

# March, 2021

## III. HOUSING RECRUITMENT

**B. Sidney**- I have been analyzing the results for the ‘Employee Housing Needs’ survey and compiling the data for the final report. The report includes all data gathered from this survey as well as RV, apartment, man-camp, and hotel occupancy numbers. For employer contacts who didn’t respond when the survey request was initially distributed, follow-up emails were sent.

**C. Sidney** – Upon request I created and sent over a current list of apartments, hotels, RV parks, and man-camps to a representative from Holly Frontier. This list includes the name, address, phone number, and number of units/spaces/rooms offered at each establishment.

**D. Sidney** – John and I attended the virtual Eddy County Affordable Housing Plan first stakeholder meeting hosted by Ty Nagle of Wilson & Company who is completing an Affordable Housing report for Eddy County. During this meeting Ty shared the data that has been collected thus far for the report.

## IV. WORKFORCE RECRUITMENT

**A. Sidney**- Spoke with and answered survey questions from a representative of the Christian Women’s Job Core. I gave feedback on what would be possible beneficial additions to the programs they currently offer and what skills employers are seeking. They currently offer courses that go over computer skills, job etiquette, finance course, and partner with businesses to offer personal mentorships.

**B. Sidney** – Went with John and Jeff to tour Delta’s offices where Cecil shared information on their current and projected growth in the area. During this meeting both Cecil and Jennifer mentioned job openings that they are hoping to fill. Following this meeting, I spoke with Dusty Little of Delta Constructors about how we can promote available jobs Delta has here in Carlsbad. He sent over seven current open positions, all of which I have posted on our website. He will be continuing to send over new ones and letting me know when ones have been filled to remove from the website.

**C. Sidney** – Upon request I created and sent over a list of all day care centers and pre-school academies in Carlsbad to the City. With the names and address I included any and all contact information I was able to locate.

**D. Jeff** - Unemployment for Eddy County was 8.3% for January, up from 6.9% the prior month. The state as a whole was at 8.7%, with our neighbors in Lea County at 13% and Chaves at 8.8%.

## III. OIL, GAS & ALTERNATE ENERGY

**A. John-** Working with a new member to make industry contacts within our membership. Have set up a couple of meetings so far to assist them

**B. Jeff –** I was contacted by a company that is developing a full conversion greenfield refinery to process light shale crudes into cleaner transportation fuels while utilizing advanced technologies to reduce and eliminate emissions. Renewable energies (wind and solar possibly geothermal) will be utilized during operations to further reduce the carbon footprint with a desire to be net carbon zero from the onset. The project will create at least 275 new, permanent jobs with a minimum capital investment of \$1.7 billion. Right now they are seeking 400 acres, close to rail, and any tax incentive information.

#### **IV. EDUCATION**

**A. John-** HB 212, concerning Carlsbad’s college independence, passed both houses of the state legislature and awaits the governor signature. She has 21 days to sign it.

#### **V. MEDICAL**

**A. John –** Met with a local Physician concerning our COVID RLF Loan. They subsequently submitted a loan packet that I am doing the preliminary EDA and NEPA review on now.

#### **VI. MANUFACTURING**

**A. John-** Have submitted information for a company looking for a home for a manufacturing project. The Partnership sent this information to us and we in turn sent available property information back this month.

#### **VII. NUCLEAR**

**A. John-** Attended the Mayor’s Nuclear Task Force meeting and continue to assist them. This month, we will be registering some members for the upcoming ECA meeting in D.C. (September)

**B. Jeff –** Worked with Carlsbad City Attorney Denise Boyea on getting the Eddy Lea Energy Alliance website updated. There were some documents that needed to be posted, as well as the notice and agenda for their quarterly meeting. Visit [eddyleaenergyalliance.com](http://eddyleaenergyalliance.com) to view the site.

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

**A. Jeff** – In speaking to two developers who I have worked with for the last year and a half, I discovered that they were working on two different projects. It had appeared they were working on the same project, Project Tumble (a restaurant). The second project is named Project Gizmo, which is a retail business. Both projects are located on the south side of Carlsbad on National Parks Highway, so this adds to the development occurring in that area. Project Tumble has already begun the construction process. They are located in front of the Village at Carlsbad apartments, and will now be known as Project Dominos 2.

