



Metropolitan Nashville Airport AuthoritySM
A Six Sigma Organization

How to Do Business with MNAA

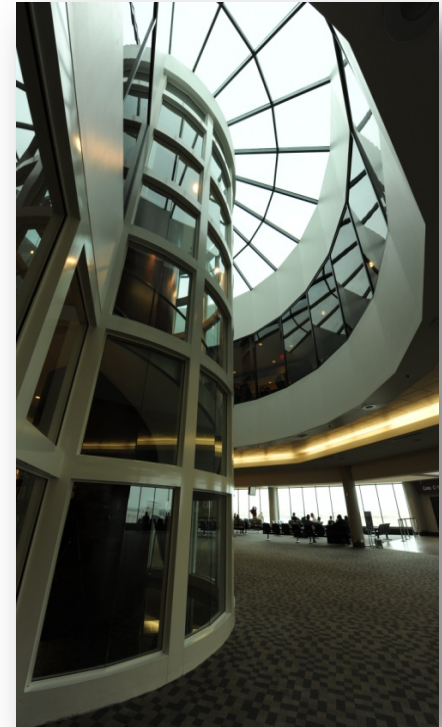
Metropolitan Nashville Airport Authority
*Small, Minority, or Woman-Owned Business Enterprise Certification,
On line Bidding-Aerobidz, How to do business at MNAA & Upcoming
Opportunities*





AGENDA

- BNA At A Glance
- Business Opportunities
- Business Diversity Development
- On-Line Bidding: Aerobidz
- Questions & Answers





MNAA Core Competency & Values

Core Competency:

Delivering the Nashville
Airports Experience (NAE):
great airports for
passengers, partners and
employees.



Core Values (E3I):

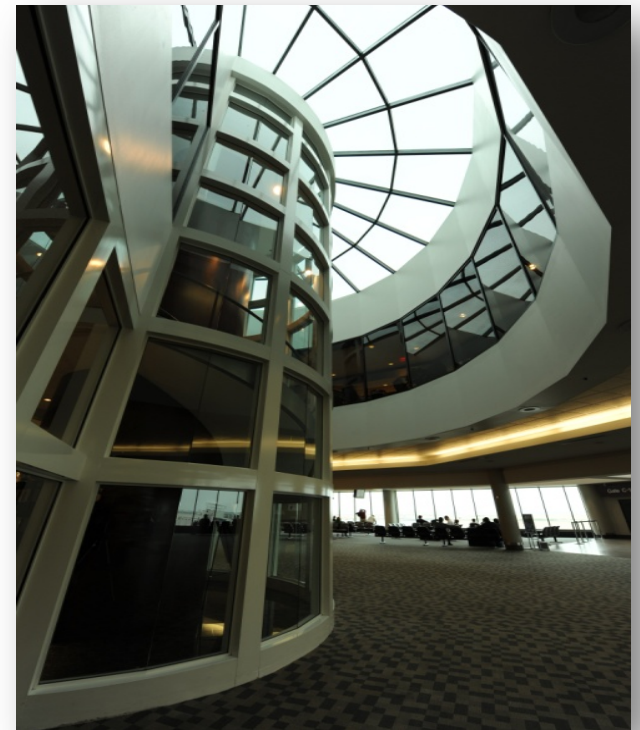
- Entertaining
- Exercising
- Enterprising
- Intersecting





BNA at a Glance

- Robert C.H. Mathews Jr. Terminal: 900,000 sq. ft.
- 380 daily flights 51 nonstop
- 10.3 million total passengers annually
- 10th largest workplace in the region
- 4,800 Acres
- New CEO, Rob Wigington

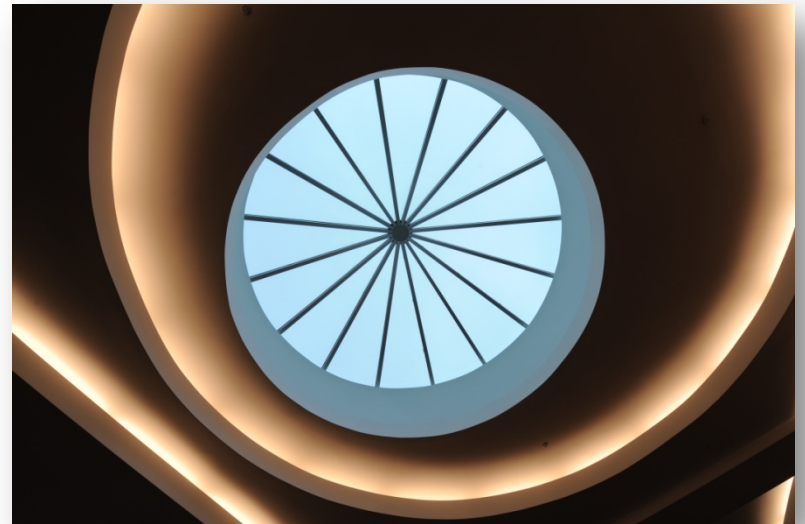




MNAA Finances

Trivia: How much does MNAA receive in tax dollars?

