



Concourse A Reconstruction

Trade Partner Outreach Meeting



BNA | Nashville
International
Airport


SUPPLIER
DIVERSITY

 **HENSEL PHELPS**
Plan. Build. Manage.

WHY ARE WE HERE?



Meet the Hensel Phelps Team



Provide a Project Overview



Discuss the Project Trade Opportunities



Discuss the Bid Package Process



Review SMWBE Participation & Resources



HENSEL PHELPS
Plan. Build. Manage.

BEFORE WE DIVE IN...

- These **Presentation Slides**, and the **Sign-in Sheets** will be uploaded to the project website. (Please sign-in if you haven't already.)
- Project Newsletter, **On the Horizon**, will be issued every 4-6 weeks.
- Project Website (Link is also included in our **On the Horizon** newsletter.):
<https://bnacca.henselphelps.com/>



MEET THE TEAM



JoAnna Yates
Operations Manager



Don Shoop
Program Lead



Brandon Stout
Construction Manager



Bryce Kellerman
Senior Superintendent



James Oliver
Preconstruction Manager



Adam Merritt
Enabling Manager



Matt Recinos
Senior Estimator



David Witt
Lead Estimator



James Harper
Director of Supplier Diversity



Roxianne Bethune
DBE Consultant



AIRPORT GATEWAY



AIRFIELD



CONCOURSE ENTRY



NODE INTERIOR



INTEGRATED HOLDROOM

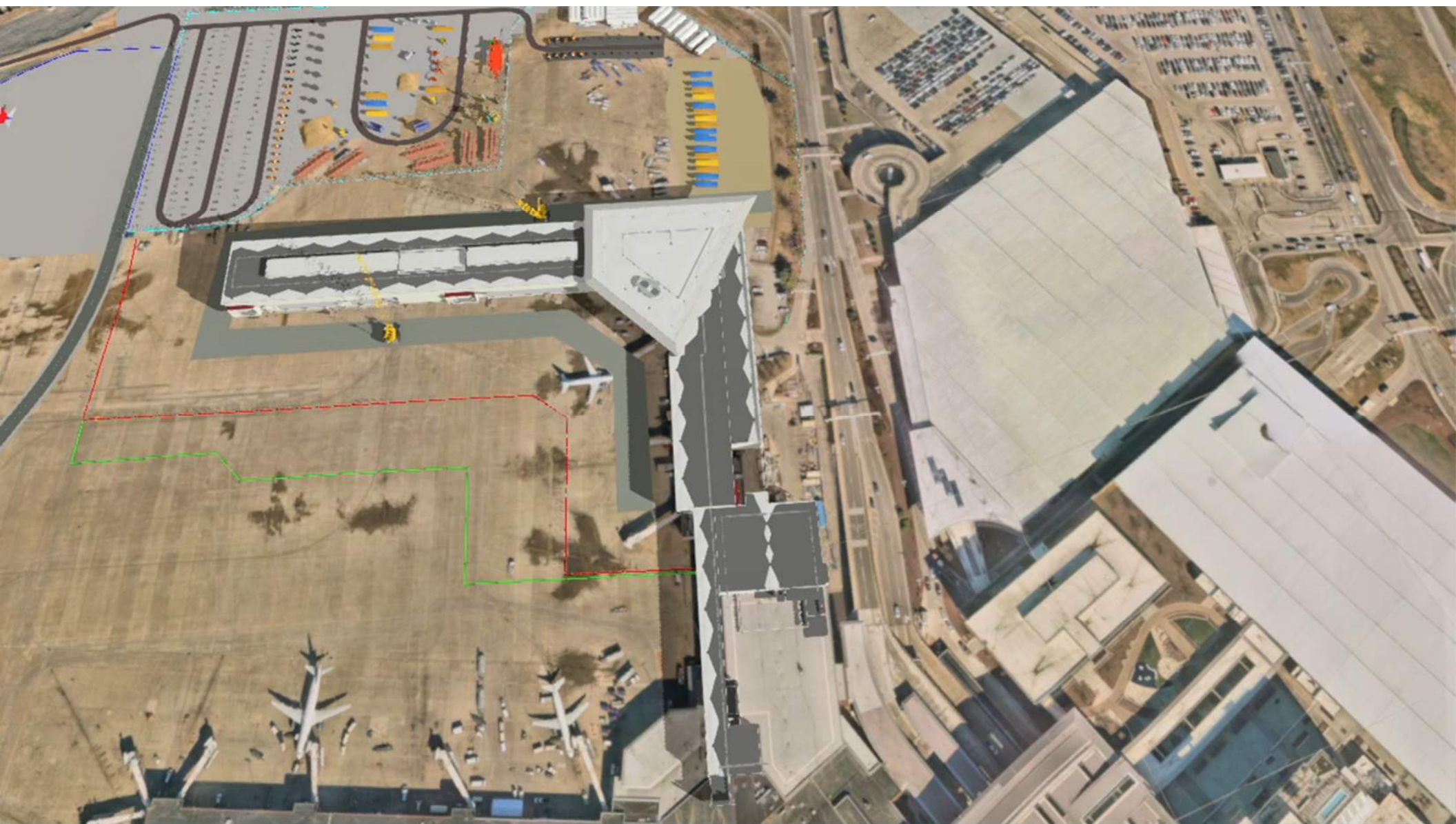


END OF CONCOURSE



PROJECT SCHEDULE

Construction Schedule	2025				2026				2027				2028			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Enabling Work																
Civil																
Structure/Envelope																
Interior Buildout																
Concourse A																
North Terminal Expansion																
Commissioning																



MAJOR CONSTRUCTION MILESTONES

- Enabling Phase Construction Start – **July 2025**
- Enabling Phase Completion – **December 2025**
- Concourse A Demolition Start – **January 2026**
- Concourse A Reconstruction Start – **February 2026**
- Concourse A Completion – **September 2028**

BID PACKAGE SCHEDULE

- Release Bid Package #1 Enabling – ~~February 2025~~
- Bid Package #1 Enabling Bids Due – ~~April 2025~~

Bid Package #2 - Group A

- Release Concourse A Early Trades – **April 16, 2025**
- Concourse A Early Trades Bids Due – **May 21st, 2025**
 - **Demolition**
 - **Specialty Foundations**

BID PACKAGE SCHEDULE

Bid Package #2 - Group B

- Release Concourse A Early Trades – **April 2025**
 - **Turnkey Concrete**
 - **Steel & Misc. Metals**
 - **Electrical Gear**
 - **Jet Fueling**
