverage</td>
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<td>Employer/Employee Benefits</td>
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<td>Engineering/ Environment</td>
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Please provide any additional comments below.
MNAA Vendor Application

Request for Taxpayer Identification Number and Certification

Part I: Taxpayer Identification Number (TIN)

1. Name of taxpayer: [Insert name]
2. Address of taxpayer: [Insert address]
3. Taxpayer Identification Number (TIN): [Insert TIN]
4. Business name (If different): [Insert business name]
5. Business type: [Insert business type]
6. Tax status: [Insert tax status]
7. Tax years: [Insert tax years]
8. Taxable or exempt: [Insert taxable or exempt]
9. Federal Employer Identification Number (FEIN): [Insert FEIN]
10. State identification number: [Insert state identification number]
11. City: [Insert city]
12. County: [Insert county]
13. State: [Insert state]
14. Zip code: [Insert zip code]
15. Social Security Number: [Insert Social Security Number]

Part II: Certification

1. This statement is true and correct. [Insert statement]
2. I am authorized to sign this application and to bind the entity to the terms and conditions contained in this application. [Insert statement]
3. I am authorized to bind the entity to the terms and conditions contained in this application. [Insert statement]
4. I certify that the information contained in this application is true and correct. [Insert statement]
5. I certify that the information contained in this application is true and correct. [Insert statement]
6. I certify that the information contained in this application is true and correct. [Insert statement]
7. I certify that the information contained in this application is true and correct. [Insert statement]
8. I certify that the information contained in this application is true and correct. [Insert statement]
9. I certify that the information contained in this application is true and correct. [Insert statement]
10. I certify that the information contained in this application is true and correct. [Insert statement]

To process your Vendor Application you MUST complete and return this W-9 form via e-mail to contractorvendorapp@nashiel.com or via fax to 615-275-2349.
All Records Requests related to any procurement solicitation such as, Invitations to Bid, Request for Proposals and Request for Qualifications, should be sent directly to the Chief Procurement Officer, Davita Taylor on company letterhead at the email below:

purchasing@nashintl.com
The Airport participates in an owner controlled insurance program (OCIP) for most CIP projects. An OCIP program is an insurance policy held by a property owner during the construction or renovation of a property, which is typically designed to cover virtually all liability and loss arising from the construction project.

For more information about how this program works, please contact Alexander & Associates, Inc.

Alexander & Associates, Inc.
545 Mainstream Dr., Ste. 406
Nashville, TN  37228
Phone:  615-244-3202
Email:  info@alexanderandaso.com
### Customer Profile

**Organization Information**
- **Organization Name**
- **Name Line 1 (Optional)**
- **Name Line 2 (Optional)**
- **Address**
- **City**
- **Province/State**
- **Country**
- **Postal/Zip Code**
- **Web Site Address**
- **GST Number**
- **Category**
- **NAICS Industries**
- **Description**
- **Default Language**

**Contact Information**
- **Corporate Title**
- **Title**
- **First Name**
- **Initial**
- **Last Name**
- **Address**
- **City**
- **Province/State**
- **Country**
- **Postal/Zip Code**
- **Phone**
- **E-mail Address**

To continue the registration process, please click the "Next Step" button.
Purchasing Department Contacts

Davita Taylor
Chief Procurement Officer
(615-275-1468) davita_taylor@nashintl.com

Lynne Steck
Director of Purchasing
(615) 275-2348 lynne_steck@nashintl.com

Nena Bowling
Contracts Service Coordinator
(615) 275-2347 nena_bowling@nashintl.com

Kimberly Shelton
Contracts Service Specialist
(615) 275-2519 kimberly_shelton@nashintl.com

Sherri Rains
Buyer
(615) 275-2313 sherri_rains@nashintl.com

Monta Caraker
Administrative Assistant
(615) 275-2300 monta_caraker@nashintl.com

Departmental Fax
(615) 275-2349 purchasing@nashintl.com
Development & Engineering
Traci Holton, PE,CM
Chief Engineer
Development & Engineering Contacts

Breanna Garcia
Administrative Assistant II
(615) 275-2200
breanna_garcia@nashintl.com