Operates without tax dollars





BNA Top 5 Markets

1. New York
2. Chicago
3. Dallas
4. Baltimore
5. Los Angeles





Other BNA Highlights

- Lowest fares in the region
- Average fare = \$383.21
 - Lower than the national average



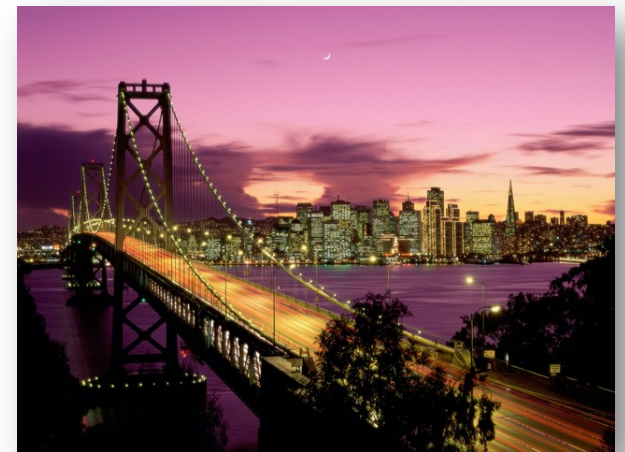


USDOT Data ending 3rd quarter 2013

- Business travel top cities:
 - New York City, Chicago, Dallas
- Leisure travel top cities:
 - Orlando, Las Vegas, Tampa

San Francisco Bay Area- #1 choice for domestic nonstop travel

- London- #1 choice for international nonstop travel





Metropolitan Nashville
Airport AuthoritySM
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Recently Completed, Present and Future Projects



Terminal Renovation Project



Phase I

- October 2006 – January 2009
- New food, beverage and retail stores
- Central security checkpoint
- 16 concourse skylights



Phase II

- June 2009 – March 2011
- Restrooms, carpet and tile
 - Sustainability: Recycled content; low-flow fixtures, automatic sensors
- Enlarge ticket lobby
- Renovate baggage claim



New Baggage Screening System

- In-line Explosive Detection System (EDS)
- Replacing explosive detection screening machines with in-line EDS
 - Streamlined and improved the safety and security of the screening process for checked baggage





New Screening Technology

- Advanced Imaging Technology
- Added by Transportation Security Administration (TSA)
- Does not involve X-rays
- Passengers may decline
 - Those opting out will be subject to a pat-down





New Health Clinic and Wellness Store

CareHere Clinic

- Opened Summer 2011
- Company based in Brentwood
- Provides primary and episodic care for passengers and employees
- Healthy food and drink options





Additional Current Projects

- Terminal Road Pavement Rehabilitation
- Land Preparation South of Murfreesboro Road
- Monell's Renovations- structural enhancements, sprinkler system, HVAC
- Emergency Generator at International Plaza





New Concessions

- Freshens (smoothies and yogurt), Nathan's Famous (hotdogs) and Popeye's Louisiana Kitchen

- Part of Delaware North Companies



In the works

- Bakery/Coffee Concept
- Wine Bar
- Sushi Bar





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Consolidated Rental Car Facility (CONRAC)





CONRAC

- 1.2 million-square-foot rental car facility
- 2,400 ready/return stalls and quick-turnaround
 - Car wash bays, fueling stations
- Three-level concrete structure
- Pedestrian-friendly
- Up to 21,000 square feet of covered walkways
- Up to 750 linear feet of moving walkways





