

CHARLES A. LOPEZ JR., MBA, “Chuck”

- Southeast Asia Business Development Specialist
- Project Developer: Global Ngo’s
- Entrepreneur



EXPERIENCE & RESULTS

30 years' professional experience building networks and relationships in business centered around finance, sales, consulting, alternative project financing for the private/commercial, government contractors and NGO markets. This included creating strategic business plans, holistic feasibility and risk studies, financial analysis and loan and debt packages. The skills, capabilities and knowledge allowed me to work directly with global banks, private equity firms, angel investors, multinational insurance companies, venture capitalists and international governments.

I spent 14 years full time living in Vietnam creating strong network in the business, financial, corporate training, and education sectors in Vietnam as well as businesses Hong Kong, Malaysia, Thailand, Singapore, Cambodia, and the Philippines. I help clients visualize strategy, formalize ideas and goals, that bring results. I have in-depth experience handling extremely challenging times and then leverage those challenges into opportunities to build business platforms. I explore innovative approaches that sync business opportunities into new culture-centric business models which focus on core values and sustainability.

Why Chuck?

- Market Intelligence Manager: “I find in him an excellent blend of an enabler and a thinker”
- Managing Director Technology Industry: “has been continuously demonstrating his high level of leadership.”
- He takes experiential learning to a new level and really helps us understand the life of entrepreneurship
- Chuck is incredibly enthusiastic and positive about his subject matter. He has first-hand experience and is quite entertaining.

A Snapshot:

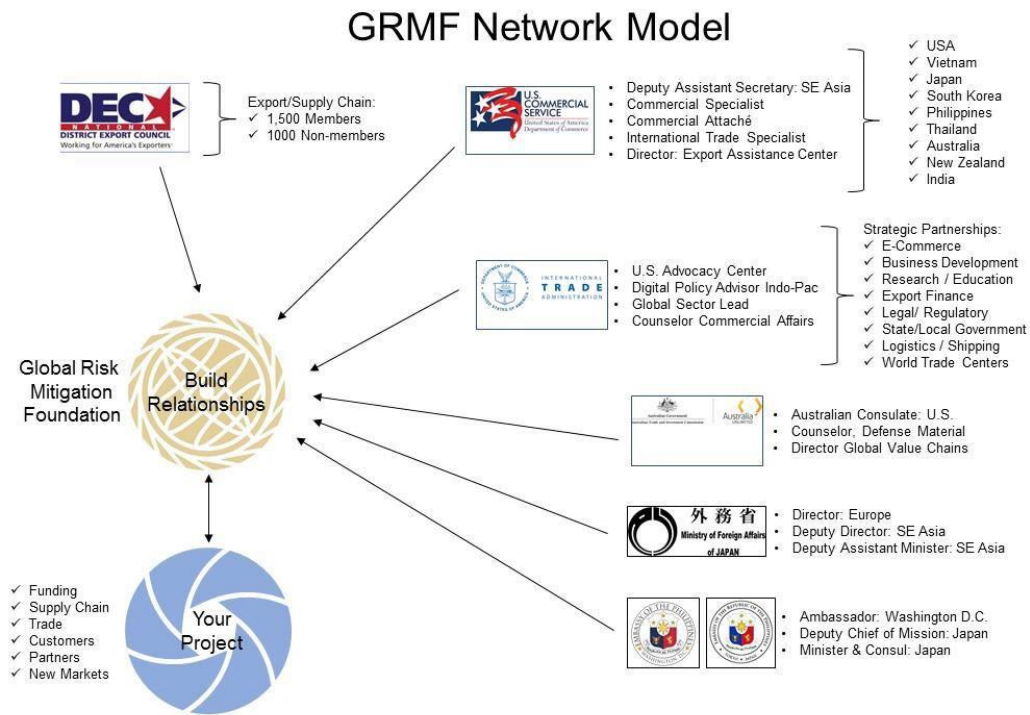
- I possess hands-on and current practical techniques for contract negotiations and the raising of capital. Recently, during the past 4 years, I led contract and negotiation teams for several different projects, including aviation, defense, commodities, and agriculture resulting in several contract proposals and one IDIQ, all roughly totaling \$715 million. This would only be possible through a stellar interconnected professional and global network where marketing and research efforts are seamless and where relationship quality and integrity set the bar high. These projects require extensive experience in business development and capital raising which include both traditional and non-traditional financing options.
- Additionally, I successfully structured smaller projects involving solopreneurs, partnerships, LLC's and S and C corps that revolve around supply chain and supply chain management, import and export, tech transfer and service based businesses. These led several businesses into new markets such as Japan, Korea, and Dubai. These types of clients require much more hand holding and need more personalized efforts to develop their businesses and also need to take advantage of small business opportunities through the U.S. Department of Commerce, the Small Business Administration, the U.S. Department of Trade, and the Minority Business Development Agency. Many of these small companies were implemented and completed during my time as a special business in-kind consultant with the Honolulu MBDA during the past 3 years.
- I currently help an SDVOSB government contractor source government contracts such as Time & Materials, Cost Plus and Firm Fixed Price. I also assist this same client with his annual Provisional Rate Proposals and Incurred Cost Submissions to the Defense Contract and Audit Agency (DCAA) for approval. Submittals for 2020, 2021 and 2022 were especially challenging as narratives and adjustments needed to be made in those rate proposals and Cost Submissions in all areas of Overhead, G&A and Fringe reconciliations due to Covid programs EIDL and PPP. We sourced nearly \$5 million in these SBA Covid programs which then needed to be properly applied to these programs to maintain competitive bidding rates for contracts. Needless to say, I am now quite proficient with these audits.
- I have a firm grasp of the U.S. grant system, not only Covid programs EIDL, PPP, Shuttered Venues, Employee Retention

