



BUSINESS TAKING OFF

Friday, March 22, 2019

Welcome & Opening Remarks

Doug Kreulen, A.A.E.

President and CEO



BUSINESS *Taking Off*
Metropolitan Nashville Airport Authority

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

Items Maintained by BNA Maintenance

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 ?



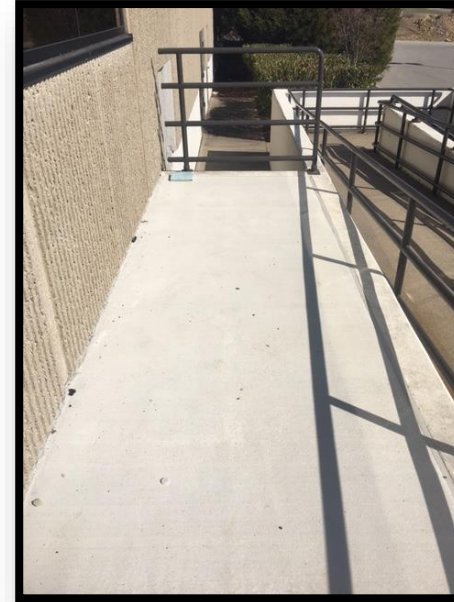
Why Does BNA Maintenance Need SMWBE Services ?



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





Hotel and Parking Garage B

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

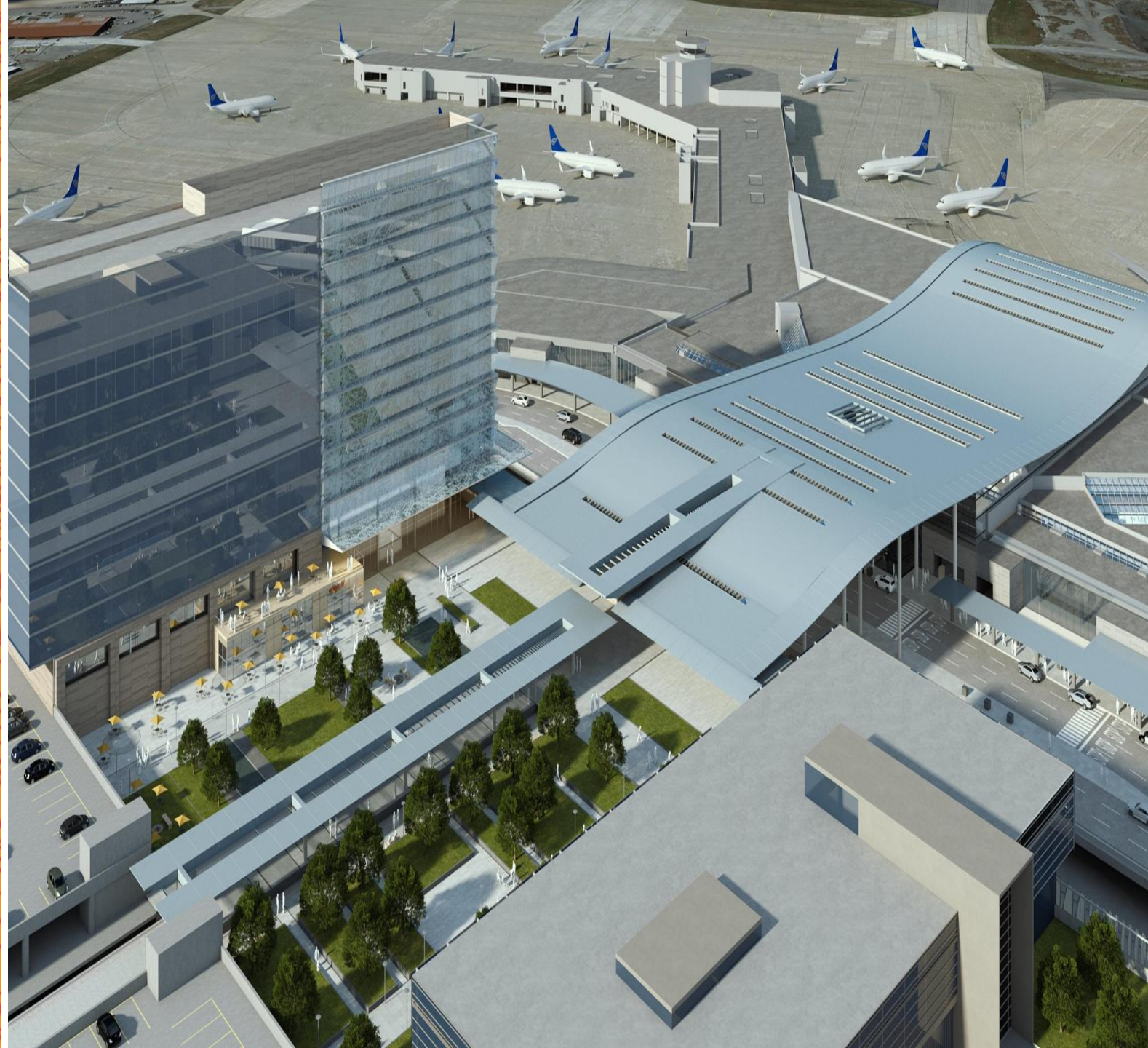
MNAA is targeting an opening date of fall 2023 for the Project.

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-ListedJune 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



Solicitation Opportunities For MNAA



Opportunities Currently on the Street:

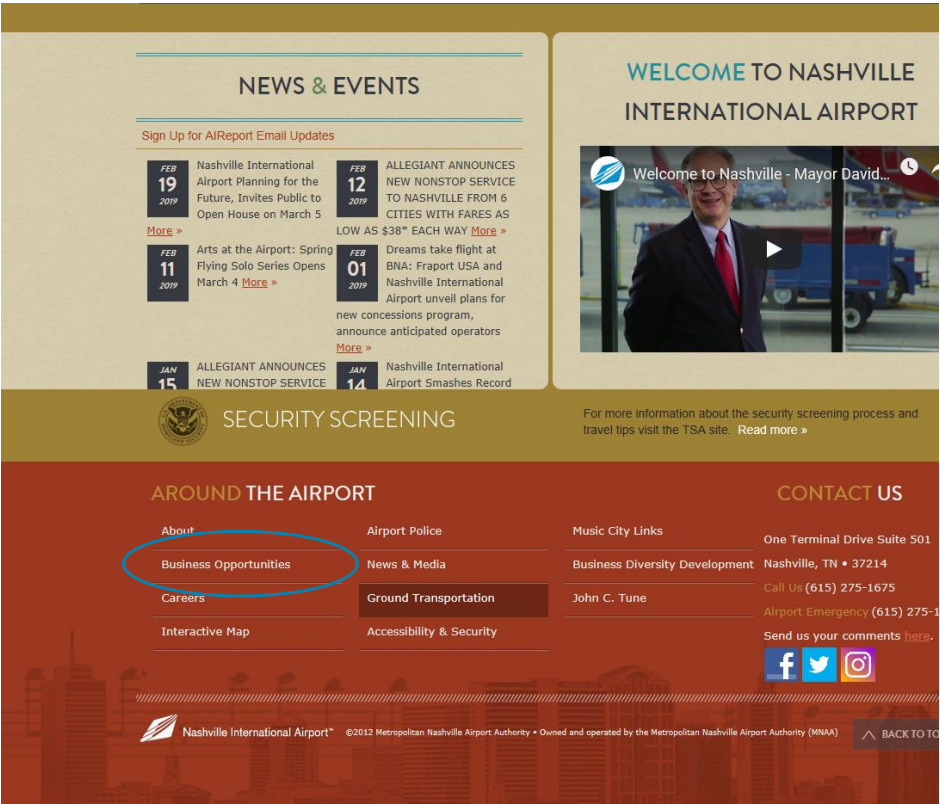
- Employee Recognition and Service Awards due March 27, 2019
- Utility Bill Review are due April 4, 2019
- Parking and Hotel Development RFQ's are due May 2, 2019

Upcoming Opportunities:

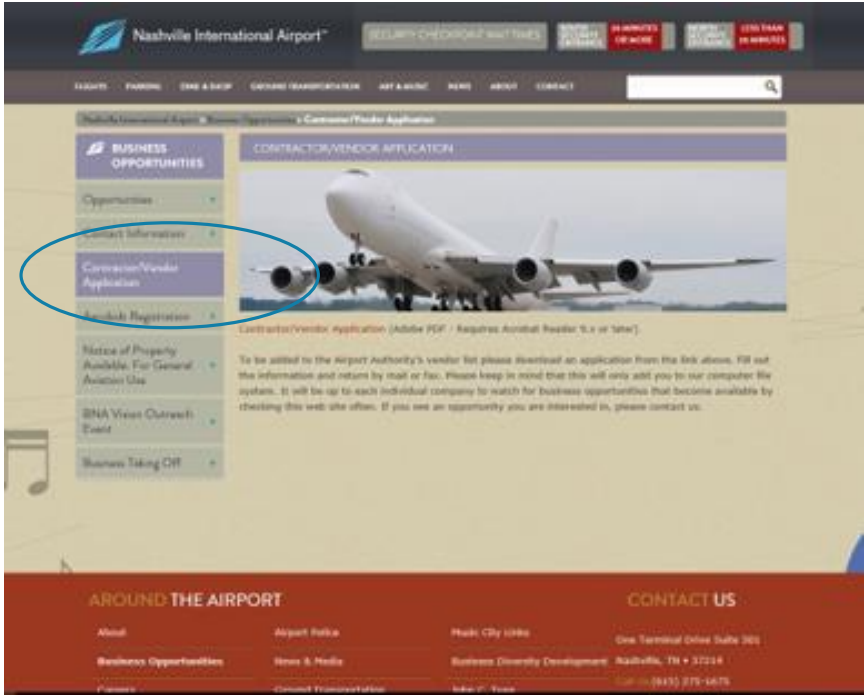
- Cleaning of Oil Water Separators expected release date June 2019
- Custodial Services for BNA expected release date August 2019

Contractor/Vendor Application


Click Here First



Next



MNAA Vendor Application



Metropolitan Nashville Airport Authority Vendor Application

Company Name <i>(complete legal name)</i>		*Click on BDD for Business Diversity Development information		<div>BDD</div>		Are you currently designated or certified* as:	
Name Doing Business As		Type of Organization:	Corporation		Disadvantaged Business Enterprise (DBE)		
Federal Identification / Tax ID Number:			LLC				
			Partnership		Small, Minority or Woman-Owned Business Enterprise (SMWBE)		
		Sole Proprietorship					
Remit To Address		*Click on NAICS for a directory of NAICS Codes. At least one six digit NAICS code is required to process your application.				<div>NAICS</div>	
City		NAICS Code 1		NAICS Code 6			
County		NAICS Code 2		NAICS Code 7			
Phone		NAICS Code 3		NAICS Code 8			
Fax		NAICS Code 4		NAICS Code 9			
Remit to Name		NAICS Code 5		NAICS Code 10			
Business Address <i>(if different than Remit To address)</i>		Attached is a list of Goods and Services. Please check all boxes that apply to your company and match NAICS codes.					
City		State		Business Email			
Zip		Country		Phone		Fax	
Additional Contact Information							
	Accounts Receivable		Sales		Service		After Hours
Name							
Email							
Phone							
Fax							
Physical Address <i>(if different than above)</i>							
City							
State							
Zip							
Order Information - <i>Informational Only</i>			Additional Information				
Purchase Order Accepted			To process your Vendor Application you "must complete and return by fax or email the W-9 form".				
Credit Card Order Accepted			Fax: 615-275-2349 Email: contractorvendorapp@nashintl.com				
Contact Information							
Primary MNAA Contact Name(s):							
Submitted By:			Title:		Date:		
<div>Submit by Email</div>			<div>Print Form</div>		<div>FAX: 615-275-2349 PHONE: 615-275-2300</div>		

