

Randy J. Sasaki

1175 Osage Street, Suite 204, Denver, Colorado 80204 | 303.623.5400 | rsasaki@troutco.us

AREAS OF EXPERTISE

Business Development / Sales Skills
Contract Negotiation / Influencing Skills
Analytical Research Skills
Conflict Management / Problem Solving Skills
Legal / GAAP - Statutory Reporting Experience

Policy / Budget Development - Administration
Regulatory and Contract Compliance
Work Plan Development – Administration
Written / Verbal Communication Skills
Strong Organization / Multi-Tasking Priorities

QUALIFICATIONS SUMMARY

Diverse background in Business Development and Project Management, conversant with Leadership Principles, able to coordinate all phases of life cycle from development of policy and associated work plans to implementation; resolving problems methodically with system thinking processes in compliance to terms. Exceptional analytical skills to define problems, research and collect information to establish facts and draw conclusions in negotiating responsibilities.

Experienced in Corporate Finance to analyze historical and current Corporate Financial Operating Statements and Balance Sheets, associating projected budgets of individual projects to confirm terms and analyze risk. Monitoring and equating results of subsequent operations, analyzing and providing recommendations of ROI and or ROWC.

Proven abilities to lead business negotiations successfully and in a legal framework, familiar with contract composition and legal interpretation of information and terms presented. Experienced in structuring compulsory and supplementary terms to mitigate risk with added administrative abilities to assess rights, integrate amendments and closure of contracts.

More than half of my experience has involved general bilateral business contracts including Finance, Master and Sub-Contracts, License Rights, Product Sales-Distribution, Real Estate / Construction, Memorandums of Understanding, Confidentiality, Employment and Agency agreements. Recently involved with City, State and Federal policy expanding my experience to include unilateral agreements of implied terms; and including, RFP, RFB, RFQ and time / materials, fixed price, performance and cost reimbursement agreements.

PROFESSIONAL EXPERIENCE

ASIS, LLC., - COO / Co-Founder; *Los Angeles, CA. / Denver, CO.*

01/2012 – 12/2014

A partnership established from a United States predecessor Company whose primary operations, based in Shenzhen, China, was manufacturing. The partnership licensed rights to re-design, manufacture, and distribute certain solar products, with proprietary technology used in Traditional and Organic Farm operations, marketed in North and Latin American Countries.

Beginning in 2012, leading change, I established strategic relationships with the United States Department of Agriculture (“USDA”) to subsidize the expense of physical manufacturing facilities. Successful presentations based upon research of USDA programs resulted in recommendations to State Representatives of USDA Economic Development in Georgia; and several qualified regional communities. I developed engaging relationships producing strategic guidance involving State and Federal Business and Export Financial Incentives and Tax Abatements for Job Creation and developed a comprehensive Economic Development strategy.

The initial recommendation was to apply a Federal USDA - Business & Industry Loan Program (“B&I”). This program has flexible applications with “10 year - Zero interest” loan terms, which upon review of terms and condition, my employer did not immediately qualify.

Analyzing Management problems, I researched other subsidy programs and qualified for Federal USDA Rural Economic Development Loan program (“REDLG”). This program has lower maximum dollar amounts and applications are restricted requiring staging financial objectives. The third obstacle were antiquated procedures requiring Federal funds to “flow-through” the regional public utility, “Water, Light and Bond Commission. Strategically circumventing business decisions based solely on the representations of my employer; I negotiated a “planned partnership” with the Community enjoining their named participation on the REDLG application, and accepting the associated liabilities.

As the project manager, I engaged Leaders of the Community enlisting support to utilize Public Resources in my employers Regional Economic Development plan. I coordinated interoperations between multiple City & County agencies negotiating individual agency terms. I created enthusiasm and influenced the collective authority to invest County Development Authority funds to acquire a qualifying physical building as an inclusion to the REDLG application. The implications of underwriting the program with combined commitments and added physical assets provided sufficient assurance for the Public Utility Agency to participate in the REDLG application.

