

October 6, 2025

Ms. Tommi Conyers  
Special Event Coordinator  
City of Roswell  
425 N. Richardson Ave  
Roswell, NM 88201

Dear Ms. Conyers,

Attached is our 1st quarter, FY26 report and invoice as per contract of economic development services. Included also is the report, a copy of the most current Profit and Loss Statement and the quarterly invoice.

Please advise if you have any questions. Thank you!

Sincerely,



Michael Espiritu, MEDP, IOM, STS  
President and CEO

3 Attachments:

1. Quarterly Report
2. Profit and Loss Statement
3. Invoice for payment.

cc: Chad Cole, City Manager

**City of Roswell  
Economic Development Report  
Roswell-Chaves County Economic Development Corporation  
July-September 2025**

1. Brief description of recruitment efforts with Industry Business Solicitation Report:

- A. The inaugural National Championship Air Races (NCAR) was held here in Roswell, New Mexico September 10-14, 2025. An extremely successful event with tremendous positive feedback and appreciation from racers, RARA, and fans. This could not have been possible without the support from the City's Airport staff, the entire City Staff to include our elected officials and Mayor. During the event, we had the state's Lieutenant Governor Howie Morales, Cabinet Secretary Rob Black, Economic Development, Secretary Lancing Adams, Tourism, Secretary Jason Bowie, Public Safety. We had many elected officials from across the region and state and numerous other governmental agencies in attendance. It was an absolute success, but with some very solvable items for next year's event.
- B. Project Quentin, a new aircraft museum project, is in progress outside the Air Center with a private company. The project is fully funded, and engineering is currently underway. Project is still underway.
- C. Project Horizon (Amazon) is a new project for a regional distribution center. The land we had selected (city property), on the corner of Sunset and Monksdale Streets were selected and approved for sale by the City Council for a new build, which was also the same property we completed Phase I Environmental, Archaeological, and Geo-technical studies to become a certified site. This is the new location for an Amazon "Last mile" delivery center. City's Legal Committee approved land sale, with the City Council approving a Public Hearing and final approval at their July 2025 meeting. Amazon will be in attendance for a presentation. Construction began in August with plans for completion in early Spring 2026. About 70-100 employees are projected with a capital investment of about \$10 million.
- D. Project Hail, a manufacturing company, is moving forward to begin a large, advanced manufacturing center which could result in 800-2,000 new jobs. Land has been identified (rail-served) and is under negotiation. The NM Economic Department has been assisting with LEDA and JTIP applications. The company is also seeking to partner with Project Stream principles for new hangar development at the Roswell Air Center for two other aviation projects, which will create many more additional jobs. The Mayor and the EDC traveled to Taiwan to meet the company executives and other supporting manufacturing companies in August. A successful trip with Taiwan companies planning a trip here to Roswell in October. This project is moving forward and will create over 1,000 new jobs and considerable capital investment.
- E. Project Show, a tourism and community development project has been in progress to consider the renovation of the former amphitheater owned by the New Mexico Military Institute. A committee has been formed, due diligence is in work, funding is being secured with cost estimates. We are still pursuing potential grant opportunities to fund this project.
- F. Project Stream, an investment company for new hangar development. For the past several years, we have been working with this company to fund and develop new hangars. They are working towards a new MRO hangar.
- G. Roswell Information Park project is a data center campus project that is being explored. It has the potential to create significant capital investment in construction and the potential to create many new high wage jobs. The state's Economic Development Cabinet Secretary is directly involved in supporting this project for the Governor's office.
- H. Project HD Heroes is a new project of a large-scale construction equipment company. A site visit was held in July for potential properties. Two site visits were hosted, and the company selected a site near the Amazon project on Monksdale Road, south of Brasher and east of Sunset. They performed their due diligence for a 10-acre parcel of Roswell city owned land and is seeking a lease/purchase agreement with the city. The company is a Missouri-based company with nearly 300 locations across

the country and are expanding into New Mexico. Their average wage for their first 20 employees is about \$72,000 annually.

