



OFFICE OF THE COUNTY ADMINISTRATOR
POST OFFICE BOX 358
STANARDSVILLE, VIRGINIA 22973
434-985-5201
FAX: 434-985-3705

MEMORANDUM

TO:	Greene County Board of Supervisors
FROM:	Cathy Schafrik, County Administrator
SUBJECT:	Signatory Permission for County Administrator for AT&T Lease
DATE:	April 28, 2026

Recommended action:

Approve the attached resolution to allow the County Administrator the authority to sign the lease for the AT&T Cell Tower, once it's approved by the County Attorney.

Background:

The lease is required to be updated, and the vendor needs Board of Supervisors' approval for the County Administrator to sign the lease with AT&T for a cell phone tower on one of our structures. Ms. Kemp is in the process of reviewing the lease. If you have questions, do not hesitate to reach out to Ms. Schafrik.

**RESOLUTION TO ESTABLISH AUTHORITY OF THE
COUNTY ADMINISTRATOR OF GREENE COUNTY, VIRGINIA**

WHEREAS, pursuant to Virginia law the Greene County Board of Supervisors is vested with all of the authority and responsibility for managing and administrating the functions of county government; and

WHEREAS, pursuant to Va. Code §15.2-1540 the Board is authorized to appoint a chief administrative officer, and has appointed the County Administrator to serve in that role; and

WHEREAS, pursuant to Virginia law, the County Administrator has such authority as is delegated to the Administrator by the Board of Supervisors; and

WHEREAS, on May 23, 2023, the Board of Supervisors approved a contract to hire Catherine Schafrik as County Administrator effective June 26, 2023.

NOW BE IT THEREFORE RESOLVED by the Board of Supervisors of Greene County that the effective June 26, 2023, Catherine Schafrik, County Administrator for Greene County, is designated the administrative head of government who shall be responsible to the governing body for the proper management of all the affairs of the locality which the governing body has authority to control and has the authority to sign the lease for the AT&T Cell Phone Tower, once approved by the County Attorney.

Adopted this 28th day of April, 2026.

Motion:

Second:

Recorded Vote:

Steve Catalano	_____
Marie Durrer	_____
Tim Goolsby	_____
Matthew Hartung	_____
Davis Lamb	_____

Steve Catalano, Chair
Greene County Board of Supervisors

ATTEST: _____
Cathy Schafrik, Clerk
Greene County Board of Supervisors



950 West Bethany Drive
Suite 700
Allen, TX 75013



April 9, 2026

Greene County
Attn: Cathy Schafrik
40 Celt Rd
Stanardsville, VA 22973

Re: AT&T Lease Expiration Program
FA # 10067835 / Lease ID: 42230
Site Address: 11170 Spotswood Trail, Ruckersville, VA 22968

Dear Landlord,

As you are aware, AT&T Mobility ("AT&T") has partnered with MD7, LLC ("MD7") to work with you to facilitate certain modifications to the cell site lease on your property. These modifications will allow AT&T to meet current business requirements and enhance your site's value to the network. AT&T has asked MD7 to provide services in administering AT&T's Lease Expiration Program (LEP). MD7 has been authorized by AT&T to correspond and discuss how the LEP program may be of benefit to you.

Changes in the Wireless Industry

Recent industry developments are changing how wireless telecommunications carriers operate. In the past, carriers focused on rapidly building out their networks in order to provide the best coverage. Today, while consumers are enjoying greater services and better coverage than ever before, operating costs continue to escalate. As a result, the wireless industry is also focusing on operating networks as efficiently as possible.

What does this mean to me?

AT&T would like to work together with you in extending the current lease which is set to expire on April 30, 2035. AT&T is willing to offer the following modifications to secure a longer-term lease with you:

- Commencing **5/1/2027**: Adjust rent to a revised figure of **\$25,500.00 per year** based on regional market analysis and operational performance statistics.
- Rent will remain fixed until **5/1/2030**. On this date, and every five years thereafter, a **10%** escalator will take effect and be set into place until the termination or expiration of the lease.
- Extend the life of the lease with up to 5 renewal terms (1 term is equal to 5 years).

Or

- **Lump Sum Payment Option:** Provide a one-time lump sum payment of **\$500,525.00**. In return, you will grant a perpetual easement on your property and assign the lease rights and rental income under your lease with AT&T to MD7 or an affiliate of MD7.

It is important for you to know that the pre-payment does not change the ownership or control of the rest of your property in any manner.

In order to achieve the necessary lease flexibility required for upcoming technological shifts, the following language must be inserted into the existing lease:

AT&T values its affiliation with you and hopes to continue a long and mutually profitable relationship for years to come. Participation in this program is optional and AT&T will continue to abide by the terms of the existing agreement, including AT&T's rights to not extend the existing lease agreement. After having reviewed this proposal, please contact me within 10 business days to discuss further.

Thank you for your consideration.

Sincerely,

Abby Gallo

Lease Consultant

d: (469) 421-7758

e: agallo@md7.com

MD7 | Authorized Agent for AT&T Mobility

Submission of this letter does not constitute a modified agreement and is only a proposal. The parties acknowledge and agree that they intend to be bound only upon the execution of an amendment detailing the provisions herein.