



| ECONOMIC & BUSINESS DEVELOPMENT OFFICE QUARTERLY REPORT Q4 - FY '23

October 25, 2023 Committee of the Whole Meeting

REPORT OVERVIEW

- I. EBDO Organization - Introductions
- II. Key Economic Indicators
- III. Industry Updates
- IV. Business Retention, Attraction & Expansion
- V. Marketing & Activities
- VI. EBDO Survey Preliminary Results
- VII. Activity Updates

EBDO Organization

We are strengthening our economic development team by hiring new staff. Expanding our staff will enable us to better serve our existing businesses, enhance our capacity for assisting with expanding businesses, and be more proactive in attracting new businesses to our city. In order to accomplish this, we have:

1. Hired a 2nd Business Retention Recruitment Specialist in October
2. Job Posting will close October 20th for 3rd Staff Member

Key Economic Indicators

Key Economic Indicators

Unemployment Rates

	June 2023	July 2023	August 2023	August 2022
Cape Coral	3.0%	3.1%	3.1%	2.7%
Fort Myers	3.5%	3.7%	3.7%	3.1%
Lee County	-----	3.2%	3.3%	3.0%
Florida	3.0%	3.1%	3.1%	2.7%

Source: Florida Department of
Economic Opportunity

Key Economic Indicators

Vacancy Rates – SW Florida

	Retail	Office	Industrial	Multi-Family
Cape Coral	2.0%	0.9%	0.3%	10.4%
Sarasota	3.9%	4.6%	4.2%	12.1%
Fort Myers	3.3%	5.0%	2.3%	10.0%
Punta Gorda	1.8%	3.0%	0.5%	18.3%
Naples	3.8%	2.4%	1.4%	9.8%
Bonita Springs	4.4%	6.9%	1.5%	-----

Source: CoStar Group

Key Economic Indicators

Vacancy Rates – Most Populated Florida Cities

	Retail	Office	Industrial
Orlando	3.2%	8.7%	4.0%
Miami	3.0%	9.0%	2.5%
Tampa	3.1%	9.3%	4.3%
Jacksonville	4.3%	9.3%	3.9%
Port St Lucie	3.9%	5.1%	12.9%
Tallahassee	2.5%	5.3%	2.0%
Fort Lauderdale	3.3%	10.6%	4.2%
Cape Coral	2.0%	0.9%	0.3%

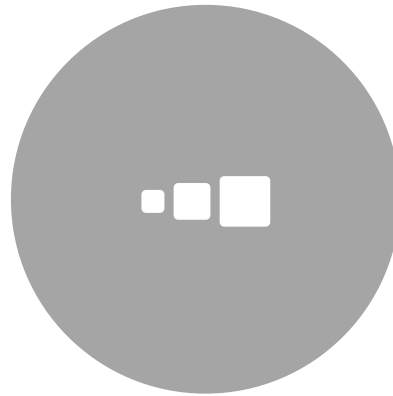
Source: CoStar Group

Industry Updates

Office Market Take-Aways



41,000 SF OF AVAILABLE SPACE. 122,000 SF OF PROPOSED NEW CONSTRUCTION IN THE NEXT 8 QTRS



OFFICE VACANCY HAS DECREASED 50 BASIS POINTS FROM LAST YEAR. THE CURRENT RATE OF CONSTRUCTION WILL KEEP VACANCIES AROUND ALL-TIME LOWS

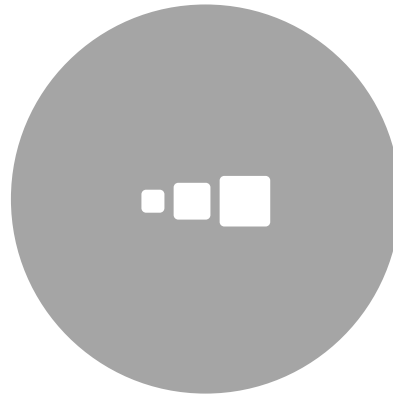


OFFICE ASKING RENT HAS INCREASED 6.7% YEAR OVER YEAR TO \$23.72/SF

Retail Market Take-Aways



CAPE CORAL IS FORT MYERS' SECOND-LARGEST RETAIL SUBMARKET, WITH JUST UNDER 10 MILLION SF OF RETAIL PRODUCT.



VACANCY HAS REMAINED BELOW 3% FOR 11 CONSECUTIVE QUARTERS, IN LARGE PART DUE TO ABSORPTION EDGING OUT NEW CONSTRUCTION.

