



City of Hartford * County of Van Buren * State of Michigan

TO: Mayor Hall and the Hartford Commission

FROM: Nicol Brown, City Manager/AB

DATE: July 22, 2024

RE: Cellular Site Lease @ 17 W. Main Street

ITEM BEFORE THE COMMISSION:

The item before the Commission is to approve the AT&T Mobility cellular site lease at 17 W. Main Street, Hartford, MI.

DISCUSSION:

AT&T Mobility has partnered with MD7 to negotiate with the City of Hartford to facilitate a modification to the cellular site lease at 17 W. Main Street. The city entered a lease for space in 1995 to allow a cellular antenna on the City's water tower. In 2020, the City Commission denied a request to renew/extend the lease to lower the monthly rent payment since AT&T has remained a holdover tenant since then.

MD7's initial offer to the city consists of reducing our lease payment to \$1800 monthly, increasing the rent by 10% every five years, and extending the lease through November 30, 2053.

Attorney Curio and I negotiated the following terms with MD7.

The lease is to continue at \$2,380.50 per month, commencing September 1, 2024, with a 2% rent increase every year beginning December 1, 2029, and extending through November 30, 2043.

Attorney Curio sent our counteroffer to increase rent or provide free cellular services. AT&T declined our counteroffer, so I'm returning the original offer that came to you in June.

RECOMMENDATION:

The Hartford City Commission approves AT&T Mobility lease terms and gives the city manager the power to execute the lease agreement between AT&T Mobility and the City of Hartford.