

# January, 2021

## I. HOUSING RECRUITMENT

**A. Sidney**- Arrowstone apartments (806 Hidalgo Rd) are now available for pre-leasing with move in dates starting February 22. The complex is two stories with 132 units total. They are offering six different floor plans, two 1-bedroom and four 2-bedroom options.

1. -One-bedroom units: \$1,095 – \$1,160
2. -Two-bedroom units: \$1,535 – \$1,775

**B. Sidney** – Sent over recent articles on housing and oil and gas in Eddy County to local multi-family investor contacts.

**C. Sidney** – I made an updated online version of the previously completed ‘Employer Survey – Employee Housing Needs’. This is a survey that was conducted in years past and provides useful data for planning purposes. I am working to gather the appropriate contacts for the local businesses (HR/business owners) so that it can be sent out this month.

**D. Sidney** – I have begun gathering updated occupancy data for the apartment complexes and RV parks in Carlsbad. Once all data is collected an updated report will be completed which shows past and current data for comparison.

**E. John**- Met with gentlemen from Colorado who are negotiating for property in Carlsbad. They have an apartment complex construction project on hold until they see what the market is going to do this year.

## II. WORKFORCE RECRUITMENT

**A. Sidney** – I sent over individual links to open positions in Carlsbad and links to other resource pages where job postings can be found to an individual that is new to our area seeking employment.

**B. Sidney** – I met with Mike McNair the Director of Community Education & Workforce for NMSU-C. We discussed resources that are in progress for his department that he will be sharing in the future and current workforce needs. Prior to our meeting I sent out a workforce development survey on behalf of Mike’s department to all members. I also sent over contacts Mike requested for additional disbursement of the survey.

**C. Jeff** - Unemployment for Eddy County was 6.8% for October, down from 7.3% last month. The state as a whole is at 7.5%, with our neighbors in Lea County at 10.6% and Chaves at 7.8%.

## **II. OIL, GAS & ALTERNATE ENERGY**

- A. John-** This month, we passed Lea County and then were passed by Lea County the following week as the most active drilling county in United States. Lea County now has 35 active rigs, followed by Eddy with 33 and Midland County with 19.
- B. John-** Met with a couple of our members that sit on the PSP Education committees about our education resolution and needs for our community and their industry concerning education.

## **III. MEDICAL**

- A. Jeff –** Continued searching for a suitable site for a medical entity that has been looking to enter our market for over a year. Put them in touch with a couple of other possibilities.
- B. Jeff –** Spoke with the owner/operator of a therapy business who is relocating here from Texas. They had questions related to zoning and possible locations. I referred them to Jeff Patterson and his crew at the City planning and zoning department, and began looking for possible locations for their office. They are looking to relocate here in the next couple of months.
- C. John-** Project Tooth Fairy, an orthodontic clinic, is ahead of schedule and looking at a late April or Early May opening.

## **IV. MANUFACTURING**

- A. John-** Attended 2 daylong webinars put on by the New Mexico Partnership, the NMEDD, and site selectors from the manufacturing and technology sectors. Have since spoke with one from Dallas about a site visit to Carlsbad in summer.
- B. John-** Sent information on exportation and the state of New Mexico incentives for manufacturers to three of our members.

## **V. NUCLEAR**

- A. John-** Attended a web meeting on workforce development and retention for the nuclear industry. ECA, DOE and other Officials made presentations from around the Weapons Complex.

## **VI. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY**

- A. Jeff –** Project Dumbbell continues to pursue a deal that makes the most sense for them. They have been working on another location in hopes that something could be put together with other potential tenants. I continue to provide them with information and assistance as they move forward.

**B. Jeff** – Project Bealls Afterlife continues to negotiate their lease at the Carlsbad Mall. They are working with the property owner on several leasing deals in other locations at the same time, so that explains the delay here in our market.

**C. Jeff** – Received a phone call from an interested party looking for franchise opportunities in Loving. They informed me of their starting off point and which franchises they are interested in starting. I have begun research for them to see if we can get something started.

**D. Jeff** – Project Annex Stopover continues to pursue good locations for their first location in Carlsbad. They have been close on a couple of deals, but they fell through at the last second. Now, they have a possible deal working with another entity that is also looking for a good location. I continue to assist where needed.

**E. Jeff** – Had a second meeting with a hotel development group looking to invest in our market with some kind of hospitality product. They are looking at a year or two down the road, but have already begun with a great deal of research. I have provided them with the information I have, and have also referred them to other sources such as planning and zoning for more information. They are looking at a site visit within the next couple of months.

**F. Jeff** – Compared notes with Ashly Key at Carlsbad Mainstreet regarding possible office space for the law office mentioned in last month’s report. We wanted to make sure we were not stepping on each other’s toes and also to ensure we provide the best information for the client to review.

**G. Jeff** – Spoke to a site locator for a major motion picture to be distributed by Disney. They were specifically looking for a site with caves for the visual effects unit to film. I put them in touch with contacts at the Carlsbad Caverns National Park for more information on filming permissions and so forth. He ended up making a trip down here to the Caverns and described them as “Astonishing.” He will get with us once he receives feedback from his people.

**H. John**- Spoke with a site selector that I met at the NM Partnership Webinar about restaurant opportunities for our area. He was going to get some information from the companies he represented and send them to us to look at.

## **VII. AVIATION**

**A. John**- Project Rose has broken into Project Rose and Project Ace which both envision MRO and large aircraft storage operations at Carlsbad Airport. Have met again with founder and CEO from project Ace. Project Ace is composed of an MRO company that specializes in jet engine repair and maintenance. Project Ace is also very interested in working with CDOD member Celtech and appears to be the first company with the certifications to actually work on a number of different engines. Another site visit s in the works for February.

## **VIII. CASCADES**

**A. John**- Oxbow did perform some cleanup work on their site to the north of our office. Have sent one interested person (in purchasing a lot) to Oxbow.

## **IX. ADMINISTRATION**

**A. Sidney** – Since the completion of CARES applications for the City and County, I have been referring applicants who still need further assistance to webpages where they can find information on assistance opportunities.

**B. John**- Met with Larry Mitchell, Chad Ingram, Jack Volpato and Clint Cone about virtual Bat Brigade. Will occur over the next three weeks. Details and a schedule will be emailed to the membership soon.