

DARLA POMEROY

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EXPERIENCE

Biden-Harris Transition

Senior Advisor, Special Situations

Wilmington, DE
June 2020-January 2021

- Senior Staff Member assigned to triage unconventional challenges for incoming Administration

Pomeroy Investments, LLC

Member and Manager

Wilmington, DE/Unionville, PA
2008-2020

- Manage personal private investment portfolio, taking advantage of unique opportunities to invest alongside venture capital investors in early stage ventures

Edge Wireless, LLC (now a subsidiary of AT&T)

Co-Owner and Senior VP, Corporate Development

Unionville, PA/Bend, OR
2008-2008

- Key member of team that built new mobile wireless communications company from ground up
 - Over \$180M in revenues
 - 500 employees (voted #2 best large company to work for in Oregon)
- Served as CFO and General Counsel at various stages of development
- Responsible for financing, regulatory compliance, external relations and operating relationship with AT&T
 - Key architect of business model
 - Responsible for signing original joint venture agreement with AT&T
 - Syndicated \$130M senior secured bank financing
 - Acquired wireless spectrum in key markets
 - Successfully sold enterprise to AT&T

NEXTLINK Communications, Inc. (now XO Communications)
VP, Business Development

Unionville, PA/Bellevue, WA
1997-2000

- Key member of team that built new wireline communications company from ground up through IPO process
- Responsible for strategic corporate acquisitions
 - \$700M nationwide long distance fiber optic network
 - \$695M acquisition of LMDS wireless spectrum licenses
- Built business model and bid \$400M on behalf of joint venture with Nextel in federal spectrum auction
- Designed process and managed team to develop corporate strategic plan

MCCAW CELLULAR (now AT&T)
Manager, International Business Development

Kirkland, WA
1996–1997

- Member of team extending AT&T's wireless footprint internationally, introducing cellular phone service to new international markets
- Pursued potential partnership opportunities, designed alternative financing structures and managed existing AT&T wireless relationships in Asia and Latin America
 - Asia: Hong Kong, Taiwan, Indonesia
 - Managed AT&T interest in \$250M international IPO of Hong Kong subsidiary SmarTone
 - Co-authored marketing section of successful application for Taiwan national cellular licenses
 - Vetted partnership opportunities on-site in Indonesia
 - Latin America: Colombia, Brazil, Argentina
 - Managed relationship with partner in Colombian cellular venture
 - Co-authored sections of successful application for Brazilian state cellular licenses
 - Completed on-site due diligence for license application in Argentina

Fulbright & Jaworski, L.L.P
Associate, Litigation Department

Washington, D.C.
1992-1994

United States Senate Committee on the Judiciary
Staff Assistant to Majority Chief Counsel

Washington, DC
1987-1988

EDUCATION

The Wharton School of Business, University of Pennsylvania
M.B.A.

Philadelphia, PA
May 1996

- Major: Finance; Minor: Strategic Management
- Teaching Assistant, Accounting and Legal Studies Departments
- Intern for FCC Commissioner Susan Ness

Duke Law School
J.D.

Durham, NC
May 1991

- Clerk for the Honorable Carolyn Berger, Vice Chancellor, Delaware Court of Chancery
- Extern for the Honorable William L. Dwyer, U.S. District Court for the Western District of Washington

University of Washington
B.A., Political Science

Seattle, WA
December 1986

- Yearly High Honors; Dean's List; Mortar Board

BOARD AND BAR MEMBERSHIPS

- Board Member, The Biden Foundation, 2018-2020
- Trustee, Hagley Museum and Library; member, Investment Committee, 2007-2016
- Advisory Board Member, Duke Law School Law and Entrepreneurship LLM Program 2010-2015
- Member, Pennsylvania Bar Association, 1991- present
- Member, District of Columbia Bar Association, 1991-present