It is
MANDATORY to
list at least one
six digit NAICS
Code



MNAA Vendor Application

Please provide a detailed description of Goods/ Services Provided: <i>(also check all that apply below)</i>							
<u>CHECK BOXES THAT APPLY TO YOUR COMPANY</u>							
Advertising	<input type="checkbox"/>	Entertainers	<input type="checkbox"/>	Licenses	<input type="checkbox"/>	Safety Supplies/Service	<input type="checkbox"/>
Airfield Services	<input type="checkbox"/>	Environmental Services	<input type="checkbox"/>	Lighting	<input type="checkbox"/>	Security	<input type="checkbox"/>
Airfield Stripping	<input type="checkbox"/>	Erosion Control	<input type="checkbox"/>	Lumber	<input type="checkbox"/>	Sewer Inspection	<input type="checkbox"/>
Alarm Systems	<input type="checkbox"/>	Excavation	<input type="checkbox"/>	Machinery/Equipment	<input type="checkbox"/>	Signs	<input type="checkbox"/>
Architecture	<input type="checkbox"/>	Fencing Gates	<input type="checkbox"/>	Mechanical/Electrical	<input type="checkbox"/>	Snow & Ice Supplies/Services	<input type="checkbox"/>
Art/Art Curator	<input type="checkbox"/>	Field & Laboratory Testing	<input type="checkbox"/>	Metal Buildings	<input type="checkbox"/>	Staffing Agencies	<input type="checkbox"/>
Audio Visual Equipment	<input type="checkbox"/>	Filters	<input type="checkbox"/>	Office Supplies/Equipment/Furniture	<input type="checkbox"/>	Surveying & Mapping	<input type="checkbox"/>
Awards /Engraving	<input type="checkbox"/>	Finance/Accounting/Banking	<input type="checkbox"/>	Other	<input type="checkbox"/>	Technical Services	<input type="checkbox"/>
Baggage Conveyor	<input type="checkbox"/>	Fire Extinguisher & Supplies	<input type="checkbox"/>	Paint & Wall Coverings	<input type="checkbox"/>	Telecommunications	<input type="checkbox"/>
Box Store	<input type="checkbox"/>	Firearms/Ammunition	<input type="checkbox"/>	Pavement/Grounds Material	<input type="checkbox"/>	Tools	<input type="checkbox"/>
Building Materials	<input type="checkbox"/>	First Aid Supplies/Equipment	<input type="checkbox"/>	Pest Control	<input type="checkbox"/>	Towing	<input type="checkbox"/>
Carpet Cleaning	<input type="checkbox"/>	Floor Covering	<input type="checkbox"/>	Photographer	<input type="checkbox"/>	Training	<input type="checkbox"/>
Catering Services/Food & Beverage	<input type="checkbox"/>	Fuel - Gasoline/Oil/Diesel	<input type="checkbox"/>	Plumbing Supplies/Services	<input type="checkbox"/>	Transportation	<input type="checkbox"/>
Chemicals	<input type="checkbox"/>	General Contractor	<input type="checkbox"/>	Printing	<input type="checkbox"/>	Trash Removal/Equipment	<input type="checkbox"/>
Coffee Supplies/Equipment	<input type="checkbox"/>	Glass Supplies/Repairs	<input type="checkbox"/>	Professional Organization/Non-Profit	<input type="checkbox"/>	Travel Agency	<input type="checkbox"/>
Compressed Gas	<input type="checkbox"/>	Hotels/Lodging	<input type="checkbox"/>	Professional Services	<input type="checkbox"/>	Trucking/Transport	<input type="checkbox"/>
Computer Hardware/Software	<input type="checkbox"/>	HVAC- Supplies/Repairs	<input type="checkbox"/>	Promotional	<input type="checkbox"/>	Tubes & Tires	<input type="checkbox"/>
Concrete	<input type="checkbox"/>	Information Technology	<input type="checkbox"/>	Publisher	<input type="checkbox"/>	Uniforms/Maintenance/DPS	<input type="checkbox"/>
Construction Services	<input type="checkbox"/>	Inspection Services	<input type="checkbox"/>	Realtor Services	<input type="checkbox"/>	Utilities	<input type="checkbox"/>
Consulting	<input type="checkbox"/>	Insurance	<input type="checkbox"/>	Recruitment/Staffing Services	<input type="checkbox"/>	Vehicle Dealership	<input type="checkbox"/>
Door Supplies/Repairs	<input type="checkbox"/>	Interpreter	<input type="checkbox"/>	Recycling/Shredding	<input type="checkbox"/>	Vehicle Parts	<input type="checkbox"/>
Dry Cleaning/Laundry	<input type="checkbox"/>	Investment Company	<input type="checkbox"/>	Rentals/Leasing	<input type="checkbox"/>	Vehicle Repair Services	<input type="checkbox"/>
Electrical Supplies/Electrical Services	<input type="checkbox"/>	Janitorial Services/Supplies	<input type="checkbox"/>	Roof Supplies/Repairs	<input type="checkbox"/>	Water Conditioner/Treatment	<input type="checkbox"/>
Elevator/Escalator/Moving Sidewalk	<input type="checkbox"/>	Landscaping/Mowing	<input type="checkbox"/>	Rubber Products/Hose/Belts, etc.	<input type="checkbox"/>	Wildlife Regulation/Damage Control	<input type="checkbox"/>
Employees/Employee Benefits	<input type="checkbox"/>	Legal	<input type="checkbox"/>	Rubber Removal	<input type="checkbox"/>	Window Cleaning	<input type="checkbox"/>
Engineering/Environment	<input type="checkbox"/>						

Please provide any additional comments below.

MNAA Vendor Application

Form **W-9**
(Rev. December 2014)
Department of the Treasury
Internal Revenue Service

**Request for Taxpayer
Identification Number and Certification**

Give Form to the
requester. Do not
send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only one of the following seven boxes:
☐ Individual/sole proprietor or single-member LLC
☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
☐ C Corporation
☐ S Corporation
☐ Partnership
☐ Trust/estate
Note: For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
☐ Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
Exempt payee code (if any) _____
Exemption from FATCA reporting code (if any) _____
(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) _____
Requester's name and address (optional) _____

6 City, state, and ZIP code _____

7 List account number(s) here (optional) _____

Print or type
See Specific Instructions on page 2.

Part I Taxpayer Identification Number (TIN)
Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.
Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Social security number									
				-					
OR									
Employer identification number									
				-					

Part II Certification
Under penalties of perjury, I certify that:
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here	Signature of U.S. person ▶	Date ▶
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General Instructions
Section references are to the Internal Revenue Code unless otherwise noted.
Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form
An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:
• Form 1099-INT (interest earned or paid)
• Form 1099-DIV (dividends, including those from stocks or mutual funds)
• Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
• Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
• Form 1099-S (proceeds from real estate transactions)
• Form 1099-K (merchant card and third party network transactions)
• Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
• Form 1099-C (canceled debt)
• Form 1099-A (acquisition or abandonment of secured property)
Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.
By signing the filled-out form, you:
1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partner's share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Cat. No. 10231X

Form **W-9** (Rev. 12-2014)

To process your Vendor Application you MUST complete and return this W-9 form via e-mail to contractorvendorapp@nashintl.com or via fax to 615-275-2349

Open Records Request

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

OCIP – OWNER CONTROLLED INSURANCE PROGRAM

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.

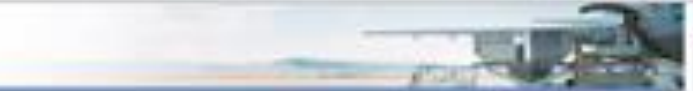
Alexander & Associates, Inc.
545 Mainstream Dr., Ste. 406
Nashville, TN 37228
Phone: 615-244-3202
Email: info@alexanderandaso.com

AEROBIDZ REGISTRATION



Customer Profile

The e-bidding service for the global airport industry



[Home](#) - [Help](#) - [Contact Us](#)

Organization Information

Organization Name	<input type="text"/>
Name Line 2 (Optional)	<input type="text"/>
Name Line 3 (Optional)	<input type="text"/>
Address	<input type="text"/> <input type="text"/> <input type="text"/>
City	<input type="text"/>
Province/State	<input type="text"/>
Country	<input type="text" value="Canada"/>
Postal/Zip Code	<input type="text" value="e.g. A1B 2C3"/>
Web Site Address	<input type="text"/>
GST Number	<input type="text"/>
Category	<input type="text"/>
NATCS Industries	<input type="text" value="Click here to select industries"/>
Description	<input type="text"/>
Default Language	<input type="text" value="English"/>

Contact Information

Corporate Title	<input type="text"/>
Title	<input type="text"/>
First Name	<input type="text"/>
Initial	<input type="text"/>
Last Name	<input type="text"/>
Address	<input type="text" value="Copy Address from Organization"/> <input type="text"/> <input type="text"/>
City	<input type="text"/>
Province/State	<input type="text"/>
Country	<input type="text" value="Canada"/>
Postal/Zip Code	<input type="text" value="e.g. A1B 2C3"/>
Phone	<input type="text" value="5"/> <input type="text"/> ext. <input type="text" value="123"/> e.g. 812-333-5555 ext. 123
E-mail Address	<input type="text"/>

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

Traci Holton

Chief Engineer

(615) 275-4139

traci_holton@nashintl.com

Rick Jones

Deputy Chief Engineer

(615) 275-1403

rick_jones@nashintl.com

Matthew Cramer

Director – Design

(615) 275-2647

matthew_cramer@nashintl.com

Rick Williams

Manager – Building Construction

(615) 275-1641

rick_williams@nashintl.com

Bryan Barton

Manager – Civil Construction

(615) 275-1781

bryan_barton@nashintl.com

Neil Bhatt

Director – Project Controls

(615) 275-1409

neil_bhatt@nashintl.com

Angie Cotter

Manager – Logistics/Transition

(615) 275-4485

angela_cotter@nashintl.com

Daniel Brown

Manager – Quality Assurance/Safety

(615) 275-1611

daniel_brown@nashintl.com

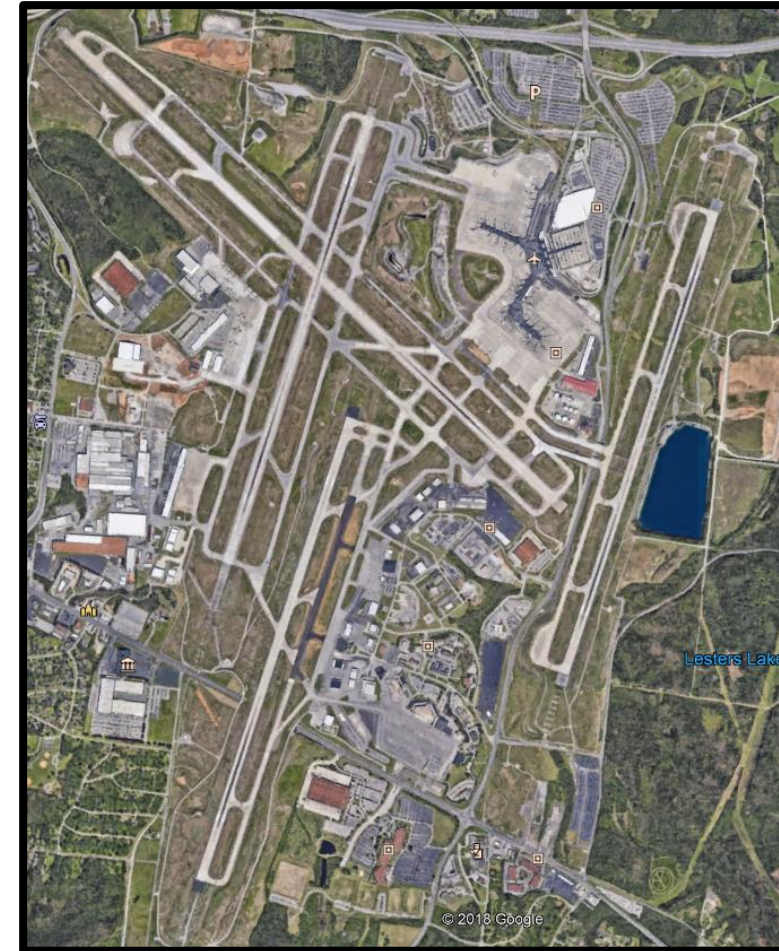
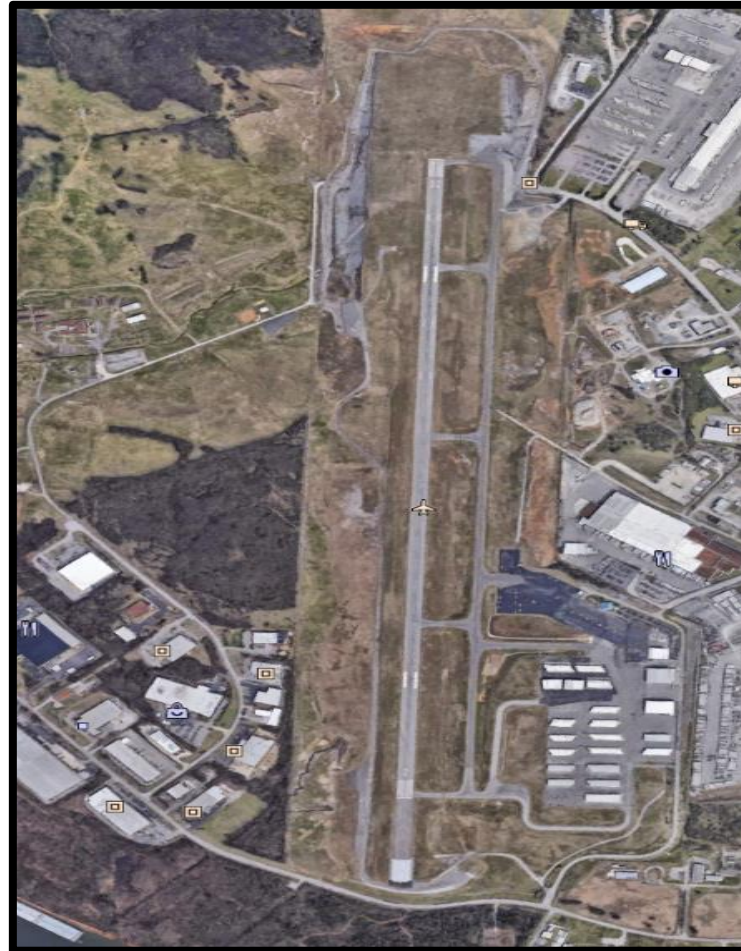
Capital Improvement Projects