- I. Project Bottle is a company from Lubbock, Texas who is seeking a new location for manufacturing their products. We have provided site opportunities for them and are awaiting a LEDA application so a complete incentives analysis can be performed.
  - J. Project Bean is a new manufacturing project with an existing company's presence in Roswell. They intend to acquire products for their business with wholesale sales and are eligible for LEDA and JTIP incentives. A call was held with the JTIP Program Director which confirmed this potential incentive for the new jobs to be created.
2. Educational opportunities provided for members and non-members
    - A. We are working with the New Mexico state Chamber of Commerce on a program called Be Pro, Be Proud(BP BP), encompassing Chaves County-wide high school seniors and select juniors. The program, set for November 13, 2025, will be a type of vocational job fair with local employers. We are also hosting an employer workshop in preparation to coach employers of the various programs and tools they can use at the BPBP event. We are also linking employers to participate in this event, projected to be at the University High School with about 200 students currently registered for the event.
    - B. We are sponsoring and participating in the new ZAG Youth Entrepreneurship Fair, planned for October 25, 2025, from 10 am to 2 pm, at Eastern New Mexico Medical Center. This event will help guide about 20 local, talented youth entrepreneurs with tools, tips, and ideas to help bring their visions to success. Participants will provide presentations and showcase/sell their own products and services from handcrafted goods and games to creative garden décor and more.
    - C. We participated in assisting 2 local entrepreneurs with potential small business formations here. We reviewed business plans, financial information, and other business documents, providing advice and support. We linked them to city and state resources for their potential projects.
    - D. I presented to a community group at ENMU-R concerning the upcoming election and proposed Mil Levy Bond which if passed by voter, will help fund vital programs at our university.
  3. Profit and Loss Actuals vs Budget Financial Report as attached.
  4. Job Creation:
    - A. We continue to advocate and testify to the state's Jobs Training Incentive Program (JTIP) Board of Directors for training reimbursement funds in support of new jobs and incumbent worker training. Currently we are working with owners of Projects Hail, Bean, RIP, and USA Beef with new applications.
    - B. We advocated and saw the approval of a JTIP request from BiltWise Structures for 100 new jobs to the state commission. They were awarded their full request of \$974,802.00, with jobs having an average wage of \$20.53/hour with a full range of employee benefits including medical and dental, holidays and vacation paid time off.
  5. Business Retention Report
    - A. Sixty local businesses were contacted and assisted through our Business Retention and Expansion (BRE) program during this period. See attached.
  6. Real Estate Property:
    - A. Applied for and awarded a state economic development grant for future site development in FY2026. Plans call for parcel identification, Phase I Environmental Assessment, Geotechnical studies, archeological and other studies to prepare a site to "shovel-ready" status. Grant was recently approved and awarded by the state for next fiscal year. We will be coordinating with the City's Community Development office to select potential sites.
    - B. All key listings of commercial/industrial property and buildings are updated at <https://www.chavescounty.net/real-estate>
    - C. We have been actively seeking real estate locations for potential new projects, both retail and commercial/industrial.

7. New and changed programming.

- A. Our Board of Directors has approved Retail Strategies to support new retail companies in Roswell in preparation for the projected population growth because of the National Championship Air Races. Chaves County Board of Commissioners also proved 1/3 of the funding to support these actions. Several new retail establishments are underway, and others are targeted for soon for development. We met with the company after their recent attendance at the International Council of Shopping Centers, the largest retail trade show in the country. They have identified several opportunities and are following up with additional information. Predominately restaurants and shopping businesses. The EDC budgeted for the full amount this fiscal year to continue keeping retail interests moving forward.
- B. In coordination with the Boeing Corporation and the Roswell Air Center, we assisted with tours of test aircraft here with about 60 students from our public schools. Students were able to tour the aircraft and speak with aerospace test engineers.

