

## **Deborah N. Zufall**

*Senior Consultant*

---

### **Education**

Associate of Arts  
Miami Dade C. College

Business Administration,  
California Coast University

Florida Risk Management  
Institute

### **Professional Affiliations**

American Association of  
Airport Executives (AAAE)

Airports Council International  
– North America (ACI-NA)

North Carolina Airports  
Association (NCAA)

### **Work History**

Newton & Associates, Inc.  
Consultant  
2001-Present

VITAS Healthcare Corporation  
Corporate Risk Manager  
1989-2001

### **Years of Experience:**

Newton & Associates, Inc.: 15  
With Other Firms: 15

### **Professional Background**

**Ms. Zufall** has over 27 years of experience in Management and Aviation consulting. with substantial experience in airport feasibility studies; the development of rates and charges models; airline rates and charges analysis and surveys; concessions analysis and development including the preparation of Request for Proposals, Request for Qualifications and development of appropriate agreements. In addition, Ms. Zufall assists NAI clients in the development and administration of Passenger Facility Charge programs, review and preparation of Airline Use Agreements, as well as other financial and management projects.

Since joining NAI, Ms. Zufall has been involved with the issuance of over \$850,190,000 in Airport Revenue Bonds (\$60,295,000 of which were Special Facility Bonds), of which \$451,760,000 were issued within the last five years. In these studies Ms. Zufall has been responsible in studying/analyzing and discussing the socio-economic conditions of an airports' air service area for each Report of the Airport Consultant.

Ms. Zufall works has prepared more than 28 PFC Applications for 11 Airports and continues to assist these clients on managing their PFC Program. Ms. Zufall has co-authored the financial chapter in six Master Plan Updates; teamed on the financial analyses of more than 12 airports; and has worked on the commercial development/concessions programs at eight airports, among other things.

Over the last five years, Ms. Zufall has performed 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
- Chattanooga Metropolitan Airport, Tennessee
- Gulfport Biloxi International Airport, Mississippi
- Monroe County, FL (MTH)
- Newport News-Williamsburg International Airport, Virginia
- Pitt-Greenville Airport, North Carolina
- Roanoke-Blacksburg Regional Airport, Virginia
- Rochester International Airport, Minnesota
- Jackson Hole Airport, Wyoming
- Wilmington International Airport, North Carolina