

## Kevin O'Connor

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### WORK EXPERIENCE

#### President & CEO

##### Albany Consulting Group

Albany, New York

January 2014 – Present

Consulting practice offers highly specialized guidance to private companies, nonprofit organizations and municipal entities on all aspects of broadband telecommunications networks

#### President, Chief Executive Officer and Founder

##### FirstLight Fiber (formerly Tech Valley Communications),

Albany, New York

July 2000 – October 2013

Responsible for overall operations and strategic direction of FirstLight Fiber, a Competitive Local Exchange Carrier (CLEC) which provides high capacity low latency fiber-based telecommunications services to business enterprise customers and national wireless carriers in five states in the northeastern US and Canada. Managed the company from startup through high growth phase into one of the largest fiber networks in upstate New York and Northern New England. Responsible at Company inception for raising startup capital as well as later stage commercial bank financing, senior subordinated debt and private equity capital with which to grow the company. Accomplishments include overseeing the construction of a state-of-the-art fiber optic network consisting of over 200,000 fiber miles connecting over 1,300 buildings and cell towers throughout the company's footprint. In addition to significant organic growth of the Company, also had primary responsibility for and led the due diligence for completing multiple successful acquisitions on behalf of the company.

#### President

##### Center for Economic Growth,

Albany, New York

February 1992 – July 2000

Responsible for the day-to-day operations of a business sponsored economic development organization and for the preparation and implementation of a business attraction and retention plan for the Tech Valley Region of Upstate New York. Initiated the marketing effort to attract the semiconductor industry to the region, which later resulted in the multibillion-dollar development of the Global Foundries Chip Fabrication facility in the region. Other accomplishments included raising the visibility and profile of the organization as the leading business opinion outlet and advocate for business related infrastructure improvements in New York's Capital Region which resulted in the

redevelopment of the Albany County Airport and the Amtrak Train Station. Organized regional delegation of State Legislators to pursue state investments in business related projects. Also organized a delegation of local elected officials to focus on local business issues such as land use planning and zoning. Successfully merged the Center with another regional economic development organization (Capital Region Technology Development Council) creating the region's leading economic development organization. Oversaw significant growth of the Center's business consulting practice with small and medium sized technology and manufacturing companies. Initiated support of the TechConnex (formerly known as the Center for the Software Alliance, an advocacy group of the region's software companies) and the Chief Executives Network for Manufacturing (a group of approximately 100 locally based small and medium sized manufacturers).

**Deputy Commissioner**

**New York State Department of Economic Development,**

Albany, New York

September 1987 – February 1992

Assigned to the Governor's Office, responsibilities included resolving disputes between business interests and State regulatory agencies; coordinating legislative program of State economic development agencies; writing the economic development section of the Governor's State of the State message; and serving as staff to the Director of State Operations and Policy Management for oversight of State economic development agencies and public authorities. Also represented the Commissioner of Economic Development on the Boards of Directors of the Adirondack Park Agency and the Olympic Regional Development Authority.

**Program Associate**

**New York State Governor's Office,**

Albany, New York

July 1984 – September 1987

Working under the direction of the Governor's Director of Economic Development, and the Governor's Director of State Operations and Program and Policy Management, responsibilities included the oversight of legislation, policy and program development of State economic development agencies and public authorities; development and monitoring of Executive budget and program legislation; and preparation of the economic development section of the Governor's State of the State message.

**Senior Budget Examiner, Budget Examiner**

**New York State Division of the Budget,**

Albany, New York

August 1981 – July 1984

Supervised and examined preparation of budgets and analyzed programs of State economic development agencies and public authorities. Also served as staff to the Public Authorities Control Board for economic development projects. As Budget Examiner duties consisted of budget preparation, analysis of financial reports, and monitoring of fiscal policies for the Department of Health and Social Services and the non-institutional

Medicaid budgets. Duties also included drafting legislation to implement the Governor's budget and commenting on legislation relating to the Departments of Health and Social Services and Medicaid issues.

**Senior Health Planner**

**New York State Department of Health,**

Albany, New York.

