



# 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**



# 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**  
Senior Superintendent



**James Oliver**  
Preconstruction Manager



**Roxianne Bethune**  
DBE Consultant



**Ben Swanson**  
Project Manager



**Matt Recinos**  
Senior Estimator



**David Witt**  
Lead Estimator



**James Harper**  
Director of Supplier Diversity





## AIRFIELD





## CONCOURSE ENTRY





## ART CASES AND SEATING NOOKS



## NODE INTERIOR





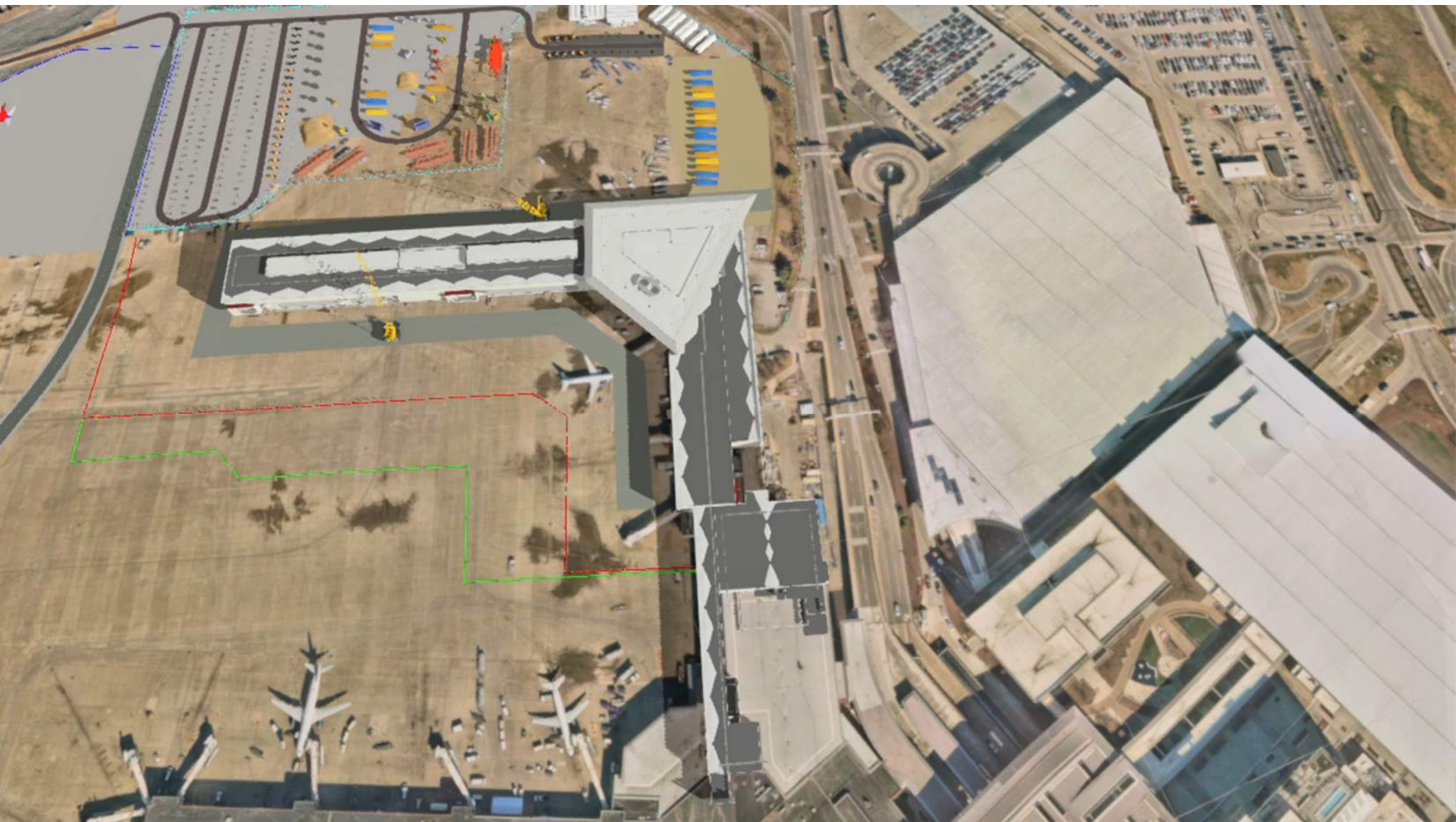
## INTEGRATED HOLDROOM END



# PROJECT SCHEDULE

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





# MAJOR CONSTRUCTION MILESTONES

- Enabling Phase Construction Start – **May 2025**
- Enabling Phase Completion – **October 2025**
- Concourse A Demolition Start – **November 2025**
- Concourse A Reconstruction Start – **November 2025**
- Concourse A Completion – **July 2028**





# BID PACKAGE SCHEDULE

## Bid Package #1 – Enabling

- Released – ~~February 2025~~
- Bids Due – ~~March 2025~~

## Bid Package #2 – Early Trades

- Released – ~~April 2025~~
- Bids Due (Varies by Trade) – ~~May 21<sup>st</sup>~~, June 12<sup>th</sup>, 19<sup>th</sup>, 26<sup>th</sup>



# BID PACKAGE SCHEDULE

## Bid Package #3 – Concourse A Primary Trades

- Release – ~~June 4<sup>th</sup>, 2025~~
- Bids Due – **July 17<sup>th</sup>, 2025**

## Bid Package #4 – Concourse A Remaining Trades

- Release – **August 2025**
- Bids Due – **October 2025**





# BID PACKAGE OPPORTUNITIES

## BID PACKAGE #3 - CONCOURSE A PRIMARY TRADES

*All Remaining Work*

<b>RELEASE</b>		<b>June 4th, 2025</b>
<b>BIDS DUE</b>		<b>July 17th, 2025</b>
· <i>Masonry</i>	· <i>Exterior Metal Paneling</i>	· <i>Column Covers &amp; Interior Paneling</i>
· <i>Doors, Frames, &amp; Hardware</i>	· <i>Glass &amp; Glazing</i>	· <i>Drywall &amp; Related</i>
