

ECONOMIC & BUSINESS DEVELOPMENT OFFICE

QUARTERLY REPORT

Q4 - 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

	JUL 2025	AUG 2025	SEP 2025	AUG 2024
Cape Coral	4.2 %	4.6 %		3.9 %
Fort Myers	4.6 %	4.9 %		4.1 %
Lee County	4.5 %	4.8 %		4.0 %
Florida	4.1 %	4.4 %		3.8 %



Rates are not seasonally adjusted

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

Vacancy Rates – SW Florida

	Retail	Office	Industrial	Multi- Family₂
Cape Coral₁	2.7 %	2.2 %	3.0 %	26.1%
Sarasota	3.9 %(1)	5.5 % ₍₂₎	7.8 %(2)	16.4 %(2)
Fort Myers	3.4 %(2)	5.4 %(2)	8.5 %(2)	17.9 %(2)
Punta Gorda	3.0 %(2)	3.7% ₍₂₎	10.5 %(2)	12.2 %(1)
Naples	3.8 %(2)	5.5 % ₍₂₎	3.8 %(2)	15.4 % ₍₂₎
Bonita Springs				7.4 % (1)

² County or Metro Market



Source: Vacancy data sourced from CoStar Group, accessed on October 9, 2025

¹ Submarket

Vacancy Rates – Most Populated Florida Cities

	Retail	Office	Industrial
Orlando ₂	3.8%	9.8%	8.2%
Miami ₂	3.2%	8.3%	6.4%
Tampa ₂	3.5%	9.7%	7.2%
Jacksonville ₂	4.5%	10.1%	7.4%
Port St Lucie ₂	4.2%	3.7%	14.6%
Tallahassee₂	3.6%	5.1%	3.0%
Fort Lauderdale ₂	4.0%	10.8%	6.1%
Cape Coral₁	2.7%	2.2%	3.0%

¹ Submarket

² County or Metro Market



Source: Vacancy data sourced from CoStar Group, accessed on October 8, 2025

Industry Updates

Office Market Take-Aways







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

THE MARKET HAS 84,000 SF OF SPACE LISTED AS AVAILABLE. 9,500 SF OF OFFICE SPACE IS UNDER CONSTRUCTION, COMPARED TO AN AVERAGE OF 17,000 UNDER CONSTRUCTION OVER THE PAST 10 YEARS

RENTS HAVE CHANGED BY 4.6% YEAR OVER YEAR, COMPARED TO 4.8% METRO-WIDE RATE

AVERAGE RENT IS \$ 25.00/SF,
WHICH MATCHES THE METRO-WIDE
AVERAGE RENT

THE VACANCY RATE HAS CHANGED BY 0.5%

THE VACANCY RATE OF 2.0% COMPARES TO A 5-YEAR AVERAGE OF 2.2% AND 10-YER AVERAGE OF 3.9%



Source: CoStar Group

Retail Market Take-Aways



THE CITY HAS ROUGHLY 9.9 MILLION SQ FT OF RETAIL SPACE

75,800 SF OF COMMERCIAL SPACE HAS BEEN DELIVERED OVER 12 MONTHS

THERE IS 64,000 SF UNDER CONSTRUCTION. THE MARKET HAS AVERAGED 92,000 SF OVER THE PAST 10 YEARS



RENTS ARE AROUND \$ 22.00/SF

RENTS HAVE CHANGED BY 2.6 % YEAR OVER YEAR, COMPARED TO A 1.9% CHANGE IN THE FORT MYERS MARKET

THE 5-YEAR AVERAGE RENT GROWTH IS 4.4% AND 10-YEAR AVERAGE IS 3.5%



THE MARKET HAS A VACANCY RATE OF 2.8% NEIGHBORHOOD CENTER VACANCY IS 3.4%, POWER CENTERS HAVE NO VACANCY, STRIP CENTER VACANCY IS 2.7%



Source: CoStar Group

Industrial Market Take-Aways



THE CURRENT 2.9% VACANCY RATE HAS DECREASED BY 1.5% OVER THE LAST 12 MONTHS. THE 10-YEAR AVERAGE VACANCY IS 3.3%

AS OF Q4 2025, THERE IS 10,000 SF OF INDUSTRIAL SPACE UNDER CONSTRUCTION



MARKET RENTS ARE \$14.30/SF

MARKET ASKING RENT HAS GROWN BY 2.8% YEAR OVER YEAR, COMPARED TO 2.9% MARKET WIDE

THE 5-YEAR AVERAGE ANNUAL RENT GROWTH IS 7.5%



CAPE CORAL CONTAINS ROUGHLY
4.1 MILLION SF OF INDUSTRIAL
SPACE

2.9 MILLION SQ OF INDUSTRIAL SPACE IS LOGISTICS. 780,000 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	2	\$24,114,416	\$323,294
In Review	5	\$32,507,294	\$411,911
In Progress	1		

Enhanced Value Recapture Grants	# Applications	Project Investment	Grant Award Request
Approved	2	\$726,263,466	\$123,381,406
In Review	1	\$29,931,811	\$28,985,811
In Progress	3		

Cape Collaborates	# Applications	Project Investment	Grant Award Request
Approved	1	\$1,855,025	\$50,000
In Review	0	0	0
In Progress	7		

Note:

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

"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.

