

# Guy C. Smith

## PARTNER

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Direct: 612.335.1762

Office: Minneapolis



**Guy is a business-oriented lawyer who knows how to use the tools of his trade to help companies meet their business goals and objectives.**

Guy is a seasoned corporate and transactional attorney with a strong focus on the energy industry. He structures acquisitions, divestitures and financings and leads complex commercial transactions in the U.S. and worldwide. He also routinely advises clients on international trade regulatory matters.

Guy uses his keen understanding of the legal needs and issues confronting companies and their general counsel to represent diverse clients across a multitude of industries, with a focus on the energy sector. Within the energy sector, Guy has represented independent power producers, renewable energy companies, project developers, utilities, electric cooperatives, clean technology companies, equipment suppliers, energy-related service providers, construction companies, oil and gas E&P companies and oilfield service businesses. Given his significant international experience, Guy also frequently acts as a trusted legal advisor to both energy and non-energy clients on international commercial and international trade regulatory matters. Guy brings a strong business orientation to his work, based on his experience as in-house counsel at a large independent power producer (IPP) and a Fortune 50 company, and his subsequent experience at the IPP as the vice president in charge of the company's Latin American and European

## PRACTICES & INDUSTRIES

Energy  
International  
Renewable Energy  
Corporate Finance  
Mergers & Acquisitions  
Oil & Gas

## ADMISSIONS

Minnesota, 1999  
District of Columbia, 1989  
Pennsylvania, 1988 (Inactive Status)  
U.S. Court of Appeals for the Federal Circuit  
U.S. Court of International Trade

## EDUCATION

American University Washington College of Law, J.D., 1987

- American University Journal of International Law and Policy*, Note and Comment Editor

The American University, School of International Service, M.A., Law and International Affairs, 1987

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operations and its \$2 billion asset divestiture program. Guy is the leader of the firm's Renewable Energy and Energy Transactions practice group and the leader of the firm's International practice group.

Guy began his legal career in Washington, DC, where he worked initially as an attorney for the U.S. Department of Commerce and later joined the Washington, DC office of the international law firm of Dewey Ballantine.

Miami University, B.A., Political Science, 1983

### EXPERIENCE

#### Energy

Guy represents stakeholders in renewable energy projects, including project developers, independent power producers, renewable energy companies, utilities and electric cooperatives on all aspects of U.S. and international renewable energy project development, including acquisitions and divestitures, joint venture formation and strategy, project agreement negotiation (e.g., power purchase, equipment supply, EPC, interconnection and O&M agreements), financing and operational matters.

He advises entities and financial institutions that finance renewable energy projects, including tax equity investors, lenders and other financing parties.

Guy counsels clients on all facets of the development, construction, financing, ownership and operation of traditional power generation projects (e.g., gas-fired electric generating facilities).

Guy serves as legal counsel to companies involved in the oil and gas business, including E&P and oil field service companies, and has negotiated complex commercial agreements for such entities.

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## International

Guy represents clients in connection with cross-border transactions, including mergers and acquisitions, joint venture and alliance formation and transaction structuring.

He advises businesses on international commercial agreements, including international contract manufacturing agreements, international distribution and sale agency contracts, cross-border technology licensing agreements and international product, equipment and service supply contracts.

Guy represents businesses on international trade regulatory matters, including anti-bribery (FCPA), export control, sanctions, anti-boycott, trade remedy and other tariff actions and customs matters.

Guy has worked on transactions and commercial arrangements in all regions of the world, including North, and South America, Europe, Asia, Australia and Africa.

## Other

Guy acts as outside general counsel to various clean energy, clean technology, manufacturing and service companies.

He has made numerous presentations and published a number of articles on energy-related and international topics.

Raised in Latin America (Guy has lived in Ecuador, Venezuela, Peru and Colombia), he is fluent in Spanish with good proficiency in French.

## PROFESSIONAL & CIVIC ACTIVITIES

Energy Bar Association

Minnesota State Bar Association

Hennepin County Bar Association

District of Columbia Bar Association

Minnesota District Export Council, 2008-2013

## NEWS

Guy Smith Addresses Supply Chain Concerns in *Solar Power World*

12.29.2021

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# Guy C. Smith

Chugach Electric Acquisition Featured in *Global Legal Chronicle*

12.03.2020

Stinson Serves as Legal Counsel on Major Alaskan Energy Acquisition

11.17.2020

## **SPEAKING ENGAGEMENTS**

Speaker, "OFAC Sanctions and Embargoes 101," Society of Corporate Compliance and Ethics (SCCE) Seattle Regional Compliance & Ethics Conference, Seattle, Washington, November 10, 2023.

## **PUBLICATIONS**

Energy Credits Extended for Wind and Solar Facilities

12.22.2020

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