

ECONOMIC & BUSINESS DEVELOPMENT OFFICE

QUARTERLY REPORT

Q3 - FY '25



REPORT OVERVIEW

- I. Key Economic Indicators
- II. Industry Updates
- III. Business Retention, Attraction & Expansion
- IV. Stakeholder Engagement, Marketing and Outreach
- V. Project Updates
- VI. Permitting and Construction Activity



Unemployment Rates

	APR 2025	MAY 2025	JUN 2025	MAY 2024
Cape Coral	3.5%	3.6%		3.1%
Fort Myers	3.7%	3.8%		3.3%
Lee County	3.7%	3.8%		3.2%
Florida	3.5%	3.5%		3.1%



^{*} June 2025 data was not yet available Source: Florida Commerce

Vacancy Rates – SW Florida

	Retail	Office	Industrial	Multi- Family ₂
Cape Coral₁	2.2%	1.3%	3.0%	30.2%
Sarasota	4.5%(1)	6.1%(2)	7.1% ₍₂₎	16.1%(2)
Fort Myers	3.3%(2)	5.3%(2)	8.5%(2)	17.2% ₍₂₎
Punta Gorda	3.6% ₍₂₎	2.9%(2)	8.9%(2)	10.8%(1)
Naples	4.1%(2)	5.6%(2)	3.7%(2)	14.7%(2)
Bonita Springs	3.7% ₍₁₎	6.3% ₍₁₎	5.7%	

² County or Metro Market



Source: Vacancy data sourced from CoStar Group, accessed on July 14, 2025

¹ Submarket

Vacancy Rates – Most Populated Florida Cities

	Retail	Office	Industrial
Orlando ₂	4.0%	9.7%	8.4%
Miami ₂	3.2%	8.7%	6.3%
Tampa ₂	3.5%	9.9%	6.6%
Jacksonville ₂	4.6%	10.6%	6.6%
Port St Lucie ₂	4.0%	4.2%	14.9%
Tallahassee₂	3.7%	4.8%	3.3%
Fort Lauderdale ₂	4.0%	11.0%	5.7%
Cape Coral₁	2.2%	1.3%	3.0%

¹ Submarket

2 County or Metro Market

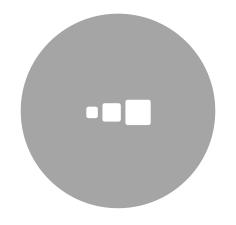


Source: Vacancy data sourced from CoStar Group, accessed on July 14, 2025

Industry Updates

Office Market Take-Aways







THE CITY HAS APPROXIMATELY 2.9
MILLION SQ FT OF OFFICE SPACE,
COMPARED TO 22.2 MILLION SF METRO
WIDE

THE MARKET HAS 77,000 SF OF SPACE LISTED AS AVAILABLE. 9,500 SF OF OFFICE SPACE IS UNDER CONSTRUCTION

RENTS HAVE CHANGED BY 1.5% YEAR OVER YEAR, WHICH MATCHES THE METRO-WIDE RATE

AVERAGE RENT IS \$26.00/SF, WHICH MATCHES THE METRO-WIDE AVERAGE RENT

THE VACANCY RATE HAS CHANGED BY - 0.5%

THE VACANCY RATE OF 1.3% COMPARES TO A 5-YEAR AVERAGE OF 2.5% AND 10-YER AVERAGE OF 4.1%



Source: CoStar Group

Retail Market Take-Aways



THE CITY HAS ROUGHLY 10 MILLION SQ FT OF RETAIL SPACE

79,000 SF OF COMMERCIAL SPACE HAS BEEN DELIVERED OVER 12 MONTHS

THERE IS 25,000 SF UNDER CONSTRUCTION. THE MARKET HAS AVERAGED 88,000 SF OVER THE PAST 10 YEARS



RENTS ARE AROUND \$22/SF

RENTS HAVE CHANGED BY 3% YEAR OVER YEAR, COMPARED TO A 2.8% CHANGE IN THE FORT MYERS MARKET

THE 5-YEAR AVERAGE RENT GROWTH IS 4.4% AND 10-YEAR AVERAGE IS 3.4%



THE MARKET HAS A VACANCY RATE OF 2.3% NEIGHBORHOOD CENTER VACANCY IS 3%, POWER CENTERS HAVE NO VACANCY, STRIP CENTER VACANCY IS 3.8%