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

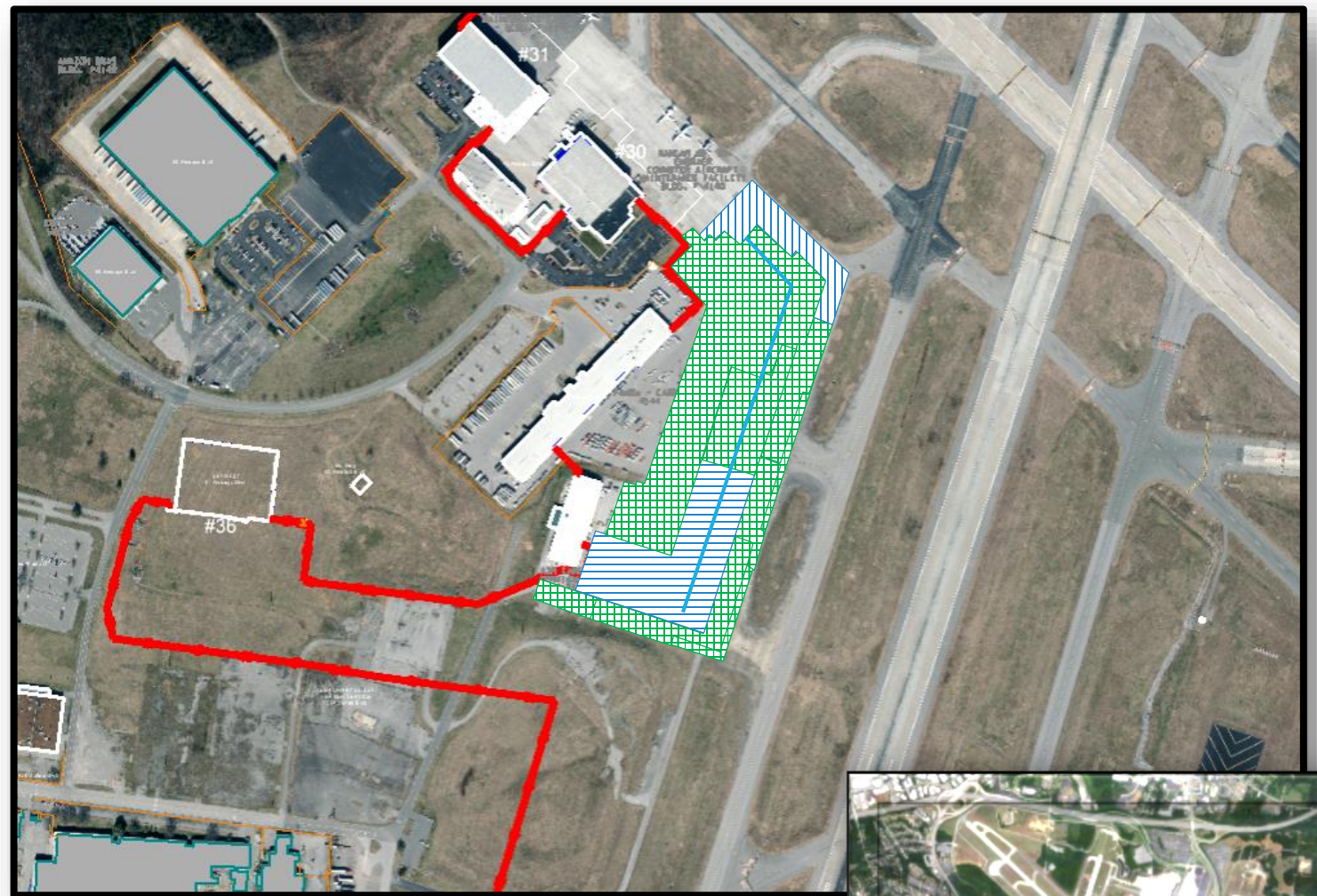
Construction Cost = \$2,000,000
NTE/Yr



Cargo Apron Slab Replacement

RFQ Date: October 2019

Construction Cost = \$900,000



 COMPLETED

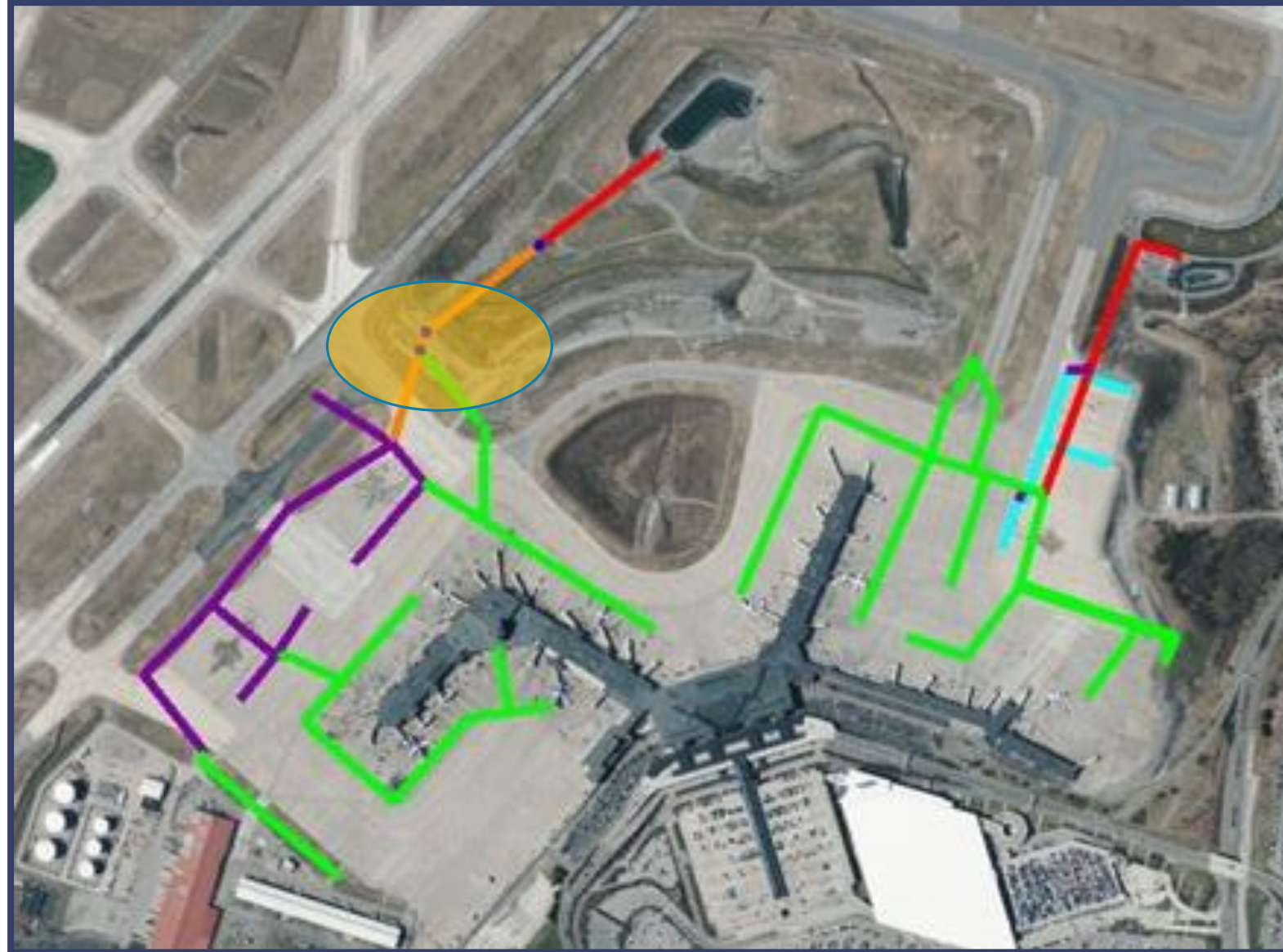
 REMAINING



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

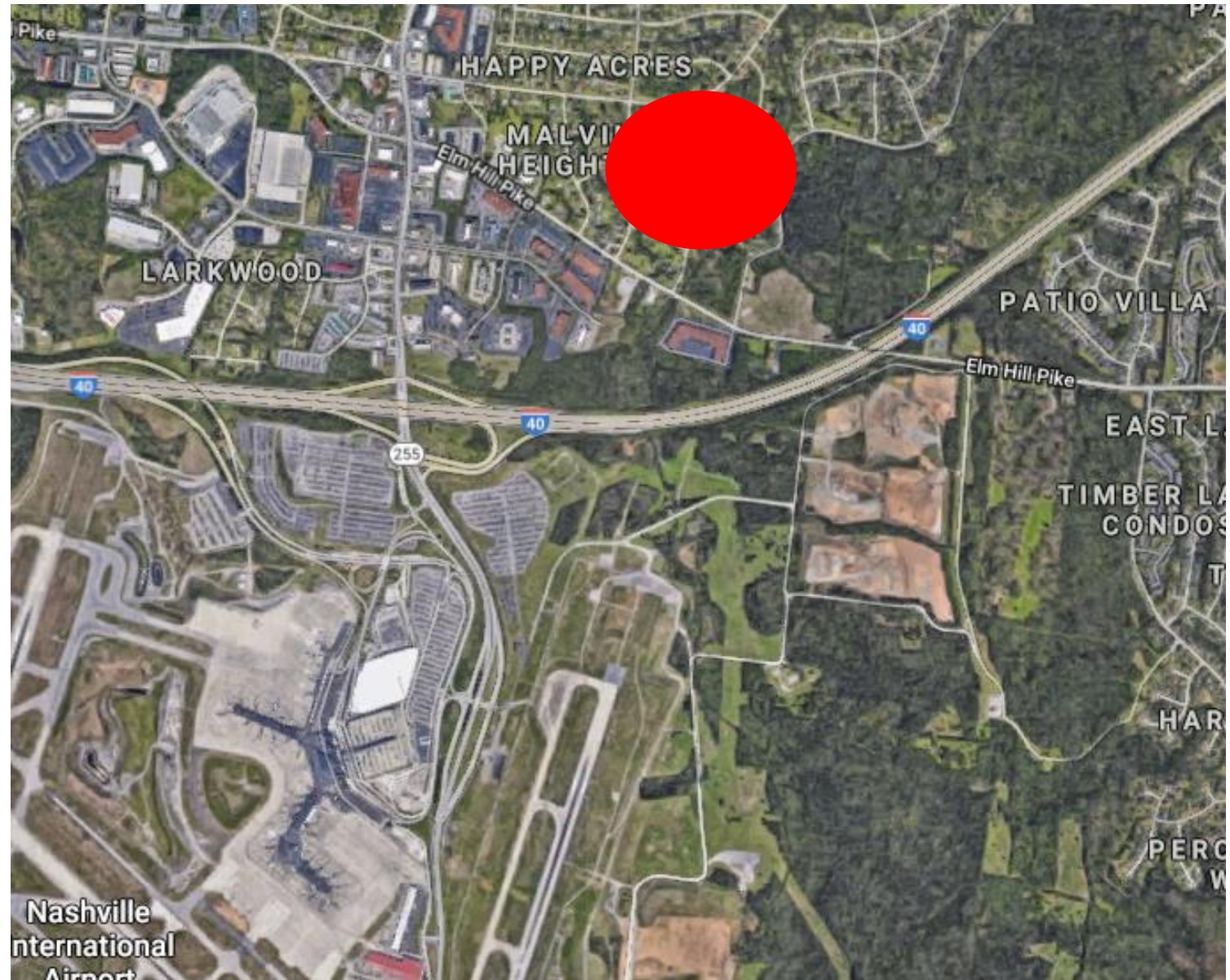
RFQ Date: June 2019



Low Impact Development – Phase 1

Bid Date: July 2019

