

# KIM ALLEN BARKAN

International Trade Development Corporation

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## INTERNATIONAL TRADE DEVELOPMENT CORPORATION

*"Our unique business model creates industry, new jobs, and facilitates natural gas and organic resource recycling for fuels and feedstock, energy economies from CO2 recycling to underwrite local business initiative."*

- **International Commercial Litigation | International Executive & Attorney**
- **Environmental Resource Business Development**
- **Financial Services**

## EXECUTIVE SUMMARY

- Innovative and entrepreneurial leader with a unique expertise for initiating and implementing strategy in challenging markets.
- Broad knowledge of commercial, trade, and investment, with the ability to create practical, effective solutions.
- Change agent adept at forging new directions; prudent risk taker with keen business acumen and sound professional instincts.
- Extensive experience as a lawyer, consultant, investor and expert in 20+ francophone Sub-Saharan African countries.
- Outside legal counsel and *Conseiller Juridique* to the US Dept of Interior/BLM/Morrison-Knudsen Inga-Shaba hydroelectric plant and HTDC transmission line, in the Democratic Republic of the Congo, with work in French/English and Lingala
- Fluent in English, French & strong conversational Spanish. Reading comprehension in Portuguese & Russian

## KEY EXPERTISE

Global Investment & Trade  
Strategic Alliance Development  
New Market Definition

Government & Corporate Debt Recovery  
Investor Identification & Relations  
Emerging Markets

Mining, Oil & Gas Exploration  
International Commercial Law  
International Development

## NOTABLE KEY ACHIEVEMENTS

- Provided successful consultancy services over 19 years to the Senior Vice President and CEO of AIG, and their outside counsel, Sullivan & Cromwell for the collection of two significant unpaid accounts receivable, owed by an African sovereign government. Initiated, developed, and implemented a legal strategy that recovered over USD 70 million in multiple insurance subrogation claims in arbitration and legal proceedings around the world.
- Conceived, authored, and developed a business model to throughput domestic US natural gas and recycled landfill to generate fuels for transport vehicles and feedstock for energy for distributional power production, with new, energy based technology and without water or controversial "hydraulic fracking."
- Developed the analysis and strategy for "well-to-wire" renewable fuel and biodiesel from flared gas and tree planting for consolidating upstream and downstream businesses linked to entrepreneurs in transport and energy production in Sub-Saharan Africa, and, specifically, in those countries wasting flared natural gas, for monetization into methanol fuels, ammonia and urea fertilizer, power, cooking fuels, and export worldwide.
- Founder and consultant to a \$32 million, Washington, D.C. based hedge fund focused on the collection of unpaid debts owed by sovereign African Governments.
- Obtained and negotiated permits for exploiting over 800 million metric tons of carnallite salt deposits in the Gulf of Guinea, Africa, to produce magnesium metal for the automobile, truck, aviation, and telecommunication industries.
- Established 1<sup>st</sup> US-investor-sourced, private sector investment in the forestry products sector of the Republic of the Congo, with financing from the US government agency OPIC and the International Finance Corporation of the World Bank and private investors, to produce utility poles from superfast growing hybrid, cloned eucalyptis trees from an experimental plantation.
- Secured three offshore oil blocks, out of round, for Arco International Oil & Gas, Apache and Citizens Energy companies.
- Created marketing strategy for General Motors evaluating truck assembly / distribution in South Africa, Namibia, Botswana,

Zimbabwe, and Mozambique.

## EXECUTIVE EXPERIENCE

### International Trade Development Corporation

1989 – Present

#### **President**

Successful consultancy and business development firm, managing operational activities as well as providing legal consultancy, development expertise, and creative problem solving for a variety of multinational, high profile clients.

- Defined and acquired multiple resource rights, including oil exploration, timber, mining, and mineral. Promoted and developed business projects involving feasibility studies for agriculture, rural electrification, mini hydro dams, telecommunications, bank financing, debt-equity exchanges, and other ventures in francophone Africa.
- Identified business development in energy and transport, investment, trade and debt-recovery opportunities. Negotiated and managed contracts.
- Established American Transport Sales Inc.; conducted market analysis for Kodiak 5 MT truck assembly and transport bus distribution/sales in Central America and Africa for American car, truck, and bus manufacturer, and for Finnish Bus and Smart Card owners; identified \$300+ million revenue stream and forged alliance with technology firm to eliminate cash theft issues.

#### ***Provided Consultancy Services to the following:***

Government of the Republic of Gabon | Oy Matkahuolto AB | Pierce Financial Corporation | American International Group | General Motors Overseas Distribution Corporation | Apache Corporation | ARCO International Oil and Gas Company | Citizens Energy Corporation | National Rural Electric Cooperative Association

### Energy and Environment Technologies, LLC.

2012 – 2013

#### **CEO**

Promoted the introduction of energy based processing technology of underground shale and above ground organic materials, into value added products including energy feedstock, transport fuels, activated charcoal, and distributive energy.

