Cell Antenna Lease

SANB School Board Update

June 16, 2026

Agenda

01 **Background**
30 years of lease history and the current T-Mobile agreement

02 **The Proposal**
What Unison is offering — $740,000 lump sum and a 40-year easement

03 **The Financial Case**
Lump sum vs. projected annual payments through 2036

04 **Key Easement Terms**
What the 40-year easement means for the district long-term

05 **Next Steps**
Action items and July approval

30 Years of Lease History

Rooftop space at the MS/HS building has been leased to wireless carriers since 1996.

1996

Original Lease (and 1st Amendment)

APT Minneapolis, Inc. · $7,500/year · 3% annual escalation · 10-year initial term

2011

2nd Amendment

T-Mobile Central LLC (successor to APT) · Extended term through October 16, 2021

2015

3rd Amendment

Major renegotiation · Rent jumped to $25,000 · 4% annual escalation · Ran through October 2021

2022

Current Lease

New lease signed March 1, 2022 · $38,020/year today · 4% escalation · Expires October 16, 2036

The Current Lease at a Glance

T-Mobile Central LLC · Lease dated March 1, 2022

Current Monthly Rent

$3,168/month

Current Annual Rent

$38,020/year

Annual Escalation Rate

4% per year

Lease Expiration (~10 yrs remaining)

Oct. 2036

The Unison Proposal

InfraUS Wireless I, LLC ("Unison") — a wireless lease aggregator

What the District Transfers

- Current T-Mobile lease rights — T-Mobile pays Unison, not the district
- A 40-year easement over the rooftop antenna area
- Exclusive right to negotiate future antenna leases at this site
- The growing annual income stream (~$38,020/year at 4%)

What the District Receives

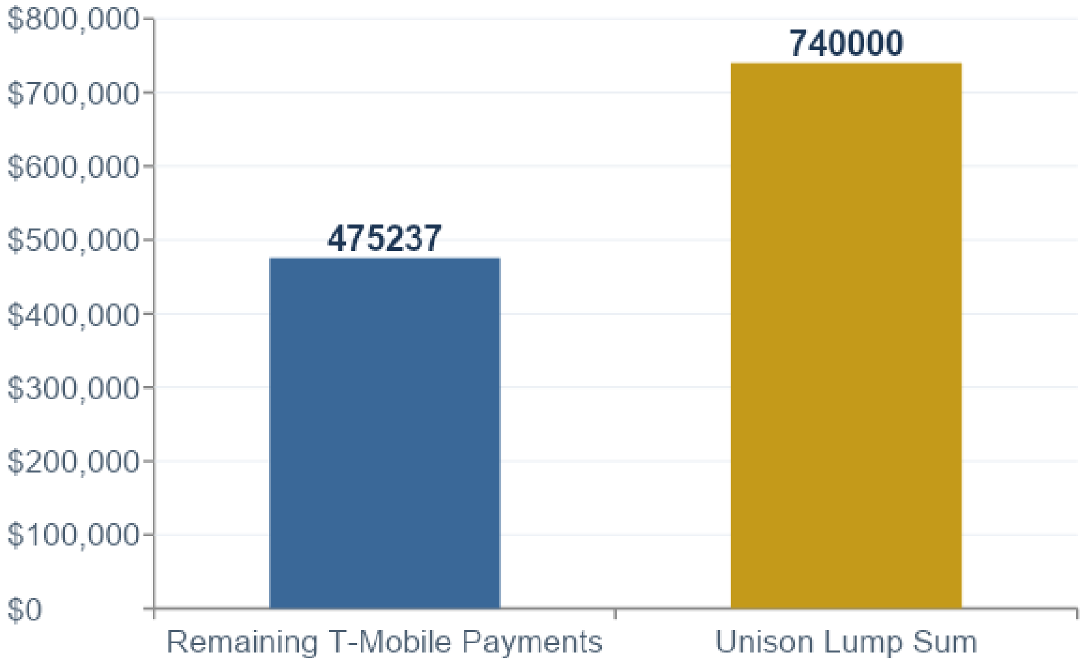
$740,000

one-time lump sum at closing

- Eliminates T-Mobile early termination risk
- No further lease negotiation burden on district
- 50% of revenue from new telco contracts

The Financial Case

$740,000 today vs. projected T-Mobile payments through October 2036



If we keep the lease

~$475,237

~10 yrs of payments, 2026–2036
Risk of early cancellation

Unison lump sum

$740,000

Paid at closing
+56% vs. remaining stream
Premium: +$264,763 (+56%)

Budget Assumptions

Current:

- $38,020 Rental Revenue into the General Fund (Increase 4% per year)
- Termination Risk

Proposal:

- Full Liquidity / Predictability- Lump sum of $740,000
- Time Value of Money - Interest Revenue vs Rental Revenue
- One Time Purchases

The 40-Year Easement — Key Terms

What the board is agreeing to beyond the purchase price

40-Year Term

Easement runs 40 years from closing (~through 2066). The district cannot terminate it except as required by MN law. Unison can surrender at any time with 30 days' notice.

3-Year Inactivity Clause

If Unison and its customers voluntarily stop using the site for more than 3 consecutive years, the easement automatically ends — protecting the district from indefinite lock-in.

Exclusivity

The district may not grant wireless rights to any other party except through Unison. Any unauthorized agreement is void from the start.

Right of First Refusal

Unison has 30 days to match any offer if the district ever sells or transfers an interest in the property. This encumbrance runs with the land.

Board Health & Safety Right

If the Board determines a new carrier Unison brings in poses health or safety risks to students or staff, the district can require termination — with 1 year written notice.

New Revenue

ISD 282 entitled to 50% of new telco contracts

Considerations for the Board

Arguments For

- $740K today vs. ~$475K over 10 years — 56% more, available immediately
- Capital can be directed to any district priority the board chooses
- Eliminates T-Mobile early termination risk
- Unison handles all future lease negotiations
- 3-year inactivity clause prevents indefinite lock-in

Questions to Consider

- 40 years binds future boards through approximately 2066
- District loses direct control over wireless use of the roof
- Any T-Mobile renewal after 2036 would go to Unison, not the district
- How will the District use the resource

Action Required

Three items for legal counsel and the administrative team to resolve before July.

Continuation of lease payments vs. Buyout for long-term

How to capitalize Buyout Funds

OK with opportunity costs

Questions?

Thank you!