Matthew Cramer
Director – Design
(615) 275-2647
matthew_cramer@nashintl.com

Neil Bhatt
Director – Project Controls
(615) 275-1409
neil_bhatt@nashintl.com

Traci Holton
Chief Engineer
(615) 275-4139
traci_holton@nashintl.com

Rick Williams
Manager – Building Construction
(615) 275-1641
rick_williams@nashintl.com

Angie Cotter
Manager – Logistics/Transition
(615) 275-4485
angela_cotter@nashintl.com

Rick Jones
Deputy Chief Engineer
(615) 275-1403
rick_jones@nashintl.com

Bryan Barton
Manager – Civil Construction
(615) 275-1781
bryan_barton@nashintl.com

Daniel Brown
Manager – Quality Assurance/Safety
(615) 275-1611
daniel_brown@nashintl.com
Capital Improvement Projects
Nashville International Airport
Annual On Call Landside Paving Contract

RFP Date: April 2019
Construction Cost = $450,000
NTE/Yr
On Call Clearing, Grubbing, Grading, & Tree Removal Services

RFP Date: April 2019
Construction Cost = $2,000,000
NTE/Yr
Cargo Apron Slab Replacement

RFQ Date: October 2019
Construction Cost = $900,000
Stormwater Pipe Repairs

RFQ Date: June 2019
Construction Cost = $800,000
Terminal Area Pipe Repairs - Phase 5

Bid Date: April 19, 2018
Construction Cost = $1,700,000
Runway 2L/20R Extension – Environmental Assessment / Preliminary Design

RFQ Date: June 2019
Low Impact Development – Phase 1

Bid Date: July 2019
Construction Cost = $200,000
Rehabilitate Taxiways T4, L and J (T4 – T6)

Bid Date: April 2019
Construction Cost = $600,000
ARFF Access
Road Extension

Bid Date: January 2020
Construction Cost = $350,000
Reconstruct Runway 2R/20L, Taxiway Hotel, and Connectors

Bid Date: February 2020
Construction Cost = $80,000,000
Redundant Power Feed to Terminal

RFQ Date: May 2020
Bid Date: September 2020
Construction Cost = $4,000,000
Update Intrusion Detection System

Bid Date: October 2019
Construction Cost = $400,000
Runway Guard Lights S6 & S7

Bid Date: December 2019
Construction Cost = $300,000
Replace Terminal Expansion Joints

Bid Date: September 2019
Construction Cost = $400,000
Valet Lot Sewer Lift Pump Replacement

Bid Date: August 2019
Construction Cost = $300,000
Consolidated Service Facility Electrical Substation Replacement

RFQ Date: July 2019
Bid Date: November 2019
Construction Cost = $750,000
Murfreesboro Road Tunnel Upgrades

RFQ Date: September 2019
Bid Date: January 2020
Construction Cost = $400,000
Consolidated Rental Car Facility Reallocation

Bid Date: January 2020
Construction Cost = $1,000,000

CONRAC Facility
A Concourse Expansion – Civil Design

RFQ Date: August 2020
Construction Cost = $55,000,000
John C. Tune Airport
Terminal Apron Expansion

RFQ Date: July 2019
Bid Date: May 2020
Construction Cost = $4,200,000
Repair / Replace
T-Hangar Roofs

RFQ Date: October 2019
Bid Date: April 2020
Construction Cost = $800,000
Construct New T-Hangars

RFP Date: October 2019
Construction Cost = $750,000
New Apron
Restrooms

RFQ Date: July 2019
Bid Date: January 2020
Construction Cost = $180,000
Air Traffic Control Tower (ATCT) & Westside Access Road

Bid Date: November 2019 (Road)  
Construction Cost = $4,250,000

Bid Date: March 2020 (ATCT)  
Construction Cost = $4,500,000
MNAA Properties Corporation
International Plaza Retaining Wall Repair

Bid Date: February 2020
Construction Cost = $30,000
Multipurpose Building Roof Replacement

RFQ Date: October 2019
RFP Date: February 2020
Construction Cost = $700,000
NOW ACCEPTING FILL MATERIAL!!!