Source: CoStar Group

Industrial Market Take-Aways



THE CURRENT 3.0% VACANCY RATE HAS DECREASED BY -0.1% OVER THE LAST 12 MONTHS. THE 10-YEAR AVERAGE VACANCY IS 3.4%

AS OF Q3 2025, THERE IS 10,000 SF OF INDUSTRIAL SPACE UNDER CONSTRUCTION



MARKET RENTS ARE \$14.40/SF

MARKET ASKING RENT HAS GROWN BY 3.2% YEAR OVER YEAR, COMPARED TO 3.1% MARKET WIDE

THE 5-YEAR AVERAGE ANNUAL RENT GROWTH IS 7.8%



CAPE CORAL CONTAINS ROUGHLY 4.1 MILLION SF OF INDUSTRIAL SPACE

2.9 MILLION SQ OF INDUSTRIAL SPACE IS LOGISTICS. 770,000 IS FLEX AND REMAINING IS SPECIALIZED INVENTORY



Source: CoStar Group

Business Retention, Attraction & Expansion

Overview of Incentive Applications – YTD 2025

Building Infrastructure Grants	# Applications	Project Investment	Grant Award Request
Approved	3	\$6,769,336	\$169,583
In Review	5	\$33,493,739	\$746,975
In Progress	0		

Enhanced Value Recapture Grants	# Applications	Project Investment	Grant Award Request
Approved	1	\$700,463,466	\$122,993,856
In Review	3	\$208,842,689	\$29,918,743
In Progress	3		

Cape Collaborates	# Applications	Project Investment	Grant Award Request
Approved	1	\$1,855,025	\$50,000
In Review	1	\$500,000	\$50,000
In Progress	5		

Note:

"In Review" are applications submitted to EDO and being reviewed.

Staff is currently reviewing the start dates of in progress applications to identify those that are inactive and working with software company to place into an inactive status.



[&]quot;In Progress" refers to applications that the software system identifies as being worked on by interested applicants. The application is in a draft state and has not yet been submitted to EDO.

Overview of Incentive Applications – YTD 2025

Creative Cape	# Applications	Project Investment	Grant Award Request
Approved	0		
In Review	0		
In Progress	1		

Demolition Program (CRA Only)	# Applications	Demolition Cost	Grant Award Request
Approved	1	\$27,500	\$32,500
In Review	2	\$258,120	\$129,060
In Progress	1		

Breaking Barriers (CRA Only)	# Applications	Project Investment	Grant Award Request
Approved	1	\$535,194	\$18,000
In Review	4	\$3,083,633	\$188,815
In Progress	2		

Q3 Business Retention Activity

Networking Events	8
New Biz Navigator Outreach (Businesses Served)	66
Business Tax Receipt Navigation (Businesses Served)	20
Fire Navigation (Businesses Served)	15
Permit Navigation (Businesses Served)	98
Speaking Engagements & Interviews	3
Industry Roundtables (Businesses Engaged) Additional Info Slide 27	39
BRE Visits Business retention and expansion visit aims to retain or keep existing businesses in a community and provide assistance for businesses to expand.	3



Business Retention - Key Q3 Actions & Outcomes

Business Tax Receipt (BTR) Assistance

- i. Assisted 20 new business owners in navigating the BTR process, addressing zoning questions, and identifying change of occupancy needs.
- ii. To improve enforcement of Business Tax Receipts (BTR), staff are currently evaluating data solutions through a free trial. The City plans to procure specialized software to provide enhanced data, aiding efforts to identify and track businesses operating without the required BTRs (BTR Enforcement).