### Magnesium Alloy Corporation - TSE, Toronto, Canada

1997 - 1997

#### **Originator/Founder/Director**

- Negotiated mineral rights for an Ontario, Canada company which eventually merged with a TSE based company, to explore and develop 800 million metric tons of carnallite salts ( $MgCl_2$ ), for the production of magnesium metal, chlorine, potash fertilizer, and power from natural gas, with the sale of the magnesium metal destined for the automobile, aerospace, and telecommunication industries for alloy with aluminum.

### Wood Industries International Limited / Congolaise des Bois Imprégnés, S.A.

1986 – 1993

#### **Originator/Founder/President**

- Oversaw \$6+ million investment in a wood treatment plant in Pointe-Noire, Congo, in partnership with the International Finance Corporation, Overseas Private Investment Corporation, Government of the Congo and other private US shareholders, making utility poles for electricity and telecommunication industries from cloned, hybrid trees growing over 20 feet per year. Efforts on the project, over an 8 year period, entailed the oversight of all engineering and construction of the factory, and the marketing of the initial production in Morocco, Senegal, Cote d'Ivoire, Cameroon, Togo, Gabon, DRC, and Angola, all in the face of substantial civil and economic strife in Congo-Brazzaville.

### Law Offices of Kim A. Barkan, New Orleans, LA

1983 – 1993

#### **Principal / Attorney**

Specialized in natural resource law, international trade/finance and administrative law.

- Evaluated commercial debts owed by sovereign governments in Africa, Russia, Poland, Angola, and Cuba in association with AIG, collecting over \$55 million in cash on a \$32 million judgment and over \$20 million cash on a \$20 million judgement.
- Successfully collaborated with executives, law firms, and highest levels of government officials from the debtor government to develop and execute innovative strategies to recover debts that were considered by both company

executives and outside law firms as otherwise “impossible” to collect. The experience served as impetus to create a hedge fund with other investors specialized in the commercial collection of debts against recalcitrant sovereign debtors, using a combination of legal process, debt forgiveness, debt-equity swapping, and new investment.

- Secured oil exploration permits for Arco International Oil & Gas Co. and Apache International in the Republic of the Congo and mining rights for other investor firms.

Skaarup Oil Corporation/Skaarup Shipping Corporation, Greenwich, CT

1980 – 1982

**International Manager**

- Led start-up and oversight of company's oil, mineral trading and shipping interests in 25 French- and Portuguese-speaking African countries; retained by Chevron, Engelhard/Philbro, Vitol to penetrate African market, organizing seminars for African industry leaders, procuring long term oil and mineral offtake agreements, and trading rights for crude and fuel oil in Congo-Kinshasa, Angola, Kenya, Senegal, and Côte d'Ivoire.

Duncan, Allen & Mitchell, Washington, D.C. and Kinshasa, DRC

1976 - 1980

**Attorney**

- Managed office in Kinshasa, Congo (Zaire), for four years. Conducted business in French language for firms Morrison-Knudsen, Esso Exploration, Texaco, Citibank, British American Tobacco, OPIC, Goodyear, Lockheed, Pan Am, General Motors, Warner-Lambert and others.
- President of the American Businessmen's Association, Kinshasa, DRC

Barkan and Barkan/Barkan and Neff, Columbus, Ohio

**Attorney**

- Criminal defense in high profile Federal racketeering and mail fraud prosecution of labor officials, plaintiff personal injury trial work, and administrative law practice

***Prior Consultancy Services:***

City of New Orleans, Louisiana, and Pointe Noire, Congo | Koppers Inc. | Harbert International | Skaarup Shipping Corporation | Lockheed Martin | Morrison Knudsen | Kaiser Foundation | Intercontinental Hotels Corporation | Mobil, Texaco, Shell and Esso

***Prior Work Experience:***

Hod Carrier and construction laborer in Columbus, Ohio; Restaurant bus boy and waiter at the Westende Palace Hotel in Westende Belgium; - High School Teacher of Math and Chemistry in the French language at the Ecole Secondaire Unie de Katubue, Kasai, Democratic Republic of the Congo; Mindolo Ecumenical Foundation, Kitwe, Zambia - Assistant to the advisor of the Ipafu Settlement Scheme growing vegetables on the Zambian Copperbelt; Legal intern for the City Attorney's Office of Columbus, Ohio, prosecuting misdemeanor and felony cases

**EDUCATION**

Yale University School of Law, School of Management, and Forestry School

**Carnegie-Mellon one semester fellowship for post graduate and language study in New Haven**

Tulane University Law School, New Orleans, LA

**J.D., Law – Napoleonic Civil Code and Common Law Programs**

Yale University, New Haven, CT

**B.A. Anthropology**

**AFFILIATION**

Bar Memberships

**Ohio | District of Columbia | Louisiana**

Associate Fellow

**Yale University and the Yale School of Forestry and Environmental Studies**

Yale Club of Spain

**Delegate to the 2014-2015 AYA Assembly, New Haven**