

David M. Zumwalt

Executive Leadership

Operations Management | Board Leadership | Change Management

Market-facing, strategic, tech-savvy senior executive with seasoned C-level and board service spanning private sector, public sector, and academic initiatives, along with startup-to-exit expertise. Dynamic leader skilled in managing growth, change, and significant challenges via transformative initiatives. Entrepreneurially driven, with experience serving on the boards and as transitional chief executive for several growth capital and private equity-backed businesses.

CORE PROFICIENCIES

Market-Facing Economic Development (Public/Private/Academic Partnerships, Market Development)
Professional Services (Due Diligence, Alliances, Management Consulting, Operating Leadership)
Growth Capital and Private Equity (Knowledge-Based Businesses, Fund Partnerships, Mergers & Acquisitions)
Entrepreneurship (Accelerators/Incubators, Angel Investing, Emerging Markets, Go-to-Market Strategy)
Networks, Services and Applications (SaaS, Data Centers, Mobile, Telco, ISP, Engineering/Product Management)

PROFESSIONAL EXPERIENCE

President & Chief Executive Officer, WISPA – BROADBAND WITHOUT BOUNDARIES 2022 to Present

WISPA is a membership Association of comprised of approximately 600 wireless Internet service providers who provide fiber, fixed wireless and other connectivity solutions to millions of Americans in unserved and underserved rural, suburban, urban and Tribal areas, and the industry which supports them including approximately 250 equipment suppliers and support services providers. Reporting to the Board of Directors, I am responsible for a) the overall management of the activities and long-term strategic direction of the Association, b) coordinating the Association's operations, activities, and overseeing the staff, vendors and professional service providers charged with planning and executing WISPA's conferences and other events, c) overseeing WISPA's policy advocacy activities, and d) shaping the association's long-term strategic goals and agenda. Essential duties and responsibilities include:

- Business plan creation and analysis, and establishment of development plans, objectives and strategies
- Recruitment and development of volunteer leadership
- Membership presentations
- Staff and third-party professional leadership
- Executive leadership, including full P&L responsibility for WISPA and an affiliated 501(c)3 Foundation, and a governance role in a Connected PAC.

Chief Operating Officer, BROADBAND VI, LLC 2018 to 2021

Directed operations for major Internet Service Provider (ISP) in the U.S. Virgin Islands (USVI). Devised and led strategic initiatives to prepare the company to scale with full P&L responsibility. Oversaw diverse value-added services and products on multigigabit, resilient network including VoIP and managed services for customers spanning residential, commercial, enterprise, academic and public sector markets. Won \$84.5 million in federal funding through the FCC's competitive Connect USVI tender. Broadband VI was acquired by Liberty Latin America in December 2021.

- "Coached up" the leadership team with emphases on workflows, delegation, accountability supported by proper resourcing and team building.
- Improved competitive positioning and alignment of service options to market needs by evolving from "back office" thinking to customer-facing thinking, including design and buildout of two new office and retail facilities.
- Led implementation of major network augmentation and carrier-class "five-nines" (99.999%) disciplines, as well as operations, administration, maintenance, and provisioning (OAM&P) tools.

Continued...

CEO/Principal, ZHI SERVICES, INC.

2015 to 2018

Led management consulting and investment holding company formed to provide growth strategy and interim chief executive services for emerging and transitional companies. Served as board-level advisor to growth businesses, working closely with management teams, stakeholders, capital partners, and governmental/regulatory counterparts. Provided professional services, including strategic visioning and transaction due diligence for acquisitions and commercial real estate. Developed strategies to enhance time-to-market advantage, alignment with market opportunity, and stakeholder value.

- Provided interim operating and executive leadership for a Family Office and advised in various private acquisition and consolidation activities.
- Boosted startups as an Advisory Board member for Burnout Game Ventures and mentor for entrepreneurial initiatives including StartupQuest and other accelerators.
- Served on Governing Board of one a large church in central Florida; aligned global missions governance among multiple stakeholders and advised on acquisition and integration strategy.

CEO/Executive Director, UVI RESEARCH AND TECHNOLOGY PARK CORP. ("RTPARK")

2005 to 2014

Managed university-affiliated public corporation and autonomous instrumentality of the USVI government established to foster a sustainable knowledge-based business sector. Collaborated with Territorial and Federal government counterparts, including Treasury, Agriculture, Commerce, Interior and the Congress, to harmonize Territorial tax incentives to US Federal law.

- Facilitated services to RTPark tenants, delivery of Internet2 consortium services to the University of the Virgin Islands, and economies of scale for local ISPs.
- Negotiated marketing, channel development, infrastructure, and commercial capital investment agreements, including backbone network that has grown by more than 30 times.
- Grew tenant base from standing start to 28 companies in markets including SaaS, e-commerce, data centers/ISPs, cyber security, medical applications, pharmaceuticals, location-based asset management, business credentialing, technical consultancy, financial/market research, content aggregation, online marketing, proprietary algorithms, and other intellectual property.
- Directed design, development, contracting, financing, construction, and on-budget/on-schedule opening of the "64 West Center" on St. Croix, the first U.S. Green Building Council/LEED Silver certified public sector building in the USVI.

Additional Experience**CEO/President, PRIVACY, INC.****Chief Operating Officer/Acting President, EXCELERON SOFTWARE, INC. & GO-COMM, INC.****Chairman & CEO/Founder, CNET, INC. & EUROPEAN SUBSIDIARY CNET GMBH****VP, Mobile Communications Division, COMPUCON, INC.****EDUCATION & CREDENTIALS****B.S. Electrical Engineering, RICE UNIVERSITY, Houston, TX****Licensed Professional Engineer (Texas, Certificate 66292)****Other Current & Recent Activities**

International Economic Development Council (IEDC); Higher Education Advisory Committee

Boy Scouts of America, National Capital Area Council, VI District (Former Chair)

National Association of Corporate Directors (NACD)

Fellow, Radio Club of America

Additional Training

Babson Executive Education Symposium for Entrepreneurship Educators | LEED (U.S. Green Building Council Leadership in Energy and Environmental Design) | Media Training – Television, Radio, and Print/Online Media |

Lean Management/Six Sigma Principles | Annual CEUs for P.E. Currency