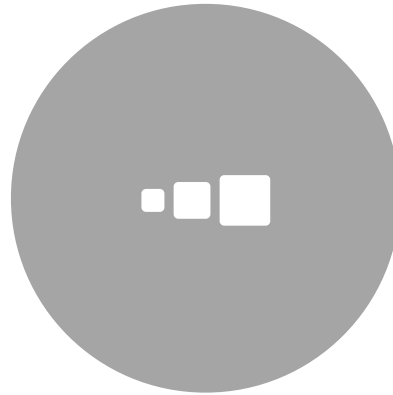


OVER THE PAST YEAR 98,000 SF HAS BEEN DELIVERED AND 80,000 SF IS SET TO DELIVER FOR THE NEXT QUARTERS. MUCH OF THE CONSTRUCTION PIPELINE IS PRELEASED AND WILL HAVE MINIMAL IMPACT ON VACANCY

Industrial Market Take-Aways



LIMITED VACANCY HAS CONTRIBUTED TO INCREASED ASKING RENTS OF 8.7% YEAR OVER YEAR. DOWN FROM THE PEAK OF 11.5% FROM A YEAR AGO



FORECASTING TRENDS PREDICT CONTINUED INCREASED RENT OF 4% TO 6%



THE MOST SIGNIFICANT PROJECT OF SCALE FOR 2023 WAS THE 150,000 SQ FT BUILD TO SUIT SPACE FOR THE U.S. POSTAL SERVICE

Business Retention, Attraction & Expansion

Projects – In Permitting

Shops at Del Mar 327 SW 10 th Place	Retail Center	Projected Groundbreaking: 4 th Quarter 2023 18 Months Construction
Lake Shadroe Resort 218 Burnt Store Rd	7 story, 48-unit short-term vacation rental project	Projected Groundbreaking: 3 rd Quarter 2024 Council approved Ord 71-23 on 9-6-23 granting a Public Access Agreement to the project site through adjacent City Property 18-24 months construction

Projects – Under Construction

The Waters 2307 Chiquita Blvd South	Independent Living Facility	Expected Completion: 1 st Quarter 2024
Outback Steakhouse 2329 Skyline Blvd	Restaurant	Projected Completion: 1 st Quarter 2024
The Club 315 SW Pine Island Rd	Multi-Family	Projected Completion: Spring 2024 18-24 months construction
Oasis at Surfside Phase II 2200 – 2224 Oasis Palm Circle	Multi-Family	Projected Completion: 3 rd Quarter 2024

Project Pipeline Overview

	Applications in Review	Projected Investment	Projected Jobs Created
Building Infrastructure Grant (BIG)	3	\$10,641,550	81 FT
Breaking Barriers To Business (B2B)	3	\$1,039,388	37 PT 33 FT
Enhanced Value Recapture Grant	1	\$212,000,000	
TOTAL	7	\$223,680,938	114 FT 37 PT

An architectural rendering of a modern, multi-story building with a curved facade and large windows. The building is light-colored with dark window frames. A prominent curved section on the right side features a 'LEE HEALTH' logo in blue and green. The building is surrounded by palm trees and a street with a traffic light and a yellow pickup truck. Pedestrians are visible on the sidewalk.

Bimini Square

338 Palmetto Dr and Cape Coral Parkway E (Palm Tree Drive to Sunset Ct)

- I. \$55 Million Investment
 - a. \$7 Million TIF agreement approved by City Council on February 15, 2023
- I. Mixed-Use Project
 - a. Waterfront Restaurant
 - b. 48,000 sf of retail and professional space
 - c. 218 premium apartments
 - d. 25 slip boat dock
 - e. 500 space public parking garage
- II. 5.6 - acre site
- III. October 19, 2023 Groundbreaking

Marketing & Activities

Additional Project Updates

7 Islands

1. City Attorneys Office working with Developers counsel to draft a Development Agreement.
2. Preliminary Conceptual provided by Developer

Academic Village

1. Monthly meetings taking place with City Staff and Developers
2. Developer has contracted services to conduct due diligence. First Due Diligence period expires 11/24/23 with option for 2 additional 30-day extensions.



