

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 fifteen 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
Philadelphia International Airport, Pennsylvania

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
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

Athens-Ben Epps Airport, Georgia
Blue Grass Airport, Kentucky
Columbia Metropolitan Airport, South Carolina
Craven Regional Airport, North Carolina
Dallas Love Field, Texas
Myrtle Beach International Airport, South Carolina
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
Key West International Airport, Florida
Luis Muñoz Marín International Airport, Puerto Rico
McGhee Tyson Airport, Tennessee
Myrtle Beach International Airport, South Carolina
Pitt County - City of Greenville 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
Key West International Airport, Florida
Lehigh Valley International Airport, Pennsylvania
Marathon Airport, Florida
Myrtle Beach International Airport, South Carolina
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