

**Frank Newton, Jr.**  
*Senior Vice President*

---

**Education**

Juris Doctor –  
University of Miami

Bachelor of Science –  
Accounting, University of  
North Carolina

**Professional Affiliations**

Florida Bar  
North Carolina Bar,  
NC Bar Association  
American Association of  
Airport Executives (AAAE)  
ACI - NA

**Work History**

Newton & Associates, Inc.  
Senior Vice President  
1990 - Present

Thompson Consultants  
International – President  
October 1986 to January  
1989

Eastern Airlines – Property  
Attorney  
November 1984 – October  
1986

Charlotte Douglas  
International Airport –  
Deputy Director  
May 1975- August 1978

**Years of Experience:**

With NAI: 26

With Other Firms: 22

**Professional Background**

Mr. Newton is a senior member of the airport consulting community with over 40 years of experience in the Aviation Industry. He offers a full range 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; preparation of requests for proposals; passenger facility charge applications; financial feasibility studies; Fixed Base Operator development and issues; concessions development; rates and charges analyses; budget preparation; airport noise issues and master plan development. His 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 as co-founder of Newton & Associates, Inc.

During his airport consulting career Mr. Newton has successfully completed assignments from airports as diverse as Charlotte Douglas International and Immokalee, Florida, in locations ranging from Oakland and Orange County, California, to Port Au Prince, Haiti and San Juan, Puerto Rico in the Caribbean.

Since 2000, he has served as principal consultant to the management staff of Charlotte Douglas International Airport. Working from an office provided to him in the Airport's administrative offices, he has consulted regularly with airport management on a wide range of airport issues. Completed assignments include:

- Multiple airport revenue bond financings
- Guiding the airport to take-over of the FBO
- Planning and negotiating the terms of a rail/track intermodal facility on airport property
- Consolidated rental car facility
- Development of a parallel runway and responding to resulting noise issues
- Restructuring the terminal's merchandise and food concessions
- Development of the Airport's Financial Plan