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.



Overview of Incentive Applications – YTD 2025

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

Demolition Program (CRA Only)	# Applications	Demolition Cost	Grant Award Request
Approved	1	\$27,500	\$32,500
In Review	3	\$322,440	\$186,220
In Progress	0		

Breaking Barriers (CRA Only)	# Applications	Project Investment	Grant Award Request
Approved	6	\$2,613,847	\$185,771
In Review	4	\$4,549,900	\$200,000
In Progress	2		



Q4 Business Retention Activity

July - August - September

Networking Events	12
New Biz Navigator Outreach (Businesses Served)	74
Business Tax Receipt Navigation (Businesses Served)	19
Fire Navigation (Businesses Served)	77
Permit Navigation (Businesses Served)	106
Speaking Engagements & Interviews	0
Industry Roundtables (Businesses Engaged) Additional Info Slide 27	29
BRE Visits Business retention and expansion visit aims to retain or keep existing businesses in a community and provide assistance for businesses to expand.	5



Business Retention - Key Q4 Actions & Outcomes

Business Tax Receipt (BTR) Assistance

i. Assisted 23 new business owners in navigating the BTR process, addressing zoning questions, and identifying change of occupancy needs.

Business Retention & Expansion Visits

- i. Conducted 5 in-person visits with local businesses to discuss operations, address concerns, and explore expansion opportunities.
- ii. Evaluated eligibility for incentive programs and discussed future business plans and goals.
- iii. Invited businesses to participate in city-led social media spotlights, increasing visibility for 10 local businesses this quarter.

Fire Inspection Preparation

i. Supported 77 businesses in preparing for scheduled fire inspections, ensuring compliance and readiness.

Ombudsman Permit Navigation

- i. Provided direct navigation assistance to 106 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.



Q4 Business Attraction Activity

July - August - September

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.	42
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.	7
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 economic data were provided to support their evaluation and decision-making processes.	32



Business Attraction in Action Key Q4 Actions & Outcomes

Building Partnerships

- Collaboration to create a Tech & Espresso Meet-up to cultivate an IT/innovation community, laying the groundwork for recurring networking and future sector growth.
- Business & Civic Leadership Networking Cape Christian Leaders Luncheons, Chamber events, and ribbon cuttings
- Regional & Countywide Collaboration Strengthening partnerships with Lee County EDO and VCB through monthly coordination, joint marketing.

Outreach & Learning best practices

- Fall CAB Meeting Learned about workforce development priorities, industry gaps, and talent pipeline strategies at the county level.
- IEDC Annual Conference in Detroit Gained national insights on economic development best practices, networking, and recruitment approaches.
- Al Workshop for EDOs Clearwater Explored applications of Al for marketing, data, and recruitment in economic development.
- Art and Retail Industry Roundtables Exchanged ideas on cultural and creative economy drivers with industry peers.
- Attended ICSC Conference on retail industry in Orlando

Marketing & Brand Awareness

- EDO Hosted Cape Christian Business Leaders Luncheon to build visibility for the City and support business engagement.
- Published Cape Corals assets in Business Facilities Magazine (Editorial & Ad)
- Published EBDO Summer Newsletter for business community outreach.
- Published an article highlighting Cape Coral's business climate and resiliency in Cape Sun.
- RSW Cape Coral Merchandising Initiative Advanced discussions with airport retail vendors to include Cape Coral-branded merchandise at RSW.

