

**MEETING NOTICE/AGENDA**  
**LEGISLATIVE COUNCIL**  
**ENVIRONMENT & CONSERVATION COMMITTEE MEETING**

**June 14, 2021**

**7:20 PM**

**Electronic Meeting Pursuant to Paragraph 1 of Executive Order 7B<sup>i</sup>**  
**THIS MEETING WILL BE A 100% ELECTRONIC MEETING**

**LEGISLATIVE COUNCIL CHAMBERS AT MEMORIAL TOWN HALL WILL BE CLOSED**  
**PURSUANT TO THE GOVERNOR'S EXECUTIVE ORDERS 7B and 7D**

**Public Comments on these agenda items will be heard at the opening of this committee**

**You can speak to any committee agenda item by joining the meeting, or send your comment/s in to [LCpublicinput@hamden.com](mailto:LCpublicinput@hamden.com) by 3:00 PM of this agenda date**

Please click the link below to join the webinar:

<https://zoom.us/j/96032210583>

Password: Dragons

**Webinar ID: 960-3221-0583**

If you experience any issue with the link above go to Zoom.com and click "join a meeting" and put in the following meeting ID and password - Meeting ID: 960-3221-0583 Password: Dragons

OR

Join by telephone. (For higher quality, dial a number based on your current location)

US: +1 646 558 8656 (New York): +1 312 626 6799 (Chicago): +1 301 715 8592 (Washington DC)  
+1 669 900 9128 (San Jose): +1 253 215 8782 (Tacoma): +1 346 248 7799 (Houston)

International numbers available: <https://zoom.us/u/aH73IUF9D>

For additional sign-in support for any device or browser you can use the following link:

[https://support.zoom.us/hc/en-us/articles/201362193-Joining-a-meeting?mobile\\_site=true](https://support.zoom.us/hc/en-us/articles/201362193-Joining-a-meeting?mobile_site=true)

[\\*Scroll to the bottom of this agenda for alternate sign in instructions.](#)

**AGENDA:**

**Public Input:**

1. Appointment of Paula Irvin to the Clean & Green Commission to fill a vacancy with a term expiring November 1, 2022

**ZOOM sign in info:**

**1. Join using Zoom from your computer, tablet or smartphone by using the following link:**

<https://zoom.us/j/96032210583> Password: Dragons

**2. If you already have the Zoom App or go to the Zoom.com website, simply select “join a meeting” and complete the following: Webinar ID: 960-3221-0583 Password: Dragons**

**Or iPhone one-tap :**

**US: +13017158592,,96032210583# or +13126266799,96032210583#**

**Or Telephone:**

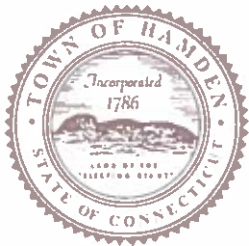
**Dial (for higher quality, dial a number based on your current location):**

**US: +1 301 715 8592 or +1 312 626 6799 or +1 646 558 8656 or +1 253 215 8782 or +1 346 248 7799 or +1 669 900 9128**

International numbers available: <https://zoom.us/j/96032210583>

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<sup>i</sup> Under Executive Order 7B Electronic Meetings are subject to the following: (a) The public shall have the ability to view or listen to each meeting or proceeding in real time, by telephone, video, or other technology; (b) Any such meeting or proceeding shall be recorded or transcribed, and such recording or transcript shall be posted on the Town's website within seven (7) days of the meeting or proceeding, and made available within a reasonable time in the Town Clerk's office; (c) The required notice and agenda for each meeting or proceeding is posted on the agency's website and shall include information about how the meeting will be conducted and how the public can access it; (d) Any materials relevant to matters on the agenda, including but not limited to materials related to specific applications, if applicable, shall be submitted to the agency a minimum of twenty four (24) hours prior and posted to the agency's website for public inspection prior to, during, and after the meeting, and any exhibits to be submitted by members of the public shall, to the extent feasible, also be submitted to the agency a minimum of twenty-four (24) hours prior to the meeting and posted to the agency's website for public inspection prior to, during, and after the meeting; and, (e) All speakers taking part in any such meeting or proceeding shall clearly state their name and title, if applicable, before speaking on each occasion that they speak.



# TOWN OF HAMDEN

## OFFICE OF THE MAYOR

Curt Balzano Leng  
*Mayor*

Hamden Government Center  
2750 Dixwell Avenue  
Hamden, Connecticut 06518  
Tel: (203) 287-7100  
Fax: (203) 287-7101

May 21, 2021

Legislative Council  
Hamden Government Center  
Hamden, CT 06518

Re: Appointment to the Clean and Green Commission of Paula Irvin (D)

Honorable Members:

Pursuant to Section 5-4 of the Town Charter, I hereby submit for your approval the following appointment for the Clean and Green Commission to fill a vacancy for a term to expire November 1<sup>st</sup>, 2022.

Paula Irvin  
2720 State Street,  
# 22  
Hamden, CT 06517

Ms. Irvin's experience will be an asset to this Council. Your approval of this appointment is respectfully requested.