· <i>Metal &amp; Specialty Ceilings</i>	· <i>Elevators &amp; Moving Walks</i>	· <i>Baggage Handling Systems</i>
· <i>Fire Protection</i>	· <i>HVAC &amp; Plumbing</i>	· <i>Electrical</i>
· <i>Low Voltage</i>	· <i>Site Development</i>	· <i>Apron Paving &amp; Related</i>
	· <i>Fencing</i>	



# BID PACKAGE OPPORTUNITIES

## BID PACKAGE #4 - CONCOURSE A REMAINING TRADES

**All Remaining Work**

<b>RELEASE</b>		<b>August 2025</b>
<b>BIDS DUE</b>		<b>October 2025</b>
· Fall Arrest Systems	· Millwork and Finish Carpentry	· Caulking and Waterproofing
· Roofing	· Spray Fireproofing and Insulation	· Overhead Doors and Dock Equipment
· Tile	· Terrazzo	· Floor Coatings
· Resilient and Carpet Flooring	· Painting and Wallcovering	· Signage
· Miscellaneous Interior Specialties	· Ticket Counters and Gate Podiums	· Furnishings
· Interior Faux Plantings	· Site Concrete	· Landscape and Irrigation



# 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

- 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)

Karen Barbour  
The Barbour Group LLC  
[karen@thebarbourgroup.com](mailto:karen@thebarbourgroup.com)  
(301) 343-8932

Josh Lopez  
The Barbour Group LLC  
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# SMALL MINORITY WOMAN-OWNED BUSINESS ENTERPRISE (SMWBE) PROGRAM

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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](mailto:BDD@flynashville.com)
- Aaron Poindexter, Compliance Specialist, 615-275-2324,  
[Aaron.Poindexter@flynashville.com](mailto:Aaron.Poindexter@flynashville.com)
- James Jenkins, Compliance Specialist, 615-275-1784  
[James.Jenkins@flynashville.com](mailto:James.Jenkins@flynashville.com)
- Kebbyn Connell, Certification Manager, 615-275-1620,  
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- Rachel Johnson, Director, 615-275-4302,  
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# CONTACT US

- HP Team Contacts

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