Business Retention & Expansion Visits

- i. Conducted 3 in-person visits with local businesses to discuss operations, address concerns, and explore expansion opportunities.
- ii. Evaluated eligibility for incentive programs and discussed infrastructure issues such as road access and drainage.
- iii. Invited businesses to participate in city-led social media spotlights, increasing visibility for 13 local businesses this quarter.

Fire Inspection Preparation

i. Supported 15 businesses in preparing for scheduled fire inspections, ensuring compliance and readiness.

Ombudsman Permit Navigation

- i. Provided direct navigation assistance to 98 businesses experiencing regulatory, permit, or inspection challenges.
- ii. Acted as liaison between businesses/contractors and city departments, delivering step-by-step guidance, sharing checklists, and expediting issue resolution.
- iii. Escalated unresolved matters to department leadership and coordinated follow-up meetings as needed.



Q3 Business Attraction Activity April – May - June

Building Partnerships Focuses on fostering long-term relationships with businesses, community organizations, and stakeholders to drive Cape Coral's economic growth. This includes collaborating with local leaders, networks, and organizations such as Lee County, Fort Myers EDO, VCB, and the Chamber etc. to create a sustainable environment for investment and development.	19
Outreach & Learning best practices Proactively engage stakeholders and peer cities to exchange ideas, cross-pollinate innovative solutions, and explore new approaches. This included attending industry events such as the Site Selectors Guild, REIS luncheons, and webinars to stay informed on best practices, foster collaboration, and identify opportunities for innovation in economic development.	25
Marketing & Brand Awareness This includes strategic advertising, editorial features, and engagement in networking events aimed at elevating Cape Coral's visibility and investment appeal. Recent efforts have spotlighted the city's economic momentum through published articles on the official website, creating a longer promotional video showcasing Cape Coral's growth potential, and running business spotlights across social media platforms.	12
Lead Generation Proactively identified and engaged prospective businesses considering relocation or expansion to Cape Coral. This included direct outreach to site selectors in targeted industries and speaking with business owners who are considering a move. Resources such as updated	12

economic data were provided to support their evaluation and decision-making processes.



Business Attraction in Action Key Q3 Actions & Outcomes

Building Partnerships

- Held monthly coordination meetings with Lee County EDO, Fort Myers EDO, and VCB, resulting in new tourism group visits, business referrals, and joint planning for future FAM tours.
- Strengthened regional relationships to ensure Cape Coral remains a priority for economic opportunities and regional growth decisions.

Outreach & Learning best practices

- Participant in IEDC's International Advisory Committee and judged the IEDC Excellence Awards, gaining exposure to innovative EDO marketing strategies.
- Attended industry events (e.g., Site Selectors Guild, REIS luncheons, Placer.ai webinars) to gather best practices and new tools for business attraction.

Marketing & Brand Awareness

- Featured 13 local businesses in social media spotlights, increasing visibility and community engagement.
- Produced a 2-minute promotional video showcased at the Edison Awards and now featured on the EDO website, highlighting Cape Coral's growth potential.

Lead Generation

- Engaged directly with site selectors & prospective businesses, providing economic data and incentives to support relocation/expansion decisions.
- Secured two new business prospects through referrals from regional partners and maintained regular contact with key site selectors via quarterly updates.
- Engaged with major healthcare providers to promote local investment opportunities, facilitated in-person meetings to present demographic and service gap data, and supported discussions on expansion plans to position the community as a high-growth market for acute care services.



Stakeholder Engagement, Marketing, and Outreach

Q3 YTD Marketing April – May - June

Cape Coral's Presence at External Conferences / Events ULI Conference FEDC Conference Edison Awards REIS Luncheon (April) New Business Ribbon Cutting Events (Chamber) **Leaders Lunch SWFL Enterprise Center Roundtable Horizon Council Monthly Meetings Social Media Posts:** 28 28 Business Spotlight features (Facebook & Instagram) **EBDO News Features** News-Press: Bimini Basin East – development opportunity Southern living: "Cape Coral Ranks one of the Best Placer to Move in Florida" Wink News: "Cape Coral's Slipaway Food Truck Park Opening Soon" **Outreach for Marketing Partnerships:** Met with VISIT FLORIDA to explore opportunities for increasing Cape Coral's tourism visibility through state-level marketing efforts. Participated in Shark Tank planning with the FutureMakers Coalition to explore opportunities for Cape Coral's visibility and involvement. Met with USA Today Partner LocalliQ & Comcast on potential streaming collaborations Met with MILES Partnership to explore the development of a potential workshop to strengthen the digital presence of local small businesses.



