



CCBA LLC

CALIFORNIA CANADIAN BUSINESS ASSOCIATES

Our Mission Statement:

Provide our clients with personalized strategic and operational advisory services in support of their international growth priorities in key foreign markets.

Provide our clients with ongoing support by improving all operational areas, decreasing their risks and forwarding their business plans through safety, efficiency and foresight.



Our Core Competencies:

Our team provides professional support and strategic advice to your chief executive officers and their senior teams to accelerate your sustainable growth strategies and international business plans by combining market focus, financial structuring, networking, marketing and sales, partnering and integration within your local business environment. Key distinctive elements of our advisory services for foreign market penetration include:

- 1 Optimal **Strategic Time Gain** and **Reduced Risks**.
- 2 **Market Validation** and **Client Identification**.
- 3 Financial **Engineering** and **Co-Financing** schemes.
- 4 Access to **Key Contacts** and **Performing Partners** through active cooperative development.
- 5 **Personalized Professional Support** for international strategy development and **Targeted Commercial Implementation** in new key markets.



What makes **CCBA** unique:



CCBA's differentiation is the result of our team's collective experience in managing and leading private corporations and government organizations for several years, worldwide, as CEO's and senior executives. This unique level of hands-on, operational experience includes over four decades of international trade development.



Dedicated work at ground level in over sixty countries spanning the globe, and seeking to confirm actual market needs, business opportunities and partners for our clients is the cornerstone of all our undertakings.



What makes CCBA unique: *(cont...)*



This business model of private / public sector and international synergy is CCBA's differentiating factor. Our collective experience gained from initiating and strengthening international trade enables our team to offer clients proven, concise direction and practical solutions that generate increased business and definitive, positive financial results.

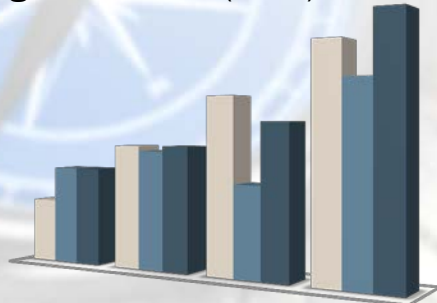


CCBA is part of an international network of associated companies offering similar strategic foreign market advisory services: Avistra International Inc. (Montreal and Paris), Trigex Energy Inc. (Montreal, Canada), R3D - IT Inc. (Montreal, Mexico City, Sao Paolo) and LMS ORH (Casablanca, Morocco).



Clients

- Manufacturing and services corporations in all industry sectors.
- Corporations at all stages of international market development and diversification.
- Private sector associations.
- Local and regional authorities.
- Government agencies.
- Commercial banks / investment fund portfolio and venture capital companies.
- International Financing Institutions (IFI's.)



Geographic Expertise

- North America
- Central America
- The Caribbeans
- South America
- Western Europe
- North and West Africa
- Asia Pacific



Languages Spoken

English | Spanish | French | Arabic | Chinese (Mandarin)

Market Driven Advisory Services:

Ground Work

- Target market identification, analysis and validation.
- Comprehensive export readiness assessment.
- Market Validation Planning (MVP) and 3-point implementation.

CORE Planning & Implementation

- Understanding of key legal aspects of bilateral trade.
- Contractual agreements (JV partnerships, M&A, local subsidiaries, IFI bidding process.)
- Establishing an active international / global business strategy and foreign market business model.
- Developing strategic, business, tactical, operational and contingency plans.
- Identification of and access to available financial and tax incentives as well as subsidies and other sources of funding.
- Structuring of co-financial schemes for foreign market penetration, including: company and foreign partner funds, commercial bank / venture funds, IFI funds.
- Identification and introduction of key contacts, potential clients and foreign partners.
- Support in generating market pull and achieving market penetration.

Ongoing Support

- Establishing a business presence in targeted markets (distribution subsidiary, JV, greenfield, acquisition.)
- Match-making with foreign companies doing business in CCBA's client domestic market.
- IFI – RFP request for proposal assistance, contract negotiations, start-up and monitoring.
- Organize meeting agendas in target foreign markets.
- Marketing and sales coaching and support.

Jeff King, CEO & MANAGING PARTNER

For more than 50 years, Martin Jeffrey King has dedicated his career to the promotion of guest-first hospitality and operational excellence within the restaurant industry. Jeff King is Chairman of the Board and Co-Founder of the prestigious King's Seafood Company (KSC) based out of Southern California. He oversees strategic financial planning, sales, investor relations and property management of six concepts and seventeen restaurants.

King became President of King's Restaurants, Inc. in 1978 and helped conceptualize, build and operate 13 restaurants. In 1981, King established Hospitality Consultants LTD. Shortly thereafter, he was hired as Director of Food Services for the Los Angeles Olympic Games Operations Division in 1982.