- Soil
- Topsoil
- Rock
- Gravel
- Crushed Concrete
- Asphalt millings
BNA Vision Update
Concourse D & Terminal Wings
Garage C & Administration Building
Terminal Lobby & International Arrivals Facility
MNAA TERMINAL GARAGE AND AIRPORT ADMINISTRATION BUILDING

MESSER CONSTRUCTION
1. 3,000 Car cast-in-place parking garage
   a. Primarily Precast Panel Exterior
   b. Standing Metal Roof on 6th floor of Garage
   c. Curtainwall, Terra Cotta, and Metal Panel veneer
   d. Site grading and utilities

2. Administration Office on top of garage
   a. Structural Steel Frame
   b. Curtainwall, metal panel & limestone veneer
   c. Interior finishes / Board Room Area

3. Park like Plaza area with hardscaping and landscaping on 5th level
CONSTRUCTION PROCUREMENT OVERVIEW

REMAINING BID CATEGORIES – PLAZA / OFFICE & SITEWORK

BID PACKAGE #2A: Issue for bidding 3/13/19, bids due 4/9/19

- Plumbing & HVAC – Office
- Electrical – Office
- Fire Protection – Office
- Panel Systems (Metal, Terra Cotta, and Limestone) – Garage and Office
- Roofing – Office
- Doors, Frames, and Hardware – Garage and Office
- Site Grading and Demolition
BID CATEGORIES – PLAZA / OFFICE & SITEWORK

BID PACKAGE #2B: Issue for bidding 4/3/19, bids due 4/30/19

- Fireproofing – Garage and Office
- Metal Studs, Drywall, Sheathing – Office
- Ceiling Systems – Garage and Office
- Flooring – Garage and Office
- Tile – Garage and Office
- Sealants, Waterproofing, Air Barriers – Garage and Office
- Low Voltage Cabling
BID CATEGORIES – PLAZA / OFFICE & SITEWORK

BID PACKAGE #2B: Issue for bidding 4/3/19, bids due 4/30/19

- Painting – Garage and Office
- Architectural Millwork – Office
- Plaza Pavers and Landscaping – Plaza
- Site Landscaping
- Accessories
- Asphalt Paving
- Traffic Signals

FUTURE PACKAGES: AV, Furnishings, Signage, Final Cleaning
For questions related to:

**Project Specific Details:**
- Jeff Banta - Senior Project Executive,  jbanta@messer.com
- Tom Jones – Senior Project Executive,  tjones@messer.com
- Zach Howe – Estimator,  zhowe@messer.com

**Prequalification:**
- Amy Whiffen, Project Administrator,  awhiffen@messer.com
- Mike Huwel, Insurance Program Executive,  mhuwel@messer.com

**Vendor M/WBE Certification & Vendor Database:**
- Natasha Moffitt, Economic Inclusion Coordinator,  nmoffitt@messer.com
FOR MORE INFORMATION, COME SEE US AT OUR TABLE!
Concourse D & TW Expansion Project

- Notice to Proceed – 01/22/2018
- 900 Day calendar
- Started Construction Summer 2018
- Substantial Completion July 2020

Project Manager

Adam Merritt

New Concourse D

Ticketing and Baggage Claim Expansions
Concourse D & TW Expansion Project

- Purchasing Almost Complete
- SMWBE Requirements
  - MBE - $14,935,848 (6.29%)
  - WBE - $21,679,538 (9.13%)
  - SBE - $9,498,155 (4.00%) Target
- Projected SMWBE Totals
  - MBE - $25,523,100 (10.74%)
  - WBE - $22,615,159 (9.52%)
  - SBE - $16,814,269 (7.08%)
Terminal Lobby & IAF

- Notice to Proceed – 11/18/2018
- 2000 Day calendar
- Early Start (Enabling Work) – Summer 2019
- Start Construction – Summer 2020
- Substantial Completion – Spring 2024

Project Manager

Callie Hepler
Terminal Lobby & IAF

- SMWBE Requirements
  MBE - $27,795,000 (8.50%)
  WBE - $37,703,100 (11.53%)
  SBE - $16,350,000 (5.00%) Target

- Early Outreach Approach

- Core Trades/Design Assist Package – 4th Quarter 2018

- Enabling Projects Package – 2nd thru 3rd Quarter 2019

- Civil, Foundations Package – 4th Quarter 2019 thru 1st Quarter 2020

- Structure, Core & Shell Package – 1st thru 2nd Quarter 2020

- Final/Finishes Package – 4th Quarter 2020
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<th>Terminal Lobby &amp; IAF Opportunities</th>
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<td>Demolition</td>
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<td>Site Work</td>
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<tr>
<td>Passenger Boarding Bridges</td>
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<td>Aircraft Fueling Systems</td>
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Fraport USA

Fraport TN: A Concessions Developer

Vivica Brown
Vice President BNA
Who Are We?

