

August, 2021

I. HOUSING RECRUITMENT

- A. John-** Met with the managers of two of our larger apartment complexes. Both have seen an uptick in their occupancy rates (one at about 75%, the other at 85%) in last two months.
- B. John-** Working with County and Councilor Rodriguez to possibly challenge the census regarding the group quarters count, which was very low for that date in 2020. Providing occupancy study results and new water use numbers.
- C. Jeff-** Assisted a CDOD member find potential housing for an employee. Thank you to all other CDOD members for providing your assistance. Also helped them see options for babysitting.

II. WORKFORCE RECRUITMENT

- A. Jeff -** Unemployment for Eddy County was 6.8% for June, down from 7.4% the prior month. The state as a whole was at 7.9%, with our neighbors in Lea County at 10.3% and Chaves at 7.7%.
- B. Jeff -** I was asked to join the Individuals with Disabilities committee on the Eastern Area Workforce Development Board. We held our first committee meeting recently to set forth our course of action for the upcoming months.
- C. Jeff -** The Carlsbad Job Fair was held on August 12th at the PRVCC. It was open from 9AM till 2PM. We had 20 companies on hand. Over 100 people came in and visited with the employers. Several said they had gotten some good potential prospects, and we collected several resumes from interested people looking for work. The working lan now is to have a job fair once a quarter.
- D. John -** We have received a number of résumés for our recently filled Office Manager Position. We will contact these individuals send out interested job seeker résumés to membership later this month.

III. EDUCATION

- A. John-** Met with Mike McNair of SENMC/ NMSU-C over workforce needs and vocational and trades training. He is interested in meeting with leaders in our industries about their needs for the future.

IV. OIL, GAS & ALTERNATE ENERGY

- A. John-** There is a new representative for ConocoPhillips that replaced longtime member Stu Mussler. Tina Tiffany is our newest member and is based here at the office on London Road.
- B. John-** Made contacts with a new company interested in producing hydrogen for energy from natural gas. Invited the company to visit Carlsbad and meet with leaders here. Company is based in Houston and is linked with several large producers in Permian basin.

C. John- Met with a reporter from Reuters doing an article on Federal Lands and possible impacts of restricting drilling to our local community.

D. Jeff – Provided market information related to possible land parcels and taxes to a solar firm looking to expand into Carlsbad.

V. MANUFACTURING

A. John-

B. Jeff – Have been working with Jacobs Engineering on finding possible office space in Carlsbad. They have locations in Albuquerque, El Paso, and Waco

VI. NUCLEAR

A. John- Met with Farok Sharif of Huntington-Ingalls. He is bringing a group of company officials that are interested in bidding on the WIPP contract to meet with our Executive Board and learn about the community.

B. John- Due to COVID Delta, the Department of Energy has postponed the National Cleanup Conference in Washington D.C. until December. As a result, our planned D.C. trip has moved as well.

VII. POTASH

A. John- Spoke with officials from one of our potash mines about the market. On average, one company reports their price per ton of potash is up 50% from last year and things are going steady this year.

VIII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – I have been working with a developer out of Albuquerque who has brought several businesses to our market over the years. They have yet another client interested in Carlsbad, once again on the National Parks Highway corridor. I have provided them with information related to traffic counts and homeowner density for that area.

B. Jeff – The owners of Southern Vibes restaurant, formerly Happy's, has put the entire property up for sale. They wish to sell the entire business together and are willing to negotiate on a firm price. If you know of anyone interested, please let me know.

C. Jeff – I had a visit with two local business owners who are working to open a recreational marijuana store. They are one of several that has either called or come by our offices looking for guidance. We have been working with the city as they are working on ordinances related to this new type of business that is popping up due to the new state laws. These gentlemen are wanting to not only sell the product but they are hoping to be more of an educational type of business as well.

D. Jeff – Met with the management of the new Home2Suites hotel on the south side of town. They have 99 rooms on the property and are planning a grand opening in September. I spoke with them regarding CDOD membership as well.

E. Jeff – Visited with a new business owner looking for a small storefront. He operates a collectibles store dealing in coins and other wares. If you know of anything relatively small, please let me know.

F. Jeff – I have been working directly with the franchise owner for Weinerschnitzel. They are temporarily closed while they hire a new management team, as the previous manager they had went on vacation while the store had only five employees. Those employees quit while the manager was off, and now they are looking to start over. The restaurant manager is currently looking for employees and would like to be open with a week.

IX. CASCADES

A. John – Cas Tabor has picked up the torch for the late Matt Byers and is working on our deadline amendment language for the board and Oxbow.

X. ADMINISTRATION

A. Jeff – I continue to update company bios on our website. If you would like to have a short bio on your company listing page, please send them to me and we will get them published for you. Jeff.campbell@developcarlsbad.org

B. Jeff – We have completed a new traffic study with Sauder Miller that encompassed 60 locations throughout the City of Carlsbad and Eddy County. It is linked to our CDOD website with Souder Miller hosting the actual study so it will be somewhat interactive for people to utilize. It can be found in the Site Selection tab.

C. John- Reviewed over 170 applications for our two open positions (office manager & local development coordinator). Conducted several interviews with applicants and have selected qualified individuals to fill both positions. Belenda Lane, our new office manager started last week and Michelle Romero, our new Local Development Coordinator starts on September 1st.

D. John- Have been working with our accounting firm to make sure AP/AR entries are correct during the interim after Sophie's departure. I have also been in Quick Books printing out reconciliation reports, etc. with Chris Simons' assistance. They have had employee changes over the same period, so we are working through this month together.

E. John- Thanks to everyone who attended our annual meeting. Special thanks to Jody Knox, Valerie Murrill and Susan Crockett for their hard work planning the meeting and Jeff, Brittany, and Sophie for their hard work helping put it together and making it go smoothly during the event. Finally, I want to thank Jody Knox and her Lakeview crew for the serving, deserts, veggies, and cleanup, the Eddy County Sherriff's Posse for the fantastic steaks, and the Stevens Inn for keeping us "hydrated." We had just over 200 people attend this awards banquet/meeting.