



### Education

Bachelor of Science in  
Business Administration  
(Marketing)  
Kent State University  
Kent, OH

Master of Arts  
Economic Geography  
Kent State University  
Kent, OH

## FRANK SPANO

Managing Director, Austin Consulting

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Since joining The Austin Company in 1985, Frank Spano has been employed as a Site Location Consultant, Senior Consultant, Associate Director, Director and promoted to Managing Director of Austin Consulting. In this role, Frank serves as the manager for the group and in addition is currently developing and leading new strategies to increase The Austin Company's leadership in food and beverage, nutraceuticals and other manufacturing sectors. Frank also serves as a senior project manager, directs site location studies with the Austin Consulting staff and will still continue to conduct detailed field investigation analyses for clients.

Frank has advised and recommended locations for numerous food processing clients in his 28 years with Austin Consulting. Currently, Frank has taken the lead role for Austin Consulting to designate sites as "shovel-ready" for the food, beverage and general manufacturing industry and marketing this service primarily to economic development organizations. In addition to the food and beverage industry other areas of expertise includes the automotive, and aviation/aerospace industry, general manufacturing and the consumer products sector including pharmaceuticals, distribution center operations, finance and insurance service sector, publishing facilities, and the alternative energy industry. Frank has 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. Frank has represented clients on projects in urban and rural areas throughout the United States, Canada, Mexico and Europe.

Before joining The Austin Company, Frank worked for a commercial real estate appraiser for a private real estate consulting firm. From 1989 to 1991 Frank was employed as a consultant for Thompson Associates, the nation's leading retail site location firm. Frank rejoined The Austin Company in 1991.

Frank is a frequent contributor to publications including, *Food Processing* and *Area Development*. Frank was a recent presenter at the International Fresh-Cut Produce Association speaking on site location considerations for salad bagging facilities. Also, Frank was a recent presenter at *Expansion Management's* Roundtable in the Rockies, a best practices seminar for economic development professionals. Due to the favorable response, the presentation was repeated at *Expansion Management's / Food Processing Magazine's* Expansion Solution Conference. In October 2010 Frank was asked to be a presenter for another Roundtable forum. The topic for this presentation was "Understanding Your Labor Market – How to Prepare Your Community for the Consultants Visit". Frank's most current publications for *Expansion Solutions* include: "The Creation of a Shovel-Ready Site for Your Community-A Comprehensive Approach to the Site Certification Process" and "Shovel-Ready Sites as an Effective Tool to Promote Community Readiness". Frank has also contributed to *Trade and Industry Development* magazine on trends in the metal-working industry. In addition, Frank has also conducted presentations and served on panels focusing on business and location trends for food processing and all industries at conferences conducted in Alabama, Colorado, Kentucky, Indiana, Illinois, Missouri, New Mexico, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee and Texas.

