

Late June to July, 2023

I. HOUSING RECRUITMENT

- A. Hayden** – Housing update: 74 active listings
1. Price range between \$41.9k – 1.9mil
 2. Average price \$382,654.
 3. Median price \$317,600.
 4. Pending 70.
 5. Price range \$49,900 – \$625,000.
 6. Second quarter sold 2022: 137 vs. second quarter sold 2023: 12.
- B. Hayden** – Workforce Multifamily project with Richard Ashton, I spoke with Richard and he is working on the proposal for the City. We should receive it soon for review. Reached back out 7/24/23
- C. Hayden** -- met with Dr. Beardmore about the new trades program and asked about the student housing project. He is against dorms for now until we create more of a campus life.
- D. Hayden** - John, Jeff, and I met with Wayne Ballard and David Guerro who just created NMT3S (also a new member!) – they are focused on 2 things: refurbishing old homes to create more ownership opportunities for residents, under 200k and building furnished corporate homes to help the housing crisis in that area as well. Hayden- Coordinated with Wayne about the P&Z meeting, unfortunately couldn't attend due to a doctor appointment. Working with them to attend City Council for final approval in August.
- E. Hayden** - Apartment updates from the major suppliers in the market:
- Pecos Vista, 100%
 - Cavern City Apts – 95%, preleased at 100%
 - Arrowstone – 98%
 - Copperstone – 96.5%
 - Villages at Carlsbad – 94%
 - Avalon Apartments - 98%
 - Dunagan Associates Rental Department - 2 units available. Price range \$1800 to \$2,500.
- F. Hayden** – Hotel, RV Park, Man Camp updates from major market suppliers:
- Hotels occupancy ranges between 69% to sold out. An average of 90%
 - RV Parks occupancy ranges between 40% to sold out. An average of 83.6%
 - Man-camps range between 60% to sold out. Average of 75%

- G. Hayden** – Started the updated Carlsbad Housing Report. Created template and started compiling data.
- H. Hayden** – Visited ~20 sites of hotels, RV parks, man camps, and apartment complexes on 6/30/23 to introduce myself.
- I. John**- Attended and spoke in favor of two CDOD members with separate housing projects. One was for the approval of the rezoning for the second phase of the Cavern City Apartments, the other was for an affordable workforce housing project in west Carlsbad. Both passed the P&Z Board.
- J. John**- Spoke with a developer from Texas about building apartments in Carlsbad. Sent him our latest housing study as well as contacts from City of Carlsbad and our CDOD-member banking organizations. They are looking to decide on an area either here or in Pecos by next month.

II. WORKFORCE RECRUITMENT

- A. Jeff** – Worked with Hayden on setting up a Carlsbad Job Fair in September.
- B. Hayden** – Upcoming Workforce Events:
 - 1. Fort Bliss, TX Job Fair, August 24
 - Registered for event
 - Continued to work with companies to get signed up for the job fair. Delta, Intrepid, Air Compressor Solutions, Archrock, Eddy County registered and some light planning for our booth
- C. Hayden** – Build Expo April 2024
 - Confirmed payment and registration
 - Invited Officers of the board
 - Found hotel options
- D. Hayden** – Unemployment:
 - 1. June 2023 NM Labor Analysis Statistics. Released 7/21/23.
 - 2. The state unemployment rate is 3.5%, down from 3.9% the previous year.
 - 3. Our region this month:
 - a. Chaves 4.9%
 - b. Eddy 3.3%
 - c. Lea 4.6%
 - 4. Compared to June 2022 - Chaves 5.0%, Eddy 3.8%, Lea 5.2%.
- E. Hayden** – Started outline for a cohesive Carlsbad brochure for job fairs
- F. Hayden** – Started the onboarding packet, “Settling In” for new workforce moving to Carlsbad. In second draft stage.

OIL, GAS & ALTERNATE ENERGY

- A. **John** – Our team met with the owners and senior management of Hempel Oil. They are looking for a location here in Carlsbad, and already operate in Kansas, Oklahoma, Arkansas, Missouri, and Texas. They provide lubrication and fuel products and services to the oil and gas industry, as well as equipment loan programs: lube vans for construction site bulk lubricant storage, transport and tank wagon delivery, along with in-house or on-site fuel and lubricant lab services. We discussed state incentives and IRB's as well as membership in the CDOD.
- B. **Jeff**- My portion assisting them dealt with finding possible locations. I was informed that they are looking to make an offer on a property very soon.
- C. **Jeff** – Our team met with representatives from Air Compressor Solutions in June (a new CDOD Member!). ACS is the top equipment solutions retailer in the compressed air industry. They serve several companies operating in Carlsbad already, and they want to have a location here. We helped them search for potential locations, and they have found a site that they should be operational in within 3 months. I also set up meeting with them and the New Mexico Economic Development Department to discuss strategies for incentives once they start manufacturing operations here.
- D. **Jeff** –Met with a company named Energy Valves about opening up a location in Carlsbad. They have existing locations in Louisiana and Texas. They sell their products to oil and gas companies primarily, so our market is very appealing. We set up a meeting with them and the New Mexico Economic Development Department related to any potential incentives that might be out there for them. I also assisted them in locating a building, and it looks like they have found one. Now they have asked for assistance in finding employees to run their warehouse, and I have looped in Hayden so she can continue the process. In the near future, I will approach them about becoming a CDOD member.
- E. **John**- Met with Brian Connell of NM Transloading, who is looking to either build or purchase a transloading facility in Carlsbad area. We discussed a number of options and including the facility for sale on the Hobbs highway, which they are very interested in. They also have retail connections that they are looking for sites in Carlsbad after they finish the transloading deal.