**B. Jeff** – Met with a local business owner on a new project he is developing now. It will be a casual sit-down restaurant, located on North Canal just past Little Caesars and the marijuana dispensary. Provided them with information related to funding through loan programs, as well as our preferred contractors list. This will now be called Project Boyardee. Special thanks to the CDOD board members who provided me with information related to banking programs available.

**C. Jeff** – Spoke to a local business owner about plans to expand his current restaurant. Right now he is only doing curbside, but is looking for a storefront. He had some questions related to business characterization in regards to taxes and funding opportunities, so I provided him with information on where to get expert advice. We will visit again to look for a suitable location once he is ready to move ahead. This is Project Mustard.

**D. Jeff** – Project Daddy Dough is now Project Papa John's Pizza. They have secured a permanent location, 905 N. Canal. Still only open on Friday, Saturday and Sunday via their food trailer until the building is renovated for the restaurant. I originally started working with them back in 2015/2016.

**E. Jeff** – Working with a local property owner/developer on a new site currently under construction. The site is somewhat speculative, but if nothing shows interest after a period of time they will put their own business there. Additional plans call for a small strip center in the future in the same area.

**F. Jeff** – Met with a local developer on ideas he has for some property he owns and wants to improve. Provided information based on experiences with retail and restaurant site selectors and answered questions on needs for the area the property resides.

## **IX. AVIATION**

**A. John**- Met with partner of the CEO of project ACE. His company is one of the funding entities and will be researching Carlsbad and the state incentives. Another site visit is still being looked at for spring.

**B. John**- Submitted a complete PRO response for Project Moon, an undisclosed aerospace project that John Heaton asked the NM Partnership to send us.

**C. Jeff** – With the help of CDOD members, I compiled a list of five properties for a project given to us by the New Mexico Partnership called Project Moon. The company is aerospace/satellite. Basic criteria included existing space of 5,000 square feet with the ability to expand up to 10-20,000 square feet; preference for flex office space.

## **X. CASCADES**

**A. John-** Met with Neal Dungan about the Cascades. As most of you know, we are approaching the deadline for the second payment of ~\$147K that will be due to us from Oxbow in July for the purchase of the property north of Cascades Ave. Mr. Dungan informed me that their group is putting together a letter that will ask for an extension on the second payment. I asked him about the property to the south of Cascades Ave. For those that might remember, there was an option fee that was supposed to be paid for an option on that property. The option fee was never paid and the option agreement that Matt wrote was never executed by Oxbow. Neal indicated that, while they might still be interested in that property, it was the property north of the road that they wanted to address in their letter.

## **XI. ADMINISTRATION**

**A. John** – Staff toured the new Delta Constructors regional office with manager and CDOD Member Cecil Dale.

**B. Jeff** - Worked with their personnel on getting a press release distributed regarding the new office. The office employs 170 people.

**C. John** - Sidney Woods submitted her resignation notice effective March 24<sup>th</sup>. Her fiancé was accepted into a Master's program at the University of Arkansas. We wish her well. We have received over 95 applications to date and have three candidates that we are scheduling for interviews for Larry and I.

**D. Sidney** – Working on organizing my files prior to my last day before transferring everything over to the shared networks

**E. Jeff** – I have developed a section on the CDOD website for starting a business. It contains links to various local, state and federal sites that contain necessary information to start a new business. There is a checklist to guide entrepreneurs through the process, as well as links to local financial entities who are CDOD members. Look it over when time permits and let me know if you have questions or suggestions for improvement. It is located under the 'Business' tab on the menu.

**F. Jeff** – After last month's board meeting wherein we discussed the new presentation of our members by level on the CDOD website, I had some questions from members related to company biographies associated with each listing. If you would like to have a short bio on your company listing page, please send them to me and we will get them published for you. [jeff.campbell@developcarlsbad.org](mailto:jeff.campbell@developcarlsbad.org).