EBDO Spotlight





CITY OF CAPE CORAL BUSINESS & INDUSTRY ROUNDTABLE

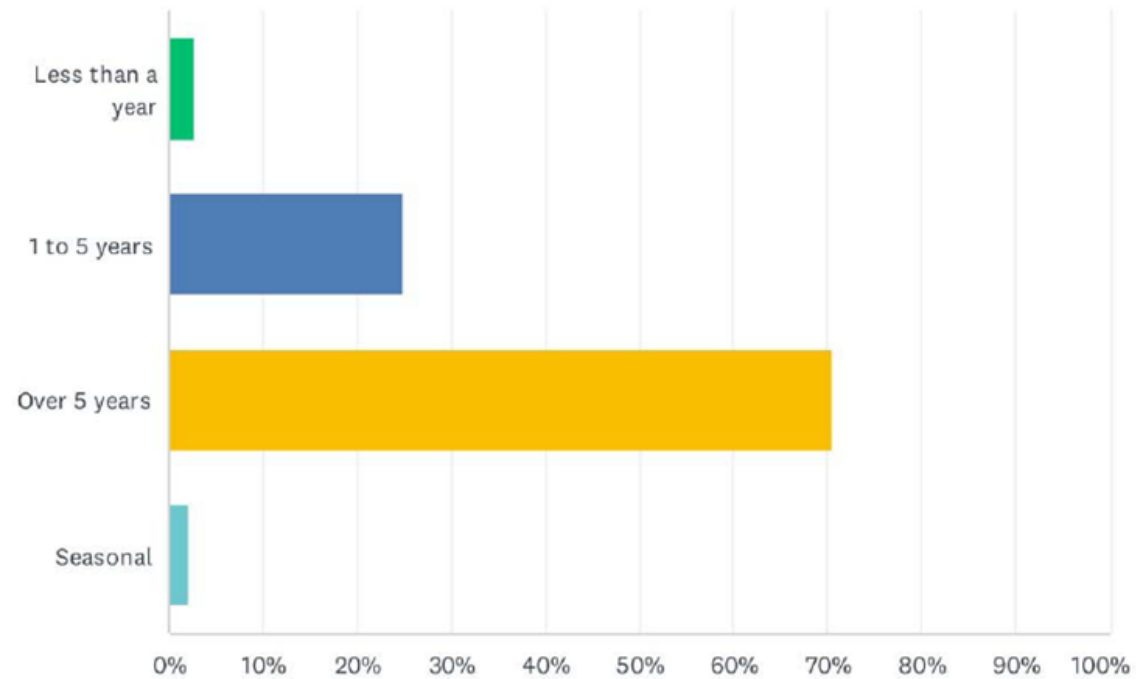


- July - Construction Industry
- August - Marine Industry
- October – Workforce & Education

Residents

Q1. How long have you been a resident of Cape Coral, Florida?

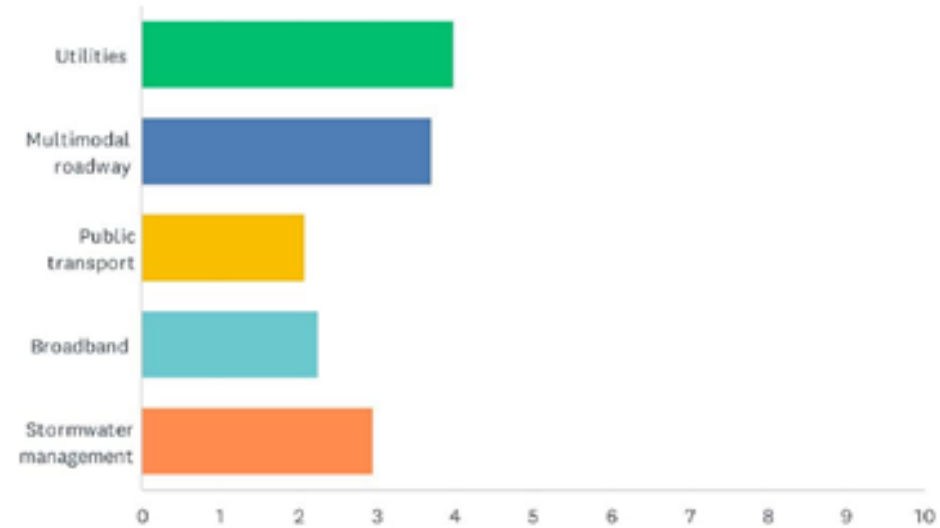
Answered: 1,835 Skipped: 6



Infrastructure

Q2. Which aspects of infrastructure do you think are most crucial for economic development in our area? Rank by priority of investment.

