

June 2020

I. HOUSING RECRUITMENT

- A. Jeff** – Along with John and Sidney, we met with the owner of Coyote Fats RV Park. Their main concerns included attracting leasers and marketing their location and amenities. They have a new manager, and he and I will visit over marketing efforts. We discussed sending out a press release regarding the park being open, and other ways to get the word out. They mainly want to focus on work-related RV spots as opposed to tourism, but they said they will change their plans if need be.
- B. Sidney** – I sent over the latest housing report and RV vacancy/occupancy information to the owner and manager of Coyote Flats RV Park. Coyote Flats is planning to open within the next two weeks. This park will offer competitive pricing, kiosk check-in, high speed internet included in the price of rent, city water and sewer, and a brand new laundry facility. Coyote Flats will have available 334 RV spaces. Their address is 4110 Mescalero Rd.
- C. Sidney** –The incoming complex at the intersection of Boyd Dr. and Hidalgo Rd. is actively under construction and looks to be progressing quickly. This development will create 132 new units.
- D. Sidney** – I have posted available rental properties to our website. This is a reminder to our members that anyone interested in additional exposure for a rental listing can send the information to me for listing on our site.
- E. Sidney** – Current total occupancy rates for apartment complexes I have been able to reach stands at 93%, which is down slightly from 97% in early March.
- F. Sidney** – Met with Stephanie Lengers, Pecos Vista’s property manager, and discussed the complexes current availability and overall progress. The complex has seen a steady stream of traffic and are leasing. In addition, I toured one of the three-bedroom units and one the larger one-bedroom units. Currently there are 38 units available for leasing. 114 of the 204 total units have been released.
- 1x1: 18 available, three are carriage units with attached garage
 - 2x1: 11 available
 - 2x2: 9 available
- G. Sidney** – Helped an individual who called about issues with her property owner. I helped her look into online resources for applicable state laws and sent over information on other available rentals if she needed to move.
- H. Sidney** – Attended the New Mexico Economic Development Departments PPP and EIDL Update webinar.

II. WORKFORCE RECRUITMENT

A. Sidney - I have been working with individuals who have submitted their resumes online, or reached out to me personally about available positions in the area. I refer them to all online resources, and individual contacts of positions I have been informed of that are a match with their skills.

B. Sidney – I continue to add job postings to our website as I receive them from members and local entities

C. Jeff –At 5.6% for May, Eddy County has the sixth lowest unemployment rate in the state. We actually went down from April’s rate of 6.1%. We have been closely watching the unemployment numbers for our area. The state as a whole is at 9.2%, with our neighbors in Lea County at 8.6% and Chaves at 7.9%. Once again, our economic diversity proves that we can absorb the hits better than others, because we have more of an industrial base than just oil.

III. AVIATION

A. John- Met with the two principals with the new MRO company to provide more information on NM and answer questions about Carlsbad’s airport, as well as state and local incentives that might be available. The company is very interested in our airport, but wants to put larger aircraft there, which will require blading and infrastructure work to strengthen up the tarmac to hold the heavier jets. I am currently working with the state to see what would be necessary to put a customs station/free trade zone at airport.

IV. OIL, GAS & ALTERNATE ENERGY

A. John – Updated the rig count report for **June**. As of this week, we are still in the lead for the entire nation at **31** rigs in Eddy County. This is down from 60 rigs (or about 49%) in late February.

B. John- Attended a webinar on the LNG industry which looked at how well the US LNG industry is responding to 2020’s challenging market conditions. The webinar discussed the impacts of oil price volatility, the implications of falling spot prices for markets in the long-term, and possible consequences for US projects still in the pipeline. The speakers were united that the market would start picking up again in December 2020. They anticipated that there would be pauses in the pipeline construction projects until late fall or early winter.

C. John- Attended the Energy Roadmap Community Lead web meeting put on by a group working with the Governor's alternate energy advisors to bring in more alternate energy to NM. I was only Economic Development Director from southeastern NM to attend. They are focused on solar and wind energy and have little knowledge as to what has been done to date here and what little job impact the solar industry has.

D. Jeff – H&N Gold Field Services, an oil servicing company operating in five states other than New Mexico, is expanding into our area. I provided them with contact information for property from CDOD membership, and it looks like something might be connecting.