CONRAC

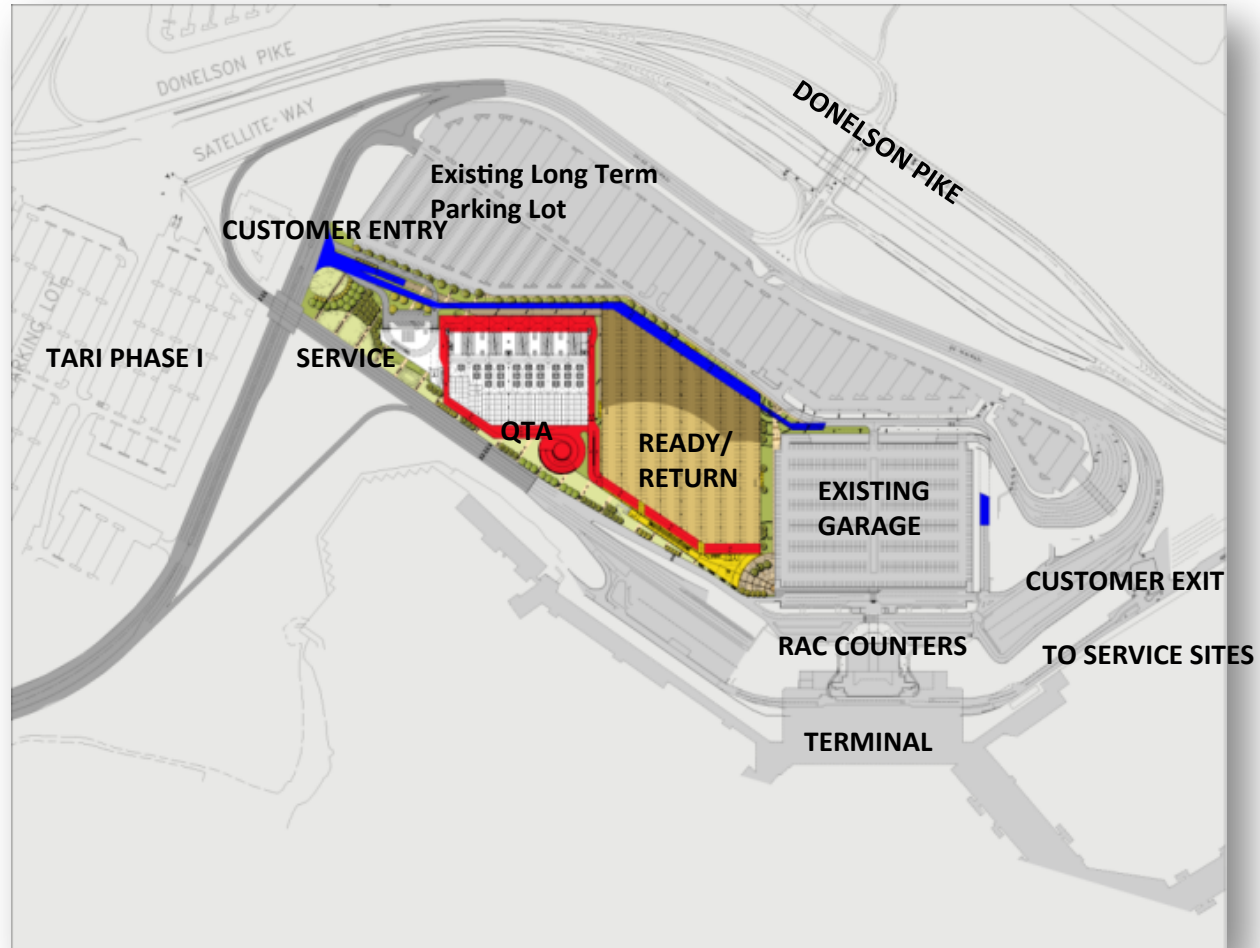
Environmental sustainability:

- Use of reclaimed water for washing rental cars
- QTA facility on site will save 800,000 miles of driving per year
- Lighting management system will adjust light levels based on natural lighting





Map of CONRAC





Business Diversity Development

PROGRAM OBJECTIVE:

Small, Minority, or Women-Owned Business Enterprise-(SMWBE)

MNAA's local Certification program: To promote, encourage and stimulate participation of local small, minority and woman owned business enterprises within our organization and the economic community served; to provide maximum opportunities to participate in contracts, programs and all related business activities of the Airport Authority, and to implement goals, policies and procedures to ensure the objective of this program.

Requirements:

Owner has Operational Control - no limits or restrictions

Owner has at 51% ownership - documentation of capital contributions

Owner has Managerial Control - can delegate but must retain authority

Owner has Experience - supported by business resume



SMWBE MSA COUNTIES

FIRM'S SEEKING CERTIFICATION MUST RESIDE IN ONE OF THESE COUNTIES TO APPLY FOR SMWBE STATUS:

Bedford
Cannon
Cheatham
Davidson
Dickson
Hickman
Macon
Maury

Montgomery
Robertson
Rutherford
Smith
Sumner
Trousdale
Williamson
Wilson



BUSINESS DIVERSITY DEVELOPMENT

PROGRAM OBJECTIVE:

Disadvantaged Business Enterprise (DBE)

The Federal Funded Statewide Disadvantaged Business Enterprise program provides a vehicle for increasing the participation by Minority Business Enterprises in state and local procurement. DBE regulations require state and local transportation agencies that receive Department Of Transportation(DOT) financial assistance, to establish goals for the participation of DBE'S..

Requirements:

A firm must be a small business owned and controlled by socially and economically disadvantaged individuals.

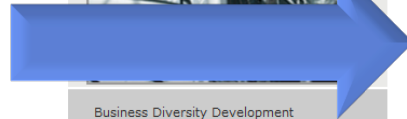
Certifiers make the determinations based upon:

Site visits, Personal interviews, Reviews of licenses, Stock ownership, Equipment, Bonding Capacity, Work completed, Resume of principal owners and Financial capacity.



Business Diversity Management System

To view BDD page- click on Business Opportunities link. You'll receive a drop down box. Click on Business Diversity Development link. Select [B2GNow/ Certification Application](#)



Nashville International Airport - BNA | Business Diversity Management System - Windows Internet Explorer

https://flynashville.diversitycompliance.com/?