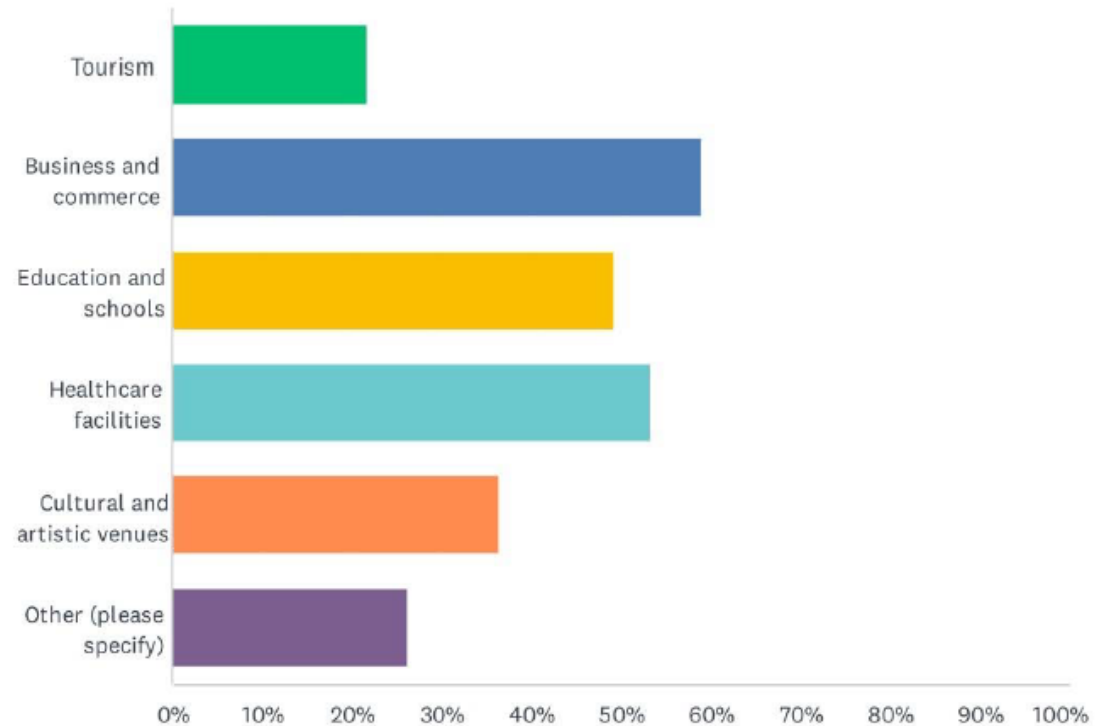
Answered: 1,830 Skipped: 11



Development Priorities

Q3. Looking to the future, which areas should Cape Coral prioritize for development over the next decade? (Select up to three)

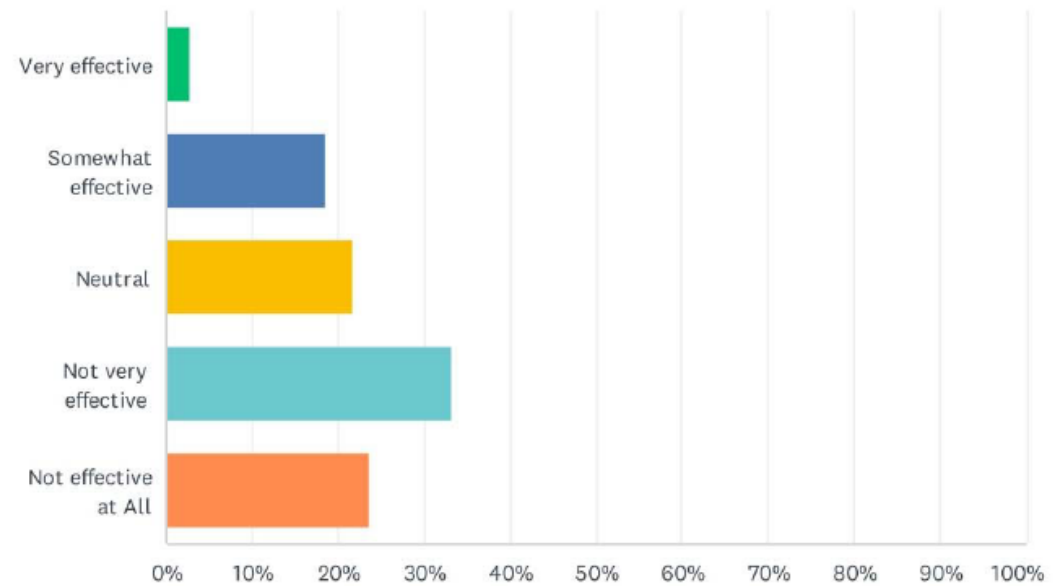
Answered: 1,835 Skipped: 6



Government Effectiveness

Q4. How would you rate the effectiveness of local government in addressing community concerns?

