

October, 2020

I. HOUSING RECRUITMENT

A. Sidney -- Spoke with Susie Russell, the economic development corporation of Lea County (EDCLC), and John Garcia of the Home Builders Association about the direction of the southeastern regional housing coalition group and future meetings. The group will be moving forward with CDOD and EDCLC as the meeting coordinators. Following this discussion, a meeting was held with all of the communities to discuss the transition. We received a list from John Garcia of builders and developers that would be interested in looking into our region for development. Our next meeting will discuss how we approach these contacts.

B. Sidney - Made changes and updates in photoshop and adobe to the housing brochure and housing show posters. Also, took new photos of current housing developments.

C. Jeff – In meeting with Retail Strategies earlier this month, we discovered that a developer with previous projects in our area and in the southeast corner of the state is interested in doing more. We have begun working with him to see if there is anything he would like to pursue

II. WORKFORCE RECRUITMENT

A. Sidney – Helped get new job postings onto our website and reached out to individuals who have submitted their resumes through our website for follow-up.

B. Jeff - Unemployment for Eddy County was 8.4% for September, down from 9.8% last month. The state as a whole is at 9.4%, with our neighbors in Lea County at 13.2% and Chaves at 9.7%.

III. EDUCATION

A. John – Contacted college administration consultant in Lincoln County at request of a board member looking for information on different aspects of local university/community interactions. Passed on information to member.

IV. OIL, GAS & ALTERNATE ENERGY

A. John-Met with two men from an undisclosed Wyoming-based service company looking at Carlsbad or Pecos to set up a Delaware Basin operation. The current COVID restrictions on schools and restaurants are a major concern for their families, but they like our community. Gave them realtor contacts and the contact information for City planning department.

B. John – Met with owner of a company looking to build a distillate recovery plant in Eddy County three times this month. Jeff and I met in person with him last week. We have given him multiple contacts as requested and are helping with site selection and acquisition of water resources.

C. John- Met with NMOGA Staff Member who thanked me for my ongoing defense of their industry. We discussed the PSP and ways we could help each other on various issues or projects.

D. Jeff- Some of their hard criteria (in item B above) includes salt water disposal and around five acres of land near good traffic corridors. We showed him some sites and I have since followed up with him to see if he was able to contact any of the property owners that we compiled from CDOD membership. We were also able to assist in locating possible sites outside of our membership.

E. John- Attended a NM Biz Coalition meeting with DOE Deputy Director Menezes in Albuquerque. Mr. Menezes met with local energy and manufacturing industry leaders across state to discuss the potential of NM's tremendous natural resources and the possible future.

F. John- Larry Mitchell and I met with the executive director and staff with Santa Fe office of the Permian Strategic Partnership about projects they are working on and ways that we can help each other out with information.

G. John- Meet with Xcel corporate officials about Kiowa expansion of electrical system east of Carlsbad and what that might mean in terms of economic development for Eddy county and the industries in the area.

V. MEDICAL

A. Jeff – Met with a company looking to expand into the Carlsbad market. Showed them some sites and discussed market information. Provided them with property owner information. They are looking for something that was an existing clinic type of facility, or one that could be easily remodeled into one.

VI. NUCLEAR

A. John- Met with NWP Procurement personnel about upcoming procurement opportunities and the status of current ones.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – A site selector for Planet Fitness visited Carlsbad last month. They were making the rounds at various potential locations as well as visiting existing gyms in the area. I provided them with information on several potential locations and gave them the contact information for each. Still moving forward.

B. Jeff – Project Buzz informed me that they are still working with their corporate bank on getting their loan funded for their expansion plans into New Mexico. The franchisee still plans on moving into Carlsbad and has future plans to expand further into the entire state.

C. Jeff – Project Bealls Afterlife is still working towards filling in the empty storefront at the Carlsbad Mall. I was recently informed that they are ready to execute the lease very soon. Once that happens, we will likely partner with the new company on a formal announcement.

D. Jeff – In talking with a developer out of Albuquerque that I have been working with for several months, it looks like he is waiting to hear back from a property owner for a second location of an existing restaurant. I assisted them in locating the second site and they have been negotiating with the owner for a few weeks.

E. Jeff – T-Mobile, located in the same building as Weinerschnitzel, will open November 6th. This was a project we had worked on in conjunction with Retail Southwest. This is the same developer, Josh Skarsgard, who we worked with on bringing in Ross, Maurice's, Famous Footwear, and Melrose. We are working on a press release regarding the entire development, as well as some of the donations/services T-Mobile is doing within our community.

F. Jeff – Construction work has begun on the second Taco Bell location for Carlsbad. This development is situated on south Canal across from Lucy's restaurant. There will be additional entities locating with Taco Bell, according to the developer working the project.

G. Jeff – Over the past year in our contract with Retail Strategies, we have garnered a good amount of interest for Carlsbad. Retail Strategies has identified 70 different entities (restaurants, retail) that would be a fit based on our economics. Approximately 70% have responded to initial outreach. As of today, 23 of these businesses have requested more information or have begun to look more closely at our market. Retail Strategies came to Carlsbad in October and presented in front of the Eddy County Commission and we drove through the entire market looking at construction and possible opportunities.

H. Jeff – Provided information from the State Mainstreet office to our local Mainstreet director, Ashly Key regarding Cash Mobs. Cash Mobs are virtual events to support local businesses during the pandemic and upcoming holiday season. Events are hosted on Facebook Live where participants bid on items, arrange payment and socialize during the two-hour sessions. Lively hosts entertain and educate as they sell items and encourage viewers to shop locally.

VIII. ADMINISTRATION

A. John- Entire staff has dedicated the majority of their time to processing CARES Act. applications and meeting with local businesses.

1. We received 75 applications in total between the City and the County, of which, 47 have been screened.

a) Of these 47 applications, there are \$7.7 million in requests and \$5.4 million in eligible requests.

(1) Of the eligible expenses, \$3.6 million for city businesses and \$1.8 million for county businesses

b) Only one business was ineligible so far, based on the required criteria in their application.

2. The RLF/Cares Act Advisory Board is currently reviewing and ranking the first 28 screened applications. We have had two meetings of the group to date.

- B. Sidney** – On the CARES Act grants:
- Delivered 30+ applications in person to local businesses in Carlsbad
 - Delivered applications to White's City
 - Met one-on-one with five different business owners to help with their applications
- C. Sidney** -Calling applicants after first review with requests for missing information and/or document clarification. This information is gathered to ensure the application is complete and all information corresponds with any changes made. In many cases these correspondences require multiple calls and reviews for the application to be complete.
- D. Jeff** – Spent the better part of the last few weeks processing grant applications received for the CARES funding. This work includes answering questions, going over applications to ensure completeness and correctness, and making sure applications contain all necessary supporting documentation for the RLF board to review.
- E. Jeff** – Assisted in locating a 3000+- square foot office space for a government entity. Provided several possible sites with the help of CDOD members. The developer was looking specifically for properties to purchase rather than lease.
- F. Sidney** - Sent over our "Carlsbad Preferred Construction Services & Contractors List" to Alexia Scott from the EPA who was looking for recommendations for general contractors for an incoming air monitoring station.
- G. Sidney** - Went on KCCC's community forum radio show and discussed the CARES Act grant program and other community developments.
- H. John**- Larry Mitchell, Craig Stephens and I met with Jessica Onsurez at the CCA about current and future articles, communication, and reporting.