

March, 2023

I. HOUSING RECRUITMENT

- A. Steph** – Home sales update: 89 active listings with a price range between \$80k – \$1.9 mil. Average price \$366,945 median price \$290,000. Pending 75 price range \$65k – \$550,000. Sold in Feb 32 and so far, Mar 15 sold.
- B. Steph** – Affordable Multifamily construction and developer Robert Ashton, President of Liberty currently reviewing land options and financing, ongoing weekly follow up in progress.
- C. Steph** – Residential builders site visit Walter Lujan, President of DAWCO based in El Paso. Met with several real estate members and City of Carlsbad. He also joined as a member.
- D. Steph** – Finalized housing press release for posting early April
- E. Steph** – Attended Planning & Zoning Meeting on March 6
- F. Steph-** Apartment updates from the major suppliers in the market:
- Pecos Vista, Cavern City Apts, Arrowstone, Copperstone, Villages at Carlsbad and Avalon Apartments above 97%
 - Dunagan Associates Rental Department 12 units available. Price ranges from \$800 to \$1,900.
- G. Steph** – Hotel, RV Park, Man Camp updates from major market suppliers:
- Hotels occupancy ranges between 50% to 98%.
 - RV Parks continue to sustain a strong momentum, varying between 70% to sold out. Was slower during spring break.
 - Man camps continue to sell out.
- H. Steph** – Finalized details for BuildExpo April 12 &13 Dallas TX
- I. Jeff** – Will also be attending the Home Builders Expo in Dallas, April 11th-13th. I have been preparing new marketing graphics for this event to focus on housing as well as our campaign that Carlsbad is a great place to live, work, and play. I found older vertical displays we had in storage since the National Nuclear Fuel Cycle Summit we held over 10 years ago.

II. WORKFORCE RECRUITMENT

- A. Steph** – Upcoming Workforce Events:

1. SENMC – Career Fair, April 19.
2. Fort Bliss, TX TAP MEGA Job Fair, May 18.

B. Steph – Unemployment:

- a) January 2023 NM Labor Analysis Statistics. The state unemployment rate is 3.5%, down from 5.4% the previous year.
- b) Our region
 1. Chaves 3.9% flat
 2. Eddy 2.7% up
 3. Lea 3.7% flat
- c) Compared to Jan 2022 - Chaves 5.9%, Eddy 4.8%, Lea 6.6%.

C. Steph – John and I met with Dusty Little, Recruiting Manager, Delta Constructors visiting from Alaska (CDOD Member)

D. Steph – Finalizing upcoming Employer Survey & Workforce Data Report.

IV. OIL, GAS & ALTERNATE ENERGY

- A. John-** President Shirley and I met with Ashley Campbell of XTO about CDOD membership and potential opportunities for their company working together with our organization. Ms. Campbell was hired to fill the position once held by Stu Mussler, before he moved on to another company.
- B. John-** Was asked by the mayor's office to work with officials from the University of New Mexico's EPSCoR to help facilitate their efforts to "hold a community meeting about our state's aging energy grid and safe/affordable energy." Will update Mayor and CDOD as this project progresses.
- C. John-** Met again with a company from the Midwest interested in processing gas produced from drilling in the oilfield to recover sulfur to market. NMEDD hosted the meeting. Will be introducing this company to reps from the midstream industry here in Eddy County.

IV. MANUFACTURING

- A. John-** Met with the Southwest Trade Adjustment Assistance Center regarding grant monies they have available for manufacturers that need consulting services. Will be sending our manufacturing companies packets from this organization explaining the federal funding that they have available.
- B. John-** Met again with a company looking to start a tire recycling operation in Eddy County. Am helping them apply for a state NMED grant to help fund equipment purchases. The company already has a majority of the capital needed to begin the process as well as land for the operation in the county.

V. MEDICAL

- A. Jeff** – Assisted CARC, INC in distributing a press release touting an award they received for philanthropy by Albuquerque Business First.