Credit and the Restaurant Revitalization Fund, but also the Grants.gov and SAM systems. I helped source roughly \$8million in covid relief and currently have three FAA grants pending but also applied for Capital Readiness Grant and Tokyo PAS cyber grants. I help clients and NGOs apply for numerous grants as I understand the operational system and audit processes for grant administration. Most NGOs don't understand the laws, rules and tax laws that pertain to grants. Some of these grants and business are from applicants in the Pacific Islands. We are currently assisting clients look into and obtain 8(a), Women-Owned and NHO status here on O'ahu and on Guam and in the CNMI.

- I have an ability to present ideas, concepts, and complex situations through practical means in all communication styles. I've gained this through 30 years of client service operations, database management, statistical and financial modeling all through simple software such as Excel, Word, and PowerPoint, but also with more sophisticated software such as PhStat, QuickBooks and Salesforce for effective CRM. For clients we use cloud based software for creating marketing materials and producing video content. I am familiar with compliance and qualification for Cybersecurity Maturity Model Certification CMMC for DoD Contractors which entails a vast number of systems that need to be in place.
- I am Alumni of the powerful and respected University of Hawai'i, Shidler College of Business. Our alumni network of 29,000 spans 40 countries. I hold special ties with the 1000 member, highly influential VEMBA Alumni Network in Vietnam by completing the AACSB accredited University of Hawai'i, Shidler College of Business, Vietnam Executive MBA program in 2009. I bridge these connections and turn them into value networks which help you gain access to top business leaders.
- Leadership skills are honed by growing a global network of professionals in banking, asset management, insurance, food and beverage, garment, print media, transportation management, travel industry, property, medical institutions, doctors, pharmaceuticals, and project developers. Specialized setting up financial service offices in Malaysia, Singapore, Hong Kong, and Thailand and helped launch a Swedish international credit union. Pioneered new financing models, specifically for projects in Vietnam. All this led to consulting for or advising on more than \$1.6 billion in projects.
- I had 13 years with American Express Financial Advisors in Hawai'i. Built direct AUM to \$30 million in investment assets and \$60 million in insurance assets. Growth of 275% and 296% respectively, over the same period. Also, part of a 3 man-team producing a new revenue model which consolidated assets and eliminated duplicative costs. This produced a portfolio in excess of \$400 million in assets under management and \$300 million in insurance contracts. We increased cash flow by 20% to 25%. This is proven financial success not only for our office but more importantly for our client base that was nearly 2000.
- Strong non-profit experience having served several positions on the Board of Directors in the USA for Lions Club International, Rotary International, a Past-President of the Hawai'i Island Chamber of Commerce and a Past-President and Director of BIAP/WHAF Organization. I give back.

