

# June-July, 2019

## I. AVIATION

**A. John** – Both the NMEDD continue to work with Pat Connell this month of Project Arizona Import II about MRO activities to include under a proposed contract with City of Carlsbad. Currently, Pat is still working with his corporate office on list.

## II. MANUFACTURING

**A. John-** Met with representatives with Project Plastic. They are a regroup that is trying to market NM as a site for a plant. They do not have a company interested yet, just want to bring one in. They presented me with a proposed agreement to move forward with their plan to bring in a polyethylene production facility to NM. There is some non-compete language in the agreement that I have issues with, but will work it out with them.

**B. Jeff** –Was asked by an outside company owner to find land for them to expand into our market. They were looking for 3 to 5 acres to set up their industrial facility. I referred several local land owners and developers to them.

## III. MEDICAL

**A. Jeff** –Provided statistical information to a medical entity in Eddy County related to showing the effect the recent oil bust had on the economy. They needed the data to prove there was a downturn in the economy to show how it impacted their operations.

## IV. NUCLEAR

**A. John-** Attended an Eddy Lea Energy Alliance Meeting in Carlsbad. John Heaton was elected as chairman of the ELEA group. They discussed the non-participation by Lea County and the governor's opposition to our project.

**B. John-** Continue to participate in Mayor's Nuclear Task Force and support members with travel needs.

## V. OIL, GAS & ALTERNATE ENERGY

**A. Jeff** – Registered the CDOD for a booth at the upcoming Gastech show in Houston in late September. This is a show we are able to attend due to the Local Economic Assistance & Job Development Support (LEADS) grant John Waters applied for and received.

**B. John-** Mayor, Commissioner Carlson, and I spoke at the ribbon cutting ceremony for the new regional office for Conoco Philips on London Road. Ate lunch with their President of the US operations and discussed their plans for the area, which are just starting. Afterwards, assisted the HR staff with a recruitment video that they are going to show to staff to help generate internal interest in the Carlsbad Regional Office.

**C. John-** Attended a meeting with PSP members and Industry officials in Carlsbad speaking about what is needed for community growth.

**D. John-** Attended a trip to Midland with Mayor, City Administrator and other community leaders to meet with management of regional oil companies and the EDC there. Toured offices of Concho, Oxy, and Chevron and spoke with their management about future of industry in Carlsbad area.

**E. John –** Met with a person from Wyoming that is interested in moving his service company to Carlsbad or Pecos. Gave information on community, contacts for City and County planning departments, realtor contacts, and current housing projects planned or under construction in Carlsbad.

## **VI. CASCADES**

**A. John-** Craig and I signed sales documents prepared by Matt and Scott Goodale's attorney finalizing the sale of the Cascades properties as agreed to by Mr. Goodale's group and the Board of Directors in June.

## **VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY**

**A. Jeff –** A potential development located south of Wal-Mart fell through due to an issue with traffic. NM DOT would not allow a stop light to go in at the Pizza Inn entryway, and the extension of the frontage road up from IHOP. The developer had clients that needed better ingress/egress from the site.

**B. Jeff –**Spoke to the franchisee of Weinerschnitzel and he confirmed that he is still moving forward with the project at the location on Pierce next to the new Verizon store. He said that it was going to be a dual use with retail as well. He is working on obtaining the land.

**C. Jeff –** A new Staybridge Suites Hotel is planning on locating next to the Comfort Suites on north Pierce. This hotel will have 90 rooms.

**D. Jeff –** We have registered to attend the Red River States ICSC Show taking place in January 2020 in Fort Worth. We typically get quite a bit out of this show as we have attended it for 10 years now.

**E. Jeff –**Raging Brew Coffee has closed. I spoke to the owner and he had come back to monitor the shop after opening a business in El Paso. He said it was not performing where he wanted it to be. I asked if he wanted the large sign on Green Street to be changed to reflect a temporary closing and he asked me to just remove it entirely. At this time it is unknown if it will reopen or be changed to something else entirely.

**F. John-** Jeff and I met with a representative from the Buxton Company about a comprehensive leakage study and market analysis for Carlsbad and Eddy County. We are reviewing the proposal he sent us and will also be looking for additional proposals this month.

