

# September, 2022

## I. HOUSING RECRUITMENT

- A. Steph** – Continue to build housing business/community relationships in Eddy County and regionally.
- B. Steph** – New prospect efforts for student project and new housing developments; Jana Faro, Capstone Partners, Clint Trotter, SMM, Andrea Brand, Vesta Corp, Bradley Shaw, Greystar, Jonathan Jeans, BHOM, in additional qualifying the list of companies located in TX and AZ regions.
- C. Steph** – Spoke with Kenzie Rutledge, Arrowstone, Copperstone and new Canyonstone (Artesia) Apartments. At the mid-upper 85% occupancy with Canyonstone offering more availability. Average daily availability for apartments between 95 –110 apts. in Carlsbad.
- D. Steph** – Single family homes trends an average of 226 available at any given time. Hotel/motel sector trending in mid-90% occupancy during the week with weekends softer. ADR still high for market comparisons. RV Parks in 50-60% occupancy as an average and Man Camps holding firm in high 90%.
- E. Steph** – Attended Planning and Zoning Commission meeting on Sept 12<sup>th</sup>. Supported 5 new residential lots located at 302 Who Who Dr and supported final plat for Martin Farms subdivision, 64 new single family residential lots.
- F. Steph** – Finalizing additional information for employment growth to housing permit ratio report. Waiting for final data from 2 local banks.
- G. Steph** – Attended NM Housing Summit in Albuquerque over 3 days. Trip report attached. Since I was already in Albuquerque, met with CDOD member, Doug Clark, Business Development Director, Jaynes Corporation.

## II. WORKFORCE RECRUITMENT

- A. Steph** – Ongoing efforts to promote the need for additional employers to join our Fort Hood Job Fair on Nov 4, 2022, in Killeen, TX, only 4 confirmed employers.
- B. Steph** – Finalizing Carlsbad Job Fair (Oct 5, 2022) Pecos River Village Conference Center. 25 employers confirmed.
- C. Steph** – Ongoing collaboration with Marianna Martinez, NM Workforce Connection. She will assist us at the Carlsbad Job Fair.
- D. Steph** – Attended online event facilitated by Marcus & Millichap, panel discussion of national and regional housing and workforce trends.

**E. Steph** – Meeting with LaVern Shan, Deputy Superintendent, Carlsbad Municipal Schools, discussed needs both in housing, workforce, and her opportunity culture project.

**F. Steph** – Meeting with Debra Simmons, Human Resources Director, Lakeview Christian Home. Discussed jobs fairs, trends, and workforce.

**G. Steph** – August 2022 NM unemployment rate estimates; Chaves 4.7%, Eddy 3.7%, Lea 5.6%, and NM state rate 4.4%. Compared to August 2021 Chaves 7.4%, Eddy 6.6%, Lea 9.8%, and NM state rate 6.8%.

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

**A. Steph-** Attended two Mayors Energy Summit Meetings.

**B. John-** Met with American Petroleum Institute management in Washington DC regarding priorities and NMOGA. API provided us with a list of their talking points to help understand their priorities and how they are important.

**C. John-** Spoke with members of our delegation about the impact of non-attainment zone and informed them of the need for more information before allowing such restrictions to be placed on SE NM. As requested, provided them with EPA and NOAA data on Ozone emissions still emanating out of Juarez, Mexico.

### **IV. MANUFACTURING**

**A. John-** Working with the NMED Solid Waste Bureau to assist local company with tire recycling project.

**B. John-** Met with the principals of Project Plastic again this month. They are continuing to secure funding sources for their project and requested information on area water holders. They are still waiting on information requested regarding our fertilizer companies in Carlsbad. Working with our CDOD members to obtain that information.

### **V. NUCLEAR**

**A. Jeff** – Provided updates to the Eddy Lea Energy Alliance website related to a quarterly meeting held on September 14th here in Carlsbad.

**B. John-** President Shirley met with the Senior Management of Edgewater to discuss the benefits of CDOD membership, Carlsbad and our upcoming job fairs.

**C. John-** Attended above ELEA Meeting at Carlsbad City Council Chambers. Received an update on the Holtec Project, which is nearing its approved permit status.

**D. John-** Had productive meetings with our Senators about both of our nuclear projects WIPP and Holtec.

**E. John-** Attended the DOE/ECA Waste Cleanup Conference in Alexandria, VA last week. Met with several companies and communities throughout the complex to discuss transition processes and what to expect. Talked with the folks from the new M&O

company about possible personnel needs. Will be passing along requested resumes this week.

