

**INDUSTRIAL DEVELOPMENT OPPORTUNITY**  
**SW FLORIDA, PUNTA GORDA – I-75**  
**IOS (INDUSTRIAL OUTSIDE STORAGE)**



**CONFIDENTIAL INVESTMENT OFFERING - Redacted Version**



## THE SIGNIFICANCE OF I-75

I-75 is a very important interstate extending from Miami to Michigan's Canada border, with goods and services travelling through Detroit, Cincinnati, Lexington, Atlanta, Ocala, Tampa, Sarasota, **PUNTA GORDA**, Fort Myers, Naples and Miami.

### MARKET HIGHLIGHTS

Southwest Florida, with a metropolitan statistical area (MSA) of 2.5 million, includes Sarasota and Manatee Counties to the north, as well as Lee and Collier Counties to the south. Located between these two vibrant areas is **Punta Gorda**, Charlotte County, serving as a geographic midpoint.

Real estate experts have labeled Southwest Florida as the most underserved industrial market in the state, primarily due to its limited supply, compounded by the region's ongoing population surge. A key contributor to this growth is the convenient access provided by Interstate 75, which connects approximately 65 million people within a 100-mile radius. *Source: ESRI 3/21/25*



## PUNTA GORDA, FL – A PROVEN & GROWING MARKET

- Cheney Brothers – 414,500 sq.ft. (Food Distribution)
- IDEX Corporation – 80,000 sq.ft. (Engineering)
- Sun Coast Beverage – 68,773 sq.ft. (Distribution)
- ABC Supply Company – 50,000 sq.ft. (Construction Materials)
- Publix – 50 acres, planned distribution center (Largest Grocer in FL)
- Stericycle – 15,000 sq.ft. (Medical Waste)

## RECENT CORPORATE MOVES INTO PUNTA GORDA

- FedEx – 250,000 sq.ft. (Freight & Logistics)
- Dakota Premium Hardwoods – 72,000 sq.ft. (Hardwood Flooring)
- HERC Rental – 14,400 sq.ft. (Equipment Rental)
- Blue Bell Creameries – 15,000 sq.ft. (Produces Ice Cream)
- Amigo Pallets – 10,000 sq.ft., (Pallet Manufacturing)
- Iron City Custom Rods – 12,000 sq.ft., (Mechanic / Custom Cars)
- Solid Surface Tops of SW Fl – 25,000 sq.ft., (Granite Fabrication / Sales)
- Vestas Aroli – 15,000 sq.ft., (Manufacturer Of Wind Turbines)
- NAS MRO Services, LLC – 35,000 SF (Plane Repair / Service)
- King Vape – 100,000 sq.ft. (Manufacturer of Vape Products)

# IOS (INDUSTRIAL OUTSIDE STORAGE)

## THE APPEAL OF THE MULTI-TENANT INDUSTRIAL BUILDING WITH AN OUTSIDE STORAGE COMPONENT

Multi-Tenant Industrial buildings with an outside storage component stand out as a favored sub-asset class among investors, demonstrating a consistent increase in both interest and capital investment. Nonetheless, this real estate sector is extensive, fragmented, and ever evolving, with certain segments remaining relatively obscure to limited partners (LPs) yet offering promising opportunities in the current market landscape.



## WHAT IS A MULTI-TENANT BUILDING WITH AN OUTSIDE STORAGE COMPONENT?

These properties encompass low-coverage buildings for companies that require a small office, warehouse with a storage yard. These facilities enable the company to store inside and outside for manufacturing, the distribution of goods, facilitate truck and van transfers, and provide staging or storage solutions for equipment, materials, and inventory.

Typically, these facilities are multi-tenant properties leased on a triple-net basis, strategically situated close to existing or growing areas, close to major road arterials.

The investment proposition for this product type is underpinned by fundamental supply and demand dynamics. The sector is experiencing an increase in demand, driven by the essential role these assets play in e-commerce, subcontractors with product and fleet storage needs.

Concurrently, the available existing land is being utilized by institutional dock high warehouse developers, with minimal new supply emerging due to the due to insufficient momentum from the capital markets for this particular product type. **This disparity between supply and demand has resulted in an average rent increase of nearly 30% since the conclusion of 2023, with vacancy rates dropping to below 3% by mid-2024.**

Furthermore, the fragmented ownership landscape and the relative infancy of the sector from an institutional viewpoint allow for the acquisition of capitalization rates that are generally 100 to 250 basis points higher than those of traditional industrial properties. With the prospect of robust income growth in the near future and elevated entry cap rates, Multi-Tenant Industrial buildings with an outside storage component represents a compelling risk-adjusted investment opportunity.

*Source: Bob Johnston, Principal, Lee & Associates*

# AN UNDERSERVED MARKET

“The industrial inventory in the region amounts to only 110.6 million square feet, serving a population of 2.3 million residents, which translates to a per capita availability of 48 square feet of industrial space. In contrast, other major metropolitan statistical areas (MSAs) in Florida boast a minimum of 60 square feet of industrial space per capita. The combination of limited industrial supply and ongoing population growth in Southwest Florida is expected to drive significant rent increases.”

Source: CBRE NATIONAL PARTNERS

## SOUTHWEST FLORIDA IS ONE OF THE MOST UNDERSERVED INDUSTRIAL MARKETS IN THE NATION

- » There exists only 110.6 million square feet of industrial inventory for the region's 2.3 million residents resulting in a ratio of 48 PSF of industrial inventory per capita.
- » All other major MSA's in Florida have at least 60 SF of industrial per capita.
- » The lack of industrial supply and continued population growth in Southwest Florida will lead to continued robust rent growth.

## INFLUX OF AFFLUENT PEOPLE TO SOUTHWEST FLORIDA

- » The surge of affluent individuals to Southwest Florida's key cities position this region as a critical location for efficient distribution networks.
- » Average household income in key cities of the region are well above the \$107,008 national average, such as:
  - Marco Island: \$167,673
  - Naples: \$128,096
  - Punta Gorda: \$111,322

## FLORIDA GULF COAST 75 LOGISTICS CENTER – CENTRAL STRATEGIC LOCATION WITHIN SOUTHWEST FLORIDA

- » The subject's location is the geographic midpoint of the region, making it the most strategic distribution location for Southwest Florida.
- » Able to reach from Naples to Tampa, in less than a two-hour drive time.

Southwest Florida is the most underserved industrial market in South Florida with only 48 SF of industrial supply per capita