The second stage of the plan is intentionally structured to qualify for the original Federal USDA - B&I subsidy program. This innovative structure provides funds for repayment of the REDLG loan, physical manufacturing facility and additional funds to finance expanded commercial volume manufacturing.

In qualifying for Federal Business Subsidies, as a Research Director during the same periods, I developed policy modeled from program protocols and provided a variety of comprehensive administrative duties for a series of Research Programs.

The research initiatives included a formal Federal Grant application with the National Institute of Food and Agriculture (“NIFA”), and the Organic Agriculture Research Initiative (“OREI”). The grant application required inclusion into the Federal Systems for Award Management (“SAM”) for Commercial and Government Entity Code, (“CAGE”) identification, North American Industry Classification (“NAICS”) and to understand Federal Acquisition Regulations (“FAR”).

I developed Human Service – Job Creation documentation and qualified the Company for additional State resources with nationally recognized Quick-Start, free-of-charge job training to qualified businesses in Georgia. And, separate divisions of Logistics and Manufacturing at the Georgia Centers of Innovation for manufacturing in the city of Fitzgerald and shipping from the port of Savannah.

- Responsibilities included all general corporate responsibilities including negotiations and development of Product License / Distribution, Agency, Finance, Construction, Confidentiality, Product Sales Agreements and Regulatory Compliance.

- Secured protection of Intellectual Properties of product to be manufactured with United States and International PCT patents.
- Established relationships, and qualified the Company and its products with the United States Department of Agriculture (“USDA”), state of Georgia USDA – Office of Economic Development and City Officials.
- Developed executive presentations conforming to guidelines of researched Federal USDA - Job Creation programs.
- Developed Financial and Operating Business Plans integrating State and Federal Tax Abatements, Business and Export Subsidy Incentives in unification with the City.
- Independently researched multiple Federal programs including Business and Industry Loan Program, New Market Tax Credits and cooperatively designed an innovative, qualifying structure to the terms of Federal USDA REDLG program (“REDLG”).
- Coordinated Leadership of interoperations between multiple individual agencies, attorneys, and contractors of weekly agendas over extended periods.
- Collaborated with Mechanical and Electrical engineers asserting expertise to create designs of next generation prototypes involving advanced fabrication materials and intricate proprietary electrical circuits /components. Both developments budgeted into unit-level pricing strategies of commercial manufacturing processes; complying with United States product operating standards including, EPA, UL and RoHS compliant.
- Supported domestic and international distribution networks which successfully consummated sales / orders in the United States and internationally from Ecuador, Chile, Salvador, Mexico Guatemala - Santo Domingo, Costa Rica, Honduras, Peru and Panama.
- Developed logistical processes for international export and payment processes adhering to Federal export incentives including Letters of Credit involving USAID; advancing payment from foreign governments and or private foreign entities.

Trout Trading Company, Inc. – President; *Denver, CO / Los Angeles, CA.* 05/1995 – 11/2012

A Corporate Finance firm specialized in designing structured equity and or balanced debt investment strategies for multiple clients in different business sectors. Clients included national franchise operations, Federally regulated Aviation businesses, domestic and international Health Care / Nursing Home operations, new product commercialization, manufacturing, technology - research and development.

The last five years, based in Shenzhen, Peoples Republic of China, I consulted to companies domiciled in Hong Kong, China and Ebisu, Japan with an emphasis on International Law and Taxation of Finance. These consulting projects included software development and commercialization, pharmaceutical - antiviral drug distribution, manufacturing, solar technology and agricultural related projects.

With demonstrated integrity, more than half of my consulting initiatives progressed into operational roles; substituting my fiduciary responsibilities from the client to represent the interests of the investing institution in fiscal oversight of the investment.

