

## STEVEN G. HUBBARD

**EXPERIENCE**

**VIRIDI WIRELESS**, Framingham, MA 2017 to Present  
Viridi Wireless develops communications towers for wireless carriers to collocate their equipment.

**CEO** 2017 to Present

- Started Viridi at the urging of AT&T Wireless after the successful business partnership with Northeast Wireless
- Negotiated Master Tower Collocation (MLA) and Build-To-Suit (BTS) Agreements with AT&T Wireless
- Executed Ground Leases in Vermont, New Hampshire and Maine
- Working with national carriers on collocation partnerships to lease RAD Centers on towers

**NORTHEAST WIRELESS NETWORKS**, Auburn, ME 2012 to Present

Northeast Wireless is an 11-employee affiliate of AT&T, building a wireless network in Maine and New Hampshire. The Company generated over \$37 million of Revenue and \$23 million of EBITDA in 2017. AT&T acquired the wireless network in September 2018.

**CFO, EVP Corp Dev't, Treasurer** 2012 to Present

- Negotiated Roaming Agreement, Spectrum Lease Agreement and Amended Roaming Agreement with AT&T
- Identified, negotiated and raised (a) \$23 million of Equity from Columbia Pacific; (b) \$15 million Loan Facility with Comerica (4% interest rate); and (c) \$1 million equipment financing with NFS
- Negotiated vendor agreements with Ericsson (radios), DragonWave (backhaul), and Globecomm (switch sharing)
- Executed the 2013 purchase of 20 MHz of AWS spectrum in Maine and the 2018 sale of the spectrum to Verizon.
- Executed the sale of EBS Spectrum to SpeedConnect, including all negotiations and due diligence
- Built Financial Model for internal cash management, budgets, financings, new-build economics and traffic pricing
- Responsible for all tax and audit matters, loan compliance, financial statements, A/P, A/R, and cash management
- Successfully worked with State of Maine to qualify for tax exemptions, saving Company over \$2 million in taxes.
- Played critical role in Company's 2013 Recapitalization and transition from former CEO to current (part-time) CEO
- Sole full-time officer at Northeast Wireless

**ROYAL BANK OF CANADA**, Denver, CO 1999 to 2012

RBC Capital Markets consistently ranks in the Top 10 among U.S. investment banks.

**Director (Partner)** 2003 to 2012

- Led transactions in wireless, fiber backhaul, and wholesale telecom (see attached deal schedule)
- Build PEG Bandwidth financial model when company was three employees and led Associated Partners investment
- Advised GoAmerica on its acquisition and financing of a Verizon business unit
- Advised AT&T, Comcast, and Level 3 on their divestitures of business units
- Ranked among the top quartile of RBC Daniels telecom bankers for revenue production over from 2007 through 2012
- Received company awards for transaction excellence in 2007, 2008 and 2010

**Assistant Vice President, Daniels & Associates** 1999 to 2002

- Advised on transactions with Daniels' top clients valued at nearly \$2 billion, including SBC Communications, AT&T Broadband, Dobson Communications, McLeodUSA and Cingular Wireless

**BETHLEHEM STEEL PENSION TRUST**, Bethlehem, PA 1998 to 1999

The \$5 billion in-house managed pension fund for Bethlehem Steel.

**Investment Analyst**

- Managed the fund's \$400 million telecom and technology equity portfolio
- Member of investment committee, where all proposed equity transactions required approval

**THE SAKURA BANK**, New York, NY 1997 to 1998

**Vice President of Mergers & Acquisitions** (promoted from Assistant Vice President)

- Provided cross border advisory services to Japanese companies and their U.S. subsidiaries

## STEVEN HUBBARD (CONT'D)

**THE PLATINUM GROUP** (*affiliated with Broadview Associates*), New York, NY 1995 to 1997

Platinum Group is a boutique investment bank started by Broadview to serve emerging technology companies.

*Associate of Mergers and Acquisitions (promoted from Analyst)*

- Advised on transactions involving Safeguard Scientifics, Cambridge Technology Partners, BMC Software and Coherent Communications

**AT&T CORPORATION**, Morristown, NJ 1991 to 1993

*Pricing Specialist for AT&T International and Financial Analyst for AT&T MultiQuest*

- Analyzed profitability and competitive pricing models under the FCC's "Fresh Look" contract renegotiation window
- Analyzed and coordinated pricing proposals with national sales force to AT&T's largest corporate clients
- Served as Financial Controller to AT&T MultiQuest, a national business unit selling "Caller Pays" (900) services

### EDUCATION

**JOHNSON GRADUATE SCHOOL OF MANAGEMENT, Cornell University**, Ithaca, NY 1993 to 1995

Masters of Business Administration

- Concentrated on accounting and finance; achieved a G.P.A. of 3.7, transferred from Economics Ph.D. program

**HOBART COLLEGE**, Geneva, NY 1987 to 1991

Bachelor of Arts in Economics; minor in mathematics

- Achieved Dean's List junior and senior years
- Awarded Omicron Delta Epsilon membership for economics excellence
- 3-Year Varsity tennis team