Key Networking Events





Cape Coral's Economic Development team attended the 2025 FEDC Annual Conference to strengthen partnerships, gain insights on site readiness, workforce development, and incentive strategies, and position the city as a competitive location for future investment. The conference provided valuable networking with statewide leaders and practical tools to support Cape Coral's ongoing efforts to attract and retain businesses.



Urban Land Institute Summit Bonita Springs, FL

Cape Coral's participation in the 2025 ULI Florida Summit in Bonita Springs provided valuable exposure to statewide development trends, innovative land-use strategies, and peer community successes. The summit helped elevate the city's profile among industry leaders while offering ideas Cape Coral can adapt to support smart growth, attract investment, and shape sustainable development.



Hurricane Expo 2025
Hosted by City of Cape Coral

At the 2025 Hurricane Preparedness Expo in Cape Coral, the Economic Development Office hosted a booth to support the business community by sharing proactive resources, continuity planning tools, and storm preparedness information. The event provided a valuable opportunity to network with local businesses, strengthen community resilience, and demonstrate the City's commitment to helping businesses prepare for and recover from hurricanes.





Key Networking Events

The 2025 Edison Awards, hosted by Lee County and the City of Fort Myers in partnership with local organizations such as the Horizon Foundation and Horizon Council, celebrated global innovation across sectors like tech, healthcare, and sustainability through panels, demonstrations, and a high-profile awards gala.

Cape Coral's Economic Development Office played a visible role by hosting the cocktail networking hour ahead of the gala, which spotlighted Cape Coral and gave attendees direct access to EDO staff. Participating in this premier innovation showcase helped elevate Cape Coral's profile, attract interest from forward-thinking companies, and strengthen regional and national engagement with the city's business development efforts.



Stakeholder Groups

Q3 Completed

Businesses Engaged

April 18th Canceled 0

May 30th Home Services 19

June 20th Sports/ Tourism/ Recreation 20

Upcoming

July CRA Businesses

August Retail

September Arts





Project Updates

Victory Park – 1700 Home of the Brave Blvd

- a. 140-acre Master Planned Development
- Proposed Uses: Medical, Retail, Multifamily Residential, Veteran Services, and Hotel
- Designed to promote, walkability, biking and public transit options



Updates:

- 1. Site development plans approved for Phase 1 and 2 Infrastructure, hotel, north and south medical buildings.
- 2. Building permits in review for townhomes, multifamily apartments, medical office buildings, and hotels.
- 3. 30 acres cleared for Phase 1, including right-of-way (ROW) improvements.
- 4. Phase 1 infrastructure estimated to begin Fall 2025.
- 5. Master Concept Plan in review.
- 6. The City has drafted a Development Agreement Term Sheet and submitted to Developer; terms are currently under negotiation.
- 7. Utility Agreement terms are under negotiation.





Bimini Square

338 Palmetto Dr and 414 Cape Coral Parkway E

- I. \$55 Million Investment
- II. Mixed-Use Project 5.6 acre site;
 waterfront restaurant; 48,000 sf retail
 and professional space; 218 apartments;
 25 boat slips; 500 space parking garage –
 125 public spaces
- III. Project Updates
- a. Summer Completion Parking garage, residential units, and Lee Health medical offices
- o. Fall Completion Additional residential units, Lee Health outpatient facility, Deep Lagoon (Nov/Dec)
- c. Estimated project completion December 2025



7 Islands — Gulf Gateway Resort

Location: Old Burnt Store Road

- I. Proposed Program
 - a. Multi-Family Condo, Townhomes, Fish Houses
 - b. Hotel Resort with meeting space
 - c. 37,000 SF Commercial Space
 - d. Community Center
 - e. Park
 - f. Boat slips/Marina
- II. Traffic Impact Study comments provided
- III. SFWMD application submitted anticipate timeline for October December 2025 issuance
- IV. Conceptual Site Plan Finalized
- V. LDC/Comp Plan amendments requiring Council approval are forthcoming.
- VI. Development Agreement being finalized.