Lead Generation

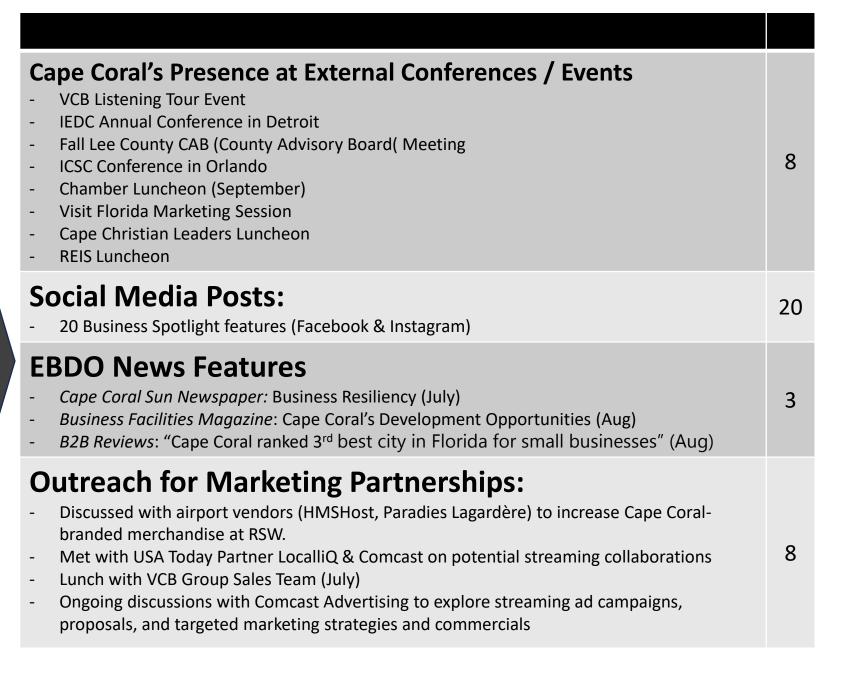
- Maintained engagement with a major healthcare provider exploring facility options.
- Advanced discussions with a national manufacturer evaluating Cape Coral for a new HQ and distribution. facility
- Outreach to a consumer services/food & beverage chain considering regional expansion.



Stakeholder Engagement, Marketing, and Outreach

Q4 YTD Marketing

July - August - September





Key Networking Events



Naples Tech Meet up

The Naples Tech Meetup by Espresso is a monthly event designed to promote innovation, entrepreneurship, and a strong tech community. This event is open to aspiring and established tech professionals. The meetup embraces three core values: entrepreneurs first, generosity, and Southern hospitality, fostering a supportive environment for business growth



Meet the Municipalities at ICSC

Cape Coral EBDO had the unique opportunity to host a table at the 'Meet the Municipalities" session at the International Council of Shopping Centers event in Orlando. Attendees had a chance to directly engage with the City, discuss opportunities and ask questions.



Key Networking Events



Cape Christian Leadership Luncheon

The Office of Economic & Business Development (EBDO) team participated as a sponsor at the Cape Christian Leadership Luncheon, which drew over 100 attendees including community leaders, business owners, and entrepreneurs seeking growth opportunities. The EBDO team connected with participants from their vendor table and further engaged with people throughout the event, sharing valuable information about resources, grants, and incentives available to support both new and expanding businesses. The event featured an inspiring keynote on leadership in the era of AI, reinforcing EBDO's commitment to forward thinking support and professional development opportunities.



Women's Leadership Conference

On September 19, 2025, the Economic Development Manager participated as a featured speaker at the Chamber of Commerce Cape Coral's 14th Annual Women's Leadership Conference. With a theme centered on "BEE's," the conference encouraged women leaders to be bold and innovative. During the event, the Economic Development Manager led a breakout session titled "BEE Bold – Bold Beginnings: How to Build Your Business," which focused on actionable strategies for starting and growing a business. The session also showcased the variety of programs and incentives available through the City of Cape Coral to support both new and expanding businesses, offering valuable guidance for businesswomen looking to launch or advance their entrepreneurial ventures.







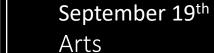
Upcoming

October: Lender/Financing

November: Restaurants

December: TBD

Q4 Completed	Businesses Engaged	Topics
July 18 th CRA Businesses	14	 Marketing & Visibility of businesses Parking Challenges Support for Four Freedoms Park relocation to Bimini East project while maintaining access to waterfront
August 15 th Retail	8	 Signage Restrictions: Outdated city ordinances Parking needs in CRA Lack of Digital & Marketing Presence among businesses



7

1. Need for a dedicated venue for cultural events

4. Expensive commercial real estate/leasing rates

- 2. Interest in establishing an Arts District
- 3. Marketing & Visibility for the Arts businesses, programs and events



Project Updates



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. October 2025 –Lee Health Medical offices
- b. November 2025 Residential Occupancy and Amenities
- c. November/December Waterfront Restaurant and House of Omelets
- d. Estimated project completion January 2026



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. 235 Boat slips/Marina
- II. Army Corp of Engineer (COE) Permit Application Submitted 1/8/2024. SFWMD application submitted May 2025 anticipated timeline for issuance Summer 2026
- III. Conceptual Site Plan Finalized
- IV. Comp Plan amendments approved by Council on September 17, 2025 removed a cap on non-residential square footage; eliminated vertical mixed-use as a requirement, updated references and further aligned language for consistency with the Comprehensive Plan.
- V. A Public Hearing for an Amendment to the Vacant Land Contract is scheduled for October 22nd. Terms of the Development Agreement remain under negotiation.