Contacts Details:

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- Shidler College of Business, 2404 Maile Way, Honolulu, HI 96822



Professional

- Global Risk Mitigation Foundation / Vietnam Community Development, July 2016 – present. Director, Southeast Asia A 501(c)(3) nonprofit organization focused on the development of holistic, comprehensive risk assessments and solutions. <https://www.globalriskmitigation.org/>
- Pacific Rim Defense, LLC, April Feb 2019 - present- business consultant, business analyst
- AVIK Aviation Group, CFO- Sept 2019 - 2023
- Brighten Education Vietnam, June 2015 – present. Corporate Training Director
- Caloday Connect / The Communication Training Company / Edge Up: 2009 – 2020. Owner/Partner, Business Development / Relationship Management
- Geo USA Associates Inc. (USA): 2013- 2015. Owner/CEO/Partner
- T&C Ltd (Vietnam & BVI): November 2010 – APRIL 2013. Senior Executive
- Boston Vietnam (100% FIE): February 2007 – October 2010. Country Manager
- Asian Global Savings & Trust, Ek.For.: January 2006 - January 2007 Asian Global Capital SDN. BHD. Director
- SI Limited: March 2004 - January 2007. Head office in Hong Kong, branch offices in Malaysia, and Vietnam. Managing Director (November 2005- January 2007)
- American Express Financial Advisors/IDS Financial Services, An American Express Company: December 1991 - February 2004. Management and Franchisee

Teacher, Lecturer, Trainer & Tutor

- Shidler College of Business, University of Hawai'i Mānoa;
 - Statistical Analysis for Business Decisions BUS 310: Fall 2020, Spring 2020 and Fall 2019
 - Strategic Management BUS345: Fall 2020, Spring 2020, Spring 2019, Fall 2019 and Spring 2018
 - Fall 2017: MGT 320 Fundamentals of Entrepreneurship.
- Shidler College of Business, University of Hawai'i at Mānoa, Vietnam Executive MBA Tutorial: BUS 624 - Accounting for Decision Making 2009 – Present. 10 VEMBA Cohorts
- Shidler College of Business, University of Hawai'i Mānoa, Vietnam Executive MBA Tutorial: BUS 629 - Managerial Finance 2009 – Present. 10 VEMBA Cohorts
- Holacracy Training, Holacracy One, Amsterdam, June 2019
- Corporate Training, 2014 – Present. Created, structured and delivered personalized skill building courses focusing on Communication, Business English, and professional skills development. Corporations requested soft skills emphasis. Launched programs at FPT, Mercedes Benz, Tam Tri Medical/TMMC Healthcare, Zuellig Pharma, ASWIG Solutions, VietCapital Bank, KMS Technology, Kieu An Group and Capital Land. Some programs are on-going.
- VATC- EQuest Academy, 2014 – Present. Trained students for IELTS AND TOEFL examinations, focusing on improving scores


or raising students to the next level or tier.

- International School, Thai Nguyen University, Thai Nguyen Province, Vietnam, March and April 2016. Trained the senior class in financial and accounting skills utilizing an activity based curriculum.
- Nguyen Hue High School, District 9, Ho Chi Minh City, 2014 – 2016. Conducted English based classroom skill development utilizing Oxford English Solutions Handbooks. Students increased skills in conversational and situational environments.
- Smart Train Co., LTD 2014 – 2015. Level F2: Management Accounting English for Accounting and Auditing. Trained short- term courses for working people and students of accounting, finance, audit and banking.
- Mam Non En Nho (Little Canary Skool) 2014 – 2016. Taught basic and introductory English skills and Life skills to children ages 2 - 5. Assisted in designing the curriculum delivery process, from ABC to 1-2-3.
- RMIT Internship Program Oct 2009 – May 2010. Trained two separate intakes of interns from RMIT over a 6 month period. Taught leadership skills and practical uses of business concepts for 21 interns from the RMIT Internship program, focusing on Sales, Marketing, Branding, IT and Finance.
- RMIT Mentorship/ RMIT MBA Program Nov 2009 – June 2010. One on one mentorship program in which I was paired up with an RMIT MBA candidate to assist in learning business based skills on the examples set forth in the RMIT MBA program.
- AEC/Brain Box: Business Finance 1, Fall 2010: September – November, Spring 2011: March – April. Data Analysis, March 2011. Leading Organizational Change Spring 2011 April – May. Financial Markets Summer 2011: May – June. Human Resource Management 2011: July - August
- LCCI Examination Board-Accounting IAS Third Level, July-September 2011. Structured for suitable candidates working or preparing to work, in an advanced autonomous accountancy role to interpret financial statements in compliance with International Accounting Standards (IAS) and International Financial Reporting Standards (IFRS).

The Regents of
The University of Hawai'i
on the recommendation of the Faculty at
University of Hawai'i at Mānoa
have conferred upon
Charles Arthur Lopez
the degree of
Master of Business Administration

with all its privileges and obligations

Given at Honolulu, Hawai'i, this fifteenth day of August,
two thousand nine


Chancellor


Chairperson, Board of Regents




President