9. Promotional campaigns

- A. Hosted the annual "Best of Chaves County" business Gala, honoring the outstanding large and small businesses of the year (Eastern New Mexico Medical Center-large and Beehive Homes-small), and the Community Service award to the Community Kitchen. We also honored the best 30 small businesses in the county with special presentations. See our annual report detailing the award winners.
- B. The Roswell Air Center remains our top focus for opportunity where our advertising efforts support new opportunities.
- C. Contracted advertising for Roswell during this period: the Livability magazine project for 2025 has been completed, with the 2026 project in planning stages.
- D. See attached social media and website analytics.
- E. Attended the Fall Forum of the Site Selector's Guild.
- F. Attended the annual US Air Force meeting and expo.

10. Cooperative efforts with area organizations:

- A. I met with senior leadership of Plateau Telecommunications in Clovis, and toured their facilities and discussed projects moving forward to support them.
- B. Meet with local businesses including NewMex Plastics and toured their manufacturing area. Also, Meet with Dean Baldwin Aircraft Painting General Manager about plant operations and potential growth here in Roswell. Meet with Wagner Cat of Carlsbad who may seek an expansion into Roswell in the future.
- C. I attended a meeting with Spaceport America and visited about potential joint opportunities.
- D. Attended several events and gave presentations about economic development and the National Championship Air Races. Audiences include: The New Mexico Republican Women and the Ruidoso Rotary Club.
- E. I spoke at the Holloman AFB Senior NCO Induction Ceremony as their keynote speaker and also had an office call with their Wing Commander and senior leaders about Holloman's current missions. (I was afforded the opportunity to once again wear my USAF uniform for the events!)
- F. I attended the New Mexico Military Institute Breakfast for the Eastern New Mexico State Fair Board and leadership, and well as receptions for the Southeast New Mexico Burrell College physician students, and the social for Eastern New Mexico Medical Center senior staff and physicians event.
- G. RCCEDC President & CEO Mike Espiritu serves as the Vice Chairman of the Roswell Airport Advisory Commission.
- H. The entire staff attended the state's Governor's Economic Development Conference.
- I. Attended the NMIDEA monthly Board of Director's meeting, representing this region.
- J. Attended the monthly Chaves County Commission meetings and Roswell City Council meetings.
- K. We regularly attend city council, county commission, and other committee and ad hoc meetings in support of the numerous programs impacting our economic and community development.
- L. Eastern New Mexico Medical Center Board of Trustees meetings.
- M. Eastern Area Workforce Development Board of Directors and Youth Committee meetings.

**Roswell-Chaves County EDC**  
**FY 2026 First Quarter Report to City of Roswell**

Golden Shovel Agency (GSA) (Based on April 1, 2025-June 30, 2025. This is the latest data given to us by GSA. We will not receive the July 1, 2025-September 30, 2025, report until the second week in October).

- Total users 2,663
- New users 2,608
- Sessions 3,303
- Sessions per user 1.25
- Engagement rate 54.44%
- Website views 5,595
- Engaged sessions 1,765
- Highest traffic days for website views are on Thursdays, with Mondays being a close second. Tuesdays and Thursdays are quite equal, with Wednesdays being the lowest traffic days for weekdays. Weekends are even lower than the weekday views.
- Device category (devices users are viewing our website from)

| Device   | Total users   |
|----------|---------------|
| Desktop  | 1,398 (52.5%) |
| Mobile   | 1,235 (46.4%) |
| Smart tv | 2             |
| Tablet   | 28            |

- Countries and number of users from the country that have engaged in our website

| Country       | Total users |
|---------------|-------------|
| United States | 2,218       |
| Ireland       | 40          |
| Canada        | 30          |
| China         | 18          |
| India         | 17          |
| Germany       | 16          |
| Netherlands   | 14          |
| Philippines   | 10          |
| Japan         | 7           |
| Pakistan      | 7           |