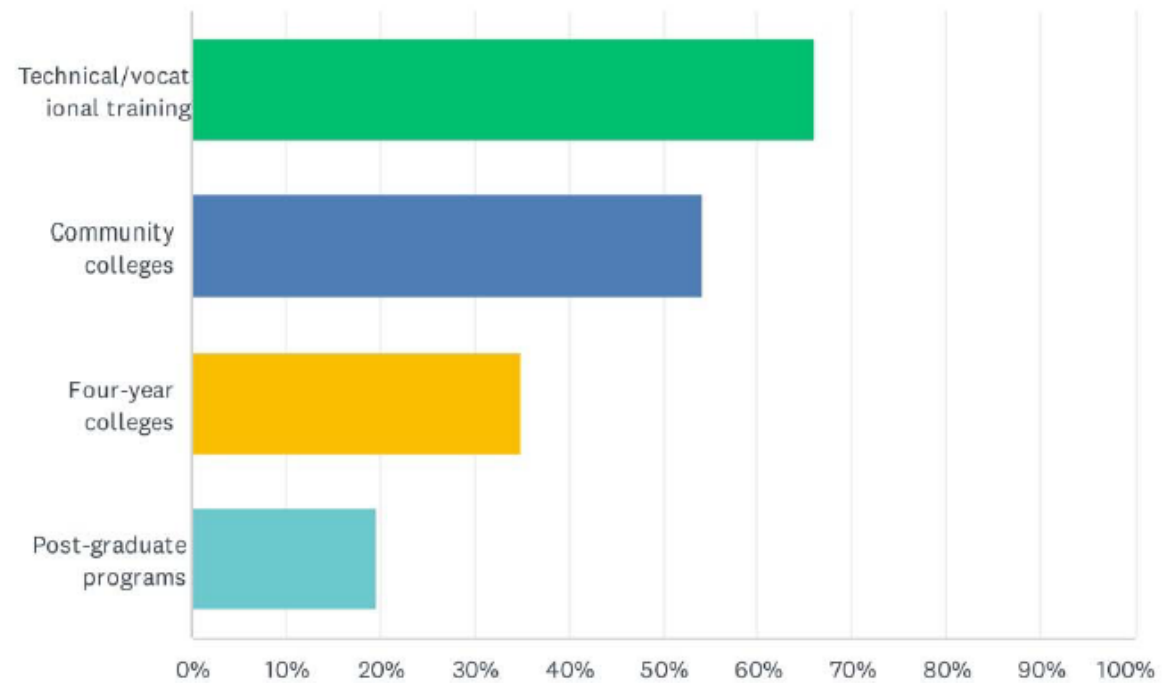
Answered: 1,837 Skipped: 4



Education Priority

Q5. At present, the City of Cape Coral has only one college. What forms of higher education do you think the city currently lacks? (Select any that apply)

