Oil & Gas Flourishes in Lea County’s Delaware Basin
Meet Our Team

Steve Vierck
President & CEO

Geni Cavanaugh
Director of Marketing & Business Development

Sally Tomar
Director of Human Resources & Membership Services

Elyce Gobat
Coordinator of Research & Special Projects

Sarah Bunch
Coordinator of Digital Media

Tammie Brooks
Executive Assistant

Inside This Issue

-4- Oil & Gas Flourishes in Lea County’s Delaware Basin

-5- Property Spotlight

-6- Doing Business in the EnergyPlex - Member Spotlight (Concho Resources), Celebrating 10 Years, & New Businesses in Lea County

-8- Live. Work. Play. - Workforce Training in Lea County & Upcoming Events


-12- From the News-Sun - Buyer-Supplier Conference

Board of Directors 2017-2018

Finn Smith, Chair (AC)
Watson Truck & Supply

David Shaw, Chair-Elect
Nor-Lea Hospital District

Lisa Hardison, Secretary
URENCO

Joshua Grassham, Treasurer (FMA)
Lea County State Bank

Tres Hicks, Past Chair
Pettigrew & Associates

Bret Moody (MC Co-Chair)
First American Bank

Gordon Goodman
EOG Resources

Philip Ingram
IPS, Inc.

Steve Lambert (MC Co-Chair)
Zia Park Casino Hotel & Racetrack

Sid Applin
LEACO

Tim Thornell
Lea Regional Medical Center

Miguel Perez
Wells Fargo Bank

Deena Palmer
Pioneer Bank

Rose Scott
Nuclear waste Partnership, LLC

Russ Doss
Souder Miller & Associates

Key
AC: Airline Committee
FMA: Financial/Audit Committee
LC: Legislative Committee
MC: Membership Committee
### Economic Indicators

#### Top 10 Largest Employers in Lea County

- **Hobbs Municipal Schools** — 1,087
- **Nor-Lea Hospital** — 484
- **City of Hobbs** — 482
- **Ferguson Construction Co.** — 400
- **Walmart SuperCenter** — 386
- **Lea County** — 335
- **Lea Regional Medical Center** — 321
- **New Mexico Junior College** — 250
- **URENCO USA** — 240
- **McDonald’s Restaurant** — 240

#### Population

- Eunice — 3,412
- Hobbs — 47,349
- Jal — 2,202
- Lovington — 15,886
- Tatum — 1,442
- Lea County — 70,291

#### Gross Receipts

**Lea County Regional Airport**

- Jan - Nov 2017: $5,610,981,907

#### Rig Count

- Feb: 48

#### Top 2 Oil Producing Counties in NM

- **Lea (Hobbs)**
  - 2015: 20,000,000
  - 2016: 40,000,000
  - 2017: 60,000,000

- **Eddy (Carlsbad)**
  - 2015: 0
  - 2016: 40,000,000
  - 2017: 80,000,000

Source: Oil Conservation Division
With over $8 billion worth of investment planned for Lea County’s future, the traditional industry of oil and gas continues to thrive in Southeastern New Mexico. The first discovery of oil in Lea County came in 1928, and as part of the Permian Basin and the highly-productive Delaware Basin, Lea County’s growth in oil and gas has only continued.

New Mexico as a whole ranks third in production in the United States, and Lea County produces over half of New Mexico’s output. If Lea County were a state itself, it would rank as the 7th highest producing state in the country. For the past four years, Lea County has been the top producing county within New Mexico, producing over 89 million barrels in 2017. It has also been the top producing county within the Permian Basin, including Texas.

With high production rates, many companies are making investments within Lea County, including large corporations such as ExxonMobil, Concho, ConocoPhilips, Lilis Energy, EOG, Eagle Holdings and more. Lea County’s rate of growth in oil production is among the highest in the nation. In addition to upstream investment, Lea County has seen increased interest in midstream operations including processing plants. Established operations include companies such as HollyFrontier, Lucid Energy, and DCP Midstream. Currently, Lucid Energy recently tripled the production capacity in their Lea County facility.

Regionally, Lea County is well located for regional headquarter operations. Companies such as Mewbourne have made Lea County their regional base of operations as it is strategically placed between Carlsbad and Artesia in New Mexico, as well as Midland and Odessa in Texas. The City of Hobbs alone is home to 180 oilfield service companies. Lea County is able to attract and retain its workforce with affordable and available housing as well as training programs to improve skills and help companies find the right workers.

