

# **JOHN P. CIPOLLONE**

## **SENIOR PROJECT MANAGER**

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### **EDUCATION**

Non-Matriculated Graduate Studies in Electrical Engineering 2000 - Present  
Drexel University

B.A. La Salle University 1993

### **RESPONSIBILITY AND EXPERIENCE, WHITMAN**

Mr. Cipollone joined Whitman in October 2008. His responsibilities include managing all client environmental deliverables for 3<sup>rd</sup> largest wireless service provider in nation for markets in the NE region; interacting with corporate contacts to shape environmental policy; and negotiating service agreements with wireless providers.

### **SUMMARY OF OTHER PROFESSIONAL EXPERIENCE**

**Conti Communications, Inc. 2004-2008**  
**Raritan, New Jersey**

Director of Business Development

Responsible for oversight of telecom Engineering group and wireless telecommunications marketing to all wireless providers in the NE Region. Directed engineering, environmental, zoning, site acquisition and construction activities for telecommunication site upgrades and new build sites. Directed public bid activity for telecommunication projects. Developed scope and pricing for acquisition and installation contracts on a regional level with national wireless providers and equipment vendors. Negotiated Master Services Agreements and Service Contracts for carriers.

**French and Parrello Associates 2002-2004**  
**Wall, New Jersey**

Engineering Project Manager

Responsible for the management of turn-key wireless projects for a full service engineering firm's telecommunications department. Duties included management of development professionals (engineers, zoning managers, and legal team) to obtain site acquisition (leasing) and zoning approval (building permit). Responsibilities also include client interface and weekly status reporting using client-tracking software. Duties also included lease negotiations with corporate landlords on multi-site wireless installations. Provided expert testimony for over fifty boards in PA, NJ, and DE, including expert zoning testimony at municipal hearings on carrier applications for site permitting. Strong relationships with all wireless providers in Philadelphia and New York BTA and MTA's.

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**Crown Castle International**  
**Fort Washington, Pennsylvania**

**1999-2002**

Site Acquisition Manager

Responsible for the management of all greenfield and Build to Suit site acquisitions that include all raw land acquisitions for the largest wireless provider in PA, NJ, and DE. Duties included management of site acquisition agents, review and approval of agreement terms, and negotiations. Further duties included investment return model creation, analysis and recommendation, financial tracking of acquisition and construction on all raw land capital projects. Managed regulatory process including NEPA, Phase I, SHPO review and analysis. Managed zoning process; provided expert real estate testimony at zoning hearings. Managed construction activities on raw land and collocation sites. Strong knowledge of DEP, Pinelands, Wetlands, SHPO policy and procedure. Successfully obtained approvals on various regulatory issues necessary for construction. Successfully developed relationships with all wireless providers to aid in zoning approvals. Developed strong relationships with wireless providers to accurately predict site development that enabled internal site development to occur prior to carrier development. Attended wireless deployment meetings for various carriers and reported site progress. Developed and implemented tracking software for project coordination. Oversaw and worked in Artimis project tracking environment for site development and carrier collocation projects. Sales function included lease negotiations with wireless providers using Master Lease templates. Involved in development of Master Lease Agreements with new customers. Maintained relationship with all wireless provider contacts in NY Metro SMSA, Phila. MTA.

**SpectraSite Communications Inc.**  
**Bensalem, Pennsylvania**

**1999**

Site Acquisition Specialist / Zoning Manager

Responsible for the acquisition and development of telecommunication sites in Northeast Region. Met with carrier development managers and engineers regarding project status. Managed construction activity on raw land and collocation sites. Developed carrier relationships. Acquired new search rings from carrier. Negotiated collocation on existing sites for carrier. Provided detailed investigation of carrier search area. Negotiated with landlords for lease execution. Met with local zoning officers for zoning information. Developed zoning timelines for permit. Completed zoning applications. Coordinated hearing testimony with attorney and carrier experts. Provided real estate testimony for Zoning Board, Planning Board, and Board of Supervisors hearings.

**American Tower Corporation**  
**Jamison, Pennsylvania**

**1998-1999**

Acquisitions Specialist

Responsible for new site development in Northeast region. Duties included preliminary real estate and competitive analysis of search areas, zoning analysis and code adherence. Responsible for lease negotiation and execution for construction of wireless systems. Duties also included zoning code

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analysis, meeting with zoning officers as well as providing zoning board testimony with regard to site location. Working knowledge of construction methods and survey data.

**Wireless Consulting**  
**Newtown Square, PA**

**1996-1998**

Site Acquisition Manager

Conducted search, selection and acquisition for cellular, PCS and paging sites. Includes working knowledge of cellular and PCS technology. Knowledge of process used by cellular companies regarding site approval and construction. Responsible for lease negotiation and execution. Provided lease language for telecommunications leases. Responsible for managing zoning process, included review of municipality zoning code. Provided testimony at planning/ zoning hearing. Coordinated site to obtain survey, phase I or construction information.