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★ Favorites Meharry Medical Arts Cen... Nashville.gov - Metropolit... Nicholas Kirkwood - Autu... http--mnaupdate-Tracki... Suggested Sites Web Slice Gallery

Nashville International Airport - BNA | Business D...

Business Diversity Development

[Business Diversity Development](#)

[2008 Business Opportunities](#)

[Documents](#)

[TN Uniform Certification Application - DBE](#)

[Certified DBE and SMWBE firms](#)

[Links](#)

[Contact Information](#)

Business Diversity Management System

[Home/Login](#)

System Access Login

Username:

Password:

☐ Remember username

[Forgot Password](#)

[Account Lookup](#)

[Help/First Time Visitors](#)

- [Find a Certified Firm](#)
- [Information for Staff](#)
- [Information for Vendors](#)
- [Contact Us & Support](#)

We are pleased to offer our Business Diversity Management web-based software system for tracking business diversity participation!

Our Business Diversity Management System is designed to streamline and automate your reporting requirements. The system is accessible to all firms doing business with Metropolitan Nashville Airport Authority and includes enhanced online certified directory with keyword search capabilities.

AIRPORT GUIDE [Home](#) | [Flight Information](#) | [Airlines/Cities Serving BNA](#) | [Parking Guide](#) | [Ground Transportation](#) | [Directions](#) | [About MNA](#) | [Terminal Map](#) | [Security](#) | [Arts at the Airport](#) | [Renovation](#) | [Restaurants & Shops](#) | [Airline Gate Info](#) | [Information Center](#)

OTHER LINKS [Newsroom](#) | [Business Opportunities](#) | [Employment](#) | [General Aviation](#) | [ADA/Safety](#) | [Music City Links](#) | [Comments](#) | [Contact Webmaster](#)

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Nashville Airport Authority's Business Diversity Management System is powered by [B2Gnow](#) software.

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BDD Management Web-base Software

We are pleased to offer and introduce our Business Diversity Management web-based software, B2GNow system for tracking certification, and contract business status and information with MNAA.

Our Business Diversity Management System is designed to streamline and automate your information. The system is accessible to all firms doing business with Metropolitan Nashville Airport Authority and includes an enhanced online certified directory with keyword search capabilities. Please visit our website <https://flynashville.diversitycompliance.com/?>

If your firm is currently certified with MNAA or The Governor's Office, your firm's account has already been created in the system for your use. To access the system, please visit:
<https://flynashville.diversitycompliance.com/?>

If you do not have a username and or password, **Select Option 2.** You will be able to search for your firm and request a username and temporary password. For security reasons, first change your temporary password, and then follow the instruction guide to assist you in completing your on-line application.



BDD Management Web-base Software

Continued.....

If your firm is seeking certification with MNAA, after accessing the system, select **Option 1**.

If your firm is currently certified and you wish to complete the 2011 renewal on behalf of your firm – you may do so, from either **Option 1** or **Option 2**.

***Remember:** If you do not have a username and or password, **Select Option 2**. You will be able to search for your firm and request a username and temporary password. For security reasons, first change your temporary password, and then follow the instruction guide to assist you in completing your on-line application*

If you have questions and/or require assistance navigating the system please contact the help support customer support by clicking the Customer Support link at the bottom of any page or by contacting bdd_certification@nashintl.com. Additional documentation may be requested, if it's considered necessary to make a certification determination. Incomplete online applications will not be evaluated until all requested documentation has been submitted and or attached for review.



BDD Management Web-base Software

Nashville International Airport - BNA | Business Diversity Management System - Windows Internet Explorer

flynashville.diversitycompliance.com/?

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Nashville International Airport

Business Diversity Development

Business Diversity Management System

[Home/Login](#)

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2008 Business Opportunities

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TN Uniform Certification Application - DBE

Certified DBE and SMWBE firms

Links

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OTHER LINKS: [Newsroom](#) | [Business Opportunities](#) | [Employment](#) | [General Aviation](#) | [ADA/Safety](#) | [Music City Links](#) | [Comments](#) | [Contact Webmaster](#)

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Nashville Airport Authority's Business Diversity Management System
is powered by [B2Gnow](#) software.

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SMWBE CERTIFICATION RECIPROCITY

In lieu of the normal certification process MNAA accepts reciprocity from the following agency:

Tennessee Uniform Certification Program (TNUCP) - DBE Certification

Requirements: Must have a local office in one of the sixteen counties, MNAA will verify TNUCP certification and send MNAA Vendor Application, per request.

Please email a request to receive a MNAA Vendor application at

BDD_Cerification@nashintl.com





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BUSINESS OPPORTUNITIES PURCHASING DEPARTMENT





MNAA Vendor Database

To do business with MNAA company must become part of the MNAA Vendor Database.

