

# Matthew D. Wright

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## Telecommunications Executive

**Profit-driven, future-focused executive**, acknowledged for resourceful and analytical business perspectives, the ability to drive technological advances, and strategically manage processes in an ever-changing industry.

### Leadership Success Highlights

- ◆ **Strategic Partnerships** – Initiated and developed relationships with power companies, economic development corporations, and mutual partnerships, creating new Competitive Local Exchange Carrier (CLEC) opportunities in new industrial park in City of Forest Lake.
- ◆ **Strategic Planning** – Conceptualized and created structure for strategic planning, line of business study, and plans to future proof Veracity revenues.
- ◆ **Fiscal Management** – Restructured budgets, internal controls, accounts payable, and created new record retention program for Veracity. Analyzed liability issues with in-depth analysis of insurance coverage, unveiling multiple issues of inadequate coverage, improving cost savings and risk management.
- ◆ **Benefit Restructure** – Improved employee health care and retirement programs, which balanced expenses and increased employee retention.
- ◆ **Start-up Wireless Operations** – Collaborated with Chief Technology Officer (CTO) in \$3.5M purchase and deployment of 10 new cellular phone and wireless Internet towers, including 60+ miles of fiber optic backhaul.
- ◆ **Acquisition** – Conducted and led feasibility analysis prior to purchase of stagnant public broadband utility. Engineered, planned, and implemented \$2M CLEC startup operation and retail store in the City of Watertown.
- ◆ **Operations Management** – Hands-on operational experience in telephony, cellular and fixed wireless, internet services, and cable television (CATV), combined with retail marketing, accounting, regulatory and legal issues, budget management, and executive leadership.
- ◆ **Revenue Growth** – Revitalized plant and business operations, delivering a fiscally solvent entity outperforming prior years and yielding doubled subscriber numbers combined with third year positive cash flow.
- ◆ **PSC Special Approval** – Negotiated and acquired City of Watertown municipal fiber optic broadband utility operations, researched compliance issues leading to public service commission (PSC) special approval of sale.

### Significant Strengths

- ◆ Telecommunications
- ◆ Fiscal Management
- ◆ Revenue Growth
- ◆ Business Analysis
- ◆ Capital Assets
- ◆ Contract Negotiations
- ◆ Feasibility Analysis
- ◆ Start-up Operations
- ◆ Operations Management
- ◆ Design Engineering
- ◆ Business Transformation
- ◆ Public Relations
- ◆ Technology Optimization
- ◆ P&L Responsibility
- ◆ New Business Launch

### Professional Experience Narrative

VERACITY COMMUNICATIONS, Medina, MN

2015–2017

#### CEO and Executive Vice President

Led and managed corporate growth and vision for successful telecommunications cooperative and its subsidiaries.

- ◆ Analyzed potential strategies to determine infrastructure and resource needs for communications product mixes including voice, video, and data applications over fiber optics.
- ◆ Directed and guided service management and operations, including resource management and vendor management by seeking out best solutions and products available.
- ◆ Spearheaded and led reporting and compliance issues within the highly regulated telecommunications business, including political lobbying for industry awareness and advocacy.
- ◆ Oversaw accounting and finance functions, investments, accounts receivable, and accounts payable to ensure overall financial success of the organization.

## Professional Experience Narrative

FAIRHAVEN TELEPHONE CO., Fairhaven, MN

1980–2015

**Operations Manager (Assistant General Manager)** (14 years) | **Central Office Engineer** (9 yrs.) | **Central Office Technician** (6 yrs.) | **Combination Technician** (4 yrs.)

**Promoted to Assistant General Manager in 1998**, retitled Operations Manager in 2009.

- ◆ Strategically planned and implemented benchmarking to achieve results according to business plan, leading to tactical alignment of corporate acquisitions, capital purchasing, and human resource negotiations.
- ◆ Interacted with regulatory compliance authorities and consulted with attorneys regarding the specifications of acquisitions and contracts.
- ◆ Forecasted and procured Local Exchange Carrier (LEC), CLEC, and CATV, which included wireless plant, fiber to home, central office, headend, transmission systems, and high capacity backhaul.
- ◆ Monitored and analyzed reports for \$4.1M budget with annual revenue of \$4.5M for human resources, capital expenditures, and operations.

**Promoted to Central Office Engineer** after showing leadership success as Central Office (CO) Technician.

- ◆ Engineered and procured network assets, such as switchboards, optical transport, and "T" carriers.
- ◆ Planned and executed CO conversions, upgrades, and cutovers for core network switching.
- ◆ Directed and mobilized team of technicians who maintained transmission circuits, special service circuits, standby power applications, and business system operations.

**Promoted to the position of Central Office Technician** to perform multiple electromechanical switchboard conversions and maintain new state of the art digital switchboards.

**Hired as Combination Technician** to perform business/residential telephone and CATV installations and repair of switching equipment, and assisted outside plant facilities technicians in plant construction and repair.

## Systems & Equipment Expertise

Fiber Optic Networks | Video | Telephony | CATV | Voice over Internet Protocol (VoIP)  
Wireless Networks | Telecom Systems Design | LANs/WANs | Cabling | Voice Network Communications  
TCP/IP | PPP | Voice & Data Convergence | Cellular and Wireless Equipment

## Professional | Community Leadership

- ◆ **Board member, Minnesota Network Exchange Carriers Association (MNECA)**, lobbied on behalf of regulatory affairs for independent telecommunications companies.
- ◆ **Chair, Minnesota State Telecommunications Association Engineering Committee.** Directly interfaced with Minnesota Public Service Commission staff, served two terms.
- ◆ **Appointed by Minnesota Governor to Minnesota Telecommunications Relay System Counsel.** Served on Minnesota's hearing impaired telecommunications counsel for 10 years.
- ◆ **Recipient, Wright County Community Service Award,** Spearheaded community projects, delivering significant improvements with 100's of volunteer hours at the ice rink, cemetery, church, and nursing home.
- ◆ **President, Kingston Inc.** (3 terms) and **Board Member** (two 6-year terms) for the \$8.2M union shop nursing home with \$5.9M in annual cash flow.
- ◆ **Chief Executive Officer** three terms, and **Treasurer** one term, Town of Fairhaven.

## Education

**Associate Degree – Accounting,** 2013 | GPA 3.9 | ATHENS TECHNICAL COLLEGE, Oak Creek, MN

**Positive Approach to Managing Business** (Private Business Education)

**Diploma – Telephony** | NORTHLAND TECHNICAL INSTITUTE, Wilmar, MN