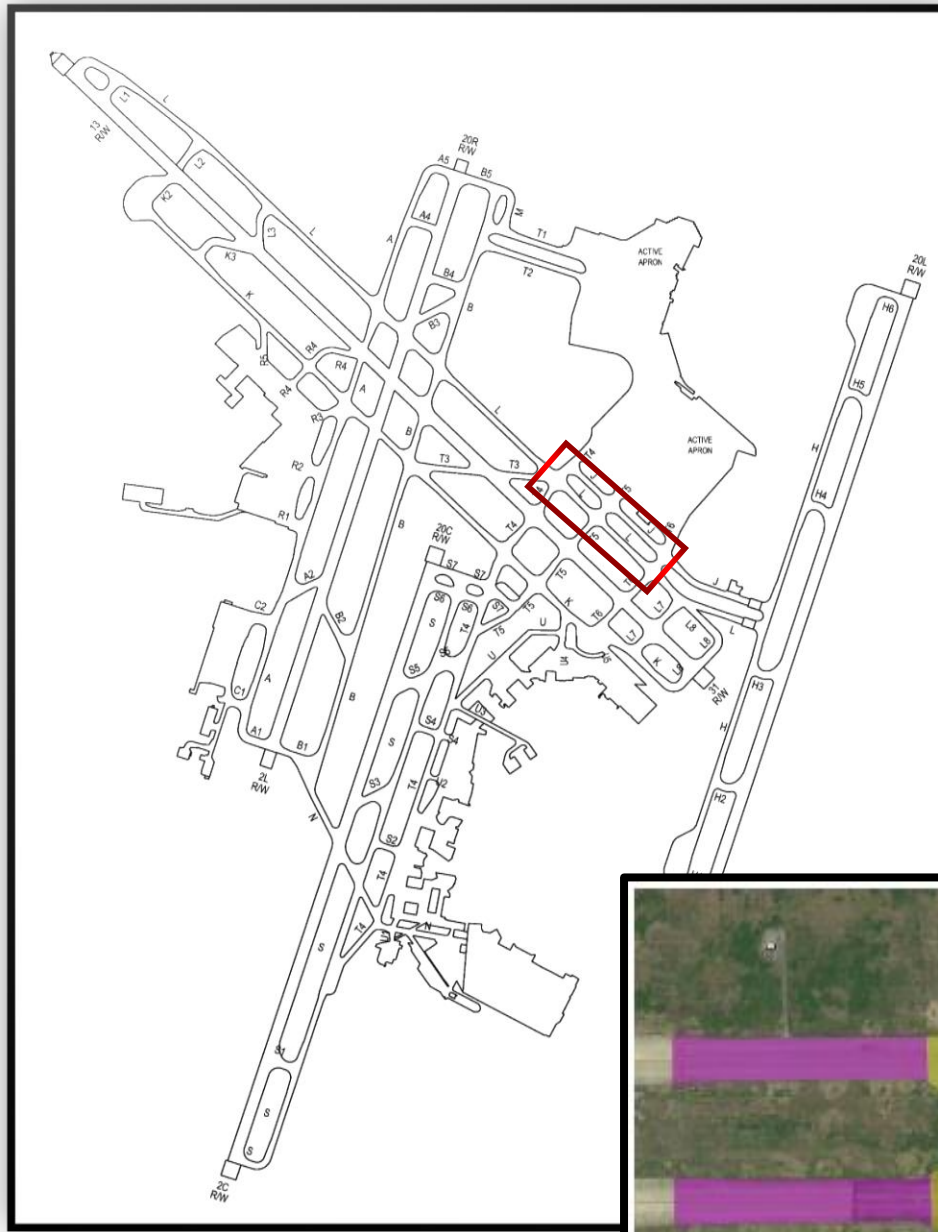
Construction Cost = \$200,000



Rehabilitate Taxiways T4, L and J (T4 – T6)

Bid Date: April 2019

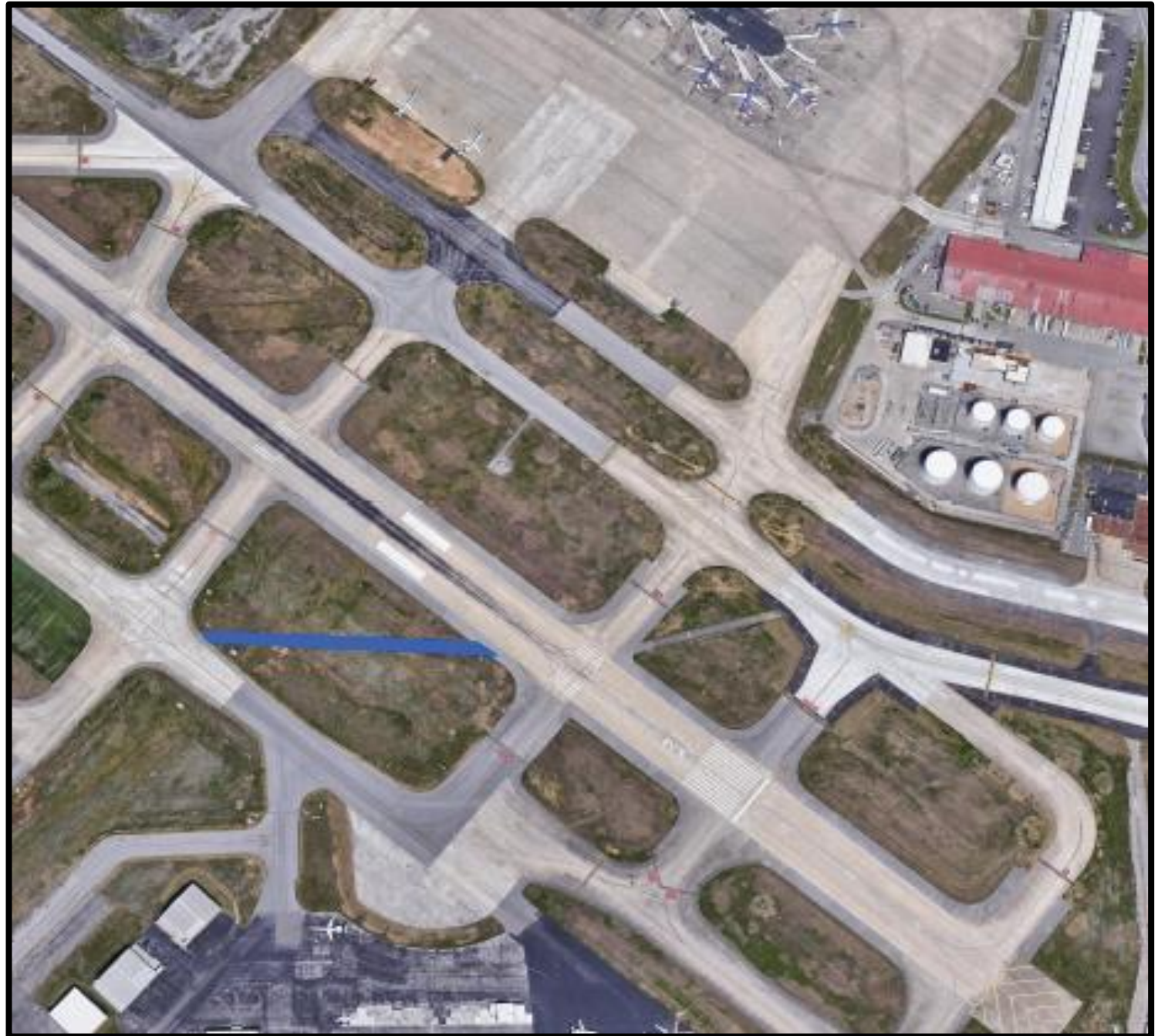
Construction Cost = \$600,000



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

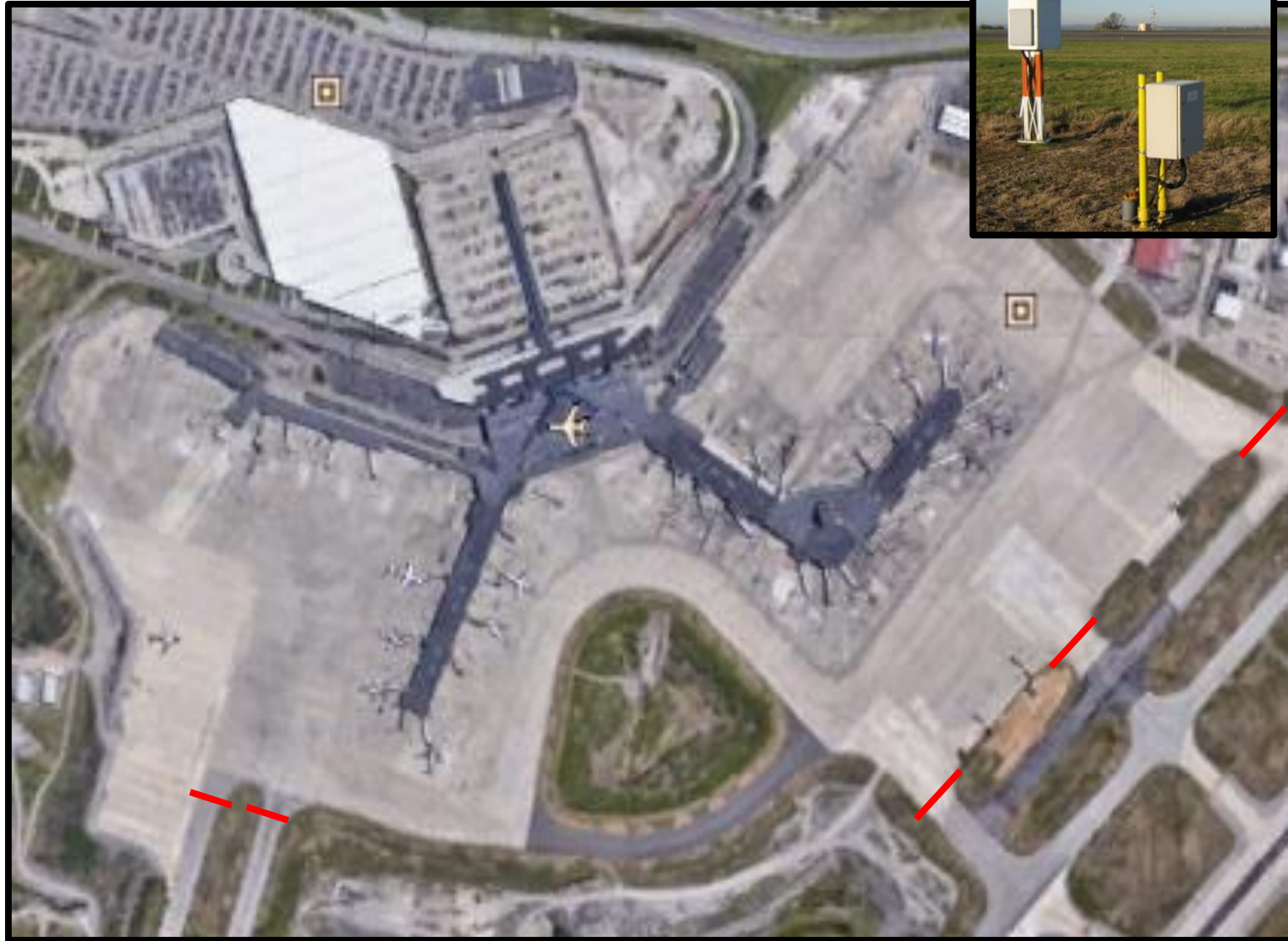
Bid Date: September 2020

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

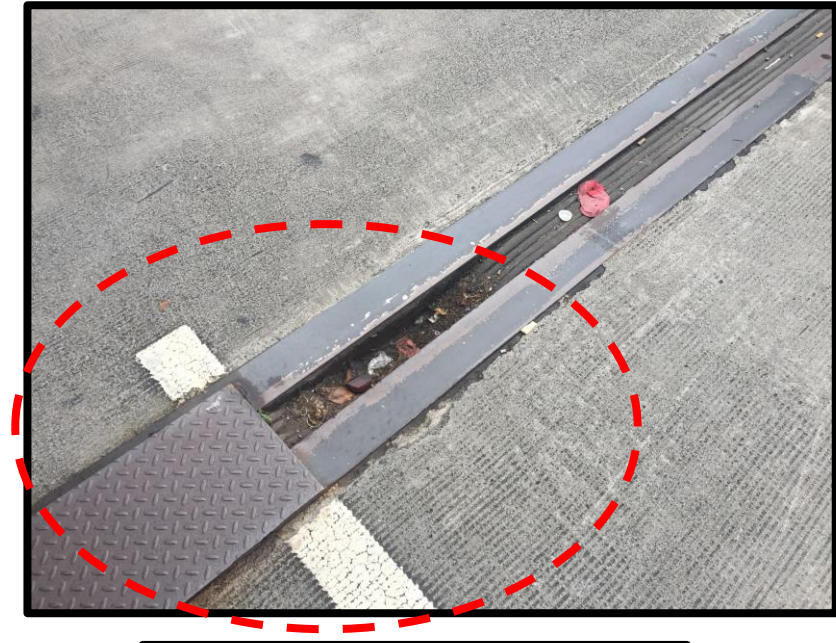


[illegible]