- Audience overview

| Page title                         | Total users | Views |
|------------------------------------|-------------|-------|
| RCCEDC Homepage                    | 1,192       | 1,654 |
| RARA- in Roswell and Chaves County | 411         | 908   |

|                                        |     |     |
|----------------------------------------|-----|-----|
| RCCEDC Staff                           | 141 | 195 |
| Imap by Economic Gateway               | 139 | 263 |
| Annual Events in Roswell-Chaves County | 137 | 170 |
| Roswell-Chaves County News             | 95  | 132 |
| Contact RCCEDC                         | 94  | 129 |
| RCCEDC Services                        | 74  | 111 |
| About RCCEDC                           | 74  | 83  |
| Roswell-Chaves County Cost of Living   | 72  | 84  |

➤ Acquisition Sources

| User source         | Total users |
|---------------------|-------------|
| Google              | 1,003       |
| (direct)            | 908         |
| Wake-upnetwork.com  | 226         |
| Roswell-nm.gov      | 177         |
| Bing                | 124         |
| Yahoo!              | 38          |
| m.facebook.com      | 34          |
| Duckduckgo          | 28          |
| Facebook.com        | 25          |
| url2.mailanyone.net | 10          |

➤ Higher Traffic States (globally)

| Region     | Total users |
|------------|-------------|
| New Mexico | 571         |
| California | 374         |
| Arizona    | 329         |
| Texas      | 217         |
| Colorado   | 108         |
| Ohio       | 72          |
| Washington | 41          |
| Iowa       | 34          |
| Utah       | 33          |
| Florida    | 30          |

➤ Higher Traffic Cities (globally)

| City | Total users |
|------|-------------|
|------|-------------|

|             |     |
|-------------|-----|
| Phoenix     | 261 |
| Roswell     | 255 |
| Santa Clara | 226 |
| Albuquerque | 126 |
| Columbus    | 69  |
| Dallas      | 61  |
| Clovis      | 49  |
| Englewood   | 40  |
| Los Angeles | 39  |
| San Jose    | 35  |

➤ Traffic Type

| Sessions default | Total users |
|------------------|-------------|
| Organic search   | 1,216       |
| Direct           | 894         |
| Referral         | 484         |
| Organic social   | 83          |
| Paid Social      | 4           |

**Facebook analytics (July 1, 2025-September 28, 2025)**

- 325,813 Views, +712% from previous 90 days
- 5,423 Interactions, +648% from previous 90 days
- 3,154 Total followers, +11% from previous 90 days
- 69% of users are women, 31% are men
- United States is the leader in top location of users (100.8%)
- Most active times are Thursday's and Tuesday's (Thursday has highest traffic)
- Most users are looking at photo posts (37.6%), "other" (28.1%), and links (21.8%)

**LinkedIn analytics (Last 90 days)**

- 1,143 followers, +16 new followers from previous 90 days
- 67 profile viewers in the past 90 days
- 14 search appearances, all appearances 97
- Top demographics that have viewed LinkedIn page: Presidents (8.4%), Owner (5.1%), Chief Executive Officer (4.7%), Founder (2.3%), and Economic Developer (1.6%)
- Views from the following locations: Albuquerque-Santa Fe Metro Area (19.2%), Alamogordo (10.7%), El Paso Metro Area (7.8%), Roswell (5.4%), and Dallas-Fort Worth Metro Area (4.7%)

- Views from types of industry: Government Administration (9.1%), Non-profit Organizations (6.9%), Business Consulting and Services (6.4%), Real Estate (5.1%), and Hospitals/Healthcare (3.3%)

#### **Instagram analytics (July 1, 2025-September 30, 2025)**

- 636 total followers
- 3,590 views. Of the views, 47.3% are followers of the RCCEDC Instagram page and 52.7% are non-followers.
- Accounts reached 244
- 42 new interactions, of which 76.2% are followers and 23.8% are non-followers
- Accounts engaged, 32
- Most active times are on Mondays, and most views occur around 6:00 am.