King's charisma and aura of experience, coupled with his tenure within the restaurant industry, makes him a sought-after figure of the professional speakers circuit. King regularly lectures at educational institutions such as the University of California Los Angeles (UCLA) and the Collins School of Hospitality Management at Cal Poly Pomona. He is a headline speaker for various professional groups and organizations in and outside of the restaurant industry. King also shares his expertise with other restaurant brands. Jeff King Consulting, Inc. specializes in all aspects of business operations with a strong focus on the restaurant hospitality industry.

BOARDS: California Restaurant Association (CRA) for more than 10 years as Second and First Vice Chairman, Chairman and Chairman Emeritus. Los Angeles and Santa Monica Convention & Visitors Bureaus. Northern Arizona University Hospitality Program and the Collins School of Hospitality Management.

HONORS: City of Hope Lifetime Achievement Award, Nation's Restaurant News Hot Concept Award, Elizabeth Burns Lifetime Achievement Award, UCLA Alumni of the Year and the California Restaurant Association's Fine Dining Hall of Fame and Educational Foundation Hall of Fame.

EDUCATION: Bachelor of Arts in History / Political Science from UCLA as Alumni, Associates from Santa Monica College



Alain Dudoit, MANAGING PARTNER

Since his retirement from the public service of Canada in 2008, Mr. Dudoit builds upon his extensive international experience, professional achievements and impressive business network at home and abroad. Immediately upon his retirement from the Government service he was appointed Associate Vice-Principal, Strategic Innovation Partnerships and International relations, McGill University. Alain Dudoit then moved in the private sector as an entrepreneur and international advisor to a selected number of significant business interests and organizations in Canada, California, China and Europe.

Alain Dudoit is the Principal Advisor of exclusive QG100 CEOs network of top global growth companies which he developed from the start; Managing partner California Canadian Business Associates (CCBA LLC) Costa Mesa California; Visiting Fellow Milken Institute Santa Monica, California; Member of the Committee on Foreign Relations: Los Angeles, California.

During his extensive and successful public service career in Ottawa, Mr. Dudoit held a number of senior positions as legislative advisor Canada's Privy Council Office or department of the Prime Minister; Director of international development policy the Canadian International Development Agency; Chief of Departmental Staff to the deputy Prime minister, minister of Finance, and then Minister of Foreign Affairs and International Trade; Chief of Protocol. He served Canada abroad as: Minister-Counselor (Commercial-Economic Affairs) in Paris; Ambassador to Czech and Slovak Republics in Prague; Ambassador to Spain in Madrid and Consul General in Los Angeles.

EDUCATION: BA in Philosophy (awarded by Académie de Caen, France), Collège Stanislas, Montréal; Laureate, National Propedeutic Competition, Université de Bordeaux, New York Center; BA, Université de Montréal; BSc in Political Science, Université de Montréal; Licentiate in Law (LLL), Université de Montréal; MSc in Political Science, Université de Montréal.



Jean-Pierre Mathieu, MANAGING PARTNER

Current Consulting Partner, SECOR Consulting Inc. (Canada's largest independent Strategic/Operational Consulting firm, former CEO, MDFV International Canada and Managing Partner of LMS Consulting International (Canada), Jean-Pierre Mathieu is also Co-Founder and CEO of Geomar International Marketing and Finance Consulting (Montreal, Paris, Washington).

Mathieu previously served as President SNC Lavalin Canada (Northern Africa), Vice-President Marketing CRC Sogema Advisory Services (Canada), Manager of the Canadian Government Foreign Investment Agency (Canadian Embassy in France), Vice-President Marketing Southeast Asia, Pacific, China, South Korea, Northern Africa and the Caribbean for Cegir Inc. (Canada) and Marketing Manager Eastern Canada for Air France.

Founding member of the Asia Pacific Foundation and of several Canadian Bilateral Business Associations (Asia, Americas, Africa and Europe), Mathieu was Vice-Chairman of the Canadian Council for Africa (Canadian Government) and Chairman of the Food Research and Development Center (FRDC – Government of Canada). He has worked in 45 countries worldwide and lived abroad for 15 years (Southeast Asia, France, Switzerland, Northern Africa and the Caribbean) where he headed market development operations and was lead with the International Financial Institutions and Development Aid Agencies.

EDUCATION: Bachelor of Arts, Bachelor of International Business Administration (HEC Montreal), Masters of Business Administration in Marketing (University of Montreal – HEC Business School)



Barry McDaniel, MANAGING PARTNER

Barry McDaniel has over four decades of experience with real estate right of way consulting, project planning, engineering and construction management. He has directed large scale real estate programs including program development, budgeting, planning, project implementation, property management, staff/client training and quality control. These activities were undertaken while employed with a public agency and while consulting to over 300 public agencies, including, airport authorities, housing authorities, school districts, transportation agencies, redevelopment and economic development agencies and other special districts throughout the United States.

