

Teresa A. Taylor

Summary of Qualifications:

- Seasoned executive in the technology, media and telecom sector with a broad range of responsibilities including; direct P&L, corporate administration, Wall Street and large operational organizations
- Strong experience in creating a strategy and executing with high performance
- Proven track record in achieving results and leading diverse teams

Experience:

2011 - Current Blue Valley Advisors, LLC

Denver, Colorado

Chief Executive Officer

Blue Valley Advisors, LLC is a firm that advises companies, government agencies and other endeavors on vision, strategy, operations and public affairs

- Serving on the Board of Directors for NiSource, Inc. (NYSE : NI) a Fortune 500 energy holding company that provides gas and electricity storage and transmission
- Serving on the Board of Directors for First Interstate BancSystem, Inc. (Nasdaq :FIBK) a financial services holding company headquartered in Billings, Montana with \$7.3 billion in assets
- Executive Advisor to Governor Hickenlooper of Colorado, assisting the Office of Economic Development and International Trade

1988 - 2011 Qwest Communications, Inc. Denver,

Colorado

Chief Operating Officer (2009- 2011)

- Responsible for the daily operations of a national company with \$12 billion in annual revenue, \$4.4 billion in EBITDA and \$1.6 billion in cash flow. This includes leading a senior team responsible for 30,000 employees in field support, technical development, sales, marketing, customer support and IT systems.
- Responsible for the strategic planning and execution of serving consumer, wholesale and business customers in highly competitive national markets.

- Responsible for the overall technical strategy of the telecommunications network and IT systems that support the company, including a development team in India.
- Regular interaction with Investors and Wall Street including representing the operations of the company in quarterly earnings calls, public and community venues
- Consistent high performing results:
 - ✓ Exceeded all commitments made to Investors and ranked 4th in Top S&P 500 Performers for 2010
 - ✓ Returned 58% growth in stock performance and outperformed all peers
 - ✓ Increased all subscriber growth numbers, expanded EBITDA and Cash Flow
 - ✓ Reduced the rate of revenue loss by 50% in twelve months



Teresa A. Taylor

Page Two

Executive Vice President – Business Markets Group (2008–2009)

- Operated a business unit responsible for the sales, customer service and marketing of voice and data communication services to business and government customers.
- National organization with annual revenue of \$4 billion and 4,000 employees.
- Responsible for the operating margin, cash flow and EBITDA.
- Operated in diverse markets from small businesses to federal government.
- Grew revenue and expanded operating margin in a difficult and competitive market.

Executive Vice President and Chief Administrative Officer (2005–2008)

- Responsible for human resources, union labor relations, corporate communications, sponsorships and events, corporate social responsibility and the Qwest Foundation.
- Negotiated major union labor agreements representing 60% of the total labor force (35,000 employees).
- Implemented innovative healthcare initiatives resulting in multi-million dollar cost savings.

Executive Vice President – Wholesale Markets (2002–2005)

- Operated a business unit that was responsible for sales and service to cable and telecommunications companies as well as the reseller market.
- International organization with annual revenue of \$3.5 billion.
- Significantly grew customer base and increased the overall profitability of the business unit.

Executive Vice President – Product and Pricing (2000–2002)

- Responsible for new product introductions across all market segments as well as life-cycle product management.
- Managed the technical assessment, vendor selection and development of services offered to consumer and business customers. This included both hardware and software solutions.

- Accelerated the expansion of broadband services and introduced bundled services to the retail marketplace.
- Managed the P&L of all products and services.

Teresa A. Taylor

Page Three

Experience: (1988–2000)

Held numerous positions in sales, marketing and product organizations including subsidiaries of Qwest. These positions included:

- Vice President – Product, Pricing and Marketing
- Vice President – Product Development
- Vice President – Wireless Marketing
- Director – Product Development
- Director – Sales
- Director – Strategy and Marketing

Prior to joining Qwest in 1988, held direct sales positions with two start-up companies in the telecommunications and information service industries. In addition, field sales positions selling telecommunications hardware and software in specific regions. Skills developed include; prospecting, cold calling, account management and customer service.

United States Federal Government:

Currently hold high level government security clearances

Non-Profit Board of Director Positions:

- Global Leadership Council – Colorado State University; College of Business
- Colorado Technology Association
- Denver Botanic Gardens
- Colorado State Job Cabinet – Co-Chair appointment by Governor Ritter (past)
- Colorado Children’s Campaign (past)
- Colorado Succeeds (past)
- Colorado Symphony Orchestra (past)
- Colorado State Technology Institute – appointment by Governor Owens (past)

Community:

- Extensive public speaking
- Named Top 100 Distinguished Women (2007 and 2010)
- Women of Distinction Award – Girl Scouts (2008)
- Current and past memberships in Executive Women Leadership Organizations

- Leadership and participation in several Business Forums

Education:

- University of Wisconsin / La Crosse – Bachelor of Science – graduated 1984
- Numerous certifications, executive classes and seminars
- Kellogg School of Management