

# January 2024

## I. HOUSING RECRUITMENT

- A. Hayden** – Housing update: 70 active listings with a price range between \$64k – 1.6mil. Average price \$351,542. Median price \$309,925. Pending 59. Price range \$115,000 – \$690,000. First quarter sold 2023: 105 and first quarter sold 2024: 18
- B. Hayden- Housing Data –December 2023**  
Residential City Total Sold in December- \$18,786,650  
Residential City Total Sold Year End - \$245,477,976
- C. Hayden** – Continued working on updating the Housing Report Q4
- D. Hayden** - Apartment updates from the major suppliers in the market:
1. Pecos Vista, 98%, preleased at 100%
  2. Cavern City Apts – 98%, preleased at 100%
  3. Arrowstone – 98%
  4. Copperstone – 97%
  5. Villages at Carlsbad – 97%
  6. Avalon Apartments - 98%
  7. Dunagan Associates Property Management- 3 units available.
- E. Hayden** – Hotel, RV Park, Man Camp updates from major market suppliers:
8. Hotels occupancy ranges between 30% to 80%.
  9. RV Parks occupancy ranges between 40% to 70%.
  10. Man Camps range between 66% to 85%.

## II. WORKFORCE RECRUITMENT

- A. Hayden**- Created the employer’s survey for the workforce report, and have posted it on social medias and emailed to all members. **Please fill it out if you haven’t already!**
- B. Hayden** – Unemployment – Workforce Solutions has not released December data yet.
1. November 2023 Employment News Release. Released 12/22/23. The state unemployment rate is 3.9%, up from 3.6% the previous year.
  2. Our region this month:
    1. Chaves 3.7%
    2. Eddy 2.6%
    3. Lea 3.4%
  3. Compared to October 2022 - Chaves 3.4%, Eddy 2.4%, Lea 3.2%

**C. Hayden** – The next Carlsbad Job Fair will be February 27, 2024 at the PRV from 3-6pm.

**D. Hayden-** Assisting Good Will find staffing for their new location in Carlsbad

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

**A. Jeff** – Attended a presentation at Chevron as part of facilitating the Leadership Carlsbad class. We learned about Chevron’s operations and how they conduct business in our community.

**B. Jeff** – Reviewed a concept paper for grant monies associated with the Clean Up to Clean Energy initiative being put forth by DOE. Under this initiative, there is the possibility of small modular reactors, solar, and hydrogen projects at the WIPP site.

### **IV. MANUFACTURING**

**A. Jeff** –

### **V. NUCLEAR**

**A. Jeff** – The New Mexico Economic Development Department (NMEDD) is planning a trip to Carlsbad that will include a tour of WIPP and the mine. Each quarter the NMEDD’s representative team has a meeting and they wanted it to be in Carlsbad with a WIPP tour. Ekta Bhakta and Bobby St. John have been assisting in the coordination of this meeting.

## VI. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

**A. Jeff** – We will be attending the ICSC Red River show January 31<sup>st</sup> thru February 2<sup>nd</sup> in Dallas.

**B. Jeff** –February 29<sup>th</sup> is the opening date for Carlsbad’s new Goodwill store. I began working on this project back in March 2022. They have finally found a suitable location for their store, and I referred them to Hayden for assistance in finding employees. They will be sending us a press release for distribution as well. The store will be located at 1108 W. Pierce. They have also asked me to put together a meeting with some of our local leaders so they could introduce themselves.

**C. Jeff** – Met with a business owner who is interested in the possibility of building at the Cascades. They are in the process of putting together their business plan to present to the Cascades Architectural Review Committee (ARC).

**D. Jeff** –Have been in talks with developers out of Albuquerque who are interested in putting something in the northern part of Carlsbad. It would be some sort of retail store, but details have not been fully conveyed at this time.

**E. Jeff** – Connected some of our local real estate professionals with a business that is currently preparing to build one location, but has also expressed the need for a second location to follow. Right now, finding the right property is the focus.

## VII. ADMINISTRATION

**A. Jeff** – We formed a new partnership for salsa offerings at tradeshow. Our former partner, Mona’s Salsa, retired. Now we are working with Hacienda de la Comadre. We also partnered with them for salsa giveaways at the legislative session in gift bags.

**B. Jeff** – We continue to have weekly staff meetings to better facilitate operations within the office, and strengthen each other’s efforts with support where needed.

**C. Jeff** – Hayden and I spoke at a recent Heights Lions Club meeting. We covered current projects that we are working on and introduced Hayden to the group. She spoke about her job functions and then we answered a myriad of questions. We go out and speak to civic groups regularly.

**D. Jeff** – I sit on the board of directors for the Carlsbad Chamber of Commerce as the chair for the Leadership Council. This past month we had Industry Day. Presentations were given from WIPP, Chevron, Intrepid, and the class went on a tour of Thunderstone Quarry.

**E. Jeff** – We continue to maintain the CDOD as a resource for all of our members and community partners. Please let me know if any of you need anything!

**F. Hayden**- Continue to help maintain the website with members list and other needed changes such as job postings, content, etc.

-If you add a job posting on the CDOD website, please be sure to use the end date or the listing will stay up until we do a mass clean up.

- G. Hayden-** Prep for ICSC  
-Created the informational video for our booth on TVs  
-Confirmed all reservations for trip  
-Started to gather all trip/booth materials.
- H. Hayden-** Assisting in correspondence with a company to fix the Greene St digital sign
- I. Hayden-** Prep for Build Expo in April  
Creating the art for the magazine ad/digital ad
- J. Hayden-** Ordered the team CDOD polos