

Frank C. Newton III

Vice President

Education

Bachelor of Science –
Public Relations and
Business Administration,
Florida International
University

Professional Affiliations

American Association of
Airport Executives (AAAE)

Airport Council
International (ACI)

North Carolina Airport
Association (NCAA)

Work History

Newton & Associates, Inc.
Vice President
1990 - Present

Thompson Consultants
International
Intern
1988 - 1989

Years of Experience:

NAI: 26

With Other Firms: 1

Professional Background

Mr. Newton is responsible for managing the firm's client work product and new business development activities. With 26 years of hands-on experience, Mr. Newton has gained a wealth of experience 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 disclosure, capital improvement program planning and cost recovery plans, FAA benefit cost analyses, general financial planning, passenger facility charge program development and maintenance, rental car concessions negotiations and customer facility charge ("CFC") program development, FBO strategic planning, request for proposals and statements of qualifications program development, and various other client support services.

Notable accomplishments of Mr. Newton's career are the preparation of numerous airport bond financial feasibility reports which supported the issuance of nearly \$1.4 billion in bonds and the preparation of numerous PFC Applications amounting to more than \$1.6 billion in approved PFC's.

Over the last five-years, Mr. Newton has completed various financial consulting services at the following airports on behalf of NAI:

- Albert J. Ellis Airport, North Carolina
- Asheville Regional Airport, North Carolina
- Charlotte Douglas International Airport, North Carolina
- Chattanooga Metropolitan Airport, Tennessee
- Florence Regional Airport, South Carolina
- Grand Strand Airport, South Carolina
- Gulfport Biloxi International Airport
- Jackson Hole Airport, Wyoming
- Key West International Airport, Florida
- Florida Keys Marathon Airport, Florida
- Newport News-Williamsburg International Airport, Virginia
- Pitt-Greenville Airport, North Carolina
- Wilmington International Airport, North Carolina