#### **X analytics (July 1, 2025-September 30, 2025)**

- 314 followers, 20 are verified
- 332 impressions
- 12.0% engagement rate, which is up 18%
- 43 engagements
- 7 new likes

|                                                  |                                          |                 |
|--------------------------------------------------|------------------------------------------|-----------------|
| <b>(Kristen Chappell's<br/>BRE's) 07/01/2025</b> | Leprino Foods                            | Dillon Newton   |
| 07/02/2025                                       | Fulkerson Services                       | Ada Sandoval    |
| 07/12/2025                                       | Bottomless State Park                    | Kari Richards   |
| 07/09/2025                                       | Target Stores                            | Melissa Kormer  |
| 07/09/2-25                                       | BAM! Domino's Pizza                      | Krystle Ybarra  |
| 07/15/2025                                       | Holsom Inc.                              | Allyson McClain |
| 07/15/2025                                       | Chaves County Livestock<br>& Farm Bureau | Melinda Jackson |
| 07/21/2025                                       | 7 Brew Coffee                            | Kyle Lair       |
| 07/22/2025                                       | HotWorx                                  | Gabriella       |
| 07/30/2025                                       | State Farm Insurance                     | Michael McKee   |

|                                                                      |                                |                  |
|----------------------------------------------------------------------|--------------------------------|------------------|
| <b>(Kim Perry's BRE's)<br/>*Date of visit was not<br/>specified.</b> | Fuego Sagrado, LLC             | Stephen Vickers  |
|                                                                      | Historical Society for<br>SENM | Amy McVay-Tellez |
|                                                                      | Stokes Wealth Management       | Brian Stokes     |
|                                                                      | Wilcox Realty                  | Jen Wilcox       |
|                                                                      | Yates Energy Corporation       | Fred Yates       |
|                                                                      | Degenerate Coffee              | Tanner Marker    |
|                                                                      | HD Heroes                      | Bobby Cox        |
|                                                                      | Kassis Unlimited               | Nadeem Kassis    |
|                                                                      | McMillan Investments           | Bonnie Brainerd  |
|                                                                      | Kassis Companies               | Jack Kassis      |

|                                                  |                                           |                  |
|--------------------------------------------------|-------------------------------------------|------------------|
| <b>(Kristen Chappell's<br/>BRE's) 08/01/2025</b> | Payroll Vault                             | Betty Tuttle     |
| 08/01/2025                                       | Sara's Mediterranean Grill                | Sal Mohammed     |
| 08/04/2025                                       | Guru Hospitality, Quality<br>Inn & Suites | Kabir Bhakta     |
| 08/06/2025                                       | Wagner Equipment Co.                      | Connie Tarin     |
| 08/06/2025                                       | JP Stone Community Bank                   | Richard Bradfute |
| 08/14/2025                                       | Champion Motorsports of<br>New Mexico     | Megan White      |
| 08/14/2025                                       | Steel Depot/Roswell<br>Recycling          | Eric Norris      |

|            |                                                                                |                  |
|------------|--------------------------------------------------------------------------------|------------------|
| 08/18/2025 | Allision's Home Supply House                                                   | Jennifer Allison |
| 08/21/2025 | Spring River Apartments-Shelton Cook, LLC                                      | Melissa Uriaz    |
| 08/26/2025 | Highgate Hotels (Marriott Properties)-Fairfield Inn & Suites, TownPlace Suites | Evelyn Moreno    |

|                                            |                       |                  |
|--------------------------------------------|-----------------------|------------------|
| <b>(Jessica Martinez's BRE's) 8/5/2025</b> | Hangar 209            | Dominik Batista  |
| 8/12/2025                                  | Cattle Baron Company  | Doug Wieser      |
| 8/13/2025                                  | Valley Café           | Anthony Noble    |
| 8/13/2025                                  | Hop In Café           | "Big" Mike       |
| 8/14/2025                                  | Peter Piper Pizza     | Daniel Sedillo   |
| 8/14/2025                                  | Taqueria Jalisco      | Lupe             |
| 8/21/2025                                  | Smith Paint Company   | Jimmy Aragon     |
| 8/22/2025                                  | Hunan Restaurant      | Sien (Kathy) Lai |
| 8/24/2025                                  | Redden Plumbing       | Hannah McPherson |
| 8/25/2025                                  | Farm Bureau Financial | Darren Kuhn      |
| 8/25/2025                                  | Krumland Auto Group   | Staci Vandewart  |