Construction Cost = \$90,000,000

Replace Terminal Expansion Joints

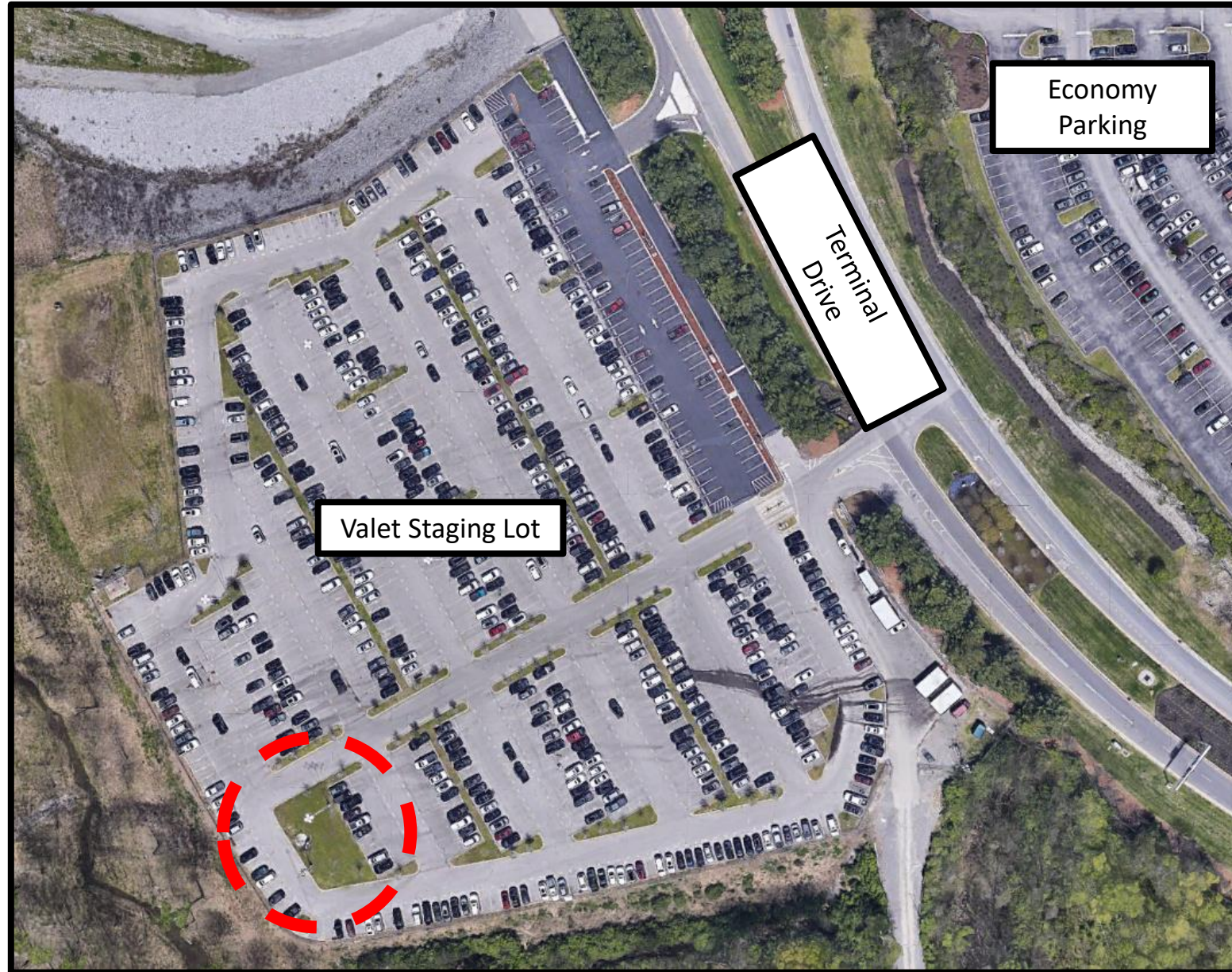
Bid Date: September 2019
Construction Cost = \$400,000