Sincerely,

Curt Balzano Leng, Mayor

CBL/rr

Enclosure

cc: Vera Morrison, Town Clerk  
Chief of Staff Adam Sendroff  
Deputy Chief of Staff Patrick Donnelly  
Mayor's Office File

D-6

Paula Irvin  
2720 State Street #22  
Hamden, CT 06517

April 1, 2021

Vera A. Morrison, Town Clerk  
Hamden Government Center  
2750 Dixwell Avenue  
Hamden, CT 06518

REC'D AND FILED BY  
2021 APR -6 P 1:07  
TOWN CLERK  
HAMDEN, CT

Dear Ms./Mrs. Morrison,

I recently read about the Boards and Commissions and I'm writing to share my interest to apply. With respect to the immediate vacancies, I am most interested in the Economic Development Commission and Technology Commission. *Also Clean + Green*

I am a homeowner in the Town of Hamden, residing at 2720 State Street #22, located in District 6. As for my involvement in the community, I am currently serving as the local Chapter President of a sorority. Our purpose is to provide assistance and support through established programs in local communities throughout the world. Additionally, I am dedicated volunteer for Habitat for Humanity. I have a strong desire to not only empower but equip our communities with the necessary resources to be successful and thrive. As Technology is ever-evolving, it is important to be up-to-date with the latest processes to stay connected in the community.

My resume is enclosed with this Letter of Interest so you can review my education, work experience, and achievements. Thank you for your time and consideration. I look forward to speaking with you in the near future.

Sincerely,



Paula Irvin

D-6

# PAULA IRVIN, MBA

2720 State Street #22, Hamden, CT 06517 · (203) 500-5708  
paulairvin@gmail.com · linkedin.com/in/pairvin

REC'D AND INDEXED  
2021 APR - 6 P 1:07  
TOWN CLERK  
HAMDEN, CT

## SALES | BUSINESS ANALYTICS | STRATEGIC PLANNING

An innovative, dynamic, and goal-oriented Sales Professional possessing the educational qualifications and diverse professional experience needed to excel in a variety of strategic marketing roles for industry leaders. Proven record of accomplishment of cultivating and maintaining long-term client relationships, increasing organizational retention rates to grow revenue and increase market share. Known for applying extensive account, relationship, and product management abilities to promote a wide range of product and services and close deals with new and existing clients. Out-of-the-box thinker recognized for developing creating proposals and presentations that secure new business opportunities.

### SELECTED HIGHLIGHTS

- Managed and continually grew a 140-account portfolio valued at \$2.6M.
- Surpassed Mobility Gross Adds 100% and Mobility Applications 200% in 2018 & 2019 YTD and consistently met or exceeded all other performance goals.
- Earned an average of 5-8 strategic orders per month by regularly contacting potential and existing clients to expertly pitch and comprehensively explain product features.
- Expanded sales within existing accounts and developed numerous lucrative new business opportunities.
- Successfully engaged new and repeat customers in various business transactions and increased personal revenue production by developing and presenting in-depth and engaging proposals.

## EXPERIENCE

### FEBRUARY 2021 - PRESENT CHANNEL SALES EXECUTIVE, DATTO INC.

- Developed relationships with existing channel partners/resellers in order to grow revenue.
- Implemented account development plans to optimize revenue growth and customer satisfaction with channel partners.
- Maintained and built CRM records, reports, and opportunities to increase sales optimization and performance.

### DECEMBER 2019 - AUGUST 2020 TERRITORY ACCOUNT EXECUTIVE 2, FRONTIER COMMUNICATIONS

- Developed and presented in-depth and engaging proposals, successfully engaging new and repeat clients in various business transactions and increasing personal revenue production.
- Created and executed a multi-faceted prospecting plan through calling, email, leveraging personal networks and following up on marketing generated leads.
- Prospected, cold-called, and conducted meetings with C-Level Executives.

- Performed data analysis and worked with key stakeholders to identify issues and root causes, recommend solutions based on analysis.

**JULY 2014 - DECEMBER 2019**

**AT&T NETWORK SERVICES**

**CLIENT SOLUTIONS EXECUTIVE S2 - SMALL BUSINESS SOLUTIONS**

- Continuously grow and manage a portfolio currently valued at \$2.6M and consisting of 140 accounts.
- Interact with CEOs and C-Level Executives to support the decision-making process.
- Generate new revenue while growing existing clients' business.
- Coordinated and executed networking events and mentoring circles, as well as developing and distributing engaging collateral to promote activities.

**ACCOUNT EXECUTIVE - BUSINESS SALES LEADERSHIP DEVELOPMENT PROGRAM**

- Named to the Executive Leadership Circle (ELC), the highest recognition awarded in the Business Sales Leadership Development Program (BSLDP).
- Successfully recognized and developed several white space opportunities during the 20-week sales training period, which focused on B2B sales and fostered identified corporate leadership potential.
- Consistently demonstrated exceptional sales and leadership skills, earning placement on an accelerated career placement in account management, solutions consulting, and business sales management.

## **EDUCATION**

**DECEMBER 2020**

**MASTER OF BUSINESS ADMINISTRATION, UNIVERSITY OF NEW HAVEN**

**CONCENTRATION: BUSINESS ANALYTICS**

**MAY 2012**

**BACHELOR OF SCIENCE, UNIVERSITY OF FLORIDA**

## **SKILLS**

- Self-Motivated
- Client Relationship Management
- Business Development
- Account Management
- Product Knowledge
- Objection-Handling
- Cross-Collaboration
- Data Analytics (R, Tableau)

## **ORGANIZATIONS**

**JULY 2020 - PRESENT**

**PRESIDENT, NEW HAVEN ALUMNAE CHAPTER, DELTA SIGMA THETA SORORITY, INC.**

**JULY 2018 - JUNE 2020**

**FUNDRAISING CHAIR, NEW HAVEN ALUMNAE CHAPTER, DELTA SIGMA THETA SORORITY, INC.**

**DETAILED REFERENCES AVAILABLE UPON REQUEST**