|                                              |                                  |                     |
|----------------------------------------------|----------------------------------|---------------------|
| <b>(Kristen Chappell's BRE's) 09/01/2025</b> | Krumland Auto Group              | Staci Vandewart     |
| 09/02/2025                                   | Farm Bureau Financial Services   | Darren Kuhn         |
| 09/08/2025                                   | Agape Home Care LLC              | Rolando Mendoza     |
| 09/08/2025                                   | WaFd Bank                        | Oscar Armendariz    |
| 09/09/2025                                   | New York Life                    | Damon Graham        |
| 09/09/2025                                   | Jason Allison Construction (JAC) | Jason Allison       |
| 09/10/2025                                   | Home Innovation Remodeling       | Gabriel Moreno Sosa |
| 09/17/2025                                   | Area 52                          | Pat Loranca         |
| 09/18/2025                                   | Phocus Financial                 | Karen Fulkerson     |
| 09/22/2025                                   | La Quinta-Roswell                | Kendra Harbour      |

|                                              |                    |            |
|----------------------------------------------|--------------------|------------|
| <b>(Jessica Martinez's BRE's) 09/02/2025</b> | Stellar Coffee Co. | Anne Baker |
|----------------------------------------------|--------------------|------------|

|            |                                                           |                   |
|------------|-----------------------------------------------------------|-------------------|
| 09/08/2025 | Black Cock Brewery                                        | CV Harris         |
| 09/08/2025 | Days Inn                                                  | Steven Rudnitsky  |
| 09/16/2025 | Interstate Battery                                        | Phil Davis        |
| 09/16/2025 | HotWorx                                                   | Gabriella DeSilva |
| 09/17/2025 | Dara Dana (Commissioner<br>Dana is a member of<br>RCCEDC) | Dara Dana         |
| 09/26/2025 | Kassis Unlimited Co.                                      | Nadeem Kassis     |
| 09/20/2025 | American AgCredit                                         | Jeremy Kohler     |
| 09/30/2025 | Sheep Street Silver LLC                                   | Ravae Leonard     |
| 09/30/2025 | Urban Cowgirl                                             | Candace Purcella  |

**ROSWELL- CHAVES COUNTY EDC**

FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION AND  
ACCOUNTANT'S COMPILATION REPORT

AUGUST 31, 2025

CERTIFIED PUBLIC ACCOUNTANTS

***May, Taylor & Company (P.C.)***

PROFESSIONAL CORPORATION

***May, Taylor & Company (P.C.)***

CERTIFIED PUBLIC ACCOUNTANTS

302 W Tilden St

Roswell, NM 88203-4544

ACCOUNTANT'S COMPILATION REPORT

ROSWELL- CHAVES COUNTY EDC  
849 PO Box  
Roswell, NM 88202

Management is responsible for the accompanying financial statements of **ROSWELL- CHAVES COUNTY EDC** (a nonprofit organization) which comprise the statement of financial position- income tax basis as of August 31, 2025, and the related statements of activities - income tax basis for the month ending August 31, 2025 and the two months then ended, and for determining that the tax basis of accounting is an acceptable financial reporting framework. We have performed a compilation engagement in accordance with the Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The financial statements are prepared in accordance with the tax basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America.

Management has elected to omit the statement of cash flows as well as substantially all of the disclosures ordinarily included in financial statements prepared on the income tax basis of accounting. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The supplementary information contained in Supplementary Schedules is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplementary information has been compiled from information that is the representation of management. We have not audited or reviewed the supplementary information and, accordingly, do not express an opinion, a conclusion, nor provide any assurance on such supplementary information.

We are not independent with respect to **ROSWELL- CHAVES COUNTY EDC**.

