

April, 2023

I. HOUSING RECRUITMENT

- A. Steph** –Housing update:
1. 72 active listings with a price range between \$80k – \$2.2 Million
 2. Average price ~ \$443,692
 3. Median price ~ \$295,500
 4. Pending sale- 75 with a price range \$60k – \$1.35 Million
 5. First quarter sold 2022: 127 vs. First quarter sold 2023: 102
- B. Steph** – Workforce Multifamily project with Richard Ashton, is making progress with permit process, working closely with planning and zoning.
- C. Steph, John & Jeff** - met with Mr. Ashton over dinner at the Build Expo, discussed the range of opportunities he will be pursuing in Carlsbad.
- D. Steph, John & Jeff** - Tour of Mr. Ashton’s multifamily housing development project EMLI at Liberty Crossings in Wilmer TX, phase 2 in progress.
- E. Steph, John & Jeff** participated in the Build Expo, Dallas April 12&13, 2023. Strong attendance approximately 4,000. We met with a variety of developers, builders, and industry related companies interested in working with us. Several are interested in visiting Carlsbad over the next months.
- F. Steph-** Apartment updates from the major suppliers in the market:
- Pecos Vista, sold out, Cavern City Apts - sold out,
 - Arrowstone, Copperstone, Villages at Carlsbad and Avalon Apartments above 98%
 - Dunagan Associates Rental Department 11 units available. Price range \$800 to \$1,800.
- G. Steph** – Hotel, RV Park, Man Camp updates from major market suppliers:
- Hotels occupancy ranges between 65% to sold out.
 - RV Parks continue to sustain a strong momentum, range between 75% to sold out.
 - Man Camps continue to sell out
- H. John-** Met with an owner of a design/development firm regarding workforce housing in Carlsbad. They are interested in a site visit to Carlsbad early this summer. This is a lead from the Home Expo in Dallas that we attended last month.
- I. Jeff** – Following up on leads from the Dallas Home Builders show, I met with a company looking for potential projects to invest in. I sent them the Cascades and Carlston Ranch for starters.

II. WORKFORCE RECRUITMENT

A. Steph – Steph – Upcoming Workforce Events:

1. CHS Occupancy Day & SENMC Career Fair, April 19, Attended.
2. ENMUR Career Fair, April 27.
3. Fort Bliss, TX TAP MEGA Job Fair, May 18.

B. Steph – Unemployment:

1. March 2023 NM Labor Analysis Statistics. The state unemployment rate is 3.5%, down from 3.6% last month and 5.0% the previous year.
2. Our region is flat compared to the previous month.
 - a) Chaves 3.0%
 - b) Eddy 2.1%
 - c) Lea 2.8%
 - d) Vs Mar. 2022 - Chaves 4.7%, Eddy 3.8%, Lea 5.1%.

C. Steph – Employer workforce survey link emailed to members via “SurveyMonkey”

III. OIL, GAS & ALTERNATE ENERGY

A. **Jeff** – Worked on connecting a local land owner with a company we met recently that puts in electric car charging stations

B. **John** – Met with an owner of a company that is considering an office in Eddy County. They have an office in Houston and one in Midland. He was concerned about lack of housing and employees in Carlsbad. Not interested in man camps. Currently, their employees come out of Midland-Odessa Area to work here. Provided information and contacts on new housing as well as contacts for planning department at City.

IV. NUCLEAR

A. **John** – Wrote and distributed four boilerplate versions of letter of opposition to NMED regarding their proposed modifications to the WIPP RCRA permit that would be detrimental to Carlsbad and the WIPP facility. Spoke with several CDOD members asking for WIPP-supportive comments.

B. **John** – President Jason Shirley, Mayor Pro-tem Eddie Rodriguez, City Councilor JJ Chaves and I visited Washington DC last month to meet with the Department of Energy, Department of Transportation, and Congress to discuss the budget for WIPP, airline service, nuclear fuel reprocessing, the Carlsbad Caverns National Park and the housing situation. We met with staff from the members of our NM delegation.

V. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

- A. **Jeff** – The U-Haul facility, currently under construction at the south Y just past Wal-Mart, continues to progress. It will be three stories when complete, and will offer a full line of services. The architect continues to send drone photos that we post on the CDOD’s Instagram page.
- B. **Jeff** –Met with a local business owner who is looking at growing their operation in the coming years. They also had questions about starting a Non-profit, which I performed research on and also suggested they speak with a qualified attorney.
- C. **Jeff** – Continue to update tracking of taxable gross receipts taxes for the Carlsbad market. This information is useful to investors and other site selectors looking for strong trends in undeveloped markets. My graph compares overall taxable GRT with retail GRT.
- D. **Jeff** – Work continues with a developer out of Albuquerque on a project they are working on in Carlsbad. Both Jeff Patterson and I have been assisting them in their efforts, answering questions and providing information.
- E. **Jeff** – Met with another local business owner who has plans on developing a private entertainment facility in Carlsbad. He has the plans for several different aspects of the facility, and has been looking to start since Hobbs opened a new trampoline park. They asked me about interest in such a facility from other parties, and I told him there has not been any recent developments in my experience
- F. **Jeff**– Met with representatives for the large retail shopping center recently. They came to Carlsbad with a new group they are partnering with to get the center started. We met with the Mayor, city planning and engineering, and other representatives to answer questions and provide them with further information regarding the market.
- G. **John**- After this site visit by developer/financier looking at participating in the shopping center project, Mayor Janway and I took this group around community.
- H. **John**- Met with NMEDD staff about ways city could use LEDA to assist with large retail projects. Am getting examples from other communities that have recently used this change in the LEDA law to help bring in such operations.

VII. CASCADES

- A. **John**- Received an initial request to again extend the Oxbow agreement from Neal Dungan. Executive Committee will be reviewing and working on an agreement with Oxbow this month.

VIII. ADMINISTRATION

- A. **Jeff** – Carlsbad Heating and Cooling has become a new member at the level five category (\$500).
- B. **Jeff** –The renovations to the CDOD website are just about complete. We added dozens of new photos and information to the site. 89% of our website users in the first quarter of 2023 were new users, and the site had over 15,000 pageviews during that time. Our website continues to perform at a high level among peers

- C. John-** Changed job description of Executive Secretary/Office Manager/Bookkeeper position per Executive Committee direction. Have advertised an Executive Secretary/Office Manager position and am in process of looking at past applicants in light of changes. Also, as part of the above change, have been working on a contract for Belenda Lane to perform accounting services remotely.
- D. John –** Started search for new Local Development Coordinator.
- E. John-** Presented budget request to City budget committee.
- F. John-** While in DC, met with Department of Transportation’s EAS officials that oversee the airline program. They informed us that the RFP was due on that day and they expected responses from Boutique and possibly Advanced Air. They notified us later that day that that was indeed the case. The response from Boutique was similar to the current one. Advanced, however was quoting service to Albuquerque, but included Phoenix service instead of Dallas.