Valet Lot Sewer Lift Pump Replacement

Bid Date: August 2019

Construction Cost = \$300,000

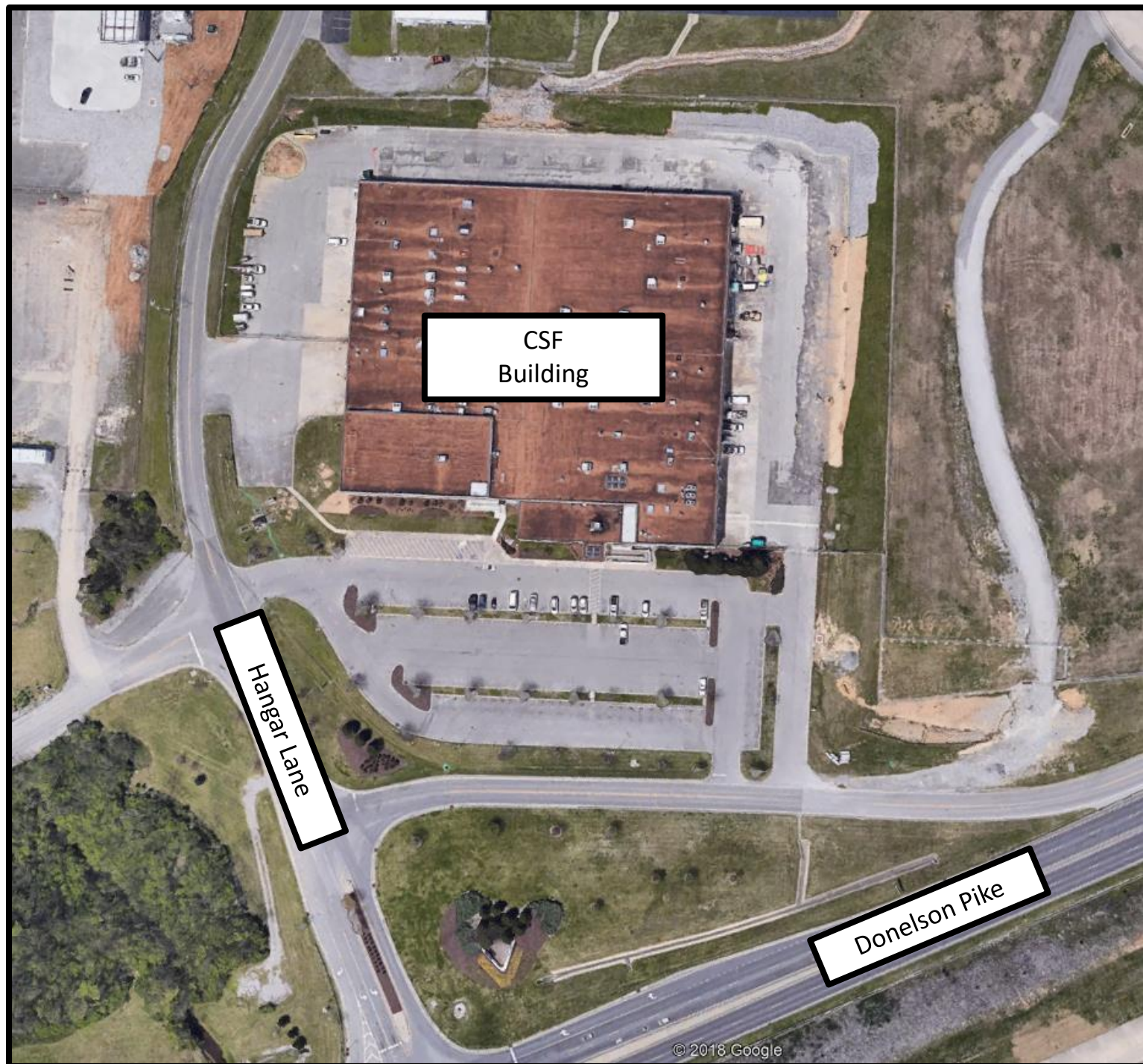


Consolidated Service Facility Electrical Substation Replacement

RFQ Date: July 2019

Bid Date: November 2019

Construction Cost = \$750,000

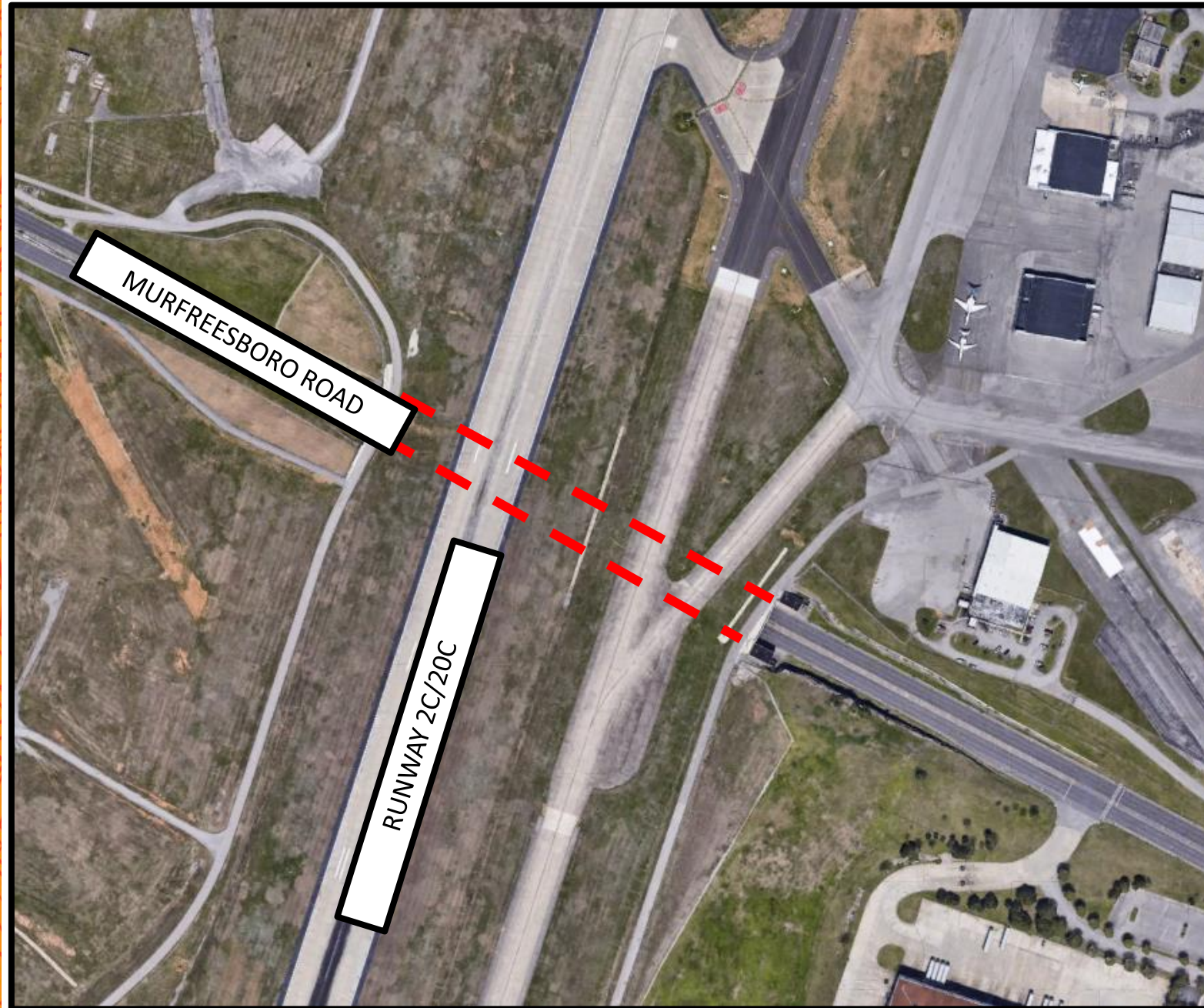


Murfreesboro Road Tunnel Upgrades

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



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

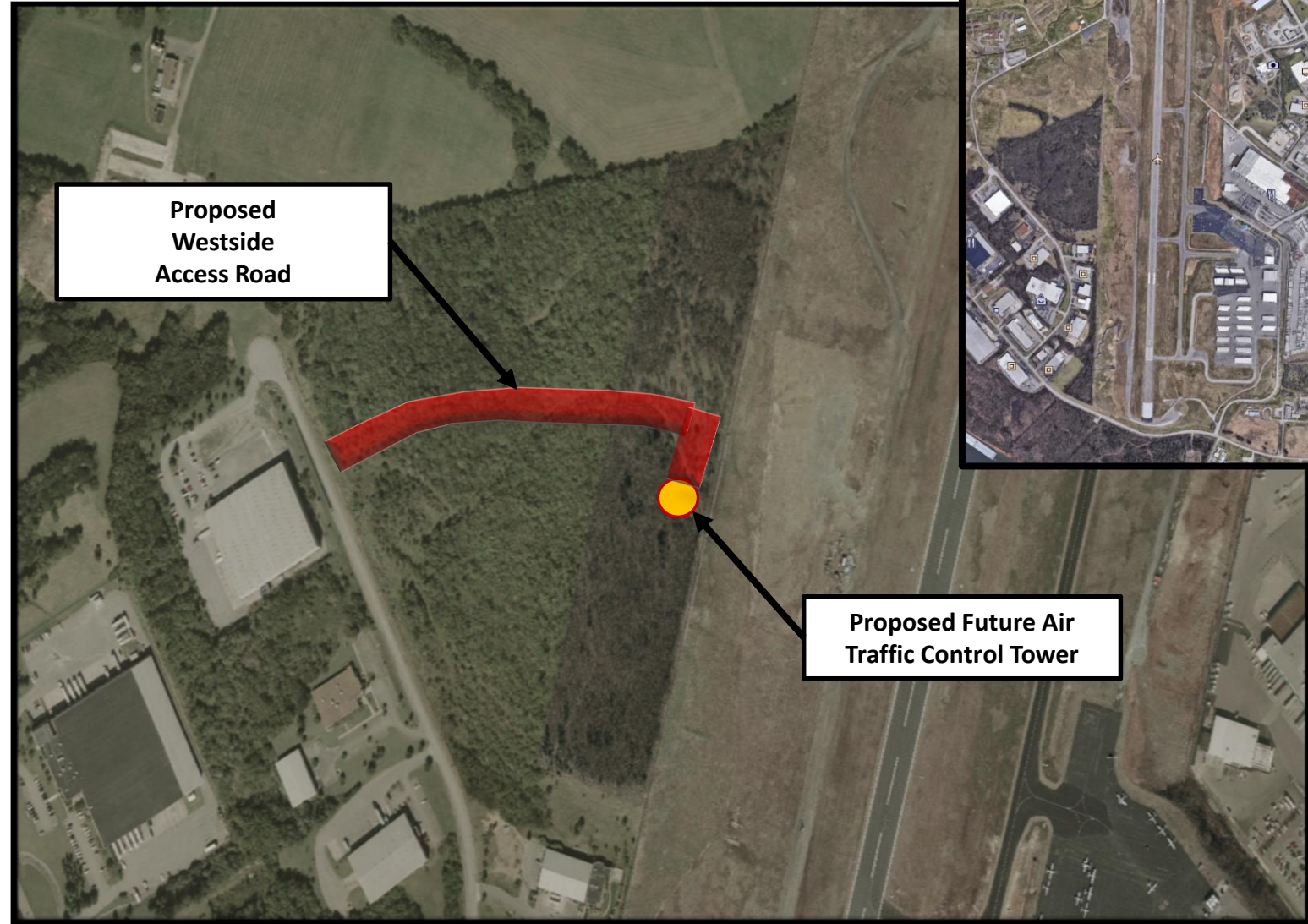
Construction Cost = \$180,000



Air Traffic Control Tower (ATCT) & Westside Access Road

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

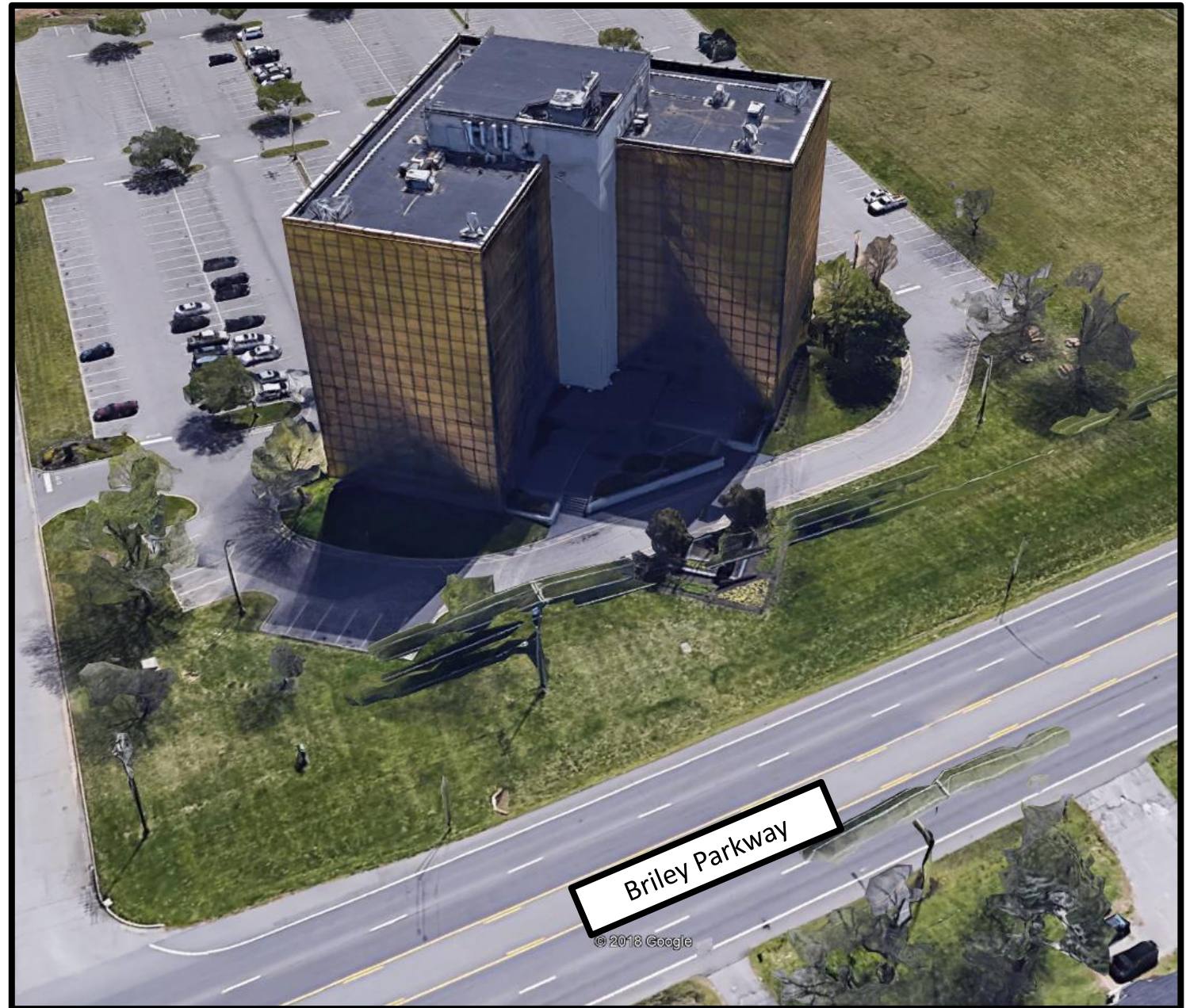
Bid Date: March 2020 (ATCT)
Construction Cost = \$4,500,000



