

**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 1 DEERFIELD LANE,
ANSONIA, CONNECTICUT

DOCKET NO. 340

Date: SEPTEMBER 10, 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 Ansonia 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 Ansonia/Woodbridge 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. The list of potential locations is then further refined based on the willingness of property owners to make their property available.

Q5. Please describe Optasite's search for the proposed Ansonia wireless facility.

A. Optasite commenced a search for a site in this area of Ansonia/Woodbridge in March, 2006. 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, are not useable due to existing terrain in the area or T-Mobile is already located on those facilities. In addition, Optasite identified no existing structures which were suitable for use and available. Specifically, Optasite investigated the potential use of an existing water tank located at 99

Ford Street. The owners of that water tank have rejected all proposed collocation possibilities.

Turning to locations for a new tower proposal, Optasite found that site selection in the area was limited by existing residential development throughout the area. The Macabee Properties LLC was uniquely suited to development of a tower site due to its large size and extensive vegetation existing at the property.

Q6. 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 March 16, 2007, Optasite provided technical information to the Mayor of Ansonia and the First Selectman of Woodbridge.

On April 3, 2007, Optasite met with the Town of Ansonia's Mayor, James T. Della Volpe and Corporation Counsel, Kevin M. Blake. The Town of Ansonia chose not to conduct any public hearings or informational sessions concerning the proposed Facility. In fact, the Ansonia Mayor filed a waiver letter with the Siting Council stating that, because the Town had no comments on the proposed Facility, it was willing to waive its 60-day municipal consultation period. Optasite, T-Mobile and their legal representative attended that information session.

Also on April 3, 2007, Optasite met with the First Selectman's designee, the Building Official, Terry Gilbertson. Again, Woodbridge chose not to conduct any public hearings or informational sessions concerning the proposed Facility.

Q7. Has Optasite received any indications from the Towns of Ansonia or Woodbridge that they are interested in locating emergency service equipment at this Site?

A. Yes, the Town of Ansonia has expressed an interest in locating equipment on this tower. Optasite is following up with the Town to discuss its specific needs. As is its customary practice, Optasite will make space available for the Town of Ansonia's emergency service equipment, free of charge.

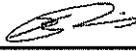
In addition, the Town of Woodbridge has expressed an interest in locating equipment for its Police Department on this tower. Optasite is following up with the Town of Woodbridge's Police Department to discuss its specific needs. Again, as is its customary practice, Optasite will make space available for the Woodbridge's emergency service equipment, free of charge.

Q8. Are you aware of any other carriers who have a need to collocate on this facility?

A. Yes. Celco Partnership d/b/a Verizon Wireless has expressed an immediate need to collocate on this Facility and has intervened in this docket.

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

9-7-07
Date



Keith Coppins

Subscribed and sworn before me this 7th day of September, 2007.

By: 
Notary

TINA CODELELLA
NOTARY PUBLIC
My Comm. Expires 12/31/07