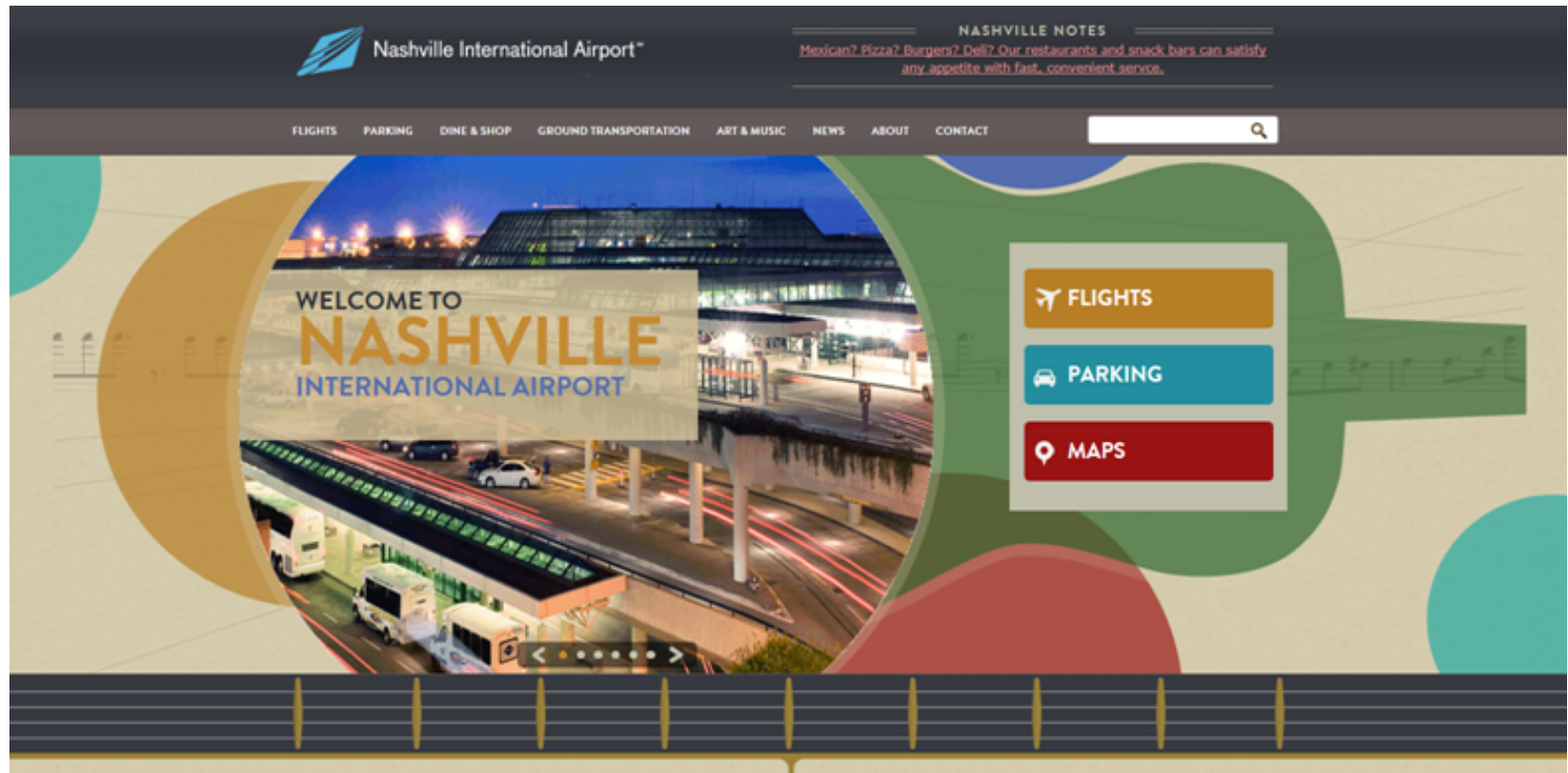
Visit the Business Opportunities section of our website at www.flynashville.com
Download Contractor/Vendor Application

Return the completed application to the Purchasing Department via fax at (615) 275-2349 or e-mail to monta_caraker@nashintl.com Your company will be added to our vendor database.

If you indicate an interest on your application that you wish to seek certification as an SMWBE or a DBE, your information will be forwarded to the Office of Business Diversity Development for additional follow up.



Where can I find the Vendor application?





Where can I find the Vendor application?

Go to the
bottom of the
page-
**Business
Opportunities**
section on
MNAA's
website





Location of Contractor/Vendor Application

**Scroll down-
click on the
“Contractor
Vendor
Application”**

The screenshot shows the Nashville International Airport website. The header includes the airport's logo and name, a 'NASHVILLE NOTES' section with a link to a rental car facility, and a navigation menu with links for FLIGHTS, PARKING, DINE & SHOP, GROUND TRANSPORTATION, ART & MUSIC, NEWS, ABOUT, and CONTACT. A search bar is also present. The main content area features a breadcrumb trail: Nashville International Airport > Business Opportunities > Contractor/Vendor Application. On the left, a sidebar titled 'BUSINESS OPPORTUNITIES' lists several links: Opportunities, Contact Information, Contractor/Vendor Application (highlighted with a blue circle and a blue arrow), Aerobidz Registration, and Notice of Property Available: For General Aviation Use. The main content area has a purple header for 'CONTRACTOR/VENDOR APPLICATION' and a large image of a Boeing 747. Below the image is a link for 'Contractor/Vendor Application (Adobe PDF)' and a paragraph of text explaining the application process.

