



Agenda Report

Fullerton City Council

MEETING DATE: SEPTEMBER 16, 2025

TO: CITY COUNCIL / SUCCESSOR AGENCY

SUBMITTED BY: DAISY PEREZ, DEPUTY CITY MANAGER

PREPARED BY: RACHEL CASTANON, ADMINISTRATIVE ANALYST
TAYLOR SAMUELSON, SENIOR ADMINISTRATIVE ANALYST

SUBJECT: CELLULAR TOWER LEASE FOR CITY-OWNED REAL PROPERTY LOCATED AT WOODCREST PARK

SUMMARY

T-Mobile West, LLC seeks a Telecommunications lease with the City of Fullerton at Woodcrest Park. The agreement would generate \$46,811.15 revenue for the City in the first year and escalate by three percent each year thereafter.

PROPOSED MOTION

1. Approve lease agreement with T-Mobile West, LLC for operation and maintenance of a 287 square foot Telecommunication Facilities located at Woodcrest Park.
2. Authorize City Manager to execute the lease agreement on behalf of the City of Fullerton, in a form approved by the City Attorney.

ALTERNATIVE OPTIONS

- Approve the Proposed Motion
- Do not approve lease agreements and provide further direction
- Other options brought by City Council.

STAFF RECOMMENDATION

Staff recommends the Proposed Motion.

CITY MANAGER REMARKS

None.

PRIORITY POLICY STATEMENT

This item matches the following Priority Policy Statements:

- Fiscal and Organizational Stability
- Infrastructure and City Assets.

FISCAL IMPACT

The lease would generate \$46,811.15 General Fund (Fund 10) revenue escalating by three percent each year to generate a \$1,257,833 total net revenue over the first 20 years of the agreement.

BACKGROUND AND DISCUSSION

The City of Fullerton leases certain City-owned property to cell service providers for network infrastructure. The proposed project would lease approximately 287 square feet of non-usable park space at Woodcrest Park. T-Mobile West, LLC would install telecommunications equipment on a light pole, with supporting equipment stored beneath the bleachers. The proposed installation would not interfere with park infrastructure or facilities and should have minimal impact on park operations.

Tower Ventures formerly operated the telecommunication site. T-Mobile West seeks to secure the space and would facilitate the necessary bridge payment for Fiscal Year 2024-25. The original lease terminated May 31, 2024.

All Renewal Terms	Term Lease Revenue
Initial Term (5 Years)	\$248,526.75
1 st Additional (5 Years)	\$288,110.62
2 nd Additional (5 Years)	\$333,999.17
3 rd Additional (5 Years)	\$387,196.58
Total Revenue Projection	\$1,257,833.13

The lease would generate \$1,257,833 non-restricted general fund dollars over the first 20 years of the agreement. City staff calculated lease rates using the California Department of General Services (CADGS) standardized telecom lease rate guidelines for a prime urban microcell category. This classification applies to facilities with one to three antennas located in U.S. Census designated urban areas. The proposed agreement includes an initial five-year term, with three automatic five-year renewals unless terminated in writing with six months' notice.

Attachments:

- Attachment 1 – Telecommunication Site Lease Agreement