MNAA Properties Corporation

International Plaza Retaining Wall Repair

Bid Date: February 2020
Construction Cost = \$30,000

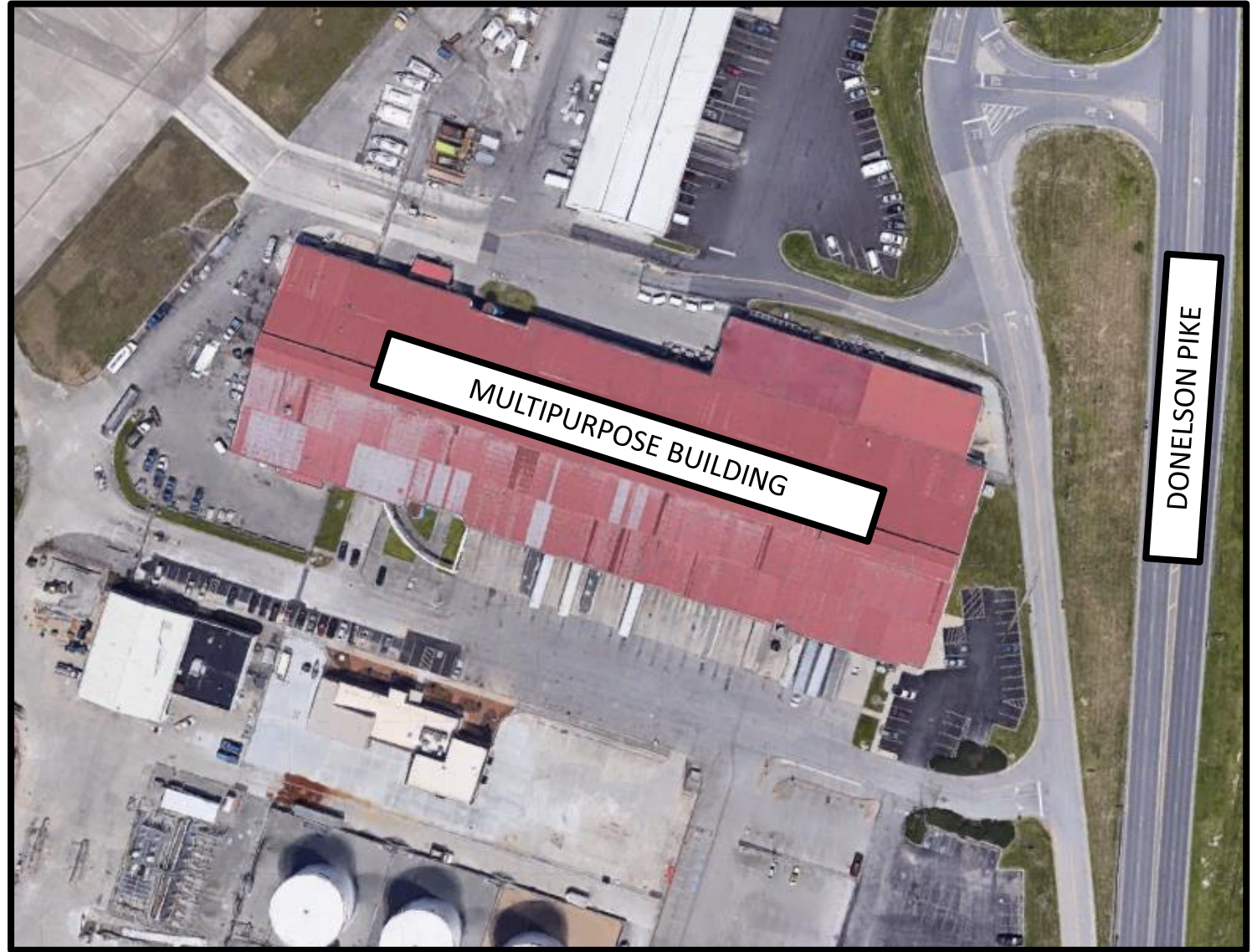


Multipurpose Building Roof Replacement

RFQ Date: October 2019

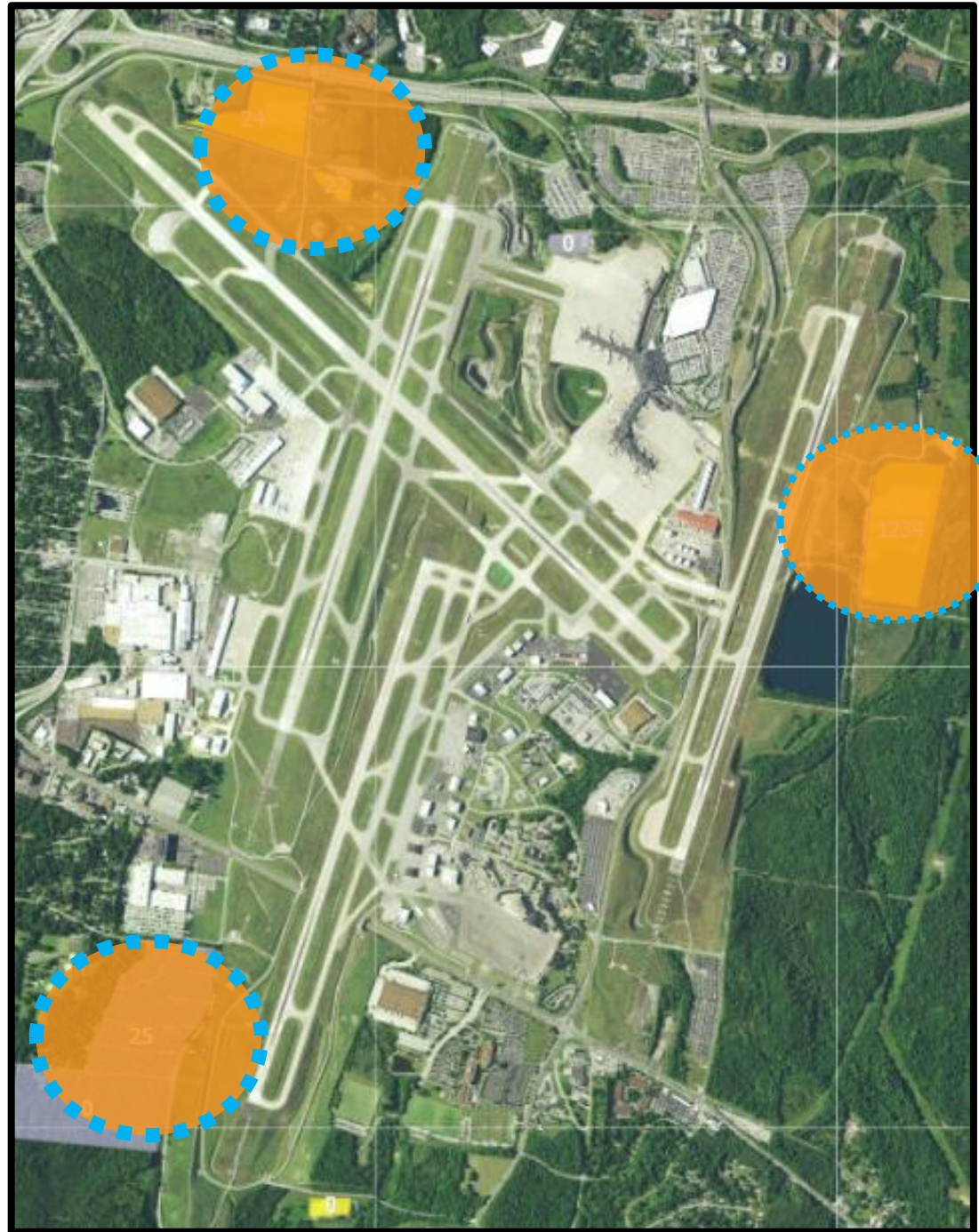
RFP Date: February 2020

Construction Cost = \$700,000



NOW ACCEPTING FILL MATERIAL!!!

- Soil
- Topsoil
- Rock
- Gravel
- Crushed Concrete
- Asphalt millings



BNA Vision Update



Terminal Apron & Taxilane Expansion



Parking and Transportation Center



Concourse D & Terminal Wings



Garage C & Administration Building



Terminal Lobby & International Arrivals Facility



Messer Construction Company

Jeff Banta

Senior Project Executive





MNAA TERMINAL GARAGE AND AIRPORT ADMINISTRATION BUILDING

MESSER CONSTRUCTION

MESSER CONSTRUCTION CO.

JEFF BANTA- SR. PROJECT EXECUTIVE



PROJECT OVERVIEW

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

CONSTRUCTION PROCUREMENT OVERVIEW (CONT.)

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

CONSTRUCTION PROCUREMENT OVERVIEW (CONT.)

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

MESSER CONTACT INFORMATION

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

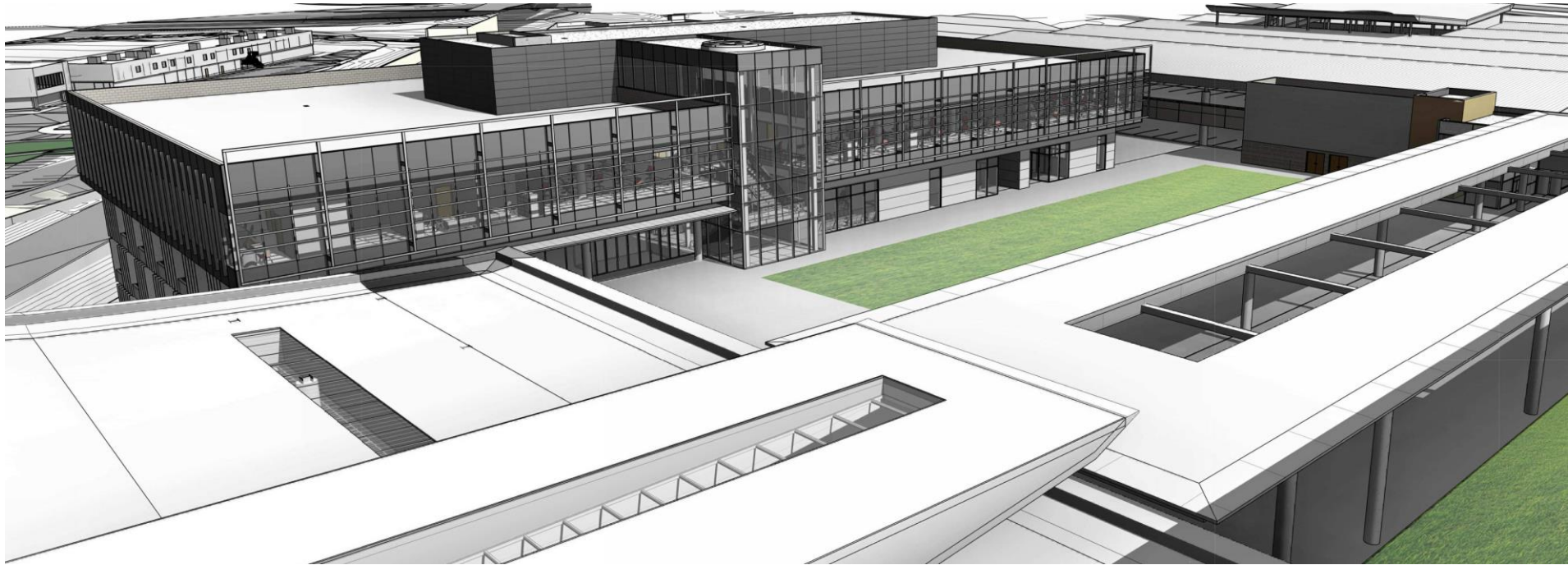
Prequalification:

- 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!**



Hensel Phelps

Brad Lewis

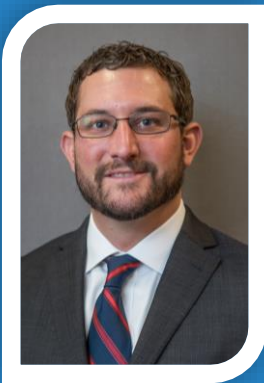
Director, Corporate Supplier Diversity



HENSEL PHELPS
Plan. Build. Manage.

