

April 2024

I. HOUSING RECRUITMENT

A. Hayden – Housing update 4/1/2024: 54 active listings with a price range between \$69.9k – 1.6mil. Average price \$371,841. Median price \$298,250. Pending 87 Price range \$35k - \$1.5mil. First quarter sold 2024: 93 and first quarter sold 2023: 105

B. Hayden - Apartment updates from the major suppliers in the market:

1. Pecos Vista, 99%
2. Cavern City Apts – 99%
3. Arrowstone – 97.7%
4. Copperstone – 97%
5. Villages at Carlsbad – 98%
6. Avalon Apartments - 98%
7. Dunagan Associates Property Management- 8 units listed as available.
- 8.

C. Hayden – Hotel, RV Park, Man Camp updates from major market suppliers:

- (1) Hotels occupancy ranges between 84% to 100%.
- (2) RV Parks occupancy ranges between 70% to 100%.
- (3) Man Camps range between 60% to 85%.

D. Hayden – Met with Neil and Gary with the Carlston Ranch project, and they shared they will have confirmed sewer lines to Derrick road via the City and are moving forward with all development. We created a list on how we can help them in any way we can.

II. WORKFORCE RECRUITMENT

A. Hayden – Unemployment – March 2024 Employment News Release. The state unemployment rate is 3.8%, up from 3.6% the previous year.

1. Our region in March:
 1. Chaves 3.1%
 2. Eddy 2.1%
 3. Lea 2.8%
2. Compared to March 2023 - Chaves 3.2%, Eddy 2.2%, Lea 2.9%

B. Hayden- Sent site selection options to a realty company working for a potential auto company looking to expand to Carlsbad

III. OIL, GAS & ALTERNATIVE ENERGY

A. Jeff – Set up a meeting between a company looking to place a battery storage facility in Eddy County. This came about through networking with the New Mexico Partnership. They will be discussing the viability of an IRB for the project. Eddy County is one of a very few final locations they are looking to locate within.

IV. MANUFACTURING

V. MEDICAL

A. Jeff –

VI. NUCLEAR

A. Jeff –

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – Potential deals are taking place for the former Executive Inn & Suites site on the corner of Lea and Canal. The developer has been working with interested parties. Back in February, we promoted the site while at the Texas ICSC Show in Dallas to numerous companies and site selectors that visited our booth. More as it develops.

B. Jeff – Dunkin Donuts is hoping to begin construction very soon. I spoke to the franchisee and he said he has hired a GC out of Albuquerque to begin work. They have begun submitting plans and acquiring permits.

C. Jeff – Work continues on two separate projects at the Cascades. Both projects are into the agreement phase and will soon move into construction. One is a family entertainment concept, and the other is a multi-use project to include a business incubator, restaurant, and some apartments.

D. Jeff – Goodwill has finally opened, after working with them since 2022.

E. Jeff – Construction on the McDonalds site on National Parks Highway has begun. The location is in between the Home 2 Suites hotel and CNB Bank.

VIII. ADMINISTRATION

- A. **Jeff** – Save the Date for June 20th! That is the CDOD Annual Dinner. We will send the full invitation soon, but we plan to have a contest where members who bring a non-CDOD member business couple get entered into a drawing. Stay tuned....
- B. **Jeff** – Provided economic development project updates to the county recently to include retail, restaurants, and apartments.
- C. **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.
- 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 Law Enforcement and First Responder Day. It was a full day consisting of presentations and tours with Carlsbad Police Department, Carlsbad Fire Department, Eddy County Sheriff’s Department, the Eddy County Courthouse, and the Eddy County Detention Center.
- E. **Jeff** – We continue to maintain the CDOD as a resource for all of our members and community partners. We continue to update our website, and after discovering some odd programming issues (older pages were popping up instead of the current ones), we appear to be back to normal. Please let me know if any of you need anything!
- F. **Hayden**- Sent out new housing units available by member, NMT3S
- G. **Hayden**- Attended Air Compressor Solutions ribbon cutting for their new building
- H. **Hayden**- Prep for Build Expo in April
 - a) Finished ordering all promo items
 - b) Finalized all details
- I. **Hayden**- Attended the CHS Occupation Day where we has a booth and sponsored meals for a building
- J. **Hayden**- Created our page ad in Focus magazine
- K. **Hayden**- Working on finding a scheduling calendar
- L. **Hayden**- Working with Golden Shovel to continuously update broken links and update pages on website
- M. **Hayden**- Looking at new potential developers expos or conventions to attend in new fiscal year