

FRANK SPANO

Director

Accountability & Related Experience

Education
Master of Arts
Economic Geography
Kent State University

Bachelor of Business Administration
Marketing
Kent State University

As Director of Austin Consulting, a division of The Austin Company, Mr. Spano is responsible for directing consulting assignments performed for Austin clients worldwide.

During his more than 25 years with Austin, Mr. Spano has completed numerous site location assignments for a diverse list of Austin Consulting clientele. His specific areas of expertise include facilities supporting: automobile component manufacturing, aviation/aerospace, finance and insurance services, food processing, metalworking, newspaper publishing, specialized manufacturing, and warehousing/distribution. Mr. Spano has also worked on behalf of clients in conducting incentive negotiations with state and local governments and completing comprehensive property due diligence services for greenfield sites and existing buildings. Mr. Spano has represented clients on projects throughout the United States, Canada, Mexico and Europe.

Before joining Austin Consulting, Mr. Spano worked for a commercial real estate appraiser and a private real estate consulting firm. Mr. Spano was also employed as a consultant for Thompson Associates, the nation's leading retail site location firm, conducting research for chain store location selection, sales forecasting and consumer research.

Mr. Spano is a frequent contributor to publications including Food Processing and Area Development. Mr. Spano was a recent presenter at the International Fresh-cut Produce Association meetings speaking on site location considerations for salad bagging facilities. Mr. Spano also presented at Expansion Management's 2007 Roundtable in the Rockies, a best practices seminar for economic development professionals. Due to the favorable response this presentation was repeated at Expansion Management's / Food Processing Magazine's Expansion Solution Conference later in 2007.