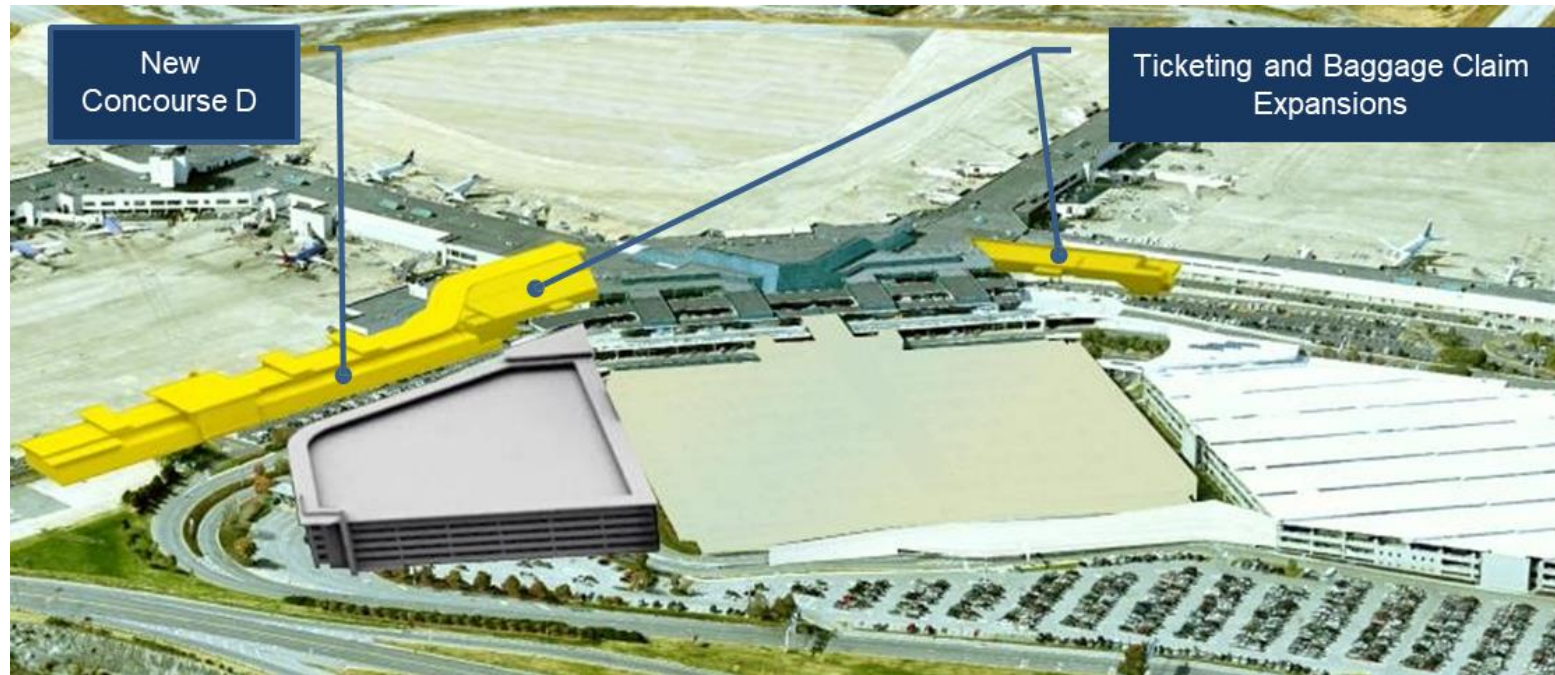
Concourse D & TW Expansion Project

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



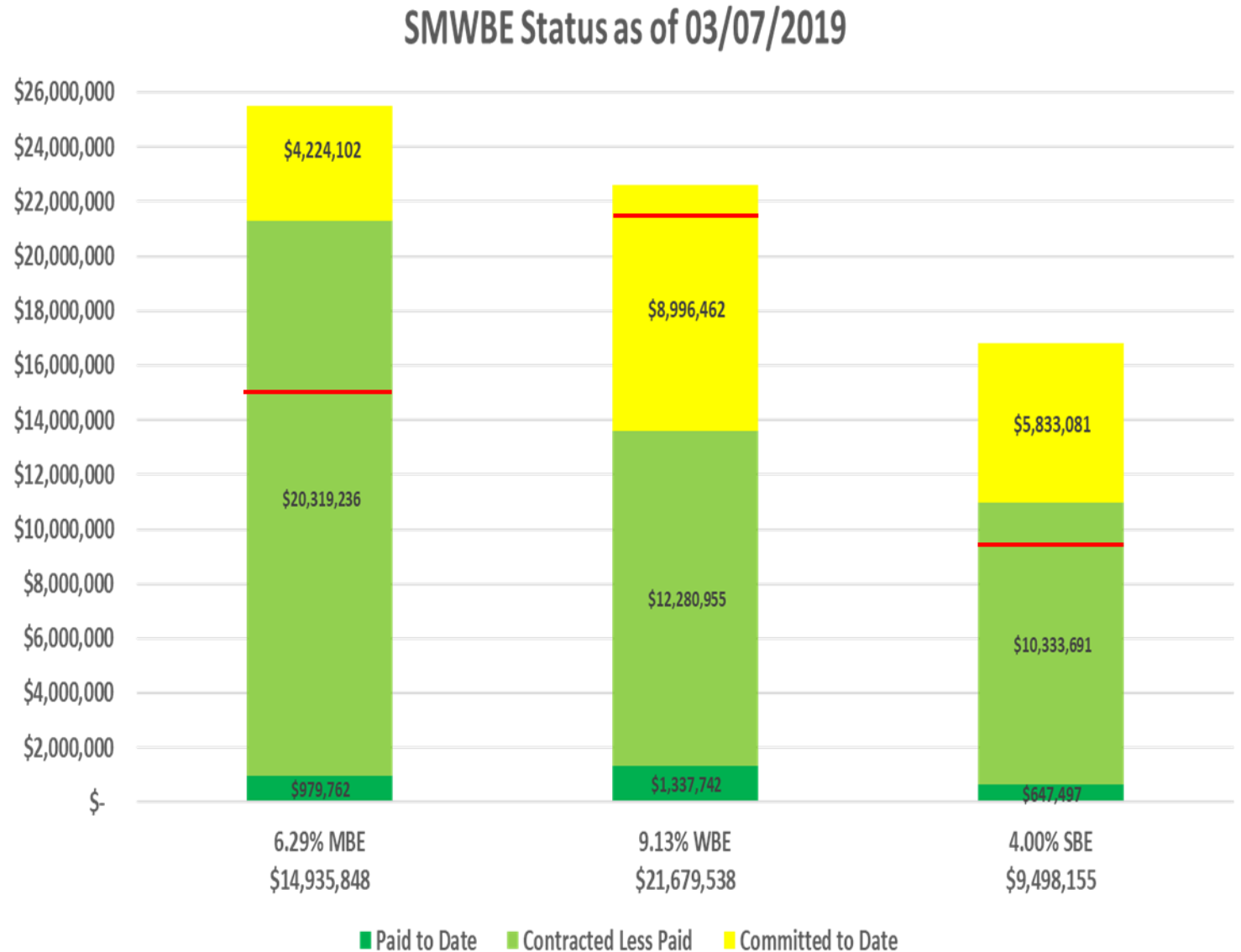
Project Manager

Adam Merritt



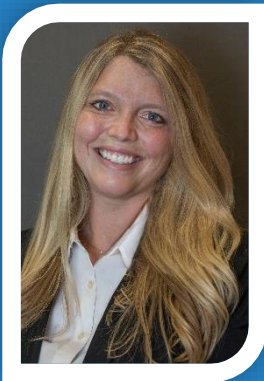
Concourse D & TW Expansion Project

- 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%)



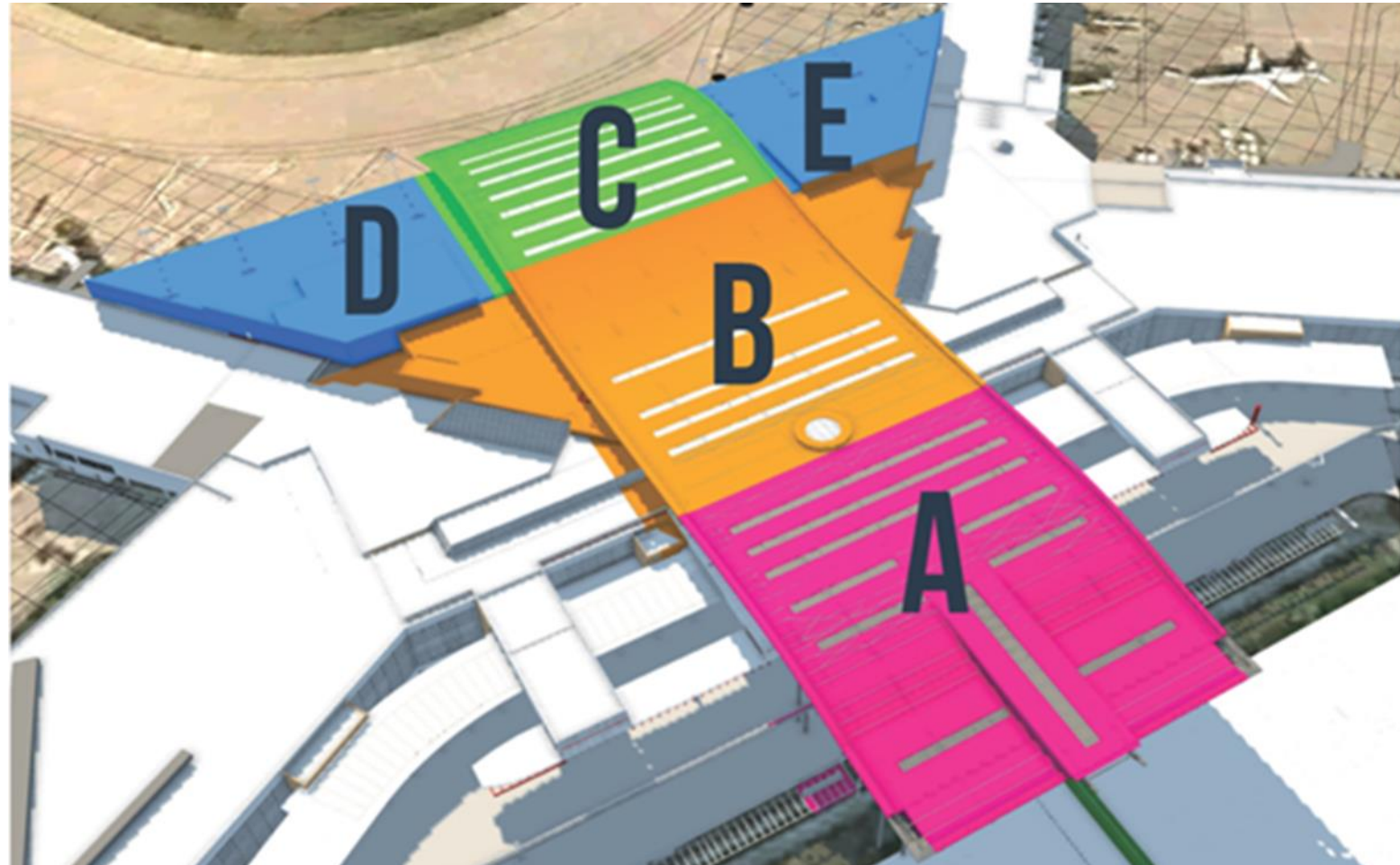
Terminal Lobby & IAF

- 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

Terminal Lobby & IAF Opportunities

- Demolition
- Building Concrete
- Masonry
- Structural Steel & Misc. Metals
- Millwork
- Waterproofing
- Roofing
- Metal Panels
- Caulking & Sealants
- Glass & Glazing
- Doors, Frames, and Hardware
- Overhead Coiling Doors
- Skylights
- Drywall & Related
- Acoustical and Specialty Ceilings
- Flooring
- Painting & Wallcoverings
- Epoxy Flooring
- Specialties
- Elevators & Escalators
- Baggage Handling Systems
- Fire Protection
- Mechanical & Plumbing
- Electrical
- Low Voltage Systems
- Piles & Caissons
- Site Work
- Passenger Boarding Bridges
- Aircraft Fueling Systems

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.

BNA Concessions



- 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





Fraport Tennessee

Dreams Take Flight

Business Diversity Development

Donzaleigh Powell

Director, Business Diversity
Development



Statewide Outreach

- Nashville
- Knoxville
- Chattanooga
- Memphis



Targeted Workshop & Networking Sessions

- Engineering Connection
- Bonding Workshop
- Diverse Business EXPO

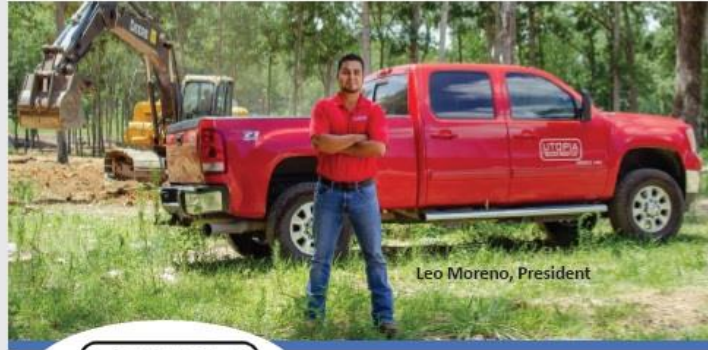


MyBNA

MNAA News



SMWBE BUSINESS PROFILE



Leo Moreno, President



"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 Development team is looking out on the airport grounds to see a Utopia Construction work truck almost every day."

Owner Leo Moreno has grown his company through hard work and by investing in his leadership skills through our partner Mentor Protégé program. Striving for the inclusion of diverse businesses like Utopia Building Group in our booming economy is what our team is all about.

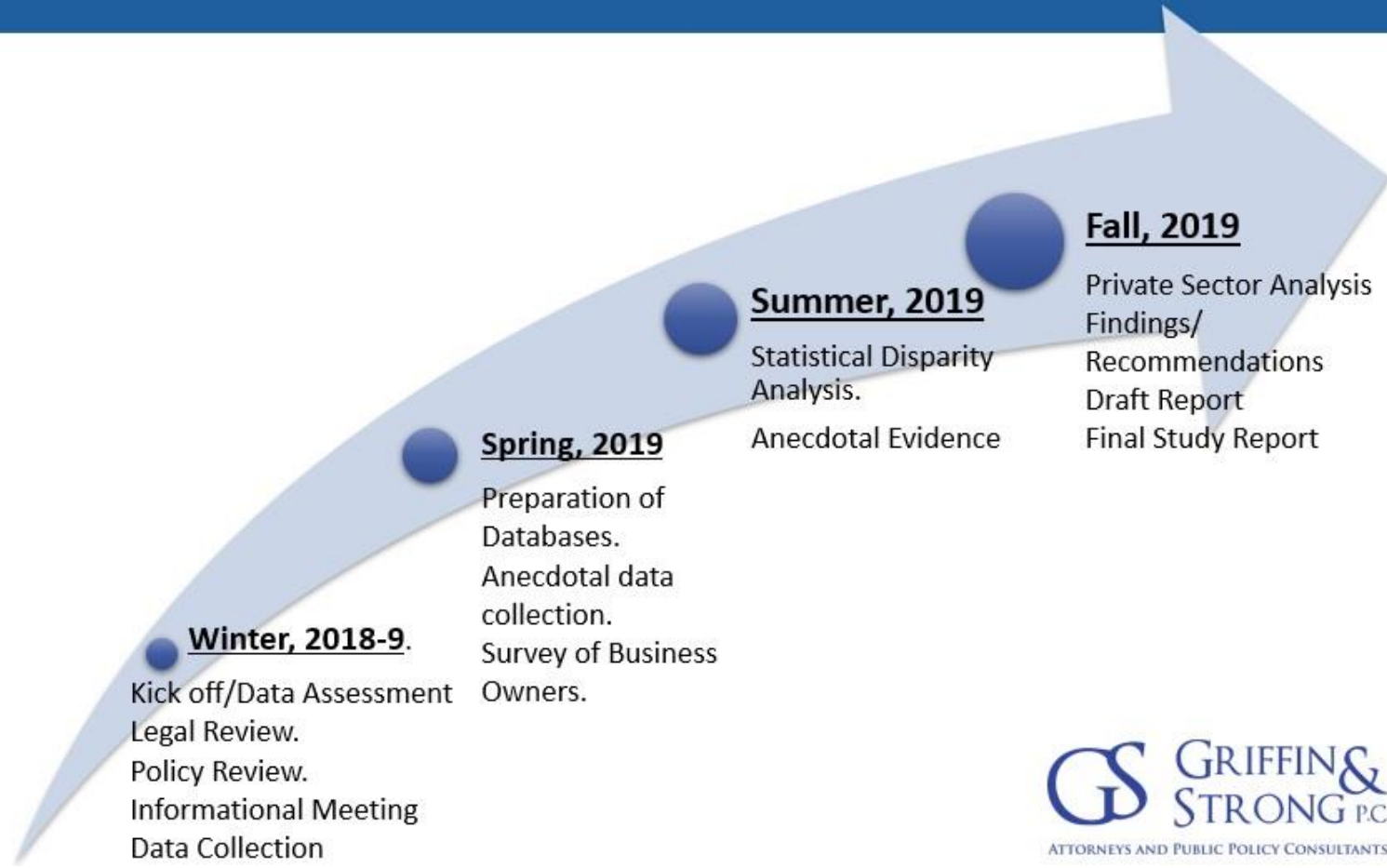
We encourage minority business owners to register with our diversity business program to be a part of our story."

Visit flynashville.com and select "Business Opportunities" for more information.

Disparity Study

Griffin & Strong PLLC

ARC OF THE DISPARITY STUDY



Airport Minority Advisory Council

Save-the-Date



AMAC 37th Annual Airport Business Diversity Conference
June 1 - June 4, 2021 | Grand Hyatt Nashville, TN
hosted by Nashville International Airport

Business Diversity Development Contacts

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Vendor Booths



PathwayWBC



Urban League
of Middle Tennessee



Goodwill
Industries of Middle Tennessee, Inc.



Award Presentations

Davita Taylor, CPPO, CM
Chief Procurement Officer





OPPORTUNITIES FAIR



Thank You!
