



Mayor of Providence

Jorge O. Elorza

December 13, 2019

Honorable Members
Providence City Council
City Hall

Dear Honorable Members:

Pursuant to Sections 302(b) and 1102 of the Providence Home Rule Charter of 1980, as amended and Public Law, Chapter 45-50, Sections 1 through 31 passed in 1987, I am this day re-appointing Charles C. Newton of 45 Larch Street, Providence, Rhode Island 02906, as a member of the Board of Licenses for a term ending on January 31, 2023, and respectfully submit the same for your approval.

Sincerely,

A stylized, handwritten signature in black ink, consisting of a large, looping 'J' and 'E'.

Jorge O. Elorza
Mayor

IN CITY COUNCIL

JAN 16 2020

READ

WHEREUPON IT IS ORDERED THAT
THE SAME BE RECEIVED AND APPROVED

A handwritten signature in blue ink, appearing to read "Hans Selke".
CLERK

CHARLES C. NEWTON
45 Larch Street
Providence, Rhode Island 02906
(401) 274-7314

QUALIFICATIONS: Over 20 years in state procurement and economic development working with women and minority owned businesses. A small business development professional with expert knowledge of federal, state and local certification processes and compliance requirements. Extensive background in market research and product development along with a strong record of community service with local non-profit organizations.

BUSINESS EXPERIENCE: **Newton and Newton, LLC, 2015 – current**

CONSULTANT: Specializing in regulatory requirements for inclusion in MBE/DBE/WBE programs including Federal, State and Private Procurement opportunities. Assist in the growth and development of Business through networking and by accessing funding and human resource development.

State of Rhode Island, 1988-2015

ASSISTANT ADMINISTRATOR: Minority Business Compliance Office, Department of Administration. Responsible for the increased utilization of women and minority owned businesses in state and quasi-state procurement activities. Monitors compliance with state and federal regulations regarding minority participation in state and quasi-state contracted services.

COORDINATOR: Office of Minority Business Assistance, Rhode Island Economic Development Corporation. Provided business and technical assistance to minority and women owned businesses. Support included business plan development, strategic marketing, and office management.

WJAR TV, Providence RI, 1975 - 1987

LOCAL SALES MANAGER: (1985 - 1987)

Developed business and supervised staff of seven account executives to achieve gross revenues in excess of \$7 million dollars. Utilized innovative marketing strategies and monitoring techniques to control inventory while increasing market share.

ACCOUNT EXECUTIVE: (1979 - 1984)

Consistently achieved top biller status. Demonstrated ability to work with large corporations and small businesses to accomplish individual marketing objectives. Major clients included: Coca Cola, Kentucky Fried Chicken, Toys R Us.

SALES TRAINEE: (1978 - 1979)

Initiated and developed uniform procedures for dissemination of competitive market information. Generated over \$50,000 in new revenue. Promoted within year to account executive.

ASSISTANT TRAFFIC MGR.: (1976 - 1977)

Consulted with programmers in the design of a computerized system for the scheduling of air-time.

GATEKEEPER: (1975 - 1976)

Responsible for maintenance and scheduling of air-time.

CHARLES C. NEWTON, RESUME PAGE 2

EDUCATION: Providence College (1970 - 1974)
Providence College School of Continuing Education
Courses in Public Relations. Marketing and Accounting
Completed Sterling Institute Program for Managers
Leadership Rhode Island Graduate, Tau Class

PUBLIC SERVICE:

Current Memberships Vice Chairperson, Providence Board of Licenses
Center for Women and Enterprise, Board Member
Local Initiatives Support Corporation, Board Member
Ocean State Business Development Authority, Board Member
RI Scenic Highway Commission, Board Member
RI Joint Reinsurance Association, Board Member
RI Black Business Association, Micro Loan Committee
Providence College Black Alumni Association Board Member
RI Affirmative Action Professionals, Member
Diversity & Inclusion Professionals, Member

Previous Memberships

Catholic School Collaborative, Board Member
City of Providence Recreation Advisory Committee
City of Providence, Zoning Board
Coach, Babe Ruth, Cowboys, Football, Holy Name Basketball
CYO Coordinator Diocese of Providence
East Side YMCA, Board Chair
Holy Name of Jesus, School Board Member
Housing Resource Commission, Board Member
Johnson and Wales University, Diversity Committee
Lt. Governor's Small Business Advisory Committee
Minority Investment Development Corporation, Board Chair
Mount Hope Neighborhood Association, Treasurer
Neighborhood Development Fund, Board Chair
Oasis International, Advisory Board
Ocean State Business Forum, Member
Parents Advisory Committee, Diocese of Providence
Phi Beta Sigma Fraternity, Treasurer
Providence Civic Center, Past Board Treasurer
Rhode Island Black Heritage Society, Chairperson
Rhode Island Black Media Coalition, Co-founder
Rhode Island Foundation, Volunteer Recognition Award Committee

REFERENCES FURNISHED UPON REQUEST