 - **Passenger Boarding Bridges**
 - **Material Testing Services**

BID PACKAGE SCHEDULE

- Release Bid Package #3 Concourse A – **June 2025**
- Bid Package #3 Concourse A Bids Due – **July 2025**
- *Advanced Look at Concourse A Trade Bid Package Documents*
 - ~~February → 50% Construction Documents~~
 - April → 95% Construction Documents

BID PACKAGE OPPORTUNITIES

All Remaining Work			
	Budget Set I	February 2025	
	Budget Set II	April 2025	
	Purchase Set	June 2025	
Building & Structural Demo	• Gate Podiums	• Terrazzo	Airport Fueling Systems
Selective Demo	• Caulking & Waterproofing	• Metal & Specialty Ceilings	• Electrical & Technology
• Site Demolition	• Roofing	• Resinous Flooring	• Sitework
Building Concrete	• Wall / Metal Panels	• Resilient & Carpet Flooring	• Excavation
• Masonry	• Metal Covers	• Painting	• Grading
Structural & Misc Steel	• Spray Fireproofing & Insulation	• Signage	• Site Utilities
• Fall Arrest System	• Expansion Joints	• Building Specialties	Specialty Foundations
• Glass & Cable Railings	• Doors, Frames, & Hardware	• Loading Dock Equipment	• Asphalt Paving
• Ornamental Metals	• Overhead Doors	• Fixed Furnishings	• Site Concrete/Airfield Paving
• Rough Carpentry	• Skylights	• Elevators & Moving Walks	• Pavement Markings
• Millwork / Finish Carpentry	• Glass & Glazing	• Baggage Handling Systems	• Fencing
• Casework	• Louvers	• Fire Suppression	• Landscaping
• Ticket Counters	• Drywall & Related	• Plumbing	Passenger Boarding Bridges
• Ticket Scales	• Tile	• Mechanical	• Cleaning

BID PACKAGE #3 – CONCOURSE A

- Individual Trade Bid Package
- Timeline:
 - June → Request for Proposals (RFP) Issued
 - July → Bids Due
 - August → Recommendations to MNAA Committee
 - August → MNAA Board Approval
- *Advanced Look at Concourse A Trade Bid Package Documents*
 - ~~February → 50% Construction Documents~~
 - April → 95% Construction Documents

BUILDING CONNECTED

- Bid Invitations and Amendments will be issued via Building Connected.
- All bid documents must be downloaded via Building Connected.
 - A Non-Disclosure Agreement must be acknowledged before access to the documents will be allowed.
 - Please read and follow the Bid Package document before opening the plans and specifications.
 - Questions about / Support for Building Connected:
<https://support.buildingconnected.com/>
- Please **do not** submit RFIs or Proposals via Building Connected. Follow the instructions in the Bid Package.

