

September, 2019

I. AVIATION

A. John- Met with a CDOD member about possible expansion of their Carlsbad facility to handle a new contract they have bid on. If successful, the operation will significantly expand the Carlsbad operation's footprint and workforce. Working on state incentives and will set up meetings with mayor when they know if they are successful.

B. Jeff – The CDOD will be attending the NBAA Aviation conference, October 22-24, in Las Vegas, NV. Booth preparations have been made.

II. EDUCATION

A. John- Continued to meet with School officials over Bond issue. Sophie set up account to accept donations to help market the bond issue. We have had a little over \$4,000 donated to the fund to date.

III. MEDICAL

A. Jeff –In the wake of the national news story regarding Carlsbad Medical Center, I was phoned by a developer we have been working with over concerns related to the story. I spoke with him about the procedures the hospital shared with our board in regards to how they handle hospital billing, and also informed him that we have alternative care with Artesia Hospital, who have opened several practices here in Carlsbad as well.

IV. NUCLEAR

A. John- ELEA had one meeting this month in Hobbs. John Heaton discussed his activity in promoting our project around the country. The permitting process is still moving forward with the NRC and an Environmental Impact Document is expected from the federal agency soon.

B. 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 conference in Virginia.

V. OIL, GAS & ALTERNATE ENERGY

A. John – Attended week-long Gastech 2019 with a booth in Houston. This was paid for by the NM LEADS Grant. During conference, I met with representatives from a number of companies from the upstream, midstream and downstream portions of the oil and gas industry. I also met with industry service and support companies that were interested in moving into the Delaware basin to support the operations here. I even spoke with the president of an environmental consulting firm that recently moved and office to Carlsbad and is interested in joining the CDOD.

B. John- Met with three separate companies that are interested in opening offices in Carlsbad to base a Delaware Basin operation for their mobile LNG plants. They all see this as an option for the industry if Governor succeeds in banning flaring in NM.

C. John- Met with a representative from a major oil and gas company at Gastech that is looking for a location to site a sulfur recovery plant. This would remove and process the sulfur from gas streams for using the chemical and fertilizer industries. Mentioned the possibility of doing business with both the midstream industry and the potash industry and he was very interested. Haas requested contact information of those companies to do further investigation into a possible partnership.

D. John- While at Gastech, I met with a representative from a Taiwanese company interested in building and operating cracker plants in the United States. They requested information on the community, the transportation system, and the resources, which I am gathering now.

E. John- Met with a company that does security and drug screening for various industries including the oil and gas industry. They have an office in Odessa and want to open an office in Carlsbad. We will be meeting with them in a couple of weeks here in Carlsbad. Gave contacts for HR Directors in area to speak with. Company is also interested in joining CDOD.

F. John- Met with the CEO and Marketing Director for a company that specializes in underground onsite storage of natural gas. They are aware of the flaring issues in New Mexico and want to meet with our local upstream and midstream companies about the possibility of using this technology here in Eddy County in an effort to reduce flared gas. If the geology is right and there is interest, they want to open an office in Carlsbad, which would employ 6-9 people.

G. John- Also at Gastech, I met with a Vice President of an instrumentation company that wants to open an office in the Delaware Basin. He is sending people up to Carlsbad next month to meet with us and look for an office with a small bit of property.

H. Shannon – John and I attended the Oil and Gas Summit Dinner at the Pecos River Village and then worked the booth on the following day with John, Craig and Larry. The event was well attended and we will be meeting this month to have a wrap up of the event.

I. Shannon – Helped facilitate a meeting for the Permian Strategic Partnership for the PSP NM Grant Initiative. The PSP has put \$250k toward hiring a grant-writing firm to work for Eddy County. The website, www.thegrantscollective.org, will be available soon for organizations to begin submitting their projects.

VI. CASCADES

A. Jeff – Working on assisting Omega Point, the new development that has begun construction in the Cascades, on acquiring retail and other commercial entities for their development. It was announced recently that Java Nick's will open a second location at Omega Point.

B. John- Oxbow has placed construction trailers onsite and have been working on the dirt work for the first part of their project.

