

**Testimony of Owen Smith, AT&T President, ME, NH, and VT
SB 301, Repeal Sunset on 248a**

Since 2014, AT&T invested \$130 billion in our networks.

During that same period, AT&T invested over \$100 million in its Vermont network, including:

- AT&T has added over 50 new cell sites since 2009. (list)
- We also worked on over 400 upgrades – upgrading existing sites from 2G→3G→4G→4GLTE.
- Data- Traffic grew more than 475,000% since we launched the first iPhone on 2007
- Small Cell Deployment

First Responders Network

- \$40 Billion investment
- List of new sites: (AT&T Building)
 - Townsend- Turned on in December
 - Berlin- Turned on in January
 - 18 new sites forecasted to come on in 2020!
- Great North Wood Wireless- 6 sites in Essex County (Roaming partner)
 - Norton/ Averill- Permitted
 - Wenlock, Avery's Gore, Lunenberg, Canaan
 - Recently turned on Readsboro site

AT&T still has much work to do—

- Our network needs to both expand geographically and be continuously upgraded.
 - First Responders Network- obligation to the federal government to provide coverage in very remote parts of the State where commercial service is not available.
 - At the same time, we have a need to densify our network in places of high traffic use, such as Burlington, Bennington, Stowe, and Norwich.

248a is the most efficient wireless permitting statute in New England, from both a municipality and company perspective.

AT&T prides itself on working with municipalities- AT&T has had meetings with the towns about 75% of the time a new site is proposed-

- AT&T has made changes to the originally proposed design for about half of our proposals (be it height, aesthetic design, location on a parcel, environmental concerns, etc.)
- In all, we have attended nearly 100 meetings with municipalities and Regional Planning Commissions to both explain our coverages needs/objectives and listen to municipalities' concerns.
- The Company has often suspended the 248a timeline voluntarily- maybe to perform a second balloon test or wait for a town's response.
- In some cases we have aborted a particular site completely.

Examples: (in the last 30 days)

Grand Isle

- Original site- received opposition from abutting landowners
- New location
 - Letter of recommendation from select board-
 - Letter of recommendation from Northwest Regional Planning Commission
 - Town approved license agreement

Mount Holly-

- Rutland Regional Planning- Letter commending AT&T on our work

Derby- Allowing AT&T to withdraw CPG petition

- based on neighbor / village trustee opposition, now that we determined another site would work for collocation

~We understand what the legislature wants- interaction with municipalities.

~The system has been working as intended for over 10 years.

~There's no reason at this stage to continually "ratchet up" more regulation / requirements every three years.

~Certainty is critical when it comes to planning investments and building out a network.

~I ask you to pass Senate Bill 301 and make 248a permanent.

Thank you!