

Emily Nagle Green

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SUMMARY

Independent board director with substantial prior corporate board and CEO experience and deep roots in technology. Passionate about growth, both organic and M&A, with strong teams, efficiency and accountability. Proven thought leader with thirty years of success in leveraging people and tools to get lasting results.

CURRENT ACTIVITIES

2012– **CASELLA WASTE SYSTEMS (NASD: CWST)** *Rutland, VT*
Present Integrated waste management services, \$2B annual revenues / \$6B market cap

Member, Board of Directors; member, Compensation & Human Capital; Chair, Nominating & ESG committee

As an independent board member, guide technology strategy, help align long-term executive compensation, and monitor core operations to improve revenue and profitability growth. Have led board evaluations, governance review, succession planning, CEO transition, and three recent director selections.

2023– **MIT SLOAN SCHOOL OF MANAGEMENT**

Present Martin Trust Center for Entrepreneurship

Principal Lecturer

Co-teach Advanced Entrepreneurial Ventures for second-year MBAs building their own startups. Lecture, coach, and provide general support to 16-20 founders each semester.

2021– **UP Education Network**

Present Non-profit school turnaround organization

Chair, Board of Directors

Support a 15-year-old organization that turns around failing public schools in partnership with schools, municipalities, and states. Bring private-sector STEM organizations into student career programming.

PRIOR EXPERIENCE: BOARD

2018– **CENTERSPACE RESIDENTIAL (NYSE: CSR)** *Minneapolis, MN*
2026 Multi-family housing REIT (real estate investment trust), \$2B AUM

Member, Board of Trustees; member, Audit committee; Chair, Nominating & Governance committee

Supported change of CEO, repositioning strategy, technology platform refresh, launch of ESG program, returning to growth mode, increasing returns and new board evaluation processes

2021– **VUZIX CORPORATION (NASD: VUZI)**

Rochester, NY

2024 Augmented reality technology leader for enterprise applications

Member, Board of Directors; member, Audit committee; Chair, Compensation committee

Revamped incentive compensation programs; assessed and substantially improved corporate governance practices.

2003– **MULTIPLE PRIVATE COMPANY BOARDS**

Boston, MA

2024 Various venture-backed startups in hardware, software, and services; frequently appointed by investors.

PRIOR EXPERIENCE: EXECUTIVE

2012– **SMART LUNCHES, Inc.** *Boston, MA*
 2015 Award-winning online ordering and delivery service startup providing nutritious school lunches

President & CEO; Member, Board of Directors

Took over this startup acquired by investors at incubation stage. Developed national business plan, conceived and built unique e-commerce technology, and led four rounds of financing. Took annual revenues to seven figures by serving hundreds of schools and camps in nine states, with 2.5X year-on-year growth.

2005– **YANKEE GROUP RESEARCH, INC.** *Boston, MA*
 2012 Communications technology research, data, and consulting services

Chairman of the Board (2010-2012), President & CEO (2005-2010)

Partnered with private equity firm Alta Communications in 2005 LBO of this privately held \$25M turnaround, taking CEO role upon completion of transaction.

- Introduced new direction for firm by focusing exclusively on mobile & broadband technology; pulled strategy through products, organizational structure, branding and messaging
- Consulted personally at C-level for company's clients, including Alcatel-Lucent, AT&T, Sprint, Intel
- Halted 4-year decline in client relationships and contract value. Within 18 months of acquisition, re-started growth both in existing contracts and new business acquisition
- Despite revenue contraction during Great Recession, delivered committed EBITDA in FY2009

2003– **CAMBRIDGE ENERGY RESEARCH ASSOCIATES, INC. (CERA)** *Cambridge, MA*
 2004 Global energy-industry research and consulting services

CEO, Member of the Board of Directors

Recruited by Clayton, Dubilier & Rice, PE owners of this \$40M firm, to lead turnaround and exit.

- Restructured management, refocused marketing and sales, launched new products, reduced expenses
- Reversed decline in total annual contract value, delivering an 8% year-on-year increase and growing EBITDA from prior year by 40% over target
- Led sale at a valuation 26% above prior attempt, one year ahead of plan

1995– **FORRESTER RESEARCH, INC. (NASD: FORR)** *Cambridge, MA*
 2003 Technology research and consulting services
 Joined this firm at \$15M/year and helped lead its growth to a public company with >\$250M in annual revenues

Managing Director, Forrester Research North America (2001-2003)

Reported to the CEO as a corporate officer responsible for the company's main P&L: \$75M in revenue with 275 staff in research, marketing, sales, events, client service, and operations.

- Developed new research services contributing 5% of division sales in their first year; integrated majority of workforce from acquisition of \$60M competitor
- Following dot-com crash, reversed decline in contract renewal rates, restoring core markets to historical levels; met margin targets in five of seven quarters while downsizing twice

Vice President, International (2001)

Amsterdam, Netherlands

Managing Director, Forrester Research B.V. (1998-2000)

Launched the company's first international division, relocating to Amsterdam for four years. From a standing start in 1998, reached \$34M in annual sales in 2000.

- Led all-stock accretive acquisitions of two European competitors, transforming their operations into regional branches
- Added responsibility for Asia/Pacific region, expanding Australian and Japanese distribution and developing new regional product offerings

1994– **POINT OF VIEW, INC.** *Woburn, MA*
 1995 Computer-based video training services startup

Vice President, Marketing and Sales

Defined service offerings, created marketing materials, won reference accounts, built sales operations.

1987– **FIBERMUX CORPORATION** *Chatsworth, CA*
 1994 Fiber-optic networking startup backed by Summit Partners
 Built and led marketing through sale to ADC Telecommunications (NASD: ADCT) when annual revenues reached \$65M, returning 10X to investors.

1982– **DIGITAL PRODUCTIONS, INC.** *Los Angeles, CA*
 1987 Ground-breaking computer-generated special effects for film and television
 Marketed supercomputer services. Developed special effects software; contributed to TV and film projects.

EDUCATION

1981 **University of Pennsylvania**, Moore School of Electrical Engineering *Philadelphia, PA*
 M.S. Engineering in Artificial Intelligence & Computer Graphics
 1979 **Georgetown University**, Institute of Languages and Linguistics *Washington, D.C.*
 B.S.LL. *cum laude* in Theoretical Linguistics; minor in Italian

PRO BONO ACTIVITY

2019-now **Agents of Change:** Co-founder and continuing co-leader of this annual half-day summit that supports and develops women founders, now five years old
 2016-2020 **The Commonwealth Institute:** Member, Board of Directors; Chair, Corporate Partnerships Committee
 2011-2016 **Mass Tech Collaborative:** Appointed by governor to state agency overseeing tech sector economic development; Member, Executive Committee
 2001-2012 **MITX:** Digital marketing and media trade association with 7000 members; Member, Board of Directors (2001-2007); Chairman of the Board (2007-2012)

ADDITIONAL INFORMATION

From 2015 to 2022, provided executive coaching to more than 30 CEOs and C-level execs in both private and public sectors

Member: National Association for Corporate Directors (NACD), Women Corporate Directors (WCD)

Author, *ANYWHERE: How Global Connectivity is Revolutionizing the Way We Do Business* (McGraw-Hill, 2010); public speaker on technology, including TEDx, Mobile World Congress; *Mass Hi-Tech All-Star* 2011

From 1985 to 1988, co-founder and president of NewLine7 Inc., an Apple-sponsored startup with the first 3D architectural design software for the Macintosh (business sold to a partner)

Screen credits on various film and TV special-effects projects, including *The Last Starfighter* (Lorimar, 1984) and *The Ice Pirates* (MGM, 1984)