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

Chiquita Blvd Commercial Offices 507 Chiquita Blvd. S	Office Space	a. 2950 sq.ft. officeb. 640 sq.ft. storagec. Site Permit under review
Lee Health 2501 SW 3 rd Ave.	Medical	 a. 100,000+/- sf two-story building b. Medical office, ambulatory surgery functions, additional outpatient services c. Site Permit under review
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
Nothing Bundt Cakes 2708 Santa Barbara Blvd. Unit: 149	Retail	a. 2,394 SQ. Tenant build outb. Retail Bakery
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



Commercial Projects – In Permitting

Holliday Scoops 910 Cape Coral Pkwy. E	Retail	a. Tenant improvementsb. Themed ice-cream parlor
Marriott TownePlace Suites 1475 NE 8 th 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.
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



Chase Bank 3101 SW Pine Island Rd.	Bank	a. 3,333 bank with Drive up ATM
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



Architectural Metal Flashing 2659 NE 9 th Ave.	Manufacturing	a. Site Plan and Building Permit in reviewb. Building Expansionc. Adding 11,450 SF
Woof Gang Bakery & Grooming 2378 Surfside Blvd. Unit: 133	Retail	a. Renovationb. dog grooming salon and dog food retailer/bakery
Coffee Rush 1189 SW Pine Island Rd.	Drive up Coffee store	a. Site Development Plan Approvedb. Building permit under reviewc. 388 SF
Seven Bar 1407 SE 47 th Ter.	Ballroom, offices and roof top bar	a. 5,596 sq ft three story building



Oak & Stone 4720 SE 9 th 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 SF b. Single Story masonry branch bank building with detached drive-up c. 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 August 2025

City of Cape Coral, Florida Building Inspections Completed

							2025 vs 2024	2024 vs 2023	2023 vs 2022
<u>Month</u>	2020	2021	2022	2023	2024	2025	Difference	Difference	Difference
October	13,568	17,196	18,931	13,446	14,849	7,961	(6,888)	1,403	(5,485)
November	11,404	14,797	18,573	16,671	12,508	6,557	(5,951)	(4,163)	(1,902)
December	11,633	19,673	19,405	21,110	12,506	6,685	(5,821)	(8,604)	1,705
January	12,782	17,706	18,588	26,377	12,495	8,181	(4,314)	(13,882)	7,789
February	12,692	19,188	16,537	27,669	10,576	7,583	(2,993)	(17,093)	11,132
March	13,574	22,378	20,910	36,697	11,853	8,332	(3,521)	(24,844)	15,787
April	12,134	21,172	18,451	29,739	11,544	8,358	(3,186)	(18,195)	11,288
May	12,036	18,931	20,078	32,102	9,129	7,997	(1,132)	(22,973)	12,024
June	13,104	20,758	19,549	35,071	9,255	7,253	(2,002)	(25,816)	15,522
July	14,403	18,414	18,273	28,686	10,104	7,402	(2,702)	(18,582)	10,413
August	15,086	20,004	23,454	31,158	10,492	7,052	(3,440)	(20,666)	7,704
September	15,482	19,397	16,725	13,254	7,873			(5,381)	(3,471)
Total	157,898	229,614	229,474	311,980	133,184	83,361	(41,950)	(178,796)	82,506
Average/Mo	13,158	19,135	19,123	25,998	11,099	7,578	(3,520)	(14,900)	6,876
Percentage									
change over	N/A					N/A	ll		
Prior Year		45.4%	-0.1%	36.0%	-57.3%		-18.4%	-57.3%	36.0%



Building Activity Report – As of August 2025

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

Building Permit Reviews (Business days)

	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept - Aug
Review Type													Average
Building & Zoning	11	12	8	7	9	8	13	14	15	11	14	16	11
Electrical	7	9	5	5	10	7	7	6	7	8	9	12	8
Floodplain	8	14	1	11	12	9	13	13	13	16	11	17	11
Mechanical	6	6	9	3	9	6	9	11	12	7	7	9	8
Plumbing	6	6	9	3	9	7	9	11	12	8	7	9	8
Utility Billing	9	7	6	5	5	5	4	14	5	4	4	4	6
Fire	12	10	9	7	12	9	10	17	10	9	9	10	10
Environmental	6	4	1	9	1	8	15	11	12	13	7	18	9
Planning	14	10	14	9	14	11	13	13	14	13	17	13	13



Thank you

