

August, 2019

I. AVIATION

A. Jeff – Preparations have begun for the CDOD to attend the NBAA Aviation conference, taking place October 22-24 in Las Vegas, NV. We will have a booth presence at this show.

II. EDUCATION

A. John- Have met with Dr. Washburn and LaVern Shan several times over housing, community growth, and our outlooks on the future of the economy. Have also attended three meetings with community and business leaders about the school systems needs to handle the growth.

B. Jeff – Dr. Gratton of NMSU-Carlsbad informed us that they are looking to begin their campus apartment project this year. They are looking at 120 beds built in sets of four. Each set of four would have a central living are and there is a connecting bathroom between every two rooms, and they envision a food court on the bottom floors.

III. MANUFACTURING

A. John- Have been working over past three weeks with a longtime CDOD member to contact general contractors capable of building their new planned expansion on in the Carlsbad Airport Industrial Park.

B. Jeff – Assisted a developer who was looking for 5000-10000 square feet of a building, with an additional 2500 square feet for offices. The client was a wholesaler out of Atlanta. Provided the developer with contact information from several CDOD members.

C. Jeff – Met with the owners of Barnhart Bolt. They have locations in and around Southeastern New Mexico, and are looking to expand into the Carlsbad market. They need approximately two acres.

IV. MEDICAL

A. John – Met with a health care provider about property availability near one of his current properties for a possible future expansion.

V. NUCLEAR

A. John- Attended a meeting to meet the new DOE Management in Environmental Management. Visited with NMED Secretary Kinney over the flaring regulations and the procedure for new rulemaking.

B. John- Attended meeting to meet new NWP leader, who as we all know turned out to be our own Sean Dunagan.

C. John- Continue to participate in Mayor's Nuclear Task Force and support members with travel needs. This month administrative staff handled the registration and accommodations for local government officials travelling to nuclear conferences.

VI. OIL, GAS & ALTERNATE ENERGY

A. Jeff – Assisted a broker from Jones Lang LaSalle searching for land to lease for and oil and gas service company they represent. Sent him contacts for CDOD members.

B. Jeff – The CDOD will have a booth presence at Gastech 2019 in Houston, TX. This show takes place September 17-19.

C. John – Met with a group of six people from an oilfield service company looking to relocate from Louisiana to Carlsbad. Provided information on available property in area that they were looking at and gave them contacts for our CDOD member Realtors. They will be bringing in up to 19 jobs initially.

D. Shannon – Attended the final meeting for the Mayor's Oil and Gas Summit Committee. It is going to be an extra big event this year with multiple meetings/seminars surrounding the main event on September 12. Kyle asked for us to help promote the CRI Seminar that will be held on September 11 before the Oil and Gas Dinner. The seminar will focus on how to deal with organization changes within your business or organization from challenges created by the growth in the oil and gas industry.

VII. CASCADES

A. Jeff – Have been working with Albertson's, the City of Carlsbad, the Lodger's Tax committee, and a sign company in efforts to erect a large monument sign where the current Albertson's sign is now. It will assist in guiding visitors down Church Street to the Lake Carlsbad Recreation area, which include the beach, the waterpark, and the Cascades.

B. John- I am happy to report that Oxbow started construction on the lot immediately north of our offices last week.

C. John- Met with Brenda Moore who is representing Bennett Carnivals about use of property south of gravel parking lot for a three day carnival.

VIII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – Assisted a local business owner in a property search for a boutique. Pointed her in several directions, including several in the downtown Mainstreet area.

B. Jeff – Was contacted by someone from Duo Films in Los Angeles. They had questions regarding the JWS Sinkhole, specifically if they could film a car commercial around the sinkhole.

C. Jeff – Was informed by the senior broker working out of Albuquerque on Dunkin Donuts that they have three current deals in that market they are working through. Once those are completed, they will then focus on Carlsbad.

D. Shannon – Continue to serve on the Mainstreet Board and after spending some time identifying the empty buildings within the Mainstreet District this past April, we have helped fill two stores, Pistol Packin’ Cowgirls, and a spinal center.

IX. HOUSING RECRUITMENT

A. John- Met with Clint Williamson of Oxy and the PSP Housing Committee about a meeting that we are helping set up between the oil industry and housing developers, financiers, and builders. The meeting will be on September 12th from 2-4 PM.

B. John- Met again with Justin Chapman, the President of Southwest Community Development for the Hunt Companies (a large national developer based out of El Paso). He sent two of his supervisors to Carlsbad last week. Shannon took them on a tour of the community and we provided them with a good deal of information about our growth and the oil and gas companies plans for our area.

C. John- Met with developers from Brigham Development of Austin in Carlsbad about development needs in Carlsbad. They are very interested in properties on National Parks Highway.

D. John- Met with both Kevin Hanford, owner and Matthew Neyland, financier of the Village Apartments on National Parks Highway. They are preparing to expand that complex by two more phases, which will effectively double the number of units in the community. They are also looking for more property for a new complex.

E. John- Met with manager of a CDOD member/local construction company, who was inquiring about the need for housing and the current happenings in the local industries.

F. Shannon – Met with two developers out of Austin and toured them around Carlsbad to learn about potential opportunities for developing housing.

G. Shannon – Working on updating the housing report with rental prices and occupancy rates. This should be done and available before the Mayor’s Oil and Gas Summit.

H. Shannon – Met with John Heaton on his proposed plan for an RLF loan to increase housing by loaning funds for infrastructure.

I. Shannon – Met with Clint Williamson from OXY about the PSP Housing Meeting that will take place on September 12 following the Oil and Gas Summit. He has asked me to invite all developers I have worked with to come hear from the PSP about why they should invest in Carlsbad.

J. Shannon – Spoke with Rob Salazar, he has built 300 RV spaces on Mescalero, he wanted our contacts for the oil and gas industry to market his RV Park to them.

K. Shannon – Met with Craig Stephens to get updated data about the real estate market in Carlsbad. As of 8/23, there were 77 homes on the market with an average sold price of \$222,929.

X. WORKFORE RECRUITMENT

A. John – Provided an additional eight community packets to a new company planning to open a small office in Carlsbad. They needed information to help them recruit in Houston for the positions here.

B. Shannon – Sent out two resumes to the membership with experience in construction and the oil field.

XI. ADMINISTRATION

A. John- I am happy to report that we have two new members.

1. Cecil Dale III of Delta Construction, a full service construction company from Anchorage and Houston, joined at \$2,000 level. They have opened an office in Carlsbad and are planning on building commercial and industrial structures in the area.

2. Steve Schuman of Coyote Flats, LLC is the owner of the new RV park on Hidalgo Road. We have been working with Mr. Schuman for several years.

B. John- Will be attending a meeting on August 28th at 11 am at the SBDC downtown. The meeting will be jointly hosted by Sandia National Lab and the Small Business Development Center about overcoming "Small Business Challenges" and discussing how to start a business.

C. John- Meeting scheduled this week with a CDOD Member Engineering Company concerning growth in the community and to talk about contacts in the CDOD that could help their business.