**F. John-** Discussed WIPP's budget with our delegation. Assuming there is no shutdown, it appears that there is going to be another continuing resolution in Congress, but the number for WIPP will be good to keep it running.

**G. John-** We are officially starting on Project Endgame. This project involves reprocessing partially spent fuel rods into new fuel rods. Fuel rods that are used in a reactor in the US commonly have 80% of their power still in them when placed in interim storage (like the facility that ELEA is currently working on). There is only a single commercial reprocessing facility in the world located in La Hague, France. This project has been quietly waiting in the background until the permitting for the Consolidated Interim Storage Facility is finished. Since this is nearing its successful completion, we are moving to the main course. We have spoken with both Senator Lujan and officials with the state about this and have received preliminary positive feedback. Will be working with local government leadership to do more to lay the foundation for this project to move forward soon. When successful, Endgame will move SE NM to the next level.

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

**A. Jeff –** CDOD projects completed in 2022: Big Lots, Papa Johns Pizza, O'Reilly Auto Parts on National Parks Highway

**B. Jeff -** Current CDOD projects: U-Haul, HTeaO, Wing Stop, Planet Fitness, Project Whale, Project Tender, Project Buzz, Project Sweetfire

**C. Jeff –** Planet Fitness has completed its foundation work and the frame has started going up. They will be located in the parking lot of Lowe's Home Improvement and are targeting a November/December opening.

**D. Jeff –** HteaO continues to build out their location near the intersection of Canal and Canyon. They are shooting for an October opening and have begun looking for employees.

**E. Jeff –** Project Buzz, which we have been working with since late 2019, is still expanding into existing markets as part of the franchise owner's agreement. They have expressed concerns over the labor pool, however, as they require a more specialized workforce. I have connected them with the Eddy County Beauty College to see if they can begin talks with students.

**F. Jeff –** Wing Stop is still building out their interior, and are scheduled for an October opening date. They have begun hiring employees as well. This is located in the strip center next to Tractor Supply on National Parks Highway.

**G. Jeff –** Spent time meeting with a real estate person representing a tire wholesaling company looking to expand into Carlsbad. I provided them with several people to contact in hopes of finding something to fit their criteria.

**H. Jeff** – Project Sweetfire is visiting Carlsbad this month (September). As previously reported, we have met on and off with them at previous Texas ICSC tradeshows and shared market information with them over the past several years. They were scheduled for a site visit back in June but had to reschedule

## **VI. CASCADES**

**A. John**- Contacted Neal Dungan again concerning lot maintenance at Cascades. While they took care of the weeds in the fenced in area, they failed to maintain their other properties. Will continue to work on this and remind them of the contract that they signed to keep the properties.

## **VII. ADMINISTRATION**

**A. Jeff** – Gave a presentation to one of the Lions Clubs. We discussed current projects, upcoming projects, workforce, and other topics of interest.

**B. Jeff** – Pleased to announce another new CDOD member: Little Digger Man has joined as a category five member. They specialize in septic system installation and implementation, septic system inspection, utility trenches, footings, rock breaking, utility location, and more.

**C. John**- Likewise, I'm pleased to announce three members DeLeon Construction (Level V), Carlston Ranches (Level V), and Crestwood Midstream (Level I)

**D. John**- Received first statewide Certified Economic Development Organization award in Albuquerque this week. As mentioned last month, the CDOD submitted a 65-page application and was audited by the NM Economic Development Department. There are almost three dozen EDC's in NM. There were only seven that received the award, including us. Special thanks to CDOD Board members Jason Shirley, Mayor Pro-Tem Eddie Rodriguez, and Terry Mullins, who participated in interviews as part of the audit process.

**E. John**- Wrote a letter of support for City of Carlsbad's Grant Application for \$7.1 million utility project.

**F. John**- Sent two separate lists of information to City and County about federal grant opportunities available right now.

**G. John**- Met with our NMEDD Representatives for our region. Jim Lucero will be replacing Susie Russell, who is retiring.

**H. John**- Had a very productive discussion with NMED Secretary Jim Kenney about Eddy County, air regulations, and nuclear projects.

**I. John**- Met with Community Relations Director Brad Baldrige and Mike McCloud of Xcel about our industrial growth in the area and the continued additions to the electric system. They indicated that more is to come.