As rig counts and production numbers continue to rise, Lea County sees a bright future ahead. Investments from both large oilfield companies and local businesses make Lea County a great place to work and do business in this flourishing market.
Property Spotlight

EnergyPlex Park

- 9,600 Acres
- Greenfield
- Located between Hobbs & Lovington
- Phase 1 Environmental Study Complete
- Site Certified by Xcel Energy

Existing Utilities

Electricity - 12.5 kV
Natural Gas - 600 lb Pressure
Water - 8” Line

Available for Lease
www.EnergyPlexPark.com
Concho Resources was established in 2004. Our Chairman and CEO, Tim Leach, and members of the Concho team have focused on the Permian Basin for more than 30 years. The Permian is one of the most prolific oil and gas regions in the U.S. For over a decade, Concho has set out to strategically acquire high-quality assets and profitably grow its production. Today, Concho is the largest pure-play operator in the Permian, with scale and an exceptional team as great competitive advantages.

Concho’s foundational assets span Eddy and Lea counties on the Northwest Shelf. Today, Concho operates approximately 460,000 acres throughout Eddy and Lea counties – this area is a key growth engine for Concho. In 2018, Concho plans to invest roughly half its $2 billion capital program in New Mexico. Since 2010, Concho has drilled nearly 1,000 horizontal wells in New Mexico. Applying new technology and techniques to the multi-zone resource has generated incredible upside that supports decades-worth of capital investment. Concho is also committed to making sure its investments have a positive impact on the community in which it operates.

Concho has four offices in New Mexico, and its employee base is 330+ strong and growing. Concho is currently the largest oil producer and the 2nd largest natural gas producer in New Mexico. Over the past several years, Concho’s development program has rapidly advanced from an exploration play to large-scale development. Some of Concho’s best projects are in New Mexico. Concho is proud of its legacy in New Mexico, and with a deep inventory of high-quality drilling locations, Concho is excited about its future here.

Concho has been a member in good standing with the EDC of Lea County since 2016 and we appreciate their organization and all that they do for Lea County!

For more information, visit www.concho.com

Celebrating 10 Years

Congratulations to Sally Tomar, who celebrates her ten year anniversary with the EDCLC this month! Sally is an integral part of the team, heading up membership services, event planning, and so much more. We at the EDCLC appreciate everything she does and thank her for her service to our organization!
New Businesses in Lea County

Hobbs
- Melisa’s, LLC
- Ideal 4 U
- Hobbs Therapeutic Massage Center DBS Eden Amaya-Ortega LMT
- JNV Safety Consulting, LLC
- Premier PCS of Texas, LLC
- CSV Landscape & Cleaning Services
- Lathrop Floor Service
- Selfie Mirror Magic
- Pollo Rico
- Mayes and Mayes Radiator
- JV Aquatics
- Glamorous Boutique, LLC
- Hughes Christian Company
- Villas’ Housekeeping Services
- Alvarez, Raul Cardenas
- Outdoor Cooking Supplies
- LJA Hoshot Service, LLC
- Branfisi Party Rentals
- AB Cleaning
- Tony’s Truck Service, LLC
- AR Transport, LLC
- Jotted Spot, LLC
- National Sinus Institute
- No Defect Inspection, LLC
- E.O.S. Rentals, LLC
- MFT Tax and Services
- Fields Master Cleaners, LLC
- CJ Wireless, LLC. DBA CJ Wireless
- Hernandez Trucking
- Stevens Auto & Cycle Sales, LLC
- Maria’s Flowers & Fashion, LLC
- Cummins, Inc.
- Shaner’s Pumpjack Repair, LLC
- Bird Electric
- M & K Cleaning Service
- Guerra, Jorge DBA Global Green Insurance Agency
- Dogencorp, LLC DBA Dollar General Store # 18344
- Speech-Language Diagnostic Services, LLC
- Carmona, Ascencion Posada DBA Ascencion Service
- Beeeman’s Energy Services, LLC
- J&S Lawn Service
- FiftySeven; Ten
- A-Plus Well Service, Inc.
- JSJ Motors, LLC
- Kryptonite Trucking, LLC
- Chavez Pressure Washing Services
- Desert Trail Rentals, LLC dba Precision NDT, LLC
- Barnhard Bolt & Special Fasteners, Inc.
- Beauty Services DBA Blush Makeup Spa
- Prieto, Chris DBA Problem Solved
- Aley Productions, LLC
- Alpha Technologies Services, Inc.
- IMG Services, LLC
- Corral Services, LLC
- Mama E’s
- LAC Services, LLC
- Lil J’s Hotshot, LLC

Lovington
- CJ Wireless, LLC
- Kyle’s Woodworks
- Mariah’s Wreaths
- Mary’s Western Decor, LLC
- Moreno Office Cleaning Service
- The Financial Firm, LLC
- Wholesale Fleet Solutions
- Yaretzy’s Fashion

Eunice
- Don Juan’s

Save The Date

Tuesday, June 26th
Lea County Event Center

www.EnergyPlexConference.org
As industries grow and change, workforce needs to change as well. Lea County works continually to ensure the workforce is trained and ready for incoming industries. With two higher education facilities and a Training and Outreach program, Lea County is ready for anything.