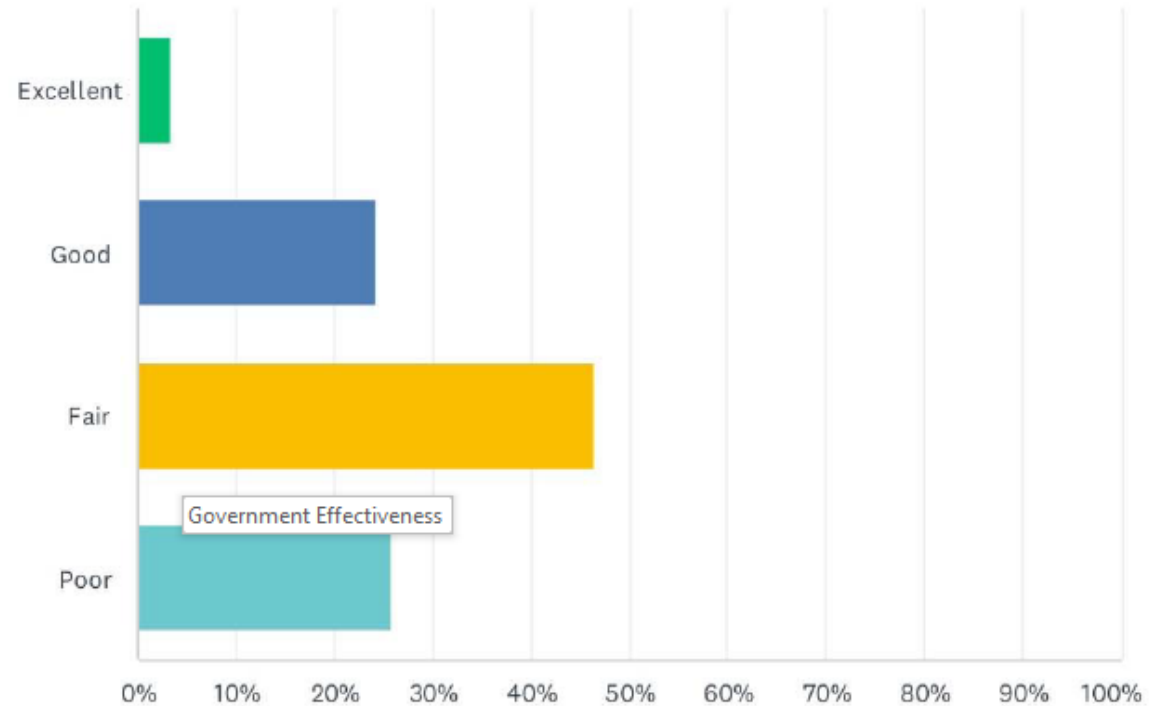
Answered: 1,777 Skipped: 64



Employment Opportunities

Q6. How would you rate the employment opportunities in Cape Coral?

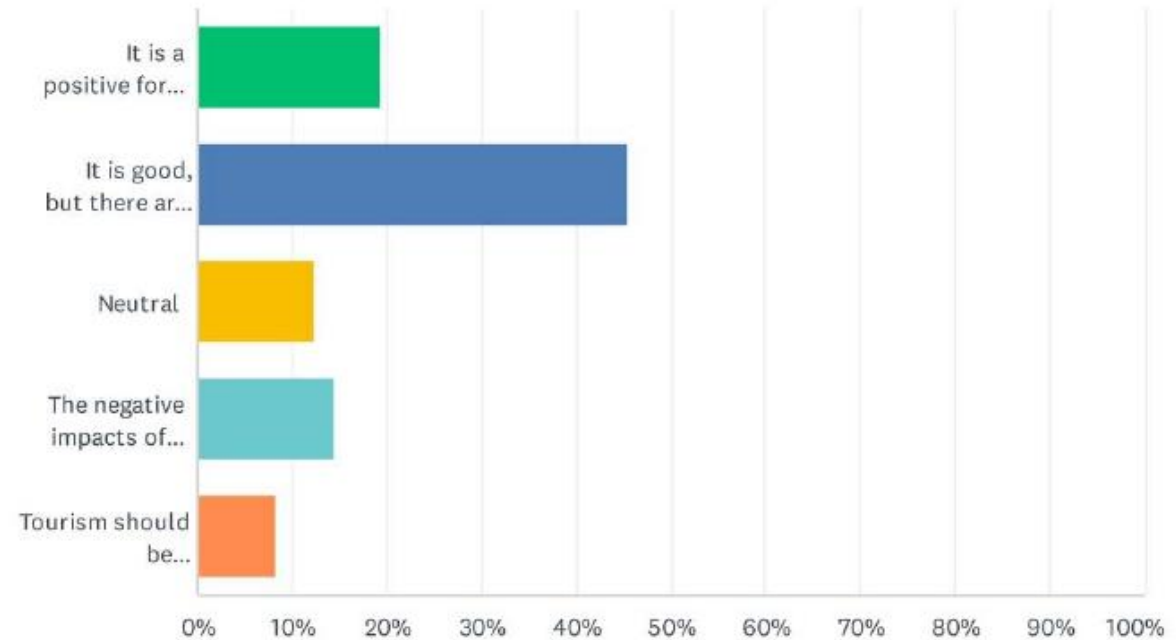
Answered: 1,826 Skipped: 15



Impact of Tourism

Q7. What is your opinion about the current state of tourism and its impact on Cape Coral?

