

AUGUST 2023

I. HOUSING RECRUITMENT

A. Hayden – Housing update: 74 active listings with a price range between \$79k – \$730k. Average price \$315,483. Median price \$282,500. Pending 83. Price range \$41,975 – 850,000. Second quarter sold 2022: 137 and second quarter sold 2023: 127.

B. Hayden – Workforce Multifamily project with Richard Ashton; Richard sent us a proposal, John and I met with Jeff Patterson to better understand his proposal to send feedback. We sent feedback and asked for some clarity. I will reach out via phone this week.

C. Hayden – Assisted a member in looking for housing for an employee

D. Hayden – attended City Council in support for Wayne Ballard and David Guerro's new business, NMT3S and Cavern City Apartments. Both zoning changes passed.

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

1. Pecos Vista, 98%
2. Cavern City Apts – 96.6%, preleased at 100%
3. Arrowstone – 100%
4. Copperstone – 96.5%
5. Villages at Carlsbad – 97.89%
6. Avalon Apartments - 98%
7. Dunagan Associates Rental Department - 5 units available. Price range \$1000 to \$1,600.

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

8. Hotels occupancy ranges between 50% to sold out. An average of 76%
9. RV Parks occupancy ranges between 40% to sold out. An average of 83.6%
10. Man Camps range between 60% to sold out. Average of 75%

II. WORKFORCE RECRUITMENT

A. Hayden – Prepped and attended the Fort Bliss Job Fair on August 24. Job fair had between 250-300 people in attendance. Got a few good leads, and reached out to members with contact information and resumes.

B. Hayden – Carlsbad Job Fair

- Coordinated with Chamber for location
- Created the flyer
- Coordinated for the forms to be put on the website
- Coordinated with Jeff to put on social media
- Sent out invites and urged for sharing
- Handed out flyers around town

- As of 8/28, we have 27 businesses attending
- Refreshment sponsor, secured

C. Hayden – Unemployment:

1. July 2023 NM Labor Analysis Statistics. Released 8/25/23. The state unemployment rate is 3.6%, down from 3.6% the previous year.
2. Our region this month:
 1. Chaves 4.9%
 2. Eddy 3.3%
 3. Lea 4.5%
3. Compared to July 2022 - Chaves 4.6%, Eddy 3.5%, Lea 4.5%.

D. Hayden – Attended the New Mexico WOIA State Plan Public Input Forum on 8/17/23

- Focus was more on students and young people learning necessary skills before entering workforce

E. Hayden – Completed the onboarding packet, “Settling In” for new workforce moving to Carlsbad.

- Created a new map of Carlsbad with a look at what all restaurants and retail we have to offer for booklet
- Got final approval
- Will order when we get cc
- Created a digital version, and got it on the website.

III. OIL, GAS & ALTERNATIVE ENERGY

A. Jeff – Hampel Oil, a company we met with in July of 2023 as reported last month, has put an offer in on a building. They are hoping to be set up and operational before the end of the year.

B. Jeff – Air Compressor Solutions, an equipment solutions retailer in the compressed air industry, has closed on a property here in Carlsbad. We met with ACS in June. I also set up a meeting with them and the New Mexico Economic Development Department to discuss strategies for incentives once they start manufacturing operations here. Recently we met with their manager that will oversee the Carlsbad location and explained what CDOD can be in terms of a resource for them as they move forward. Finally, ACS recently became a member of the CDOD at the tier three level.

C. Jeff – We continue to work with Energy Valves, the company reported on last month. To date, they have selected a site in which they are pursuing. They are working on getting employees, and Hayden has been in contact with them in regards to job fairs.

IV. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – We continue to assist the developers and brokers in bringing the 26 acre shopping center to Carlsbad. Unfortunately, one of the biggest hurdles at this point in time is the Federal interest rate. Costs have become very high across the board, and the brokers are having a very difficult time finding a way to build that works out financially for all parties.

B. Jeff – Work continues on a quick serve restaurant getting ready to announce a location on the south side of Carlsbad. Once they complete their leasing process, they will give us the green light to spread the news.

C. Jeff – I met with a representative for two different restaurants that want to be in Carlsbad. I sent him several contacts with potential options for locations, but have not heard back just yet. More on this as they progress.

D. Jeff – Still working with Texas Roadhouse on finding them a suitable location. They still want our population numbers to be a bit higher too, so I am working with board member Damian Capello on a way that could bolster the way in which we see our population. This would go hand in hand with the numbers we currently use according to water usage.

E. Jeff – I was told by the contractor for the upcoming Dunkin Donuts/Baskin Robbins that construction should begin between October and November, with a possible 6-month build time.

F. Jeff – Looking for interested parties for the property at the corner of Lea and Canal. The broker says there's lots of interest, but he hasn't been able to put the right mix of businesses together yet..

V. ADMINISTRATION

- A. Jeff** – We are in the process of reconfiguring the board room. We are looking to upgrade the presentation abilities that will allow for better audio/visual capabilities, and to provide a better zoom interface and conference meeting experience.
- B. Jeff** – We have been working on getting our lists of members corrected. As of now, Teddi has compiled our lists into the following: Executive Board, Board of Directors, and then CDOD Members. This should allow for the best way to communicate to the proper groups.
- C. Jeff** – We hired a new office manager. Teddi Riley joined the CDOD in July.
- D. Jeff** – I tracked down the general contractor for the impending Dunkin Donuts Baskin Robbins. Discovered it was White Sands Construction. I extended an offer of CDOD membership to them and they accepted. They also asked me to send their contact information out to CDOD businesses on the preferred contractor list, which I did.
- E. Hayden-** Attended a Golden Shovel meeting about website with Jeff via zoom.
- F. Hayden-** Working on updating website
- Continued to update information and logos of establishments and members
- G. Hayden-** Sent out 3 membership applications to inquiring companies
- H. Hayden-** Got the front door rekeyed
- I. Hayden-** Researched conferences in NM & TX, submitted some for review and followed up with the companies