The University of the Southwest (USW) is a private college located in Hobbs that offers degrees from Bachelors to Doctorates. The USW NeXT (New Experienced Teachers) program partners with local school districts to help schools “grow their own teachers” by helping Instructional Assistants to fast-track their education.

In addition to USW, New Mexico Junior College (NMJC) is widely-known for its outstanding Workforce Training and Outreach Program. NMJC offers Associate degrees in Arts, Science, and Applied Science along with certificates in Business and Industry Trades. The Training and Outreach center is a unique program that offers customizable courses, able to be tailored to specific industries, for businesses and companies to train employees.

NMJC’s Training and Outreach program has been rated the top in the State for several years and offers a variety of programs already in place for industries including oil and gas with its Lease Pumper Training, Instrumentation and Controls, Oil and Gas introductory training, chemical plant operators, and natural gas plant operators. Other courses include HVACR service core program, power plant operator, healthcare, green energy, and more.

Between New Mexico Junior College and University of the Southwest, Lea County’s workforce training opportunities are endless. Companies have an opportunity to partner with these higher education facilities and create the classes they need.

For more information on these training programs, visit www.nmjc.edu and www.usw.edu
Leading Ladies
April 13th-14th, 20th-22nd
Community Players of Hobbs
Hobbs, NM

When two down-on-their-luck English actors hear that an old lady is about to die and leave her fortune to her two long lost English nephews, they resolve to pass themselves off as her beloved relatives and get the cash. The trouble begins when they find out that the relatives aren't nephews, but nieces! Romantic entanglements abound in this hilarious comedy by Ken Ludwig, directed by Erin Gibbs.
For more information on this event, visit www.CommunityPlayersOfHobbs.com

Southwest Symphony Featuring the Stars of the Symphony
Sunday, April 22nd
Tydings Auditorium
Hobbs, NM

Join with our Orchestra for an enjoyable classic afternoon featuring soloists from our roster of musicians featuring Brahms Double Concerto mct. 1, Strauss Till Eulenspiegel, Tchaikovsky Marche Slav, and a New Mexico debut piece orchestrated by Hobbs native and recent WTA&M graduate Austin Brake, Beyond the Event Horizon.
For more information on this event, visit www.SWSymphony.org

In The Dark
Ongoing - Sunday, May 13th
Western Heritage Museum & Lea County Cowboy Hall of Fame
Hobbs, NM

“In the Dark” is an interactive exhibit at the Western Heritage Museum. Visitors will be surrounded by the sights, sounds, smells and sensations of ecosystems at night, below the ground, inside caverns, and deep in the sea.
For more information on this event, visit www.NMJC.edu/Museum

New Mexico EnergyPlex Conference
Tuesday, June 26th
Lea County Event Center
Hobbs, NM

The New Mexico EnergyPlex Conference, hosted by the Economic Development Corporation of Lea County, is free to attend and open to the public. Join us for an in-depth look at different energy industries within Lea County and the opportunity to network with industry professionals.
For more information and to register for this event, visit www.EnergyPlexConference.org

For a full list of Lea County events, see the community calendar at HobbsEvents.org
Since its inaugural flight on June 30, 2011, many Lea County travelers, for both business and pleasure, have seen the benefits of fast, fun and affordable flights to Houston and beyond with FlyHobbs Daily Jet service on United Airlines. FlyHobbs is not just air service; it is an important economic development tool as well for this region to create and take advantage of new opportunities for business and for access to the world from right here!

FlyHobbs is the marketing and awareness campaign for the daily air service provided by United Airlines Express Jet from Lea County Regional Airport. FlyHobbs, with the oversight and direction by the EDC of Lea County, participates in community activities, regional advertising campaigns, and public awareness activities to ensure that the community is aware of the service and the many amenities it provides residents including convenient, affordable flight service to anywhere in the world. United Airlines services over 400+ domestic and international destinations, and in a recent academic study, infuses over $17 million back into our local economy to date.