Nashville International Airport™

NASHVILLE NOTES
[Renting a car in Nashville is a breeze! Our new rental car facility was designed with the traveler in mind.](#)

FLIGHTS PARKING DINE & SHOP GROUND TRANSPORTATION ART & MUSIC NEWS ABOUT CONTACT

Nashville International Airport > Business Opportunities > Contractor/Vendor Application

BUSINESS OPPORTUNITIES

- Opportunities
- Contact Information
- Contractor/Vendor Application**
- Aerobidz Registration
- Notice of Property Available: For General Aviation Use

CONTRACTOR/VENDOR APPLICATION

[Contractor/Vendor Application](#) (Adobe PDF)

To be added to the Airport Authority's vendor list please download an application from the link above. Fill out the information and return by mail or fax. Please keep in mind that this will only add you to our computer file system. It will be up to each individual company to watch for business opportunities that become available by checking this web site often. If you see an opportunity you are interested in, please contact us.



MNAA Contractor/Vendor Application

*Click to
open link.*

Nashville International Airport™

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Renting a car in Nashville is a breeze! Our new rental car facility was designed with the traveler in mind.

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Contractor/Vendor Application

Complete vendor form.

Either print and fax or submit via e-mail.

http://www.flynashville.com/business/docs/VendorApplication3-09.pdf - Windows Internet Explorer

http://www.flynashville.com/business/docs/VendorApplication3-09.pdf

File Edit Go To Favorites Help

Convert Select

http://www.flynashville.com/business/docs/Ven...

1 / 3 130% Collaborate Sign Comment Find

Please fill out the following form. Highlight Fields

**METROPOLITAN NASHVILLE AIRPORT AUTHORITY
CONTRACTOR AND VENDOR APPLICATION**

Type or print in **INK**.

RETURN TO: MNAA Purchasing Dept., One Terminal Drive, Suite 501
Nashville, TN 37214-4114
Phone: (615) 275-2300, Fax: (615) 275-2349

Date:

Federal Identification #:

(OR) Social Security #:

Applicant's Firm Name

Remit Address
Street or Box

City State Zip

MNAA use only:
Date:

Initials:

Class Code:

Physical Address
Street or Box

City State Zip

Print Form Submit by Email

Done Unknown Zone | Protected Mode: On



Business Opportunities Postings

Watch the Business Opportunities page. The most recent postings will appear at the top of the page.

Nashville International Airport™

NASHVILLE NOTES
[Can you guess how many people travel through Nashville International Airport each year? Check out BNA today.](#)

FLIGHTS PARKING DINE & SHOP GROUND TRANSPORTATION ART & MUSIC NEWS ABOUT CONTACT

Nashville International Airport > Business Opportunities > Opportunities

BUSINESS OPPORTUNITIES

Opportunities

Contact Information

Contractor/Vendor

Notice of Prop. Available: For Aviation Use

OPPORTUNITIES

Filter Sort by Due Date [Descending](#)

REQUEST FOR PROPOSALS FOR SUSHI BAR CONCESSION OPPORTUNITY
(due 5/30/2014)

REQUEST FOR PROPOSALS FOR WINE BAR CONCESSION OPPORTUNITY
(due 5/30/2014)

1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)



Business Opportunity Description

Open the link for the opportunity. Read the advertisement for instructions to obtain the solicitation package.

Nashville International Airport > Business Opportunities > Opportunities > **1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)**

BUSINESS OPPORTUNITIES

Opportunities

Contact Information ▶

Contractor/Vendor Application ▶

Aerobidz Registration ▶

Notice of Property Available: For General Aviation Use ▶

1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)

1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)

(due 5/20/2014)