VII. RETAIL/RESTAURANTS/ENTERTAINMENT/HOSPITALITY

- A. Jeff** –Spoke with the franchisee for Weinerschnitzel. He is working on finalizing plans for the restaurant, as well as a T-Mobile store that will also go into the location. He asked for our updated contactor's list, which I provided. He also had market related questions on labor and competition.
- B. Jeff** – Hospitality update: Four hotels are under construction right now. They include the Home 2 Suites (99 rooms), the Hyatt House (136 rooms), Best Western Plus (78 rooms), and a Mainstay Suites. Another hotel, the Staybridge Suites (90 rooms) is scheduled to build next to the Comfort Suites on Pierce.
- C. Jeff** – The new Albertson's Market is set to open on October 23rd. It will include a second Starbucks for Carlsbad, which we worked on when recruiting the larger Starbucks on Pierce. We also were awarded Lodger's Tax for a new monument LED sign to replace the current Albertson's sign on the corner of Church and Canal.
- D. Jeff** – Currently working with four restaurants on recruiting them to Carlsbad. All have asked for market information upon my initial contact.
- E. Jeff** – Working with a regional bank on finding some property for a location on the south side of Carlsbad.
- F. Jeff** – Working with a local business owner on finding a new location for their restaurant.
- G. Jeff** –Working with our state NMEDD representative on getting the film classes and programs in Carlsbad connected with the state's film initiatives. There is a large film festival coming up in 2020 that would be a great venue and opportunity for any young and aspiring film makers in our community, and both the CMS and NMSU-C campuses have film programs.

VIII. HOUSING RECRUITMENT

- A. John**- Made a presentation to group of housing industry developers, lenders, financiers, and builders as part of the Mayor's Oil and Gas Summit follow up meetings. We have at least four solid contacts that we are working with as a result of the housing meeting who are following up in preparation for Carlsbad projects.
- B. John**- At Gastech, I met with the president of a company that is interested in opening a man camp and possibly hotel in Carlsbad. He is bringing his team to Carlsbad on October 7th to tour the community and meet with local businesses.
- C. Shannon** – Continuing to work with Lance Frazier out of Austin. He is looking for 5 acres to start a small housing development that would consist primarily prefab homes on solid foundations.
- D. Shannon** – Met with Oikos Development, a non-profit development, out of Kansas City after the housing expo. They were sent to us through another developer, Prairie Fire Development, and they specialize in building housing through tax credit programs. They are interested in working with Carlsbad Mainstreet to find some second story units to revitalize.

E. Shannon – I was contacted by Citizens Bank out of Las Cruces who is doing a market study on Carlsbad. They needed rental rates, occupancy rates, building permits, and any other economic data we had.

F. Shannon – Met with a representative for Paradise Ranch. They are looking for a buyer for their 80 acres.

G. Jeff – Working with a business owner out of Texas, who has housing developments ongoing in Odessa currently. He came to visit me asking for contacts. I have sent him some city contact info, as well as some CDOD members. Right now he is looking for land.

IX. WORKFORCE RECRUITMENT

A. Shannon – At the request of the City, I helped promote the CRI Business Management Seminar. They had about 10 companies attend and plan to hold a similar event next year.

X. ADMINISTRATION

A. Jeff – Continue to update and maintain the large monument LED sign on Green Street. We helped advertise several events being held at the Riverwalk area and the Cascades in September, and have plans for running ads in October for an event as well.

B. Jeff – The CDOD now has more reach on social media. We have launched an Instagram account, along with Twitter, that joins our existing presence on Facebook and Linked In. We now have the tools to reach a much wider demographic. Our website partner, Golden Shovel, has access to all of our accounts and helps us promote news and announcements related to Carlsbad, Eddy County, and the state as it pertains to our community.

C. Jeff – I have been asked to return as chair of the Chamber of Commerce's 40 Under 40 council. This is a council I started for the chamber six years ago, and am happy to be returning to lead. There are a lot of great, up and coming future leaders in our community, to include small business owners, law enforcement officers, teachers, and medical personnel.

D. Jeff – Work continues on the CDOD website to make it the most useful resource for anyone looking for information. Current new features include a property listing module that is now separated into commercial and residential. Things to look for in the future include a new "Starting Your Own Business" checklist for entrepreneurs.

E. John – Met with Missi Currier about joint efforts between the CDOD and EDC of Lea County.