

KRISTINA ANN PETERSON

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CAREER SUMMARY

Fifteen years' experience in international finance, business development, and marketing, specialized in project, trade and infrastructure finance.

PROFESSIONAL EXPERIENCE

Oct. 2000 -
Present

MAYFLOWER PARTNERS LLC
Chief Executive Officer

Menlo Park, CA

- Managed infrastructure finance advisory firm focused on private and public sector clients in the energy, water, and telecom industries, with a geographic focus on Asia, Africa, the Middle East and E. Europe. Company name changed from Finance Specialists LLC (CA) to Mayflower Partners LLC in 2004.
- Organized municipal water finance orientation visit for delegation from India sponsored by U.S. Trade and Development Agency (TDA), as sub-contractor to Global Marketing and Communications of Boston, MA. Conducted meetings to discuss international best practices in municipal financing for water projects with credit rating agencies, clean water and drinking water State Revolving Funds in Arizona and New York, New York City Water Authority, Environmental Protection Agency, the IFC and World Bank. Focused on various models for raising revenue and general obligation bond financing at sub-sovereign level.
- Consulted to the U.S. Agency for International Development (USAID) in Indonesia regarding development of municipal finance bond and bank loan markets for local water authorities. Acting as sub-contractor to Development Alternatives, Inc. of Bethesda, MD, during the four and a half year contract (2005-2009).
- Developed financing plans and investigated financing options for three projects as sub-contractor to Enviromation, Inc., based in Virginia, as part of definitional missions for TDA: 1) Energy projects in Macedonia, 2) Renewable energy projects in Azerbaijan and Uzbekistan, and 3) Waste-to-energy and renewable energy projects in Czech Republic, Hungary, Poland and Slovakia.
- Performed financial assessment for USAID for use of its loan guarantee program in the water sector in Indonesia, sub-contractor to TCGI, Washington, DC.
- Investigated export potential of the U.S. Coast Guard's new DEEPWATER equipment platform, developed by Lockheed Martin and Northrop Grumman, in South Africa, Namibia and Mozambique for TDA. Wrote extensive white paper regarding U.S. homeland security policy issues in Africa.
- Contracted by TDA to perform desk studies for a venture capital fund in Mexico, municipal water bond technical assistance program and a bank personnel training program in the People's Republic of China, a wastewater treatment project for a coastal city in Croatia and a 25 million gallons per day water desalination project for Karachi, Pakistan.
- Performed financial feasibility study under TDA grant for hydropower project in Macedonia in conjunction with engineering company PCR Associates. Consulted with IFC, World Bank, EBRD, OPIC and other agencies to determine optimal financial structure for independent private power project.
- Consulted to GE Infrastructure/Ionics Corporation (Watertown, MA) regarding financing negotiations and documentation for \$370 mln Kuwaiti wastewater treatment project financing and two Israeli water desalination projects. Reviewed local bank loan and capital markets conditions for each project and advised appropriate terms, conditions and negotiation tactics for financing.
- Reviewed financing structures of current and future water project financings in China for GE/Ionics. Investigated local and international bank loan and fixed income market for private sector projects.

Feb. 2000 -
May 2000

ABN AMRO Bank, N.V.
Telecommunications and Media Group
Vice President, Credit Structuring and Advisory

New York, NY

- Responsible for client marketing, deal structuring, cash flow modeling, legal documentation and credit analysis for medium and long-term debt financing. Negotiated project and structured debt finance for U.S. and international clients in wireless, satellite, Internet, high tech, cable and media industries.