**G. John-** Met with a contractor that is going to be building a hotel in Carlsbad. Gave contacts for City of Carlsbad Planning office and for Tim Parker with the state transportation department. While he would not tell me which hotel chain he was building for, he did indicate that it was a new company not yet here.

## **VIII. HOUSING RECRUITMENT**

**A. John-** Provided members of the Permian Strategic Partnership with contacts of people building or looking to build apartments in Carlsbad and Eddy County. The folks along with local builders are going to be invited to a meeting with the PSP to discuss the market here, the industry housing needs, and the needs of the developers/builders.

**B. John-** Met with Justin Chapman, the President of Southwest Community Development for the Hunt Companies (a large national developer based out of El Paso) about Carlsbad, the market, the mayor's summit, PSP, and the oil and gas companies needs here.

**C. John-** Met with the President of another large company that builds apartments in the large municipalities in Texas and Oklahoma. Their company is currently building a 500 unit complex in Odessa and was asked to call me by a builder we met in the ICSC show in January. Will be flying out here next month.

**D. John-** Met with a local property owner looking to sell two quadplex housing units on McKay Street. Is interested in selling entire group together. Gave information on how to put them on website and asked for a one sheet description on units to hand out to any interested people.

**E. John-** Sent additional information to Brigham Development of Austin concerning development needs in Carlsbad. Needed more information in market, population, and land availability here. They have visited Carlsbad a couple of times in past three weeks.

**F. John-** Met with a beginning developer interested in building a couple of homes to start in Carlsbad. Asked about different areas of town and the housing survey Shannon updated last year. Gave contact information for realtors, city planning department and the CDOD members that indicated to us that they do site preparation.

**G. John –** Met with officials from the development company that built a large apartment complex here in Carlsbad. Gave requested contact information for the Merland Inc group property on National Parks Highway. They are currently looking at putting in another similarly-sized complex in town on south side.

**H. John-** Met with Kevin Hanford, owner 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.

**I. John-** Met with a local person interested in starting a new type of development in Carlsbad. Provided some information on market and will be sending a list of industry contacts to her this week.

**J. 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.

**K. Jeff** –Worked with a local developer on a couple of maps related to a new housing project off Calloway. These were informational sheets related to marketing the properties and providing statistics and demographics for the surrounding area related to the housing project.

## **IX. WORKFORE RECRUITMENT**

**A. John** – Provided five packet on our community 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.

## **X. ADMINISTRATION**

**A. Jeff** – We received updated traffic counts from NMDOT and I have amended our traffic count map to reflect the new numbers. There are significant increases in several locations.

**B. Jeff** – For the second straight year Eddy County has been ranked number one in business growth in the state of New Mexico. The study was conducted by the investment firm Smart Asset. The county was ranked fourth in both incoming investment and federal funding, and third in new building permits.

**C. Jeff** – Working on updating our booth graphics for the new tradeshow we will be attending in the next year targeting specific audiences at each show.

**D. John-** Met with Kathy Darwin who is putting together our summary from our priority setting meeting last month. We plan to present the summary to the board for the September meeting. At that time, we will start the process of coming up with goals and action items for staff and board.

**E. John-** We had a fantastic annual awards banquet this year with about 180 people in attendance.

**F. John-** Completed, submitted, and presented grant application to NM Economic Development Commission for LEADS Grant. I am happy to report that the NMEDD award the highest amount to the CDOD (\$25,000) to cover travel and booth costs while attending trade shows targeted towards aviation industry and recruitment of downstream oil and gas operations to Eddy County.

**G. John-** Attended the SE New Mexico Economic Development District Meeting in Roswell as a member of the Board appointed by the County Commission.

**H. John-** Finished rewrite of our Revolving Loan Fund Operating Manual. Submitted it to Department of Commerce for final review.

**I. John –** Met with official from the WC Administration from the state of NM. Apparently the company that we had paid for WC insurance was real late in submitting required paperwork to state and was not returning calls. After this meeting, I had Sophie change our coverage to Montgomery Agency.