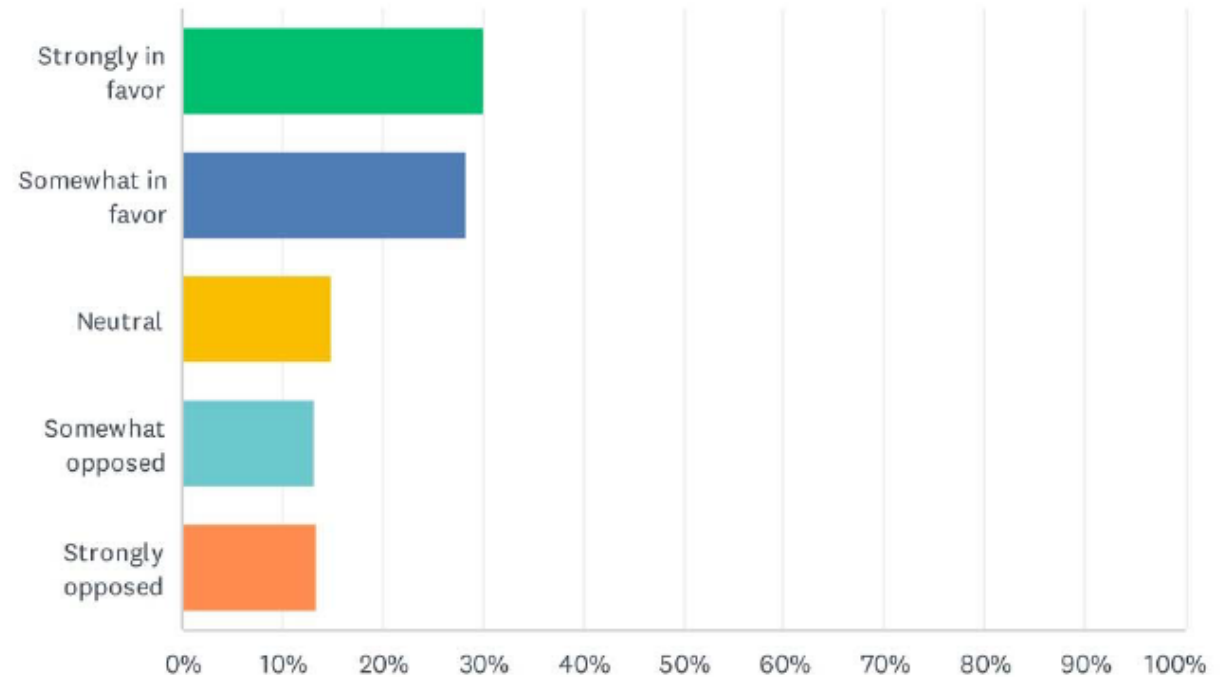
Answered: 1,838 Skipped: 3



Downtown Development

Q8. Are you in favor of more downtown development projects in Cape Coral?

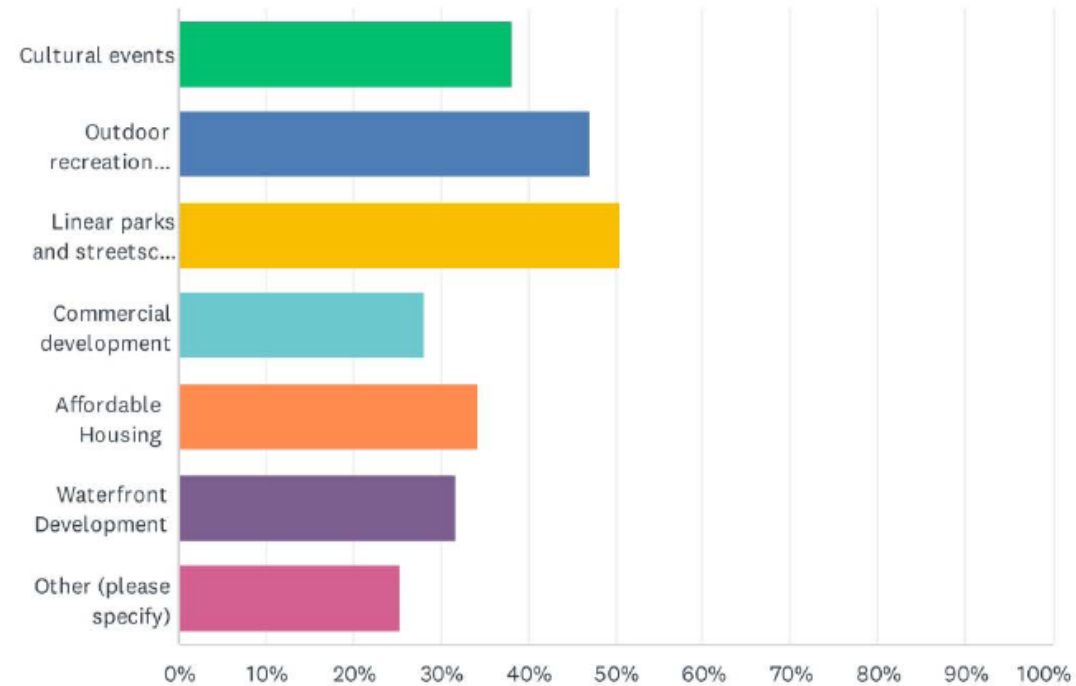
Answered: 1,838 Skipped: 3



Future Priorities

Q9. In the future, what would you like to see more of in Cape Coral? (Select up to three)