January 1980 – August 1981

Serving as staff to the Governor's Secretary for Human Resources, duties consisted of coordinating interagency issues, writing issue papers and preparing health-related briefing papers for the Governor. Also responsible for reviewing Certificate of Need applications and the issuance of Certificate of Need. Duties also included staffing task forces, informing area health facility sponsors of regional health planning criteria, and responding to Certificate of Need inquiries from legislators, consumers, and the health community at large.

**Paralegal Aide**

**Brooklyn District Attorney's Office,**

Brooklyn, New York

February 1978 – August 1978

Duties consisted of legal research and writing, investigation, trial preparation, and daily monitoring of Brooklyn Supreme Court Calendar call.

**EDUCATION**

**Master of Public Administration,** December 1979

State University of New York College at Brockport

**Bachelor of Science,** May 1977

State University of New York College at Brockport

Major: Political Science      Minor: History

Internship: Center for Environmental Information, Rochester, NY

**CONTINUING EDUCATION**

**Harvard Business School,** Spring 2004, 2005 & 2006. Competitively selected to attend intensive case study CEO Forums sponsored by Inc. Magazine and the Institute for a Competitive Inner City.

**Annual Boardroom Summit,** Fall 2005, through 2015. Annually participate in intensive seminar on corporate governance sponsored by Corporate Board Member Magazine and the New York Stock Exchange.

**Health Executive Development Program**, Summer 1981  
 Graduate School of Business and Public Administration  
 Cornell University

## **BOARD APPOINTMENTS & COMMUNITY INVOLVEMENT**

### **I. Private Corporations**

- **Albany Molecular Research Inc.** (NASDAQ symbol: AMRI)  
 Member of Board of Directors; Chairman of Nominating and Corporate Governance Committee and Member of the Compensation Committee. (May 2000 to 2017)
- **FirstLight Fiber** (formerly Tech Valley Communications)  
 Founder and Member of Board of Directors (May 1998 to June 2016)
- **First Niagara Bank Eastern Regional Advisory Board**  
 Member (Originally Founding Chairman) (2005 to 2016)
- **Key Bank Capital Region Advisory Board**  
 Member (April 1997 to 2006)
- **MLW Inc.**  
 Board member (March 2018 to Present)

### **II. Governmental Related Entities**

- **Albany Parking Authority, Albany, NY**  
 Chairman (December 2003 to Present); Member (May 1995 to Present) Board of Directors
- **Adirondack Park Agency**  
 Served as the Commissioner of Economic Development's representative to the board (1988 to 1992).
- **Olympic Regional Development Authority**  
 Served as the Commissioner of Economic Development's representative to the board (1988 to 1992)

### **III. Higher Education Institutions**

- **College of St. Rose, Albany, NY**  
 Member Board of Trustees (February 2002 to Present)
- **The University at Albany's School of Business**  
 Member of Advisory Board (January 2000 to 2015)
- **The Sage Colleges President's Advisory Board, Troy, NY**  
 Member (September 2003 to 2008)

### **IV. Non-Profit Organizations**

- **Albany Police and Fire Foundation, Albany, NY**  
Founder and Chairman of Board of Directors (January 2000 to Present)
- **Equinox** (Formerly Clearview Council and Albany County Mental Health Association)  
Member of Advisory Board (September 2003 to 2106)
- **MVP HealthCare Board of Directors**  
Member (January 2019 to Present)

#### V. Economic Development Organizations

- **Capitalize Albany Corporation** (Formerly City of Albany Local Development Corporation), **Albany, NY**  
Chair (June 2000 to 2011); Member (1995 to 2000) Board of Directors
- **Center for Economic Growth, Albany, NY**  
Member Board of Directors and Executive Committee (July 2000 to 2011)
- **Albany Colonie Regional Chamber of Commerce, Colonie, NY**  
Member Board of Directors (November 2006 to 2011)
- **Re-Capitalize Albany Committee** (Business Advisory Group to Albany Mayor Jennings), **Albany, NY**  
Member of Board (June 2006 to 2010)

#### VI. Professional Organizations

- **CompTel** (Lead Telecommunications Industry Advocacy Group now known as Incompas) **Washington, DC**  
Member of CEO Council (October 2005 to 2013); Member of Board (2011 to 2013),

#### VII. Social Organizations

- **Fort Orange Club, Albany, NY**  
Member Board of Trustees (October 2006 to 2012))