COMMUNICATIONS

- Newsletter
 - Keep You Informed (4-6 weeks)
 - Includes:
 - Bid Package Schedule Updates
 - Construction Schedule Updates
 - Contact Information
- Website - <https://bnacca.henselphelps.com/>
 - Event Collateral
 - Renderings/Videos
 - SMWBE Support Portal



SMWBE REQUIREMENTS

- SMWBE Requirements
 - MBE – 14.36%
 - WBE – 4.33%
 - SBE – 4.28%
- HP Bid Package Percentages May Be Higher
- Calculation of Participation

SMWBE REQUIREMENTS

- How to Participate
 - Certify your firm with the MNAA
 - Create an account with Building Connected
 - Visit Website/ Read Newsletter / Attend Pre-Bid Meetings
 - Consider your Company's Capabilities and Qualifications
 - Maintain Contact with Hensel Phelps & Large Bidders



SMWBE REQUIREMENTS

- SMWBE Reporting
 - Required Documentation
 - MNAA's SMWBE Participation Report
 - Contract or Purchase Order on File
 - Change Orders & Additional POs on File
 - Final Lien Waivers of Total Payments Made
 - Required B2G Reporting
 - Read B2G Correspondence
 - Confirm & Verify Payments

SMWBE PARTICIPATION & STRATEGY

- Enabling General Contracting
 - SMWBE GCs
 - SMWBE Trade Partners
- Remaining Trade Opportunities
 - Target Markets
 - Scope De-Bundling
 - SMWBE Spotlights
 - Encouraging Genuine Partnerships



BONDING & INSURANCE

- Bonding Requirements
 - Subcontract Default Insurance (SDI)
 - Similar to Applying for a Traditional Bond
 - Head Start Bonding Program – The Barbour Group
- Insurance Requirements
 - Owner Controlled Insurance Program (OCIP)
 - General Liability Only

BONDING RESOURCES

- The Barbour Group Contact (Bonding)

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SMALL MINORITY WOMAN-OWNED BUSINESS ENTERPRISE (SMWBE) PROGRAM

BUSINESS DIVERSITY DEVELOPMENT

SMWBE PROGRAM

- ✈ **Program Overview:** The United States Congress enacted a statutory provision that requires Department of Transportation Agencies, such as FAA, FHWA, and FTA, seek out Small, Minority, or Women-Owned Business Enterprises (SMWBEs) and ensure they are afforded an opportunity to participate in federally assisted and federally funded contracts. Here at Metropolitan Nashville Airport Authority (MNA) and the office of Business Diversity Development, we encourage SMWBE participation in all our projects contracts and procurements.
- ✈ **Program Intent:** The intent of the program is to eliminate barriers to participation so that SMWBEs may compete in an environment free of discrimination. The program is based on goals that recipients set. Contractors must act in Good Faith to reach that goal.
- ✈ It is MNA's objective to promote, encourage, and stimulate participation of small, minority, or women-owned business enterprises (SMWBEs) within its organization and the economic community served by it by providing maximum opportunities to participate in contracts, programs and all related business activities.

SMWBE REQUIREMENTS

COUNTING PARTICIPATION

- Certified at time of bid/response
- Must be certified in the NAICS Code for the work to count towards goal(s)
- If the company is a certified manufacturer the participation will be counted at 100%
- If the company is a supplier (regular dealer), participation will count at 60%

SUBCONTRACTOR REQUIREMENTS:

- Provide required documents to the Prime per the bid submission/solicitation;
- Enter into a subcontract with the Prime;
- Perform as expected so a substitution or termination is not needed, the Prime must communicate with the sub prior to a substitution or termination and prior written consent is required from MNAA;
- Perform reporting duties within the B2G system (i.e. confirm payments monthly, note any discrepancies); and
- Reach out to BDD if assistance is needed.

BUSINESS DIVERSITY DEVELOPMENT CONTACTS

- BDD@flynashville.com
- Aaron Poindexter, Compliance Specialist, 615-275-2324,
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CONTACT US

- HP Team Contacts

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- The Barbour Group Contact (Bonding)

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NETWORKING