ADVERTISEMENT FOR BID

METROPOLITAN NASHVILLE AIRPORT AUTHORITY
NASHVILLE, TENNESSEE

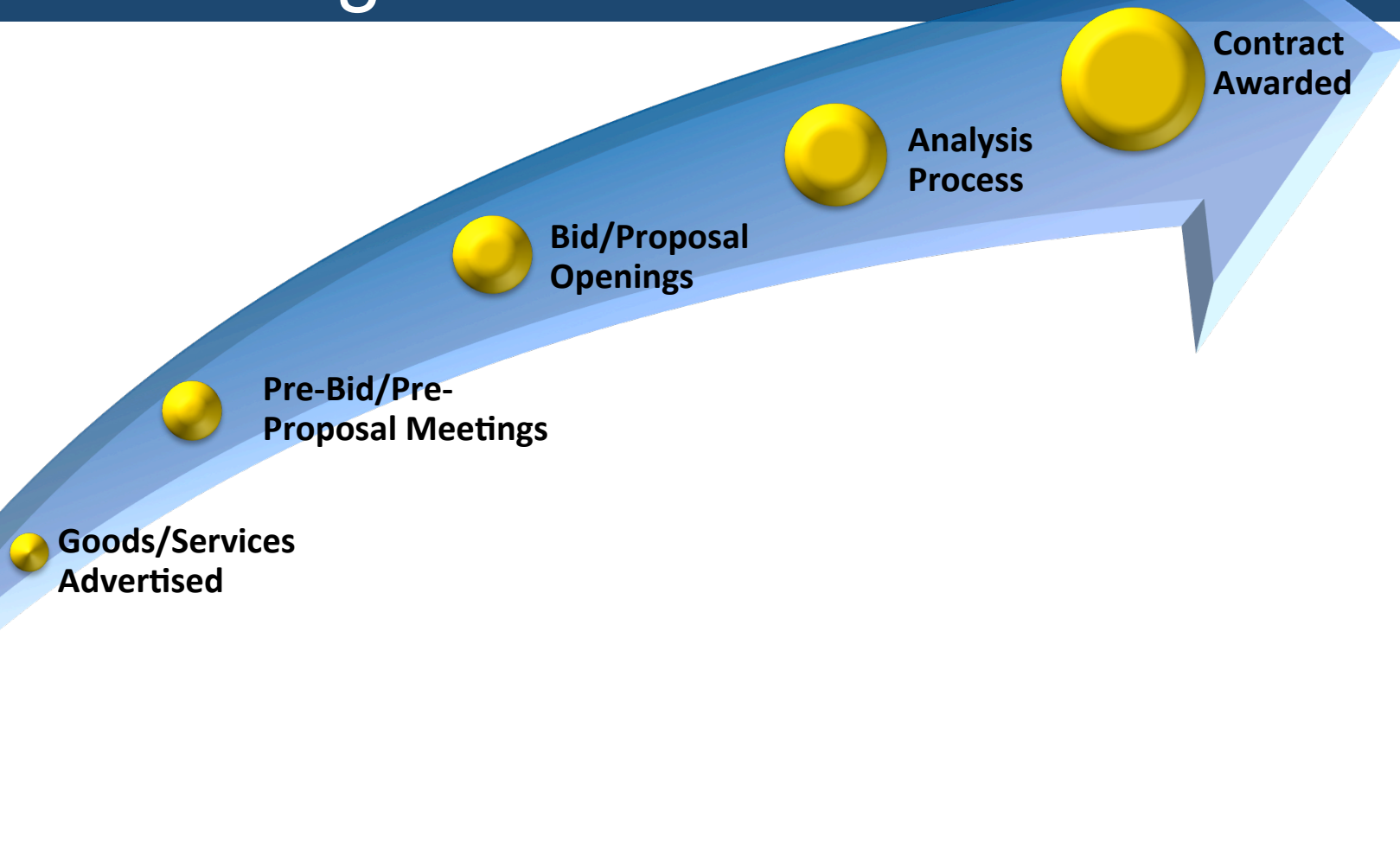
1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)

MNAA PROJECT NO. 1340 & 1384

ELECTRONIC BIDS, submitted through www.aerobidz.aero, or SEALED NON-ELECTRONIC BIDS for furnishing all materials, labor, tools and appurtenances for construction for the **1400 MURFREESBORO ROAD RENOVATIONS (MONELL'S)** and other incidental items shall be received by the Metropolitan Nashville Airport Authority, (MNAA) Nashville, Tennessee, in the Board Room, 4th Floor, Terminal Building, Nashville International Airport, until and not later than **1:00 p.m. (local time) on May 21, 2014** at which time the Bids will be publicly opened and read aloud. Bidders wishing to submit a non-electronic bid may do so only after receiving written authorization from MNAA. Written authorization to submit a non-electronic bid may be requested by emailing nenabowling@nashintl.com at least five (5) days prior to the date bids are due. Bidders submitting a non-electronic bid must submit a copy of the written authorization with their bid package.



Contracting Process





Purchasing Department Contacts

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

Nena Bowling
Specifications Writer
(615) 275-2347
nena_bowling@nashintl.com

Chelsey Bright
Purchasing Technician
(615) 275-2313
chelsey_bright@nashintl.com

Monta Caraker
Administrative Assistant
(615) 275-2300, (615) 275-2349 (fax)
monta_caraker@nashintl.com





Metropolitan Nashville Airport AuthoritySM
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BUSINESS OPPORTUNITIES PLANNING DESIGN AND CONSTRUCTION





Future Projects

- FY 2015
 - Runway 13-31 West reconstruction
 - Cargo Apron Slab Replacement
 - Office Reconfiguration
 - Radio System Replacement
- Terminal HVAC improvements
 - Security Checkpoint Timing
 - Pedestrian Pathway Landscaping





Future Projects

Housekeeping
Landscape
Interior Plants
Energy Management
Escalators and Elevators
Small Trades for Minor improvements
Uniforms
Communication Radios
Baggage Handling System
Pest Control
Supplies, Lamps and Plumbing Parts
Automotive Supplies
Janitorial Supplies including Paper Towels and Tissues

BUSINESS TAKING OFF 4/3/14 look for next year February.





