
Fwd: Contract # : 90230 Site Name : Ridgeway

1 message

Lamont Larkins <publicworks@ridgewaywi.gov>
To: Lori Phelan <clerk@ridgewaywi.gov>

Mon, Oct 5, 2026 at 12:32 PM

FYI, if you would share with the board.

----- Forwarded message -----

From: **Sabella-Heinemann, Joseph** <joseph.sabella-heinemann@verizonwireless.com>
Date: Mon, Oct 5, 2026 at 7:54 AM
Subject: Contract # : 90230 Site Name : Ridgeway
To: publicworks@ridgewaywi.gov <publicworks@ridgewaywi.gov>

Good morning, Lamont,

Hope all is well. Thank you for speaking with me regarding this site and its outlook. Per our discussion the other day, Verizon is looking to secure this site long-term and make it a part of our network portfolio in a way that matches the current prospects in the area and that supports the 5G rollout that is causing us to greatly expand our network infrastructure. Verizon is able to offer two options for cell site retention at this location.

Option 1: We have partnered with a funding partner to be able to offer a lump sum prepayment option to purchase the rights to keep our equipment at this location. The prepayment amount that we can offer for this site is: \$300,000.00. We have had many landlords take this option in lieu of a standard lease that isn't always guaranteed. This would simply draw an easement over the space that Verizon currently occupies.

Option 2: We have attached a term sheet that details the changes we would make to the existing agreement if option 1 is not viable. This would amend the current lease and help Verizon achieve the operational sustainability long-term we are looking for. Option 1 is reflected on the sheet as well, so you have something formal.

To help assist internally with the decision process, I am pasting a few bullet points below that cover some of the items we discussed:

- The telecommunications industry as well as our own network has seen a dramatic shift in the past couple of years from a coverage issue, providing ability to call from anywhere using tall towers and rooftops, to a capacity issue, requiring high-speed internet for smartphones and other connected devices.
- With the deployment of 5G micro sites, which are essentially small backpack size antennas that can be installed on telephone poles, streetlights etc., the value of macro sites has decreased, and the economics are no longer sustainable in the long run.
- Development of new technologies changing the infrastructure landscape.
- Sprint failed to manage their overhead costs which resulted in them going under with over \$30 billion in debt and tens of thousands of sites being decommissioned.
- We need to determine which sites are necessary and save costs wherever possible.

These are just a few of the reasons why you're seeing these changes in addition to having to double/triple the number of cell sites we have in each area.

Please review the presented options and let us know how you would like to proceed. Should you elect for option 2, we will begin papering the amendment. If you would like to take option 1, we will have our property management vendor send you a letter of intent to begin this process with our funding partner. Please reach out with any questions or concerns.

Also, in case you do not have it, I have included our landlord resources below.

For any bill discrepancies, contractor issues, or any other general site issues, please contact Verizon's Landlord Hotline: [1-866-862-4404](tel:1-866-862-4404).

For information regarding our online portal and change forms, you can visit our Network Real Estate page: <https://www.verizon.com/business/real-estate/>

Thanks,



Joseph Sabella-Heinemann

Lease Consultant
Lease Optimization - CENREV

O [469.854.1867](tel:469.854.1867)

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Lamont Larkins
Village of Ridgeway Director of Public Works
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90230 - VZW Retention Termsheet.pdf
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