Cape Coral Grove Project 2301 SW Pine Island Rd

\$700 Million Project

- 385,000 SQ FT Commercial Retail and Dining
- 165,000 SQ FT Leasable Office Space
- 138 Hotel Rooms
- 1,312 Multifamily Units

Revised Estimated Development Schedule

- Q1 2026 Commence infrastructure construction
- Q3 2026 Commence Phase 1 Building Construction
 - Anchor tenant
 - Initial segment of the Towncenter
 - Bldg #1 Multifamily



Permitting and Construction Activity

Commercial Projects – In Permitting

Marriott TownePlace Suites 1475 NE 8th Ter.	Hotel	 a. Constructing a 13,500 SF lodging facility b. 4 – Story, 112 guestroom
IVX Health 345 SW 10 th Pl. Unit 402	Healthcare	 a. Tenant Build out b. Provide biologic injections and infusions for patients with a range of conditions, including Crohn's, Lupus Gout, etc.
Architectural Metal Flashing 2659 NE 9 th Ave.	Manufacturing	a. Site Plan and Building Permit in reviewb. Building Expansionc. Adding 11,450 SF
Walmart Supercenter 2210 SW Pine Island Rd.	Retail and Grocery store	 a. Constructing a 175,360 sq ft retail building. b. Site Development Plan in review SDP24-000046 c. Building permit in review BLDC25-000293



Commercial Projects – In Permitting

Seven Bar 1407 SE 47 th Ter.	Ballroom, offices and roof top bar	a. 5,596 sq ft three story building,
Woof Gang Bakery & Grooming 2378 Surfside Blvd. Unit 133	Retail	a. Renovationb. dog grooming salon and dog food retailer/bakery
Commercial Building 924 NE Pine Island Rd.	Retail	 a. New Construction b. Two tenant spaces c. Cali Coffee 1,500 Sq Ft d. 2,400 sq ft Gray shell
Coffee Rush 1189 SW Pine Island Rd.	Drive up Coffee store	 a. Site Development Plan Approved b. Building permit under review c. 388 SF
Dutch Bro Coffee 1603 SE 26 th St.	Drive through Coffee shop	 a. New Construction 950 SF b. Drive thru service window and walk-up service window c. Site Permit Approved d. Building Permit under review



Aldi's Grocery 3510 Del Prado Blvd. N	Grocery store	a. Located at Entrada West development.b. Constructing a 20,714 sq ft store.c. Site Development & Building permit issued
Capriotti's Sandwich Shop 327 SW 10 th Pl. Unit 202	Restaurant	a. Tenant Buildout at Shops at Del Marb. 1,780 SFc. Permit issued
Tropical Smoothie Café 333 SW 10 th Pl. Unit 301	Restaurant	a. Tenant Buildout at Shops at Del Marb. 1,474 SFc. Permit issued
Sunset Chicken 339 SW 10 th Pl. Unit102	Restaurant	a. Tenant Buildout at Shops at Del Marb. 1,454 SFc. Permit issued



Oak & Stone 4720 SE 9TH PL Unit 400	Restaurant	 a. Tenant Build Out – Permit issued b. Located within Cove on 47th c. 8,240 sq foot restaurant space
House of Omelets 440 Cape Coral Pkwy E Unit: 2	Restaurant	 a. Tenant Build Out b. Establishing 2nd Location c. Located within Bimini Square d. 2,308 sq foot restaurant space
Zuly Dental Medicine 4636-4640 SE 9 th Pl	Medical	a. Renovationb. Start-up of new dental practicec. 3,709 sq medical space
Toyota Dealership 2025 NE Pine Island Rd	Retail	a. New Constructionb. Site Permit & Building Permit Issuedc. 83,189 sq foot dealership