As former Principal, Chairman of the Board and Chief Executive Officer of Overland, Pacific & Cutler, McDaniel was responsible for setting company goals and objectives, communicating and building trust with clients and staff, planning and anticipating the needs of the Firm to better serve clients, tracking and reviewing feedback, selecting and retaining the most highly qualified staff in the industry and fostering an atmosphere of success.

Mr. McDaniel has extensive experience in coordinating with public agency management and regulatory agencies overseeing projects in the areas of highway, rail and airports, schools, redevelopment and economic development and housing. In addition, he has provided expert witness advice for a variety of clients in the Public and Private sector.

BOARDS: Member/President of Long Beach City College Foundation Board of Governors. Former President, Board of Governors – Long Beach Marathon. Former Chairman, City of Signal Hill Planning Commission. Former President, Board of Directors – Long Beach Port Ambassadors.

EDUCATION: MBA in Business Administration (California State University, Dominguez Hills) and BS in Urban Systems Engineering (Arizona State University)



David Wright, MANAGING PARTNER

Mr. Wright has recently started his own consulting company – DEWright, Inc. and will be providing consulting and advisory services for the petroleum and other related industries and organizations.

Except for a two year commitment to the US Army, Mr. Wright has spent his 46-year career involved in various aspects of the petroleum transportation industry with focus on both products and crude oil transportation. He has extensive experience with cross country pipelines and the petroleum storage and terminalling, petroleum production, refining and marketing areas. Mr. Wright has worked in various executive management areas with Conoco, Crystal Energy, Baja Resources, GATX Terminals, Tosco, Pacific Energy Partners, L.P.(now merged with Plains All American Pipeline L.P. and was most recently a Vice President with Plains, a Houston Texas based Midstream Master Limited Partnership firm which owns and operates petroleum pipelines and terminals in the United States and Canada.

Over the past 10 years Mr. Wright has focused on petroleum distribution industry project development, mergers and acquisition and various governmental and community outreach programs.

Mr. Wright continues to be an active member of a number of local business organizations including the Los Angeles County Economic Development Corporation, Los Angeles Area Chamber of Commerce, Central City Association, Harbor Association of Industry and Commerce, Valley Industry and Commerce Association, Western States Petroleum Association, Future Ports and several Port area Chambers of Commerce.

Mr. Wright is married with three children, four grandsons and lives in Huntington Beach, CA.

EDUCATION: MBA in Business Administration and BS in Electrical Engineering (awarded by the University of Wyoming)



Associated Partners / Strategic Advisors

Partner firms	Geographic Coverage	Foreign Market Expertise
<p>Avistra International inc. 1 Place Ville Marie, suite 2001 Montreal, Canada H3B 2C4 Rep office : Paris, France <i>(20 strategic advisors)</i></p>	<ul style="list-style-type: none"> ■ North America ■ Europe ■ Africa ■ China & South East Asia ■ International Financing Institutions (IFIs) 	<ul style="list-style-type: none"> ■ Growth strategy advisors ■ Foreign market validation ■ Business models, strategic and business plans ■ Financial engineering and co-financing ■ Foreign market marketing and sales support ■ Organizational development and Leadership ■ Talent management and strategic governance ■ Corporate University planning and implementation ■ Distressed account turnaround management assistance to commercial banks and venture capital funds
<p>TRIGEX Energy inc. 1 Place Ville Marie, office 2001 Montreal, Canada H3B 2C4 <i>(25 strategic advisors)</i></p>	<ul style="list-style-type: none"> ■ Canada ■ Africa ■ South East Asia ■ International Financing Institutions (IFIs) 	<ul style="list-style-type: none"> ■ Production, Transport, Distribution ■ Hydro Electricity, other renewables, natural/schale gas ■ Business models, strategic and business plans ■ Strategic and operitonal advisory services to State owned company executives ■ Large infrastructure projects advisory and supervision ■ Organizational development and Leadership



Associated Partners / Strategic Advisors

Partner firms	Geographic Coverage	Foreign Market Expertise
<p>R3D - IT inc. 1250 René Lévesque blv, suite 1901 Montreal, Canada H3B 4W8 <i>(600 consultants)</i></p>	<ul style="list-style-type: none"> ■ North America ■ South America ■ Europe 	<ul style="list-style-type: none"> ■ Business transformation ■ Project management ■ Mobile solutions and IT ■ SAP Practice ■ Sectors: Finance & Insurance, Telecom, Manufacturing, Public Administration, services, Distribution & Retail
<p>LMS Conseil Int'l inc. 47, Blv d'Anfa, 6th floor 20000 Casablanca, Morocco <i>(20 strategic advisors)</i></p>	<ul style="list-style-type: none"> ■ Canada ■ Morocco ■ West Africa 	<ul style="list-style-type: none"> ■ Foreign market validation and penetration ■ Business models, strategic and business plans ■ Financial engineering and co-financing ■ Organizational development and Leadership ■ CEO and Senior managers coaching



PLEASE

CONTACT US

AT YOUR CONVENIENCE

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