

March 2024

I. HOUSING RECRUITMENT

A. Hayden – Housing update 3/18/2024: 50 active listings with a price range between \$85k – 1.6mil. Average price \$360,996. Median price \$290,000. Pending 75. Price range \$65k - \$1.5mil. First quarter sold 2024: 79 and first quarter sold 2023: 105

B. Hayden - Apartment updates from the major suppliers in the market:

1. Pecos Vista, 99%
2. Cavern City Apts – 99%
3. Arrowstone – 97.7%
4. Copperstone – 97%
5. Villages at Carlsbad – 98%
6. Avalon Apartments - 98%
7. Dunagan Associates Property Management- 5 units listed as available.

C. Hayden – Hotel, RV Park, Man Camp updates from major market suppliers:

- (1) Hotels occupancy ranges between 84% to 100%.
- (2) RV Parks occupancy ranges between 70% to 100%.
- (3) Man Camps range between 60% to 85%.

II. WORKFORCE RECRUITMENT

A. Hayden – Unemployment – February 2024 Employment News Release. The state unemployment rate is 3.9%, up from 3.6% the previous year.

1. Our region in February:
 1. Chaves 3.3%
 2. Eddy 2.6%
 3. Lea 3.6%
2. Compared to February 2023 - Chaves 3.8%, Eddy 2.6%, Lea 3.4%

B. Hayden- Met with Skillpoint Alliance coordinators to partner with them. They facilitate a free electrician program to get individuals through the pre-apprenticeship training, where they are ready to become an apprentice to a journeyman/company to become a journeyman themselves. The program is looking for Community partners who hire electricians to take on these students as hands for their companies.

III. OIL, GAS & ALTERNATIVE ENERGY

A. Jeff – Through combined efforts with the NM Partnership, I have been meeting with a company eyeing Eddy County for a battery storage facility. They are looking to be in Eddy County early to mid-April to meet with us and County officials. They have already located a site that would be beneficial to their operations on the northeast side of Carlsbad.

IV. MANUFACTURING

V. MEDICAL

A. Jeff – Met with leadership from Artesia General Hospital to discuss Carlsbad's growth and what Artesia is looking at for the future. They would like to speak to our board at the May meeting as well. We will be providing them with some data related to population density on the south side of Carlsbad.

VI. NUCLEAR

A. Jeff – Distributed a letter on behalf of the Clean Up to Clean Energy (CU2CE) team encouraging energy leaders to respond to an RFI from the Department of Energy (DOE) for construction of clean, carbon-free energy projects. The three basic energy generation approaches for the project would need to focus on one or a combination of the following: Small Modular Reactor, Hydrogen Production, or Solar Power. In addition, there was an information day held on March 27 at the DOE Field Office (Skeen-Whitlock building) in which we heard from several DOE officials regarding the CU2CE program and future next steps.

B. Jeff – Attended a presentation at the WIPP site on March 26th for the commemoration of 25 years of operating in our community. We heard from WIPP and SIMCO leaders about the remarkable milestone the operation has achieved. Much respect was given to the people who have been a part of the entire WIPP project from inception to present day.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – I have been working with Kat Davis from Pearl of the Pecos/Mainstreet, Jeff Patterson in the planning department at the city, and with the NM Economic Development Department on putting together a proposed change to the Local Economic Development Act (LEDA) in our city ordinances. Currently LEDA funds are only available for specific items that do not include a retail business or a cultural center. Upon reviewing other LEDA changes to ordinances in places like Clovis, we have put together new language that is now allowed by state law to let cities allocate LEDA funds to retail and cultural arts. Jeff Patterson has put together a proposal for the city to review and hopefully it will be adopted at an upcoming city council meeting. This will allow Carlsbad the opportunity to offer an additional incentive to aid retailers in coming into our market.

B. Jeff – I have provided all pertinent information to our attorney, Cas Tabor, so he can draft agreements for two projects at the Cascades. With both projects having come before our board and the Cascades Architectural Review Committee (ARC), once the agreements are accepted and signed by all parties, the projects have the green light to begin construction.

C. Jeff – Spoke with a developer who is looking to put in a restaurant and a recreational-type of project here in Carlsbad in the near future. He has previously built these in other cities and is now focused on our community.

D. Jeff – I spoke with Diana Cerny, owner of the now-closed Pecos River Café, about what plans she has for the property. She is working with a restaurant owner out of El Paso who has several entities there and in Hobbs. Once the deal is in place, we can talk about the company and who it is.

VIII. ADMINISTRATION

- A. Jeff** – Met with another interested party regarding a project at the Cascades. We discussed the parcel they are looking at and went over the design guidelines. They have requested to present at the April 4th board meeting.
- B. Jeff** – We continue to have weekly staff meetings to better facilitate operations within the office, and strengthen each other’s efforts with support where needed.
- C. Jeff** – I sit on the board of directors for the Carlsbad Chamber of Commerce as the chair for the Leadership Council. This past month we had Education and Workforce Development Day. Presentations were given from SENMC President Dr. Beardmore, Hayden Barrera from CDOD, LaVern Shan from Carlsbad Municipal Schools, and the Jobs for America’s Graduates (JAG) program. Our last class day for this session is on April 19th.
- D. Jeff** – Talked with someone from the NM Counties regarding the 2024 legislative recap meeting I was notified of from Commissioner Carlson. The meetings and the organization are designed for members of county government, but they said I could attend if I wanted to. I registered for the March 28th meeting in Chaves County.
- E. Jeff** – We continue to maintain the CDOD as a resource for all of our members and community partners. We continue to update our website, and after discovering some odd programming issues (older pages were popping up instead of the current ones), we appear to be back to normal. Please let me know if any of you need anything!
- F. Hayden-** Attended the JAG Career Week, where I presented to students from 6-12th grades about the economic development in Carlsbad and what the CDOD does.
- G. Hayden-** Prep for Build Expo in April
- a) Prepping literature
 - b) Configuring booth layout
 - c) Ordering booth items
- H. Hayden-** Finishing housing brochure with up-to-date information to send to print
- I. Hayden-** Prepping for the CHS Career Day where CDOD will have a booth and will sponsor a lunch.
- J. Hayden-** Working with Golden Shovel to continuously update broken links and update pages on website
- K. Hayden-** Creating a housing developers page on website
- L. Hayden-** Looking at new potential developers expos or conventions to attend in new fiscal year