

## **FRANK C. NEWTON, III**

Vice President

**Mr. Newton** is responsible for managing the firm's client work product and new business development activities. With over twenty years of hands-on experience, Mr. Newton has gained a wealth of experience in providing sound business related and financial strategies to the firm's airport clients. Areas of Mr. Newton's expertise include airline agreement development and negotiations, airline rate setting models, airline/airport tenant affairs, airport bond financial feasibility analyses and continuing disclosures, capital improvement program cost recovery plans, cargo development, FAA benefit cost analyses, general financial planning, passenger facility charge program development and maintenance, rental car concession development, request for proposals / qualifications program development, and various other client support services.

### **EXPERIENCE**

#### **Airline Use Agreement Development**

Blue Grass Airport, Kentucky  
Chattanooga Metropolitan Airport, Tennessee  
Columbia Metropolitan Airport, South Carolina  
Key West International Airport, Florida  
Myrtle Beach International Airport, South Carolina  
Smith Reynolds Airport, North Carolina  
Tallahassee Regional Airport, Florida

#### **Airport/Air Service Analyses**

Florence Regional Airport, South Carolina  
Laughlin/Bullhead City International Airport, Arizona  
Marathon Airport, Florida  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia

#### **Benefit Cost Analyses**

Birmingham International Airport, Alabama  
Charlotte Douglas International Airport, North Carolina  
Concord Regional Airport, North Carolina  
Henry E. Rohlsen Airport, St. Croix, Virgin Islands  
Piedmont Triad International Airport, North Carolina

**Cargo Development**

Austin Bergstrom International Airport, Texas  
Columbia Metropolitan Airport, South Carolina  
Greenville-Spartanburg International Airport, South Carolina  
Harrisburg International Airport, Pennsylvania  
Luzerne County, Pennsylvania  
Philadelphia International Airport, Pennsylvania

**Concessions Development**

Blue Grass Airport, Kentucky  
Columbia Metropolitan Airport, South Carolina  
Florence Regional Airport, South Carolina  
Greenville-Spartanburg International Airport, South Carolina  
Luis Muñoz Marín International Airport, Puerto Rico  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia  
Philadelphia International Airport, Pennsylvania  
Wilmington International Airport, North Carolina

**Feasibility Analyses**

Blue Grass Airport, Kentucky  
Charlotte Douglas International Airport, North Carolina  
Columbia Metropolitan Airport, South Carolina  
Columbia Owens Downtown Airport, South Carolina  
Craven County Regional Airport, North Carolina  
Dallas Love Field Airport, Texas  
Dare County Regional Airport, North Carolina  
Greenville-Spartanburg International Airport, South Carolina  
Jackson Hold Airport, Wyoming  
Key West International Airport, Florida  
Laughlin/Bullhead City International Airport, Arizona  
Luzerne County, Pennsylvania  
Myrtle Beach International Airport, South Carolina

**Land Acquisition/Land Use Planning**

Blue Grass Airport, Kentucky  
Greenville-Spartanburg International Airport, South Carolina  
Myrtle Beach International Airport, South Carolina

**Management Studies**

Auburn-Opelika Robert G. Pitts Airport, Alabama  
Columbia Owens Downtown Airport, South Carolina

**Master Plan Studies and Terminal Area Studies**

Albert J. Ellis Airport, North Carolina  
Athens-Ben Epps Airport, Georgia  
Blue Grass Airport, Kentucky  
Chattanooga Metropolitan Airport, Tennessee  
Columbia Metropolitan Airport, South Carolina  
Craven Regional Airport, North Carolina  
Dallas Love Field, Texas  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia  
Port Au Prince International Airport, Haiti

**Passenger Facility Charge Applications**

Albert J. Ellis Airport, North Carolina  
Augusta Regional Airport at Bush Field, Georgia  
Blue Grass Airport, Kentucky  
Charlotte Douglas International Airport, North Carolina  
Chattanooga Metropolitan Airport, Tennessee  
Columbia Metropolitan Airport, South Carolina  
Craven Regional Airport, North Carolina  
Erie International Airport, Pennsylvania  
Florence Regional Airport, South Carolina  
Jackson Hole Airport, Wyoming  
Key West International Airport, Florida  
Luis Muñoz Marín International Airport, Puerto Rico  
McGhee Tyson Airport, Tennessee  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia  
Pitt County - City of Greenville Airport, North Carolina  
Wilmington International Airport, North Carolina

**Passenger Preference/Air Service Surveys**

Columbia Metropolitan Airport, South Carolina  
Laughlin/Bullhead City International Airport, Arizona  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia  
Philadelphia International Airport, Pennsylvania

**Rates and Charges Analyses**

Blue Grass Airport, Kentucky  
Chattanooga Metropolitan Airport, Tennessee  
Columbia Metropolitan Airport, South Carolina  
Gulfport-Biloxi International Airport, Mississippi  
Jackson Hole Airport, Wyoming  
Key West International Airport, Florida  
Lehigh Valley International Airport, Pennsylvania  
Myrtle Beach International Airport, South Carolina  
Newport News/Williamsburg International Airport, Virginia  
Smith Reynolds Airport, North Carolina  
Tallahassee Regional Airport, Florida

**Terminal Space Analyses**

Blue Grass Airport, Kentucky  
Chattanooga Metropolitan Airport, Tennessee  
Columbia Metropolitan Airport, South Carolina  
Key West International Airport, Florida  
Lehigh Valley International Airport, Pennsylvania  
Myrtle Beach International Airport, South Carolina

**OTHER RELEVANT EXPERIENCE**

**Research Assistant**

Thompson Consultants International  
Miami, Florida, 1989 - 1990

Assisted in an airport capacity analysis for Port Au Prince International Airport, Port Au Prince Haiti. Prepared fuel cost analysis in support of a financial feasibility analysis related to the sale of airport revenue bonds for the Myrtle Beach International Airport, Myrtle Beach, South Carolina.

**LICENSES/AFFILIATIONS**

State of Florida Real Estate License  
American Association of Airport Executives (AAAE)  
Airports Council International (ACI)  
North Carolina Airports Association (NCAA)

**EDUCATION**

Bachelor of Science - Public Relations and Business Administration, Florida International University  
Associates of Arts - Business Administration, Miami-Dade Community College  
State of Florida Real Estate Certification Program