

STATE OF CONNECTICUT
CONNECTICUT SITING COUNCIL

IN RE:

APPLICATION OF OPTASITE TOWERS LLC
AND OMNIPOINT COMMUNICATIONS, INC.
FOR A CERTIFICATE OF ENVIRONMENTAL
COMPATIBILITY AND PUBLIC NEED FOR
THE CONSTRUCTION, MAINTENANCE AND
OPERATION OF A TELECOMMUNICATIONS
FACILITY AT 1027 MIDDLE TURNPIKE EAST
MANCHESTER, CONNECTICUT

DOCKET NO. 328

Date: APRIL 5, 2007

PRE-FILED TESTIMONY OF KEITH COPPINS

Q1. Mr. Coppins, please summarize your professional background in telecommunications.

A. I am the Vice President of Development at Optasite where I lead a development team in the growing Northeast Region telecommunications development and site acquisition activities. I have been part of the telecommunications industry for more than a decade and my primary focus is on property development, lease contract negotiations, and construction of newly-approved towers. I joined Optasite from Site Acquisitions, Inc. where I was Vice-President and oversaw the leasing, zoning and construction of new towers sites. I also managed a consulting team for AT& T Wireless and T-Mobile.

Prior to Site Acquisitions, I was General Manager for American Tower Corporation and managed a consulting group for Cellular One and Southern New England Telephone. My primary responsibilities were site acquisitions, lease negotiations and zoning of new cellular sites in the New England and New York

markets. I have successfully completed all aspects of development activities for more than 300 sites in Connecticut, Massachusetts, Vermont and New York.

Q2. What is the purpose of your testimony?

A. My testimony provides background information relating to this application for a Certificate of Environmental Compatibility and Public Need for the proposed Manchester facility. In addition, I will address the specific site search resulting in the proposed site as well as both Optasite and T-Mobile's activities prior to initiation of this application.

Q3. What is Optasite's and T-Mobile's relationship in this application?

A. As described in detail below, Optasite has a working relationship with T-Mobile to co-develop new tower facilities in the State of Connecticut. T-Mobile identified a need for a new facility in this area of Manchester and Optasite conducted the site search. The arrangement between T-Mobile and Optasite provides for Optasite and T-Mobile to make a joint application to the Council; for Optasite to own, construct and maintain the site as the Certificate holder; and for T-Mobile to serve as the anchor tenant.

Q4. How does Optasite conduct a site search?

A. Optasite maintains close relationships with T-Mobile as well as other wireless carriers, follows the development activities of others and has an in-depth understanding of the fluctuating market conditions. When T-Mobile (or another

wireless carrier) contacts Optasite regarding the need for a new facility, Optasite conducts an extensive review of the area. The first activity after assignment of a search ring to acquisition personnel is a review of the area for a suitable existing structure. Only once Optasite exhausts its search for existing structures on which to locate does it then begin to study the area for suitable locations to construct a new facility. Optasite first studies the area to determine whether industrial or commercial areas which have appropriate environmental and land use characteristics are present. Potential locations are studied by radio frequency engineers to determine whether the locations will meet the technical requirements for a site in the area. Obviously, the list of potential locations is further refined based on the willingness of property owners to make their property available.

Q6. Please describe Optasite's search for the proposed Manchester wireless facility.

A. Optasite commenced a search for a site in this area of Manchester in March, 2005. In that area, Optasite found no existing towers suitable for use as a wireless communications facility. The nearest tower(s) suitable for use as a wireless communications facility are outside of T-Mobile's search area or not useable due to existing terrain in the area. In addition, Optasite identified no existing structures which were suitable for use and available. Specifically, Optasite investigated the Rockledge/Green Hill water tower owned by the Town of Manchester. The Town of Manchester has indicated that this site is not available for co-location.

Turning to locations for a new tower proposal, Optasite found that site selection in the area was limited by residential development throughout the area. The Urban Realty Company property was uniquely suited to development of a tower site due to its large size and natural screening due to mature vegetation on the Site. At approximately nine acres in size, it is significantly larger than other properties in the area. While the Site is largely undeveloped, the Site is utilized for commercial purposes in that it contains several commercial billboards. See photographs of Site attached hereto as Exhibit 1.

Q7. Have the Applicants consulted with municipal officials with regard to their plans?

A Yes. In compliance with Section 16-50/(e), consultation with municipal officials was undertaken by Optasite. On September 29, 2006, Optasite provided technical information to the Mayor of Manchester, the First Selectman of Bolton and other municipal officials. On October 19, 2006, Optasite met with the officials from the Town of Manchester including Mark Pellegrini, Director of Planning and Economic Development, Mary Savage, Senior Planner and Alan Desmarais, Director of Finance. On November 16, 2006, Optasite met with officials from the Town of Bolton including Joyce Stille, Administrative Officer and Stuart Popper, Interim Planner.

Neither town chose to conduct any public sessions concerning the proposal.

Q8 Has Optasite had any discussions with New Cingular Wireless/AT&T ("New Cingular") concerning their need for this Site and, if so, has New Cingular given Optasite any indication regarding their need for this Site?

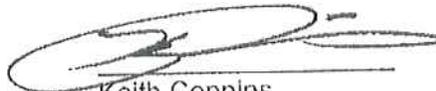
A. Yes, Optasite has been in contact with New Cingular regarding their need for this Site. New Cingular has indicated that it has a need for this Site and does have a desire to co-locate on the proposed Facility in the future. However, this Site is not part of New Cingular's 2007 build budget.

Q9. Has Optasite received any indications from the Town of Manchester that it is interested in locating emergency service equipment at this Site?

A. Yes, the Town of Manchester has indicated that it has a need in this area of Town and is interested in locating its emergency service equipment at this Site. Optasite will make space available for the Town's emergency service equipment, free of charge.

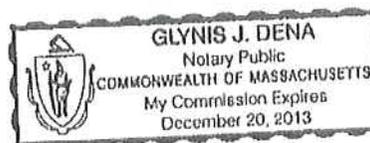
The statements above are true and complete to the best of my knowledge.

4-5-07
Date


Keith Coppins

Subscribed and sworn before me this 5 day of April, 2007.

By: 
Notary



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