



EXPERTS | 2019

HNTB expert:
Brad Guilmino
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Brad Guilmino serves as HNTB's chief financial consultant and provides specialized expertise in the development of funding plans and financing strategies. His insights can assist clients in implementing and funding capital projects. Guilmino previously worked in transportation investment banking for Citigroup. He has experience with a wide range of public transportation agencies and has specific expertise with project finance, tolling, revenue and sales tax bonding, federal programs and public-private partnerships.

Guilmino's experience in investment banking, managing billions of dollars of debt for tolling entities, departments of transportation and transit clients, provides him with a unique understanding of innovative structuring options and the perspectives of rating agencies and investors who are required to optimize successful financing. His transportation transaction experience includes:

- Toll revenue and highway revenue bonds
- Grant Application Revenue Vehicles (GARVEEs)
- Sales tax bonds
- Federal grant applications
- Transportation Infrastructure Finance and Innovation Act (TIFIA) applications

Guilmino has considerable understanding of the risk factors and benefits of public-private partnerships and has advised several clients on project delivery options and informed private consortiums on financing plans for concession bids. His experience with P3 transactions affords him the unique skill set to understand and evaluate both public and private funding strategies. Additionally, he has considerable

experience in developing financial plans, performing feasibility studies, and financial reporting of program management contracts for various public and private infrastructure clients.

Guilmino's experience with P3 financial plans can assist in the preliminary evaluation of project feasibility and optimization of tax-exempt private activity bonds and TIFIA loans for final finance plans. His expertise includes these key areas:

- Knowledge of state and USDOT funding programs and initiatives
- Understanding of the P3 procurement process and valuation drivers
- Knowledge of P3 delivery options (availability payment and concession structures)
- Knowledge of private sources and characteristics of debt and equity
- Expertise in the structuring, rating agency and pricing process for tax-exempt private activity bonds
- Understanding of TIFIA program parameters and structural flexibility

To schedule an interview with Brad Guilmino and for more information, contact:

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