



Agenda Report

Fullerton City Council

MEETING DATE: JANUARY 20, 2026

TO: CITY COUNCIL / SUCCESSOR AGENCY

SUBMITTED BY: SUNAYANA THOMAS, DIRECTOR OF COMMUNITY AND ECONOMIC DEVELOPMENT

PREPARED BY: TAYLOR SAMUELSON, SENIOR ADMINISTRATIVE ANALYST

SUBJECT: LEASE AGREEMENT WITH NEW CINGULAR WIRELESS PCS, LLC FOR CELLULAR TOWER OPERATION AND MAINTENANCE AT 3151 NORTH EUCLID STREET

SUMMARY

Staff requests approval of lease agreement with New Cingular Wireless PCS, LLC. New Cingular Wireless seeks a 1,045 square-foot land lease to install and maintain improvements and property to operate communications systems located on City-owned property at 3151 North Euclid Street.

PROPOSED MOTION

1. Approve lease agreement with New Cingular Wireless LLC for cellular monopole tower site operation and maintenance located at 3151 North Euclid Street.
2. Authorize City Manager to execute and administer lease agreement on behalf of the City of Fullerton, in a form approved by the City Attorney.

ALTERNATIVE OPTIONS

- Approve the Proposed Motion
- Other options brought by the 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

Staff anticipates the New Cingular Wireless lease agreement will generate \$60,000 General Fund (Fund 10) revenue in year one, approximately 16 percent increase, or \$8,132.88 increase, over the previous lease. The lease agreement has a five-year term retroactively commencing on November 21, 2025. The five-year lease also includes three automatic five-year renewals, for a total twenty-year lease. The lease rate increases three percent annually. Rates align with the California Department of General Services (CADGS) standard lease rates for government-owned facilities.

BACKGROUND AND DISCUSSION

The City of Fullerton engages with cell service providers on City-owned property leases relating to network infrastructure. The City generated this lease based on discussions with New Cingular Wireless following the previous lease expiration. The proposed lease includes a 16 percent increase in revenues and facilitates continued partnership with the telecommunications provider.

The proposed lease uses existing infrastructure and allows equipment installation to facilitate telecommunications facility operations. The tenant requested a 20-foot-wide right of way, extending from the nearest public right of way to access the facility. The lease agreement does not constitute a regulatory approval and New Cingular Wireless PCS, LLC remains subject to the standard permitting process for any telecommunications facility.

The City calculates lease rates based on CADGS standardized lease telecom rate guidelines. The proposed structure falls under a prime urban category for facilities in a US census designated urban area. The agreement proposes a five-year term and three five-year optional renewals thereafter. Staff continues to pursue lease agreements that align with market rate standards that scale to other potential telecom operators.

Attachments:

- Attachment 1 – Draft Agreement

cc: Interim City Manager Eddie Manfro