

Joseph B. Doherty
911 Snyder Lane
Walnut Creek, CA 94598
jbdoherly42@gmail.com

(H) (925) 274-1890
(C) (925) 963-8057

Senior Finance and Treasury Executive with a strategic focus and a broad range of experience and accomplishments. This experience includes a strong emphasis in negotiating financial agreements, mergers and acquisitions, financial planning and budgeting; as well as other traditional areas, including credit, cash management, risk management and cash forecasting.

Professional Experience

July 2000 – August 2010 **Pacer International, Inc.**
 Concord, CA
Sept. 2008-August 2010 **VP, Investor Relations & Treasurer**
July 2000 – August 2008 **Vice President, Treasurer**

Company is a leading North American intermodal transportation and logistics company with annual revenue in excess of \$1.6 billion.

Responsibilities Include:

- Maintain company's ongoing relationships with investment banks, commercial banks and financial advisors to assure the availability of financing and liquidity at most attractive rates for short and long-term requirements.
- Represent the company and present at various Industry Investor Conferences. Including both formal and one-on-one presentations to discuss the company's financial results and prospects.
- Restructured long-term secured debt after the company's IPO. Restructuring saved \$10 million in interest expense on a pro-forma basis (June 2002).
- Renegotiated revolving credit facility to increase available liquidity and reduce costs (interest rate spreads, commitment fees, letter of credit fees etc.) saving approximately \$1.5 million per year (April 2007).
- Review, research and perform project financial analysis to assure appropriate assumptions and returns are utilized and achieved.
- Perform initial review of acquisition opportunities to assure strategic and financial fit with the company's long term objectives. Build internal consensus if opportunity meets strategic objectives.
- Led the due diligence teams in the acquisition of three companies. Acquisition resulted in additional revenue in excess of \$650 million.
- Solicit, negotiate and coordinate container, railcar, tractor and chassis fleet acquisition financing for equipment valued at in excess of \$500 million.
- Maintain Rating Agency relationships through dialogue and annual presentations.
- Monitor and assure compliance with restrictive covenants in financing facilities.
- Coordinated the preparation of the annual budget and the long range plan.
- Additional management responsibilities include cash management, risk management, stock option plan administration and M&A review and due diligence.

August 1998 – June 2000 **Rail America, Inc.**
Boca Raton, FL
Vice President & Treasurer

Company is the world's largest operator of short line and regional railroads with global operations in the United States, Canada, Chile and Australia. Company has pro-forma revenue of \$400 million.

Responsibilities Included:

- Successfully completed four mergers and acquisitions that resulted in increasing revenues from \$78 million to \$400 million. Acquisitions have included public tender offers and private transactions.
- Negotiated increases to the company's senior bank credit facility from \$55 million to \$380 million, including revolving and amortizing facilities.
- Secured \$150 million interim credit facilities required to complete the acquisitions.
- Maintain company's commercial and investment banking relationships to assure sufficient liquidity and availability of financial alternatives.
- Monitor monthly and quarterly compliance with restrictive bank covenants.
- Responsible for corporate financial planning and analysis, cash management and risk management.

May 1997 – July 1998 ***Independent Consultant***

Financial Consultant for the Greenbriar Companies, a \$500 million leading transportation equipment manufacturing and financing company.

Responsibilities Included:

- Established a financial institution calling program that identified key contacts and mutual opportunities in the freight car manufacturing and financing markets.
- Reviewed and analyzed restrictive covenants contained in debt agreements. Implemented and negotiated adjustments to requirements that reduced costs of capital for the company.
- Performed analysis and made recommendation on growth opportunities in new domestic and international markets.

June 1981 – April 1997 **Southern Pacific Rail Corporation**
San Francisco, CA

Company was a \$3.5 billion railroad company operating in fifteen western states. Company merged with Union Pacific in September 1996.

December 1993 – April 1997	<i>A.V.P. Finance & Assistant Treasurer</i>
March 1990 – November 1993	<i>A.V.P. Finance</i>
August 1988 – February 1990	<i>Manager of Financial Services</i>
November 1987 – July 1988	<i>Manager, Cash Budgets</i>
December 1984 – October 1987	<i>Assistant Manager – Capital Budgets</i>
February 1984 – November 1984	<i>Financial Analyst</i>
June 1981 – January 1984	<i>Assistant Credit Manager</i>

Responsibilities Included:

- Maintained ongoing relationships with investor, lessor, commercial banking and investment banking communities to assure required capital and liquidity were available.
- Evaluated, negotiated and implemented company's equipment financing activities. Completed in excess of \$1 billion in equipment financing. Financings included private & public debt, single investor and leveraged leases, synthetic leases and sale/leaseback transactions.
- Completed a \$400 million asset backed securitization.
- Prepared and monitored system wide operating and capital budgets totaling in excess of \$3.5 billion and \$300 million, respectively. Presented annual budgets and monthly variance reports to senior management.
- Coordinated and prepared corporate long range strategic plan.
- Participated in the preparation and due diligence for an initial and secondary public offering that raised in excess of \$900 million.
- Reviewed, processed and authorized all operating department requests for capital expenditure authority to assure compliance with policies, procedures and budgets.
- Managed a staff of 30 professionals performing analysis and monitoring budget compliance.
- Prepared all corporate financial analysis, including Lease vs. Buy, ROI, NPV.
- Prepared short and long range cash forecasts during an LBO period to assure sufficient liquidity for ongoing operations.
- Assured compliance with terms and restrictive covenants of all corporate debt and lease obligations.
- Prepared and participated in rating agency presentations.

Education:**St. Mary's College of California**

Moraga, CA

MBA Finance, May 1987**BS in Business Administration, June 1981**