Electronic Bid Submission

Electronic Bid Submission is the electronic transfer of proposal bid data between a potential bidder and contracting authority. The Electronic Bid Submission system includes safeguards to ensure the security and authenticity of the material being transferred.

- Legislation provides for electronic documents having the same binding effect as traditional contracts.
- Any bidder registered to Aerobidz can use e-bid submission; however their organization must have someone designated as an E-bid Submission Authorized Signer. An E-bid Submission Authorized Signer is someone within your organization who has been selected to legally bind your organization to the terms of the electronic bids submitted by your organization. The Authorized Signer will have a special PIN issued by Aerobidz which they will use to authorize electronic bid submissions for your organization.
- Aerobidz uses 128-bit encryption, which is currently the highest form of encryption commercially available.



Electronic Bid Submission..*continued*

- The current process involves scanning anything that bidders sign or fill out and converting these documents into a digital Adobe pdf file. Pricing information will be entered into a protected excel spreadsheet. All of the above information will be saved as three files:
 - 1) License Information
 - 2) Bid Form
 - 3) Attachments. Bidders will then upload these files to Aerobidz as their bid submission.
- Bidders are encouraged to upload the License Info and Attachment files early, prior to bid closing. These files will be several megabytes in size and will take a few minutes for the upload to finish.
- As is the case on most bid days, bidders will receive subcontractor quotes at the last minute. You may upload the files multiple times, up to the time of the closing date.



Highlights for Bidders

Bidders will benefit from these and other advanced features:

Searching: Bidders can browse the entire list of opportunities posted on Aerobidz for MNAA projects.

Opportunity Matching: An email 'alert' can be created to notify bidders of new MNAA opportunities that match criteria in their profile.

Plans and Specifications: Bidders and their sub-trades can electronically download plans and specifications for opportunities posted directly from Aerobidz. Sub-trades can now print only the pages they need.



Highlights for Bidders..continued

- Addendas:** Bidders can specify whether to receive an electronic addendum or simply receive a notification of an addendum posted to Aerobidz.
- Electronic Bid Submission (EBS):** EBS is a quick, efficient, and cost-effective method to submit a bid to the buyer and eliminate the challenges associated with bid delivery.
- Prospective bidders must contact **Nena Bowling @ (615) 275-2347**, nena_bowling@nashintl.com to be setup for a free username and password, not Aerobidz.



Electronic Bid Submission Guide



[BUSINESS OPPORTUNITIES](#) | [EMPLOYMENT](#) | [OTHER LINKS](#)

Business Opportunities

COMMERCIAL GROUND TRANSPORTATION AVI SYSTEM RFP (Posted 9/28/09)
REQUEST FOR PROPOSAL TO SERVE AS UNDERWRITER (Closed 9/23/09)
RELOCATION OF 30" METRO WATERLINE (Closed 10/12/09)
SECOND FBO AT JOHN C TUNE AIRPORT (Posted 9/15/09)
COMMERCIAL LEASING AGENT SERVICES (Posted 9/11/09)
OPERATIONS AND MAINTENANCE OF OUTBOUND BAGGAGE HANDLING SYSTEM (Posted 9/9/09)
FLIGHT SCHEDULE PRINTING CONTRACT (Closed 10/2/09)
IN-BOUND BAGGAGE SYSTEMS CONSULTING ENGINEERING (Closed 9/17/09)
RECONSTRUCT TAXIWAY T4 & S RFQ (Closed 8/27/09)
FLORAL SERVICES CONTRACT (Closed 9/9/09)
CONRAC project at BNA
ELEVATOR MODERNIZATION AT INTERNATIONAL PLAZA (Posted 7/9/09)
AIRPORT HEALTHCARE CLINIC AND RETAIL CONCESSION (Closed 9/4/09)
LANDSIDE AND AOA SECURITY GUARD SERVICES (Closed 7/10/09)
SHOE SHINE SERVICE CONCESSION (Closed 7/16/09)
RECONSTRUCT RUNWAY 2L-20R (Closed 6/23/09)
TERMINAL APRON REPAIR (Closed 4/23/09)
TERMINAL RENOVATION PHASE II (Closed 5/7/09)

AEROBIDZ REGISTRATION INFORMATION
UPCOMING GOODS & SERVICES CONTRACTS



[Back to List](#)

[Aerobidz Electronic Bid Submission Guide](#)

[Bridges to Opportunity](#)

[Contractor/Vendor Application](#)

[Certification Application Information](#)

[Capital Improvement Projects](#)

[Transportation Policy](#)



Business Diversity Development Staff

Davita Taylor

Director of BDD

Davita_Taylor@nashintl.com

Amy Castro

Compliance Coordinator

Amy_Castro@nashintl.com

Kebbyn Connell

Certification Specialist

Kebbyn_Connell@nashintl.com



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Questions?

