

April, 2021

I. HOUSING RECRUITMENT

A. John- I will be distributing Sidney's updated housing information that she completed before she left last month. Overall, we still have a healthy housing industry, although the worker camps and hotels are down significantly from where they were pre-COVID.

B. John- Met with a local businessman looking to build a small apartment complex. Provided information on contacts and available property in area he was interested in building as well as some data on occupancy rates and prices.

II. WORKFORCE RECRUITMENT

A. Jeff - Unemployment for Eddy County was 7.6% for February, down from 8.4% the prior month. The state as a whole was at 8.7%, with our neighbors in Lea County at 11.8% and Chaves at 8.3%.

B. Jeff – I have listed nearly two dozen job announcements on the CDOD website in the last few weeks. There is a module that allows anyone to post a job on the site, but I am happy to assist as well. Open job announcements can be found under the 'Work' tab on the top navigation menu.

C. Jeff – Spoke a few times with the recruiting manager for Delta Constructors. He has been trying to fill several positions for the Carlsbad location. I have placed the listings on our website under the "Work" section. Also provided him with skillset information obtained from the NM Department of Workforce Solutions to better help him gauge the talent level of employable workforce in the area. He operates in Alaska but is planning a trip down here in late April and would like to meet up.

III. EDUCATION

A. John- Jeff and I met with Dr. Nwanne from our local college to discuss the transition into an independent college from NMSU-C. We discussed options for additional facilities to accommodate expanded workforce training program. Provided information on PBTC and local economy to him. Will be working with Dr. Nwanne in future to help with transition.

IV. OIL, GAS & ALTERNATE ENERGY

A. John- Met with a representative from Project Still who owns property along US285 about the possibility of a future project on the highway. This is the company that moved its operation down to Reeves County after the Federal Land restrictions started in January. They are considering using it for some type of O&G transportation yard. It would employ 3-5 people.

B. Jeff – Project Chemical Update: After being contacted by an oilfield service company that specializes in quality chemical solutions, I conducted a property search within the CDOD membership. I am happy to say that they have informed me of a lease they are getting ready to ink contingent upon a phase one environmental assessment. They are very pleased with the responses I provided them for land opportunities and expressed interest in joining the CDOD as well. More as this progress.

C. Jeff – Project Green-Finery Update: As reported last month, we were approached by a company looking to put in a green refinery. They have been looking for land in the neighborhood of 400 acres. In addition, they were interested in any incentives that might fit their project. I have connected them with our state representative for the NM Economic Development Department to work out what possible incentives they might have. They have had several conversations and are working towards getting a final incentive plan from the state. We have had a virtual meeting to go over details as well. This project works with oil and gas as well the DOE in some capacity.

D. Jeff – I was contacted by a company that has developed a mobile flaring mitigation system capable of being housed close to oil pads to reduce flaring. They are developing a site in Lea County and would like to gauge the interest in Eddy County. They will likely host an event in which we would bring interested parties to do a site visit. These units can also turn the wasted gas into bitcoin revenues.

V. MEDICAL

A. Jeff – Over the past year I have spoken with a mental health professional who is relocating to Carlsbad from Texas. There were concerns of funding for the practice, but I have received word that they have been approved for full funding. As of now, we are searching for a suitable office space. I have sent over a few possible options for them to review and hopefully find one that will work. While their funding has been approved, they are awaiting those funds to be released to them so they can then move forward. This is Project Well-Being.

B. Jeff - The search for a pre-existing clinic-type of building for a medical practice looking to come into the Carlsbad market continues. In the meantime, they are probably going to go with a mobile-type of clinic that will allow them to go out and visit areas or businesses in need of their services. However, the long-term goal is still to get a brick-and-mortar location, but they are in the position of having to wait until a clinic come available for them to move into. This is Project Pulse.

C. John- Project Tooth Fairy, an orthodontic clinic on North Canal Street, is on schedule but is now looking at a May opening.

VI. NUCLEAR

A. John- Attended a second web meeting on workforce development and retention for the nuclear industry. ECA, DOE and other Officials made presentations from around the Weapons Complex and nuclear industry.