Big Nicks BBQ 4720 SE 9 th Pl. Unit 200	Restaurant	 a. Tenant Build Out b. Located within Cove on 47th c. 1,359 sq foot restaurant space d. Building permit issued on 12/13/24
Lake Shadroe Resort & Marina 218 Burnt Store Rd S.	Mixed Use – Vacation Rental Units, Resort/Marina, Restaurant, Retail	 a. New Construction b. Site permit issued on 12/24/24 c. 10,235 sq foot Office/Retail space d. 2,273 sq foot Tiki Building
Aqua Seafood 870 SE 47 th Ter.	Restaurant	 a. Located at the Cove at 47th b. Tenant Buildout c. Builidng permit issued
Premier Women's Care 1606 Santa Barbara Blvd.	Healthcare	a. New construction of a 30,830 sq ft, 2-story medical office building.b. Construction in progress



Seed and Bean 4720 SE 9 th Pl. Unit 153	Restaurant	 a. Tenant Build Out b. Located in the Cove at 47th
Suncoast Credit Union 901 SW Pine Island Rd.	Bank	a. New Construction 5,470 SFb. Single Story masonry branch bank building with detached drive-upc. Site & Building permit issued
Tiki Tails Dog Resort 4420 SE 16 th Pl.	Dog boarding and grooming facility	a. New Constructionb. 8,400 sq ft facilityc. Includes 4,898 sq ft of covered outdoor space
Zuly Dental Medicine 4636-4640 SE 9 th Pl	Medical	a. Renovationb. Start-up of new dental practicec. 3,709 sq medical space
Lee Memorial 440 CAPE CORAL PKWY E	Healthcare	a. Lee Memorial Outpatient / Bimini Square Buildoutb. 5,618 SF



Building Activity Report – As of June 2025

COMMERCIAL CONSTRUCTION

									TAXABLE PARTY
Month	2020	2021	2022	2023	2024	2025	Difference	Difference	Difference
October	3	1	15	3	12	7	(5)	9	(12)
November	1	2	6	13	12	9	(3)	(1)	7
December	3	1	4	2	17	7	(10)	15	(2)
January	10	3	3	7	16	5	(11)	9	4
February	3	5	1	3	12	3	(9)	9	2
March	17	5	4	9	7	6	(1)	(2)	5
April	4	4	5	16	2	9	7	(14)	11
May	8	4	23	9	6	10	4	(3)	(14)
June	8	13	5	23	28	11	(17)	5	18
July	8	6	6	13	3			(10)	7
August	1	16	9	12	4			(8)	3
September	1	13	2	2	9			7	
Total	67	73	83	112	128	67	(45)	16	29
Average/Mo	6	6	7	9	11	7	(3)	1	2
Percentage									
change over	MA					M/A			
Prior Year		9.0%	13.7%	34.9%	14.3%		-46.6%	14.3%	34.9%



Building Activity Report – As of June 2025

Commercial Construction - Average Days To Review Building Plans - By Review Type

Building Permit Reviews (Business days)

-	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July - Jun
Review Type											Average		
Building & Zoning	14	10	- 11	12	8	7	9	8	13	14	15	11	11
Electrical	8	7	7	ø,	5	5	10	7	7	6	7	80	7
Floodplain	15	9	8	14	1	11	12	9	13	13	13	16	11
Mechanical	4	4	6	6	9	3	9	6	9	11	12	7	7
Plumbing	3	4	6	6	9	3	9	7	9	11	12	8	7
Utility Billing	8	10	9	7	6	5	5	5	4	14	5	4	7
Fire	10	10	12	10	9	7	12	on.	10	17	10	9	10
Environmental	1	1	6	4	1	9	1	8	15	11	12	13	7
Planning	16	14	14	10	14	9	14	11	13	13	14	13	13



Thank you

