

**Based on standard industry rates and Florida-specific data, here is an estimate of what the Railroad is retaining in revenue:**

### **I. Billboard Revenue (Estimated: \$75,000 – \$150,000/year)**

Billboards are high-margin assets, but their value depends on traffic counts (ADT).

**Rate:** In Lee County, a standard static billboard lease can pay the landowner between **\$1,500 and \$5,000 per face, per year**. Digital boards are significantly higher.

**The Math:** If there are 20–30 billboard faces along the 5.8-mile stretch (concentrated near Bonita Beach Rd and Terry St), the total annual revenue would likely sit between **\$75,000 and \$150,000**. Over a 30-year bond period, this is **\$2.25M to \$4.5M** in lost revenue.

### **II. Utility and Fiber Optic Leases (Estimated: \$45,000 – \$110,000/year)**

Rail corridors are "information highways" because they are continuous, making them perfect for fiber optics.

**Fiber Rates:** Standard longitudinal fiber optic leases range from **\$7,500 to \$18,500 per mile, per year** depending on the number of end-users.

**The Math:** For 5.8 miles, one major fiber backbone (like AT&T or Comcast) pays approximately **\$43,500 to \$107,300 annually**. If multiple carriers are present, this number multiplies.

### **III. Commercial Crossings and Minor Leases (Estimated: \$10,000 – \$25,000/year)**

Every time a private pipe or wire crosses the rail line, a fee is paid.

**Crossing Fees:** Transverse crossings for utilities or private businesses typically range from **\$500 to \$3,000 per crossing** depending on the capacity and width.

**The Math:** With dozens of crossings along a 5.8-mile urban corridor, these recurring administrative fees add a stable secondary income stream.

## The Revised "Meat vs. Bone" Total (Bonita Rail Road Segment)

Item	Estimated Annual Revenue	30-Year Impact (Bond Life)
Billboard Leases	\$110,000	\$3.3 Million
Fiber/Utility Leases	\$75,000	\$2.25 Million
Crossings/Misc.	\$15,000	\$450,000
<b>TOTAL RETAINED "MEAT"</b>	<b>~\$200,000 / year</b>	<b>~\$6 Million</b>

### Why this matters for your message:

While **\$200,000 a year** isn't "millions," it would cover a significant portion of the **annual maintenance costs** for the trail (security, lighting, landscaping). By allowing the Railroad to keep this, the City has essentially stripped the project of its only internal revenue stream, ensuring the trail remains a 100% taxpayer-subsidized "bone."

*"The Railroad didn't just get a \$28.6 million check; they kept the only part of the land that actually makes money—the billboard and utility rights—leaving taxpayers with a \$6 million revenue hole over the life of the bond,"* Dave Jaye, Chairman Lee County Taxpayers Association <https://usataxfighters.org/bonita-springs-tax-increase-proposal-what-taxpayers-need-to-know/>