VI. NUCLEAR

- A. John-** I am happy to report that Holtec International has agreed to join the CDOD at level one (\$5000) membership.
- B. John-** As reported last month, WIPP Lead Contractor SIMCO has joined the CDOD at level one as well. In addition, SIMCO has agreed to provide the CDOD \$170,000 annually for economic development services.
- C. John-** Continue to attend MNTF meetings and assist with related travel for members of the task force.
- D. John-** Wrote a letter of support to the Department of Energy for the proposal to bring treated surplus plutonium that meets the waste acceptance to WIPP. Have written several versions of letters of support for members to use in writing their own letters to support project.
- E. John-** Wrote a letter of opposition to the legislature regarding a bill that would effectively ban consolidated interim storage facilities, small modular reactors, medical isotope producers and other projects that we are or have worked on. I also spoke in opposition to this bill at its last hearing in the NM house judiciary committee. Unfortunately, the bill did pass the legislature and the governor signed it within an hour after passage.
- F. John-** Wrote a letter of opposition to NMED regarding their proposed modifications to the WIPP RCRA permit that would be detrimental to Carlsbad and the WIPP facility. Have also written several versions of letters of support for members to use in writing their own letters to support project.
- G. John-** President Shirley and I were interviewed by NMSU's radio station regarding interim storage, the local nuclear industry, and Steinborn's bill in the legislature.
- H. Jeff** – I continue to update the Eddy Lea Energy Alliance website as needed.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

- A. Jeff** – In following up with the building supply company I have been working with, I was told recently that Carlsbad is a “one-horse town.” The meaning here is that they view our market as one in which whoever gets there first will carry the market. Lowe's got here before them. I sent them data from the recent leakage study we ran showing that we still lose money in this category to out of town businesses. All I got back was indication that at least we are now on their radar.

- B. Jeff** – Planet Fitness had its soft opening on March 28th. They are planning a grand opening in the near future. HTeaO opened on March 24th and had long lines in both the drive thru and walk in, but they handled the crowds succinctly.
- C. Jeff** –Connected a developer out of Albuquerque with the city’s planning and zoning department. I have worked with the developer over the years, and he had questions related to subdividing parcels. As always, Jeff Patterson was able to handle all of his questions.
- D. Jeff** – Representatives for the development of the large shopping center on National Parks Highway are preparing to make another trip to Carlsbad for meetings with the CDOD and the City.
- E. Jeff** – Met with a company looking at finding property within the large shopping center project on National Parks Highway. Indications are it is a marijuana dispensary.
- F. Jeff** – Assisting a couple who are looking to open a brewery here in Carlsbad soon. I talked with them about locations, and sent them a few that I had received from Kat Davis at Mainstreet. They also looked at the vacant location here at the Cascades on the first floor where Lucy’s had been.
- G. Jeff** – We are attempting to heavily recruit a well-known regional restaurant chain to Carlsbad. Plans are to go to their corporate headquarters or fly them into Carlsbad to meet with the Mayor.
- H. John**- Met with representative of our building to connect her with a couple interested in starting a microbrewery in Carlsbad. The couple approached me about the Cascades. Also connected them with Jeff to see if there are any other available properties in Carlsbad that might meet their needs

VII. ADMINISTRATION

- A. Jeff** –I continue to gather information related to a franchising education seminar. Trying to put together a good list of available franchises based on pricing tiers and other variables to make it easier for people to see what is out there
- B. John**- Assisted a CDOD member with posting their available industrial property online on our website and others.
- C. John**- Updated office manager job description and had it posted online for upcoming vacancy at that position. We all wish Belenda Lane, who is moving away to Texas in April, the best of luck and thank her for her service to the CDOD.
- D. John**- President Shirley and I hosted our first three legislative update zoom meetings with interested members. The Monday morning meetings averaged 5 to 9 attendees and lasted until the end of the legislative session.
- E. John**- Attended three legislative hearings on SB11 and spoke at two of them to try and hold off the passage of the extra leave act that this bill created. Also forwarded our executed resolution to local Chamber and seven economic development agencies around the state. At least five of those organizations used our resolution verbatim for their own. Thankfully, the bill eventually failed to make it through the legislature to the governor’s office.

- F. John-** Wrote 15 letters of support for various City of Carlsbad grant applications to Senators Lujan and Heinrich as well as Representative Vasquez. The City of Carlsbad applied for a number of congressional discretionary funding projects to address sewer, street, communication and other infrastructure needs.