V. POTASH

A. John- Am working with local members to craft a letter of support for our local mining industry to send to Trump Administration regarding certain countries dumping on the international market. Will also deliver our concerns to Washington, DC when we go this fall.

VI. MANUFACTURING

A. John- Met again with John Lonergan of Project Plastic to discuss the effects that COVID is having on our local economy and the market. They continue to work with their financiers. They have not yet chosen properties in southern Eddy, but that is still their preference. As mentioned last month, the COVID situation has apparently demonstrated the shortcomings of the various plastic item bans and has buoyed the industry's outlook on the future.

VII. MEDICAL

A. Jeff – Assisted a CDOD member with a potential new client in looking for possible property in the Carlsbad area. They did a couple of drive throughs but didn't find anything yet.

B. John- Project Tooth Fairy has started construction on Canal Street. This will be a Family Orthodontist Practice and is scheduled to open in mid to late spring.

VIII. NUCLEAR

A. Jeff – Updated the ELEA website with new information related to meetings. This includes their agendas and meeting notices.

B. John- Working on written comments supporting the WIPP modifications before the NMED.

C. John- Provided positive comments to NRC in support of our ELEA project east of town. The next public hearing will be on July 9th. Any member willing to offer comment, please contact me. We do have talking points that might be useful when putting comments together. My thanks to Xcel Energy, John Heaton, Mayor Janway and Councilmembers Carter, Walterscheid, and Rodriguez for speaking in favor of the project.

IX. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

A. Jeff – Jeff – Working with eight developers on finding potential tenants for the new Cavern City Shopping Center, located across from La Tienda Thriftway. The center is under construction currently, and will have seven spaces for businesses.

B. Jeff - The Post Time Inn is looking to do some direct marketing to government employees and agencies. They are working up a flyer and I suggested they let us send the flyer out to our CDOD members, and for them to use the same approach with the Chamber of Commerce.

C. Jeff - Over the course of the past 10 years, I have worked on and off with representatives from Weinerschnitzel. Most recently in 2018, interest began to quickly pick up. One of the developers we have worked with in the past, Retail Southwest, began to ask for available properties. Upon searching for said properties, they decided on the location next to the new Verizon on Pierce Street. After several months of construction, the Carlsbad Weinerschnitzel will be open on June 30th.

D. Jeff – One of the potential recruits I have been working on since the January ICSC show was impacted from expansion by COVID-19 more than other businesses. They are interested in Carlsbad, and have now requested banking contacts to explore financing options. I have provided him with the CDOD members banks

E. Jeff – Working with a developer out of Albuquerque in finding any kinds of restaurants that may have closed or were severely impacted by COVID-19. They want to either take over these businesses or purchase them outright.

F. Jeff – Project Pit continues to explore opportunities within the Carlsbad market. I provided them with some market information as well as possible sites. They indicated an interest in Carlsbad for a good amount of time.

G. Jeff – Assisted a local business in looking for a new location. They need more available parking due to the nature of their business.

H. Jeff – Continue to work on providing market data to a new business looking to locate in Carlsbad. They have had a change in their representation but are still looking to move ahead. They had to pull back a bit due to COVID-19 and see how their cash flow is going to improve with the nationwide opening up of businesses like theirs.

I. Jeff – Albertsons Sign: The sign has been in fabrication for several weeks. We have seen photos of the sign in the shop. The contractor is working with Albertsons on matching the finished building's color scheme. Completion has been moved to July

X. CASCADES

A. John- Still working with Clyde Scott and Steve Kelley on agreement concerning our equipment downstairs and recouping the RLF money. Should have an agreement by mid-July for board approval.

XI. ADMINISTRATION

- A. Jeff** – According to our local banks (CNB, Western Commerce, First American, and Pioneer), they have lent out over \$300 million in PPP loans associated with the COVID-19 situation and CARES Act.
- B. Jeff** – Efforts continue to push Eddy County residents to answer the US Census. The current response rate as of this writing is 50.1%. The state’s response rate is 50.7%
- C. Sidney** – Working with webhost provider to get interviewees for website article on local businesses strategies for facing COVID-19 restrictions.
- D. John**- Worked on a substantial grant application for COVID money to replenish our RLF fund.
- E. John**- Worked on a grant application for the 2021 LEADS Grant to help with industrial recruitment efforts.
- F. John**- Continued to work on FY21 budget using up to date budget numbers and discussions with members to finalize revenue projections.