B. Jeff – Updated the Eddy-Lea Energy Alliance website to reflect a special meeting being held on April 21st.

C. John- Attended three meetings with City and WIPP officials in preparation for upcoming May 17th NMED-WIPP Hearing on the shaft permit modification. Approval of

this permit is very important for restoring the WIPP facility to full-scale operations with improved ventilation capability. Ventilation is extremely important to the WIPP underground. These upgrades will improve protection of workers by allowing the WIPP operators to automatically adjust the intake fan and exhaust fan flow and will improve production by providing separate ventilation paths for mining and waste management. Community support will help ensure approval and remind everyone that the key stakeholders for the WIPP Project are residents of Carlsbad and SENM. We expect there will be some opposition to this permit by groups who have historically been opposed to the WIPP Project. If you are interested in providing written or public comment in person and need more information on the proposed modification, please call Kyle Marksteiner at City Hall (887-1191) or me at (887-6562).

D. John- Met with local DOE officials to assess the local employment numbers at WIPP right now. We learned that there have been some CBFO employees transferred to a new office in Albuquerque sometime in the last couple of years. Mayor Janway, John Heaton, and I have followed up with the DOE and insisted that CBFO employees should live in our area rather than remote sites in other places. We will continue to follow up on this.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff — A project I have been working on for over two years has finally made progress. Initial talks began back in 2019 for this business to come to Carlsbad. We met with them at the Red River States show back in January 2020, and they were very eager to move forward. Then with the COVID pandemic, his business was put on hold. He very recently was able to buy out several locations in New Mexico and El Paso, making him the only franchisee for the state with plans to eventually purchase the remainder in El Paso as well. He has commitments to three other existing stores in NM currently but would like to begin building two or three new stores later this year, with Carlsbad being one of them. Going forward, this will be Project Buzz, which has been reported previously.

B. Jeff –Project Boyardee is still working on becoming a restaurant. However, they are trying to get access from the Albertsons parking lot which is directly adjacent to their location. They would like to have an access point to their parking lot from both Canal street and Albertsons. I put them in touch with United corporate so they could plead their case.

C. Jeff – Was contacted by a developer from Albuquerque who has done projects with s recently. They have another retail entity looking at the south side of Carlsbad along National Parks Highway. They need some population numbers and other criteria however, so I am doing research for them to help with the final decision making process.

D. Jeff – I have been working with two local developers on providing them with leads to fill in new locations they are working on. The sites are for commercial businesses to include retail, restaurant and offices.

E. Jeff – I was contacted by a representative from a New Mexico based restaurant that is looking for possible franchisees in our part of the state, specifically Carlsbad. I am working on getting them some leads. If you or anyone you know would like to have information on this, please let me know. This is Project Nine.

F. Jeff – Albertson’s Sign Update: Since the property owner for Little Caesars threw a wrinkle into the project by requesting electrical capabilities for an ATM, the sign has been sitting in a warehouse awaiting installation. I had entered into talks with CVS to see if they would be interested in having the sign on their corner, replacing the Albertsons signage with theirs, and they were. However, we have received word that that the Little Caesars owner has relented his ATM electricity demands, and it looks as though we are moving forward with the sign on the Albertson’s corner of Church and Canal.

VIII. AVIATION

A. John- Project Ace, a team consisting of a jet engine repair MRO company and large aircraft storage company are continuing to investigate placing operations at Carlsbad Airport. We have a second Carlsbad site visit arranged for this week. Have met twice with City officials in preparation for this project visit.

IX. ADMINISTRATION

A. Jeff – I continue to update company bios on our website. If you would like to have a short bio on your company listing page, please send them to me and we will get them published for you. Jeff.campbell@developcarlsbad.org

B. Jeff – Sent out information from the US Small Business Administration related to a new program geared towards helping restaurants impacted by the pandemic. It is called the Restaurant Revitalization Fund, and it is linked on the CDOD website, under the COVID-19 resources page.

C. John- President Larry Mitchell and I met with and presented our 2021 budget request to the City Council budget committee and management.

D. John- We have been working on scheduling a strategic goal meeting on May 27, 2021, assuming that we are Back in Turquoise or Green covid status at that time (if not, we will send information out about participation online) at the Leo Sweet Center on Mission Ave. Mr. Ken Britt will be moderating the event. All of our business members and our elected officials that represent Eddy County and Carlsbad are encouraged to attend. We will have a continental breakfast in the morning and a lunch provided by Jody Knox and her folks. It is very important in our post COVID economy that the CDOD, Eddy County and Carlsbad are poised to get out in front of the pack again to take advantages of the opportunities (new and existing) that may be out there. Your experience and knowledge will go a long way towards guiding our efforts for the next 5 years!

E. John- Met twice with planning consultant working on Loving’s LEDA plan. Provided information on county housing and local economy.