A commonly asked question is why does the flight service go from Hobbs to Houston? Houston is a main business hub for the Oil and Gas industry and other energy sectors. It is also a major continental and international hub city for the airline industry—every hour, there is a flight to literally anywhere in the world via a connecting flight in Houston! By using FlyHobbs air service, passengers can save time and money with free parking at Lea Regional Airport and save the 90+ mile drive to the next nearest airport in the region.

Thank you to Lea County, the City of Hobbs, and the entire Lea County community for your invaluable support of the service. We hope that when you choose to travel, you FlyHobbs!

For more information, visit www.FlyHobbs.com
Friends of FLYHOBBS


Your business can join us as a Friend of FlyHobbs and help us raise awareness and promote the use of local flights available at the Lea County Regional Airport via United Airlines. In turn, we promote your business!

For more information, visit www.flyhobbs.com
The second annual Lea County Buyer-Supplier Networking Conference brought a “good turnout” as people in the community met with large buyers, made contacts and exchanged business cards.

Wednesday’s event attracted businesses, local chambers of commerce representatives and government entities to the Lea County Event Center, where panelists talked about the goods and services they purchase and how they are procured. Those in attendance milled around the room, networked at booths, asked questions and picked up free giveaways. The conference’s concept is similar to a trade show, as past EDC chairman Tres Hicks noted, who called it a “reverse trade show.” At the conference, local suppliers network with major buyers which may be interested in what they offer.

“We feel like this event is really a win-win for both large organizations and small businesses,” said Steve Vierck, president and CEO of Economic Development Corporation of Lea County. “Because it enables small businesses to identify more customers and helps large businesses to expand their supplier bases. And also helps to keep more of the businesses within Lea County.”

Lea County Commission Chairman Ron Black took the stage and recalled his own small business experience before a brief panel discussion. He reflected on how he spent time going door-to-door networking to drum up business, but now that can be done in one day with an event like the buyer-supplier networking conference.

The conference’s four panelists were: Susan Inman, General Services Department - State of New Mexico; Charley Carroll, Director of Physical Plant - New Mexico Junior College; Jim Henderson, Director of Materials - Lea Regional Medical Center; and Jim Barentine, Director of Southern Services - Cooperative Educational Services.

Some topics panelists touched on were buying local, products needed, vendors and how to bid. Inman discussed an array of products and services the state needs or purchases, as well as its Invitations to Bid (ITB) and Requests for Proposals (RFP). As she put it, the state “purchases just about anything.” She cited IT services, shoes, food, security guard services, construction and office supplies as examples.

“The best way to see what we purchase is to go on our website,” she said. The state’s General Service Department can be found at: http://www.generalservices.state.nm.us/.

The networking conference featured nearly 20 local or regional buyers from a variety of industries. The major buyers present included URENCO USA, Lea Regional Medical Center, Nor-Lea Hospital District, Pettigrew and Associates, LEACO, Intrepid Potash, Waste Control Specialists, Xcel, Waste Isolation Pilot Plant, EOG Resources, Zia Park and Casino, Hotel & Racetrack, GEO Corrections, State of New Mexico, and local government entities.

“I think we had a really good turnout,” Patty Collins, executive director of the Hobbs Chamber of Commerce, said after the panel. “I’ve visited with several of the buyers and suppliers and the suppliers are very pleased with the fact that they now have a contact to try to do business with. We’re all about keeping it local.”

Kelly Farrell can be reached at courts@hobbsnews.com

Invitations to Bid (ITB) and Requests for Proposals (RFP). As she put it, the state “purchases just about anything.” She cited IT services, shoes, food, security guard services, construction and office supplies as examples.

“The best way to see what we purchase is to go on our website,” she said. The state's General Service Department can be found at: http://www.generalservices.state.nm.us/.

The networking conference featured nearly 20 local or regional buyers from a variety of industries. The major buyers present included URENCO USA, Lea Regional Medical Center, Nor-Lea Hospital District, Pettigrew and Associates, LEACO, Intrepid Potash, Waste Control Specialists, Xcel, Waste Isolation Pilot Plant, EOG Resources, Zia Park and Casino, Hotel & Racetrack, GEO Corrections, State of New Mexico, and local government entities.

“I think we had a really good turnout,” Patty Collins, executive director of the Hobbs Chamber of Commerce, said after the panel. “I’ve visited with several of the buyers and suppliers and the suppliers are very pleased with the fact that they now have a contact to try to do business with. We’re all about keeping it local.”

Kelly Farrell can be reached at courts@hobbsnews.com