• Fraport Tennessee is the newest company with the responsibility for developing concessions operations at Nashville International Airport.

• Fraport USA is the company that develops several U.S. based companies/concessions programs to include BWI Airport; Cleveland Hopkins International Airport; Pittsburgh International Airport; JFK Terminal 5; and BNA.

• Fraport has a global portfolio that includes various types of airport operations at 26 airports on 3 continents. One of the most recent projects includes the construction and management of a new airport terminal in Lima, Peru.
• Fraport Issued 2 unique Requests For Proposals in November 2018: Food & Beverage and Retail

• 432 submissions were received for 90+/- store locations.

• One of the first programs in the U.S. that boasts significant local participation along with significant ACDBE participation.

• Currently, there are two active RFPs with additional RFPs to come.
Our Contact

VP Vivica Brown

Construction
Kenneth Beeler
Email: k_beeler@fraport-usa.com
Mobile: 615.480.9896

F&B and Passenger Experience
Katie Morrell
Email: k_morrell@fraport-usa.com
Mobile: 615-854-3314

Retail and Revenue Management
Maria Kim
Email: m_kim@fraport-usa.com
Mobile: 615-887-1712
Upcoming Fraport Events

Concessions Employment Event
May 17, 2019
9-11 AM
Airport Marriott
Statewide Outreach

- Nashville
- Knoxville
- Chattanooga
- Memphis
Targeted Workshop & Networking Sessions

- Engineering Connection
- Bonding Workshop
- Diverse Business EXPO
SMWBE BUSINESS PROFILE

Leo Moreno, President

My BNA

SMWBE Business Profile

Metropolitan Nashville Airport Authority

SMWBE BUSINESS PROFILE

"Investing in yourself and your company with new technology and continuing education is key to growth. MNAA has been a key element for the growth and success of Utopia Building Group. They have been very helpful in reaching out during the procurement process for projects. Being a certified diversity business makes it easier for people to find you.

My advice to diverse business owners: consider becoming certified through the airport’s diversity business program. It is also important not to rely on the certification alone. You need to continue networking and improving your business to be ready for the next opportunity.

We have learned how to measure up to the highest quality and standards that the Airport requires. I’m proud of every single project we complete. It has been a great journey with lots of obstacles but with great rewards."

Leo Moreno
President, Utopia Building Group LLC

Message from the MNAA Business Diversity Team:

"Success for the MNAA Business Diversity Team is looking out on the airport grounds to see a Utopia Construction van truck almost every day.

Owner Leo Moreno has grown his company through hard work and by investing in his leadership skills through our current leader mentor program. Working for the inclusion of diverse businesses like Utopia building group in our training economy is what our team is all about.

We encourage diverse business owners to register with our diversity business program to be a part of our story."

Visit Pymouthville.com and select "Business Opportunities" for more information."
Disparity Study

Griffin & Strong PLLC

ARC OF THE DISPARITY STUDY

- Kick off/Data Assessment
- Legal Review
- Policy Review
- Informational Meeting
- Data Collection

Spring, 2019
- Preparation of Databases
- Anecdotal data collection
- Survey of Business Owners

Summer, 2019
- Statistical Disparity Analysis
- Anecdotal Evidence

Fall, 2019
- Private Sector Analysis Findings
- Recommendations
- Draft Report
- Final Study Report
AMAC 37th Annual Airport Business Diversity Conference
June 1 - June 4, 2021 | Grand Hyatt Nashville, TN
hosted by Nashville International Airport
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Vendor Booths

Cane Ridge High
Messer
Maven
Premier Mechanical Products
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PathwayWBC
Urban League of Middle Tennessee
Goodwill Industries of Middle Tennessee, Inc.
The Barbour Group LLC
TDOT
Nashville State Community College
Metro Nashville Office of Minority & Women Business Assistance
Award Presentations

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Chief Procurement Officer