

**September 13 – Telecommunications – TC3**  
**Selling Your Local Government Cell Tower Lease: Monetize or Mistake**

**SPEAKER BIOS**

**John W. Pestle** is the Chair of the Telecommunications Group at the Varnum law firm, and is admitted to practice in Michigan and Arizona. He represents municipalities and private property owners nationwide on cell tower leases and zoning and other telecommunications matters. John is a graduate of Harvard College, Yale Graduate School, and the University of Michigan Law School. Among his many qualifications, John held an FCC license to work on radio, TV and ship radar transmitters and was Chair of the Municipal Lawyers Section of the Michigan Bar. He has received the "Member of the Year" award from the National Association of Telecommunications Officers and Advisors, and a "Special Award of Merit" from the Michigan Municipal League for his work representing municipalities on cable and telecommunications matters. For the Varnum web page on cell towers go to [www.varnumlaw.com/celltower](http://www.varnumlaw.com/celltower) and for John's cell tower blog go to [www.varnumlaw.com/blogs/cell-phone-tower/](http://www.varnumlaw.com/blogs/cell-phone-tower/)

**Natalia Shparber**, Of Counsel, is skilled in transactional law and litigation, with particular emphasis in telecommunication site leasing and contract enforcement for private and government landlords.

Ms. Shparber focuses her practice on cell site leasing, cell site lease sales, lease amendments, lease enforcement, site decommissioning and lease terminations as well as consulting services.

Ms. Shparber works to maximize the value of clients' property, receive the appropriate value for rentals and obtains substantial recovery when lessees breach contract terms. She protects her clients from unreasonable tenant demands, as well as maximizes revenue generators such as rent, annual rent escalators and signing bonuses. She revises standard industry contracts so that they work to the benefit of her landlord clients

Ms. Shparber is fluent in English and Russian. She is licensed to practice law in California and Florida. She is also a member of the U.S. District Court for the Middle District of Florida.