

STATE OF CONNECTICUT
CONNECTICUT SITING COUNCIL

IN RE:

SBA TOWERS III/NEW CINGULAR
WIRELESS PCS, LLC APPLICATION FOR A
CERTIFICATE OF ENVIRONMENTAL
COMPATIBILITY AND PUBLIC NEED
FOR A TELECOMMUNICATIONS FACILITY
IN NORTH STONINGTON, CONNECTICUT

DOCKET NO. 420

October 5, 2011

HEARING INFORMATION

SBA TOWERS III (“SBA”) and New Cingular Wireless PCS, LLC (“AT&T”) submit the following information to the State of Connecticut Siting Council in the captioned proceeding.

A. Counsel for the Applicants: Daniel M. Laub, Esq.

B. List of Witnesses

1. David Vivian, SAI
2. Daniel Goulet, C Squared
3. Carlo Centore, Centek
4. Michael Libertine, VHB
5. Dean Gustafson, VHB
6. Hollis Redding, SBA (please note, Ms. Redding’s resume is attached. Resumes for all other witnesses were provided previously).

C. Documents to be Administratively Noticed

1. None at this time

D. Pre-Filed Testimony

1. None at this time. Additional exhibits to be adopted as testimony at the hearing set forth below.

E. Exhibits to be offered

1. Responses to Pre-Hearing Interrogatories, Set Two, dated October 5, 2011.
2. Submission in Response to Siting Council Questions at September 20, 2011 hearing, dated October 5, 2011

The Applicants reserve the right to offer additional exhibits, testimony, witnesses and

administratively noticed materials as may be necessary during the hearing process.

Hollis M. Redding

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Meriden, CT 06450
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QUALIFICATIONS PROFILE

Proven Site Acquisition and Marketing professional with over fifteen years of wireless communications experience.

- Master of Business Administration
- Site Acquisition, Zoning, Marketing & Customer Service Experience
- Strong Communication and Negotiation Skills
- Excellent Relationships within the Telecom Industry

EXPERIENCE

SBA Communications, Westborough, MA

2001 – Present

Wireless infrastructure solutions provider that has served the wireless community since 1989. SBA is a leading independent owner and operator of wireless communication infrastructures across North America. The company offers a full scope of site leasing and site development services, site acquisition, zoning/permitting, cell site installation and tower construction services to wireless carriers throughout the country.

Site Acquisition/Zoning Specialist

Responsible for the identification of potential cell site locations and the negotiation of favorable lease agreements.

- Provided site acquisition and zoning expertise for AT&T, T-Mobile and Northcoast.
- Coordinated site visits with construction, engineering, legal, A&E firms and property owners to determine feasibility and location of new wireless communication facilities.
- Prepared various zoning and building permit applications for filing with local government agencies.
- Negotiated favorable lease terms for clients.
- Attended various zoning hearings when needed.

Southern New England Telecommunications-SBC/Cingular

1986-2001

SBC is a Fortune 500 company serving more than 54 million access line customers in 13 states and providing wireless services to more than 24 million customers in 43 of the top 50 markets. SBC companies provide voice and data telecommunication products and services for consumers and businesses including: local, long distance, DSL, wireless, data networks and satellite television.

Specialist-Real Estate and Liaison (1997-2001)

Provided site acquisition and zoning expertise for the SNET Mobility/Cingular network.

- Determined potential new cell site locations.
- Negotiated with property, tower and building owners for lease agreements.
- Coordinated co-location of SNET Wireless' owned towers for use by other carriers.
- Prepared applications to CT Siting Council and local government agencies.
- Acted as liaison for property, tower and building owners for inquiries.

Analyst-Real Estate (1996-1997)

Contract administrator for all lease agreements and provided support to Director of Real Estate when required.

- Contract administrator with responsibility for over 200 capital lease agreements.
- Reviewed and updated lease payments on monthly basis.
- Recorded lease agreements, easements and contracts in appropriate municipal and county records.
- Coordinated property surveys, appraisals and title searches.

Staff Associate-Marketing Communications (1994-1996)

Reported to Director of Marketing. Provided support for all aspects for marketing communications department-wireless.

- Coordinated and organized arrangements for trade shows, special events, local sponsorships and corporate donations.
- Created sales promotional materials and customer communication flyers for new sales promotions, bill inserts, etc.
- Managed inventory of collateral material and co-op advertising program. Updated collateral material as needed and ordered supplies for customer service, sales and distributors.
- Interacted with SNET sales force and outside distributors to ensure that they had sufficient supply of collateral materials, promotional flyers and give-a-ways for new and existing customers.

Telemarketing Sales Specialist/SNET Consumer Sales Specialist (1992-1994)

Proven top sales performer and customer service representative for cellular division.

- Provided quality customer service to embedded base of more than 100,000 wireless mobile phone customers.
- Extensive contact with external distribution channels.
- Sold telephone equipment and enhanced features.
- Performed among the top monthly sales achievers.

Consumer Services-Customer Clerk (1986-1992)

Demonstrated excellent customer service skills to SNET business and residential customers.

- Quoted rates and services to new business and residential customers.
- Handled billing payments and inquiries.
- Interfaced with numerous SNET Departments in investigating and problem solving customer queries.

EDUCATION

University of New Haven, New Haven, CT
Master of Business Administration, 1990

Southern Connecticut State University, Hamden, CT
Bachelor of Science-Marketing, 1984