

FRANK C. NEWTON, JR., ESQ.
Senior Vice President

Mr. Newton, a senior member of the airport consulting community, has over thirty-five years of experience in the Aviation Industry. He offers a complete menu of financial, legal, negotiating and strategic planning services to airports in the areas of: tenant and airline negotiations; drafting of leases and Airport Use Agreements; request for proposals development; passenger facility charge applications; financial feasibility studies; airport noise issues and advice; Fixed Base Operator development and issues; concessions development; rates and charges analyses; budget preparation; master plan development; and general financial, business and management advising. Mr. Newton's professional experience includes positions as Assistant Airport Manager for Finance and Administration and Deputy Director of Charlotte Douglas International Airport; Regional Director of Properties for Eastern Airlines; President of Thompson Consultants International, Inc.; and co-founder of Newton & Associates, Inc.

EXPERIENCE

Airline Negotiations and Airline Use Agreements

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
Columbus Metropolitan Airport, Georgia
Greenville-Spartanburg International Airport, South Carolina
Key West International Airport, Florida
Lehigh Valley International Airport, Pennsylvania
McGhee Tyson Airport, Tennessee
Melbourne Regional Airport, Florida
Myrtle Beach International Airport, South Carolina
Roanoke Regional Airport, Virginia
Southwest Florida Regional Airport, Florida
Toledo Express Airport, Ohio

Airport Master Plans and Terminal Plans

Alabama International Airport, Alabama
Blue Grass Airport, Kentucky
Columbia Metropolitan Airport, South Carolina
Chattanooga Metropolitan Airport, Tennessee
Myrtle Beach International Airport, South Carolina
Oakland International Airport, California
Port Au Prince International Airport, Haiti
San Francisco International Airport, California
San Jose International Airport, California
Sea-Tac International Airport, Washington

Benefit Cost Analysis

Birmingham International Airport, Alabama
Charlotte/Douglas International Airport, North Carolina
Concord Regional Airport, North Carolina
Piedmont Triad International Airport, North Carolina
Virgin Islands Ports Authority, St. Croix, U.S. Virgin Islands

Cargo Development

Austin Bergstrom International Airport, Texas
Chattanooga Metropolitan Airport, Tennessee
Greenville-Spartanburg International Airport, South Carolina
Harrisburg International Airport, Pennsylvania
Philadelphia International Airport, Pennsylvania

Concessions Planning

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
Florence Regional Airport, South Carolina
Greenville-Spartanburg International Airport, South Carolina
Luis Muñoz Marín International Airport, San Juan, Puerto Rico
Myrtle Beach International Airport, South Carolina
Philadelphia International Airport, Pennsylvania
Piedmont Triad International Airport, North Carolina
Santa Barbara Municipal Airport, California
Southwest Florida International Airport, Florida
Tri-Cities Regional Airport, Tennessee

Economic Impact Studies

Charlotte/Douglas International Airport, North Carolina
Myrtle Beach International Airport, South Carolina

Environmental and Noise

Blue Grass Airport, Kentucky
Charlotte/Douglas International Airport, North Carolina
Greenville-Spartanburg International Airport, South Carolina
Myrtle Beach International Airport, South Carolina
Palm Beach International Airport, Florida
Piedmont Triad International Airport, North Carolina

Financial Feasibility Analyses

Augusta Regional Airport at Bush Field, Georgia
Blue Grass Airport, Kentucky
Charlotte/Douglas International Airport, North Carolina
Columbia Metropolitan Airport, South Carolina
Chattanooga Metropolitan Airport, Tennessee
Greenville-Spartanburg International Airport, South Carolina
Key West International Airport, Florida
Laughlin/Bullhead City Airport, Arizona
Melbourne Regional Airport, Florida
Myrtle Beach International Airport, South Carolina
Orlando Sanford Airport, Florida
Roanoke Regional Airport, Virginia
West Virginia Regional Transpark, West Virginia

Land Acquisition/Land Use Planning

Blue Grass Airport, Kentucky
Charlotte/Douglas International Airport, North Carolina
Columbia Metropolitan Airport, South Carolina
Greenville-Spartanburg International Airport, South Carolina
Luis Muñoz Marín International Airport, San Juan, Puerto Rico
Myrtle Beach International Airport, South Carolina

Management Studies

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

Passenger Facility Charge Applications

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

Passenger Facility Charge Applications (continued)

Craven County Regional Airport, North Carolina
Lehigh Valley International Airport, Pennsylvania
Luis Muñoz Marín International Airport, San Juan, Puerto Rico
McGhee Tyson Airport, Tennessee
Myrtle Beach International Airport, South Carolina

Privatization/Authority

Albany County Airport, New York
Auburn-Opelika Robert G. Pitts Airport, Alabama
John Wayne Airport, California
Florence Regional Airport, South Carolina
Myrtle Beach International Airport, South Carolina
New Haven, Connecticut
Orlando Sanford Airport, Florida

Rates and Charges Analyses

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
Columbus Metropolitan Airport, Georgia
Greenville-Spartanburg International Airport, South Carolina
Lehigh Valley International Airport, Pennsylvania
McGhee Tyson Airport, Tennessee
Myrtle Beach International Airport, South Carolina

OTHER RELEVANT EXPERIENCE

Charlotte/Douglas International Airport, North Carolina

General aviation redevelopment program; noise litigation; concessions development; analysis of and report on the feasibility of fixed base operator redevelopment; development of fixed base operator and corporate minimum standards; and development of fixed base operator and corporate leases.

Horry County Department of Airports, South Carolina

Represented County in extensive Air Force base closure negotiations; and Fixed Base Operator lease and negotiations for \$20 million terminal expansion.

LaGuardia Airport, New York

Assessment of market for gates and terminal facilities for \$200 million Special Facility Bonds issue.

Laughlin/Bullhead City Airport, Arizona

Economic analysis and negotiation of lease agreements for fixed base operator.

Frank C. Newton, Jr., Esq.
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Los Angeles International Airport, California

Assessment of market for gates and terminal facilities as part of \$250 million Special Facilities Bonds issue.

City of Manassas, Virginia

Economic analysis and negotiations of lease agreements for fixed base operator.

St. Louis County, Missouri

Evaluation of feasibility of acquiring interest in major hub airport.

EDUCATION

Juris Doctor, University of Miami

Bachelor of Science - Accounting, University of North Carolina at Charlotte

ADMITTED TO THE BAR

Florida and North Carolina