

May, 2021

I. HOUSING RECRUITMENT

A. John- Distributed updated housing survey to CDOD board of directors and City and County management.

B. Jeff – I have been approving and assisting people list their residential properties on the website. We have over a dozen properties listed currently. All residential listings, and the online form to submit listings, are located under the ‘Live’ tab on the main navigation of the CDOD website, www.DevelopCarlsbad.org

II. WORKFORCE RECRUITMENT

A. Jeff - Unemployment for Eddy County was 6.9% for April, down from 7.3% the prior month. The state as a whole was at 8.2%, with our neighbors in Lea County at 10.8% and Chaves at 7.4%.

B. Jeff – I continue to approve and post open job listings on the CDOD website. We currently have 23 positions listed. Open job announcements can be found under the ‘Work’ tab on the top navigation menu.

C. Jeff – I was approached by someone at the New Mexico Department of Workforce Solutions in regard to putting together a job fair. I met with Chad Ingram from the Chamber of Commerce, and we are planning to host a free job fair on June 10th from 9 AM to 1 PM at the Pecos River Village Conference Center. We heard of another job fair being put together by MTD Radio out of Lea County on June 19th at the Walter Gerrells center. However, they plan on charging companies \$500 on up to participate. We didn’t feel it was appropriate to charge businesses who have suffered through Covid to take part in a job fair. Visit the registration link on the CDOD website, www.DevelopCarlsbad.org, under the ‘Work’ tab on the main header.

III. EDUCATION

A. John- I have met with Dr. Nwanne and his staff from our local college to discuss the information on enrollment, current programs, and the survey they sent out to the community.

B. John- Working on the required economic evaluation for college programs to justify to department of higher education with the state.

IV. OIL, GAS & ALTERNATE ENERGY

A. John- Together with members of the City and County leadership, attended a meeting with the regional management of Conoco-Phillips.

B. John- Have met with a company looking at bringing in a small office to Carlsbad or Loving. Gave contacts for City and County as well as the contacts for Loving’s City Hall. When they are finished evaluating our communities here and at least one in Texas, they will start site selection.

C. Jeff – We were approached by a site selector looking for property and other resources related to a hydrogen power project they are researching. I am in the process of providing them with various pieces of information so that they find the best location and make a decision in the future. This will be Project Grid.

D. Jeff –A site selector approached me looking for a location with the following requirements. If you know of anything please let me know:

- 4K to 12K SF warehouse with small amount of office
- 3 to 5 acre lot
- 18'+ clear height
- 2 – 5 drive in bays
- For lease & sale
- Wash bay
- Crane would be a plus

V. MEDICAL

A. John- Met with the new CEO of Carlsbad Medical Center, Nick Arledge. He is very interested in getting on our Board and will be sending a letter soon to the board to this effect. I encourage everyone to meet and welcome Nick to our community.

B. Jeff – Project Well Being is still looking for an office location. They are relocating a mental health business here and need something on the smaller end. Please let me know if you have anything that might work for this new business.

VI. NUCLEAR

A. John- Attended and spoke in favor of May 17th NMED-WIPP Hearing on the shaft permit modification. Hearing lasted three days and multiple people spoke in favor of the project during this time. Thank you to those members that took the time to give a supportive word.

B. John- Larry, Susan, Jason and I met with representatives from Bechtel National, Inc. about Carlsbad, the WIPP site, ECA and other related topics.

C. John- Attended a breakfast with NWP at the PRV and Amentum management.

D. John- Larry and I attended another meeting with NWP and Amentum's management team regarding ways we could assist each other. We also discussed our existing contract and projects that CDOD could do to help WIPP out. The National Nuclear Fuel Summit III was mentioned as something that they thought we did well and is interested in seeing it happen again.

E. John- Attended a meeting with the management of Holtec. Environmental process is moving into the final step and construction could conceivably start in 2022.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

- A. Jeff** – Project Dumbbell continues to look for the best opportunity for them to come not our market. Several avenues have been explored at this point, including a new build, moving into an existing space, and even taking over an existing business, but nothing has been finalized yet.
- B. Jeff** – Project Bealls Afterlife is still working on their lease. I have been told they are negotiating the lease comments with the owner of the Carlsbad Mall who operates out of Austin, TX. Once they get the lease done, they will let me know what the plan to move forward will be as it relates to their build out and marketing.
- C. Jeff** – I have sent franchise information for Project Nine to an individual who had at one time expressed interest in franchises. Project Nine is a very low-cost franchise and has a price discount for veterans looking to buy into the business. If you or someone you know is interested, please let me know.
- D. Jeff** – I spoke with the Denny’s corporate people a couple of weeks back regarding their location here. I wanted to know if they were going to re-open, and also to let them know that the building and landscaping were falling into disarray. They initially did not respond, so I sent them a photo of the tall, uncut grass and the roof which had tiles falling off. They called me back within an hour. They have since told me they are trying to hire a new management team, and they have cleaned up the building.

VIII. AVIATION

- A. John**- Have received a couple more requests for information from Project ACE (a team consisting of a jet engine repair MRO company and large aircraft storage company) They are continuing to investigate placing operations at Carlsbad Airport. We are competing with four other communities.

IX. ADMINISTRATION

- A. Jeff** – I continue to update company bios on our website. 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
- B. Jeff** – Assisted in the search for housing for a couple of interns at WIPP. Thanks to all CDOD members for responding.
- C. Jeff** – Preparations for this year’s CDOD Annual Meeting are well under way. The event takes place on June 17th. We will be honoring businesses and individuals with Economic Development awards as well as other CDOD business.
- D. John**- Had exit interview with auditor. Clean audit from our end. Auditor noted that they experienced significant delays in getting information from accountant, which is something we are going to work on.

E. John- Toured the new CNB facility on National Parks Highway. Thanks to Jay for giving us a tour. Facility is almost complete and looks fantastic inside and outside.

F. John- Met with Neal and Ray Withers, the Sr. VP of First American Bank to discuss the local economy.

G. John- Met with the NMEDD officials about our LEADS Grant application for 2021-2022. Will write and application for the \$25,000 grant after our strategic session this month, which will help staff focus on where that funding is most needed.

H. John- We are still in the process of searching for a replacement for our local development coordinator. A couple of people have been interviewed and I am in the process of arranging more interviews with other candidates.

I. John- President Mitchell, Ken Britt and I have been planning for our strategic goal meeting on May 27, 2021. An updated strategic plan was sent to membership to review in preparation for the meeting at the Leo Sweet Center this month.