Answered: 1,836 Skipped: 5



Source: DCG Corplan Consulting LLC

Welcome to Cape Coral

Glamars SW FL	Beauty Salon	3714 Del Prado Blvd S
Yazmin Borden	Massage Establishment	519 SW Pine Island Rd #112
Bolis Epoxy Jobs	Unclassified	817 SE 8 th Pl A
H•BLU•O Beach Outfitters	Merchant Retail	1220 Lafayette St
VIP Care	Physician Clinic	2301 Del Prado Blvd S # 890
Calderons Central Market	Bakery	231 Del Prado Blvd S
Wellway	Health Club	609 SE 13Th Ct
Old Buenos Aires LLC	Merchant Retail	3816 CHIQUITA BLVD S #4
Adrienne Davis	Beauty Operator	601 Del Prado Blvd N #14
Glenda Valentin	Beauty Operator	519 SW Pine Island Rd #112

Welcome to Cape Coral

Marzucco Real Estate	Real Estate Firm	1634 SE 47th St #3
Santa Barbara Social	Unclassified	2135 Santa Barbara Blvd #106
Roberts Health	Physician Clinic	3050 Del Prado Blvd S 1B
Olivarez Supply Company LLC	Merchant Retail	1059 NE Pine Island Rd # 6
Sportsman's Warehouse, Inc.	Merchant Retail	527 SW Pine Island Rd
Bubbakoo's Burritos	Restaurant	1751 NE Pine Island Rd #115
Bella's Kitchen	Business Office	601 Del Prado Blvd N #1
Solar Energy Solutions Of America Inc.	Contractor Office	2528 Andalusia Blvd #2
Water Out Now	Business Office	820 NE 24th Ln #106
Coast 2 Coast Core Drilling & Demolition	Contractor Office	720 NE 25th Ave #38

Welcome to Cape Coral

In The Cape Electric LLC	Warehouse	1232 Viscaya Pkwy
Quality Automotive Center LLC	Automotive	928 Country Club Blvd
Sunrise Roofing Services Inc.	Contractor Office	424 SE 47th Ter C
A+ Asian Massage	Massage	909 SE 47th Ter
Associates In Geriatric Medicine LLC	Physician Clinic	923 Del Prado Blvd S #105
Luciano's Too Pizzeria	Restaurant	3571 Del Prado Blvd N #12
The Lion's Den Bar & Grill	Restaurant	1127 Del Prado Blvd S A
ARMEX Construction LLC	Contractor Office	3810 Del Prado Blvd S
Appliance Discount Center LLC	Merchant Retail	232 Del Prado Blvd S
PJ'S Coffee Of New Orleans	Restaurant	1519 NE Pine Island Rd #110

Welcome to Cape Coral

ABC Liquors, Inc.	Merchant Retail	1513 SW Pine Island Rd
Healthy Home Pest Control Inc.	Pest Control	413 NE Van Loon Ln #111
Flaxen Mane, LLC	Beauty Operator	601 Del Prado Blvd N #14
Coral Stone LLC	Merchant Retail	2658 NE 9th Ave
Stovall Foundation Systems LLC	Business Office	1130 Pondella Rd #3
Hairlook Salon Inc	Beauty Salon	2018 Del Prado Blvd S
Estrella Beauty Salon	Beauty Salon	1327 Lafayette St B
Exquisite Plumbing, LLC	Contractor Office	1308 SE 47th St
Luxe Lab Aesthetics	Beauty Operator	2301 Del Prado Blvd S

Activity Updates

1. Finalized Contract with DCG Corplan for Economic Development Strategic Plan
 - a. Task 1 - Project Kick Off/Facilitation of the Vision
 - b. Task 2 - Community Assessment, Labor, and Educational Analysis
2. Started NewBiz Navigator Program welcoming new businesses to the City of Cape Coral.
 - a. Beginning in July of this year, EBDO has reached out to 84 new businesses to welcome them to Cape Coral and assist with Business Tax Receipt and Fire Inspection questions.
3. Continued regional promotion and engagement with Tourist Development Council and Horizon Council.
 - a. EBDO and Communications are collaborating with the Tourist Development Council for co-operative marketing program.
4. Draft RFQ for 314 Acre Burnt Store Road Parcels submitted to Procurement
 - a. Draft currently under review with City departments.
5. Serving on the Resilient Lee Education & Workforce Branch to develop a Recovery Resilience Plan in response to the devastation caused by Hurricane Ian.

Thank you