IV. NUCLEAR

- A. **John**- Have been meeting with the Orano, the French company that operates the nuclear fuel recycling facility in La Hague, France, to plan our visit in early December to their facility and associated trans-loading facility. A group of local and state leaders plan on touring the site in late summer. We are working with the Mayor's Nuclear Task Force to invite our Senators to visit the facility with us. As many know, this type of operation is the target that we have been after for over 20 years. The interim storage facility is one piece to this larger nuclear industry that we intend on bringing to Eddy and Lea Counties.

- B. John-** Working with officials from Alpha Safety on company visit to Carlsbad with the possibility of moving into community.
- C. John-** On behalf of the community, CDOD Past President Paul Shoemaker and I attended the NMED mediation on the WIPP state permit. John Heaton and Jack Volpato represented the Mayor's Nuclear Task Force. We were happy to be a part of the process to counter the radical elements opposing WIPP. This set of mediation meetings produced an agreement on the permit that avoided a hearing and allowed WIPP to continue to do their job.
- D. John-** Our team met with management from our newest member Edgewater Federal Services. They provide staffing and security services for the nuclear industry. We assist them with workforce recruitment and job fairs.

V. MEDICAL

- A. John-** Wrote a community letter of recommendation for Carlsbad Medical Center to include in their J-1 Visa Waiver Program Package to bring in a new surgeon to Carlsbad.

VI. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

- A. Jeff –** Project Whale, the 40-acre shopping center/housing project I have been working on for over a year and a half, is still working towards getting the project started. They need to get their financing in order and will be meeting with the state and our Carlsbad contingent to discuss all possible incentive options available.
- B. Jeff –** My relationship with a couple of brokers/developers from Albuquerque, who have successfully gotten multiple projects up and running, continues. They are getting very close with another project on the south side of Carlsbad. I have helped them find properties, owners, and other resources to help with projects across the years.
- C. Jeff –**I have been assisting a broker out of Las Cruces in relocating an existing retailer here in Carlsbad. It is looking like they will successfully relocate in the very near future, which will not only fill in an empty site right now, but also assist this retailer with a better leasing package. I did a virtual site tour for the broker, as well as found the property owner so they could begin negotiations.
- D. Jeff –** Texas Road House representatives recently toured Carlsbad once again. The last time they were here was January of 2022. They have a particular site in mind, but it does not have sewer access. The cost to get sewer there could be too big of a barrier to entry to our market. We continue to analyze the situation.
- E. Jeff –**Looking for interested parties for the property at the corner of Lea and Canal. The current asking price for the property in whole is pretty high, but we continue to send leads their way. As of yet, nothing has been signed.
- F. John-** Working on putting together a Retail-based LEDA ordinance for City staff and mayor to review.

VII. CASCADES

- A. **John-** Had the parking lot re-stripped behind the office complex here.
- B. **John-** Property to the north of our building was cleared by Oxbow partner.

VIII. ADMINISTRATION

- A. **Hayden-** Researched army ranks and enlistment options
- B. **Hayden-** Working on updating website
- C. **Hayden-** Receiving training for editing site, 7/6
- D. **Hayden-** Updated the Restaurants list on our website with new logos, while adding new and removing old places
- E. **Hayden -** Added my profile to the Staff page
- F. **Hayden-** Updated out of date employment opportunities list
- G. **John-** Working on the financials and related tasks created with departure of the last Office Manager/Bookkeeper.
- H. **John-** Continue to handle Office Manager daily duties
- I. **John-** Conducted interviews and have identified successful candidates for the position. Currently checking references and background.
- J. **Jeff –** Have been assisting in the search for an office manager. We had posted on Indeed and our website. I forwarded all applications to John, and sat in on a couple of interviews as well.
- K. **John-** Continuing effort to assist CDOD member with state regulatory acceptance.
- L. **John-** Thanks to the members that helped with the annual awards banquet this year. In talking with our members, all have felt that it went well. Thanks also to those who attended.