



# The Meneren Corporation

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## **Stephen T. Guthrie** Managing Director

### **BACKGROUND SUMMARY**

- 40-year business career in senior executive positions and directorships with infrastructure facility developers and owners, financial service organizations and data services providers. He has been lead negotiator in merger and buyout activities in transactions ranging up to \$700 million in size.
- On behalf of clients, performed financial and political due diligence activities in Africa, Central America, South America, Middle East, Europe, Australia, Caribbean, and Eastern Europe.
- A principal in “start ups” in the areas of financial services, document management, real estate development, data processing, security systems, and software development.
- Co-authored a book on procedures for handling debit card transactions and has spoken before national audiences on the implementation and pricing of electronic funds transfer systems.

### **PROFESSIONAL EXPERIENCE**

#### **THE MENEREN CORPORATION, Denver Colorado** **1994 to Present** ***Managing Director, previously Vice President, Project Finance***

- Managed the creation of the Master Plan for a Free trade zone in Quito Ecuador
  - o Designed 500 acre Free Trade Zone along side New International Airport
  - o Created financing strategy and financial model
  - o Prepared submission to local Governments
- Evaluated 1500 companies and recommended 6 potential acquisition candidates to a major EPC company
- Member of team which developed Public Private Partnership proposal for the redevelopment of the Newark, New Jersey Waterfront.
  - o Created financing strategy and financial model
- Acted as Vice President and Chief Financial Officer for a \$300 million infrastructure program on behalf of an international client.
- Created financing strategy and financial model for multiple Free Trade Zones in a United Arab Emirate.
  - o Created financing strategy and financial model
- Member of team which formed international consortium to redevelop the Port of Aden. Created financing strategy and financial model
  - o Negotiated the financial terms of a 30 year concession agreement with the Yemen government.
  - o Negotiated, implemented and managed financial advisors agreement with Deutsche Morgan Grenfell.
- Developed financial models for infrastructure projects including private toll roads, toll lanes, railroads, high-speed monorail systems, seaports, telecommunications systems, and commercial/residential real estate development.

- Negotiated the business terms of a project development agreement for a private \$3.5 billion toll road with a Fortune 500 EPC company on behalf of a private developer.
- Performed preliminary financial due diligence for a \$400 million public/private bridge project.
- Served as President of a Meneren project company named TransPort Ventures, LLC
- TPV was the consortium which assembled an international consortium which successfully responded to a Colorado state agency's request for proposal to build own and operate a 160 mile long, high-speed, monorail system.
- Created Public Private Partnership financing strategy.
- Negotiated consortium/financial advisors agreement Dresdner Kleinwort Benson

**FRONT RANGE TOLL ROAD COMPANY, Englewood, Colorado**

**1985-1994**

***Executive Vice President and Director***

- Responsible for identifying and negotiating with potential investors, evaluating technical proposals, preparing business plans, and identifying potential lenders for this \$1.7 billion transportation corridor.
- Negotiated financial advisors agreement with Prudential Bache
- Negotiated letters of intent with restaurants, oil companies and lodging for concessions within the toll road right-of-way.
- Negotiated joint venture agreement with water pipeline company to use the toll road right of way.
- Negotiated joint venture agreement with Brown and Root to provide engineering and professional services.
- Performed case study analysis of all U.S. toll roads to identify the most significant operational and financial variables. Developed operations model based on the financial data of the toll roads that were determined to be analogues to the Front Range Toll Road.
- Performed cost benefit analysis of various smart highway and smart car technologies for implementation in the context of their ability to improve the profitability of the project.
- Developed a plan for a venture to control and develop land adjacent to the toll road and whose value would be enhanced by the construction of the facility.

**OTHER EXPERIENCE**

- Researched, planned and directed a financial institution's entry into the electronic banking system including debit cards, on-line automated teller systems (ATMs) and remote supermarket terminals.
- Negotiated underwriter's agreement with Dean Witter for an initial Public Offering.
- Performed financial due diligence for a wide variety of international projects in Africa, the CIS and Latin America.
- Served as officer and director of financial service organizations ranging in size from a \$2.5 million bank holding company to a \$700 million savings and loan.
- Established and managed a large IBM mainframe data center which provided state of the art, on line, real time data processing services for financial institutions in Ohio and West Virginia.

**EDUCATION**

Bachelor Science, Major Finance, Ohio State University, 1962