- Provided Operational and Financial Analysis of numerous Business Plans and associated Investment Proposals.
- Educated clients on financial industry concepts of investment capital expense predicated upon historical and year-to-year growth models, capital structure relative to net income earnings, industry valuations and multiples, dilution, and other technical concepts.
- Further explanations involved Regulations of the Securities and Exchange Commissions; State and Federal Regulations - Compliance of Investment Principles and those relating to Investor Rights.

- Structured, negotiated and consummated in excess of \$300 million of complex investments for clients in increments ranging from \$1million to \$18million.
- Retained FINRA Licensed Institutions to facilitate qualified “private offerings”, negotiated terms, and compensation / expense budgets and developed the resulting agency agreement for the clients.
- Developed numerous contractual Private Placement Memorandums - Investment Documents, iterating legal and financial terms, including exhibits and Subscription Agreements qualifying accreditation and relating to individual domicile and respective law.
- Retained and coordinated activities of Auditors establishing Organizational Structure for numerous clients to generate statutory audited Statements of Operations of GAAP accounting.
- Monitored project expenditures over the term of the investment, typically ranging between eighteen to thirty-six months.
- Collaborated in Strategic Planning and implementations of acquisitions, capital and debt restructuring, and banking and developing associated projections.
- Interceded as an intermediary, analyzing and problem solving when client’s actions have exceeded terms and or where operations have not accommodated expectations.
- Researched International Law and Accounting Practices, integrating added requirement to United States Statutory Reports and employed agreements relating to “perfected ownership of assets” or alternatively complex contractual procedures to secure Economic Benefit of business operations, both protecting interest of United States investment of operations in foreign countries.

Newport Micro Cap Fund LLP - Managing Partner; *Newport Beach, CA.*

01/1998-12/2001

A formal Investment Fund registered with the United States Securities & Exchange Commission (“SEC”) established with investments from more than forty individual investors and institutions. The funds focus, similar to activities described above was structured investments into first-stage pre-public small capitalized Companies.

- Researched and created organizational policy to comply with Rules and Regulations of the Securities and Exchange Commission.
- Calculated and maintained weekly Net Asset Value (“NAV”) reports of the funds principal investment; and subsequent investment performance for cumulative monthly reports to the SEC.
- Retained and collaborated with Certified Public Accountants’ (“CPA”), to generate structured financial reports each calendar quarter and audited year-end Financial Statements.
- Designed Investment Parameters and organizational policy calculating risk generally requiring; minimum of 35 shareholders with minimally 10% ownership of the Company outside of the Company; aggregate pre-tax earnings in the prior three years of \$10 million and at least \$2 million in the prior two years; profitable with a minimum positive Balance sheet of not less than \$2 million net assets.
- Provided analysis of operating business plans and conducted physical meetings with owners of potential investment proposals as a “decision maker” for the organization.
- Analyzed investment proposals for quality of investment; and methodical structuring relative to the impact of the investment to growth; designing benefit to assure qualifications for minimum “second-stage” investment parameters.
- Responsible for maintaining relationships and accountable for managing multiple subsequent investments concurrently, analyzing project spending against developed budgets, measuring revenue growth and Balance Sheets over extended periods.

EDUCATION: Metropolitan State University, Denver, CO
Bachelor of Science Degree; Aerospace Science

(completion - 2015)

City & County of Denver: successfully completed Leadership / Management testing – April 2015;
Interpersonal / Customer Service testing – April 2015.

AFFILIATIONS: Denver, CO.

President / Director / Tri-State Denver Buddhist Temples / 2008-2015

Board of Directors - Advisor / Tri-State Denver Buddhist Temples Endowment Foundation / 2009 – 2015

Board of Directors, Strategic Planning Committee - Sakura Square, Denver, CO. / 2012-2015

Advisor – Nisei Veterans Heritage Endowment Fund, Denver, CO. / 2012-2015

Past Board Member of the Bill Hosokawa Foundation, Denver, CO. / 2011-2013

Private Pilot's License since 1985