May, Taylor & Company (P.C.)  
September 14, 2025  
Roswell, NM 88203-4544

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Financial Position**  
**Income Tax Basis**  
**As of August 31, 2025 and July 31, 2025**

**Assets**

|                                                | August 31, 2025        | July 31, 2025          |
|------------------------------------------------|------------------------|------------------------|
| <b>Current Assets</b>                          |                        |                        |
| CASH IN BANK - PIONEER #2795                   | \$ 71,202.43           | \$ 112,265.69          |
| FIRST AMERICAN - SAVINGS #4520                 | 21,567.49              | 21,563.83              |
| PIONEER MONEY MARKET ACCOUNT #2643             | 447,463.17             | 446,310.71             |
| A/R - CITY OF ROSWELL                          | 33,333.30              | 16,666.63              |
| A/R - CHAVES COUNTY                            | <u>33,340.30</u>       | <u>16,673.63</u>       |
| <b>Total Current Assets</b>                    | <u>606,906.69</u>      | <u>613,480.49</u>      |
| <b>Property and Equipment</b>                  |                        |                        |
| EQUIPMENT                                      | <u>2,407.42</u>        | <u>2,407.42</u>        |
| <b>Net Property and Equipment</b>              | <u>2,407.42</u>        | <u>2,407.42</u>        |
| <b>Non Current Assets</b>                      |                        |                        |
| FIRST AMERICAN BANK - INVESTMENT FUND #R002500 | 442,597.14             | 442,597.14             |
| UNREALIZED GAIN LOSS ON INVESTMENT             | <u>21,558.16</u>       | <u>21,558.16</u>       |
| <b>Total Non Current Assets</b>                | <u>464,155.30</u>      | <u>464,155.30</u>      |
| <b>Total Assets</b>                            | <u>\$ 1,073,469.41</u> | <u>\$ 1,080,043.21</u> |

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Financial Position**  
**Income Tax Basis**  
**As of August 31, 2025 and July 31, 2025**

**Liabilities and Net Assets**

|                                              | August 31, 2025        | July 31, 2025          |
|----------------------------------------------|------------------------|------------------------|
| <b>Current Liabilities</b>                   |                        |                        |
| A/P - EMPLOYEES                              | \$ 12,359.32           | \$ 12,359.32           |
| A/P - VENDORS                                | 17,230.00              | 17,230.00              |
| CARDMEMBER SERVICE- CHASE INK CARD           | 0.00                   | (273.74)               |
| FICA PAYABLE                                 | 1,374.66               | 1,648.46               |
| MEDICARE PAYABLE                             | 321.48                 | 385.54                 |
| FEDERAL WITHHOLDING PAYABLE                  | 793.53                 | 889.36                 |
| STATE WITHHOLDING PAYABLE                    | 634.32                 | 736.24                 |
| SIMPLE IRA PAYABLE                           | 2,709.87               | 2,709.87               |
| SUTA PAYABLE                                 | 59.36                  | 44.32                  |
| <b>Total Current Liabilities</b>             | <u>35,482.54</u>       | <u>35,729.37</u>       |
| <b>Long-Term Liabilities</b>                 |                        |                        |
| DEFERRED REVENUE NM GRANT                    | <u>40,000.00</u>       | <u>40,000.00</u>       |
| <b>Total Long-Term Liabilities</b>           | <u>40,000.00</u>       | <u>40,000.00</u>       |
| <b>Total Liabilities</b>                     | <u>75,482.54</u>       | <u>75,729.37</u>       |
| <b>Net Assets</b>                            |                        |                        |
| Net Assets Without Donor Restrictions        | 562,109.44             | 562,109.44             |
| Net Assets with Temporary Donor Restrictions | 375,171.39             | 375,171.39             |
| Other Equity                                 | 5,750.00               | 5,750.00               |
| Current Earnings                             | <u>54,956.04</u>       | <u>61,283.01</u>       |
| <b>Total Net Assets</b>                      | <u>997,986.87</u>      | <u>1,004,313.84</u>    |
| <b>Total Liabilities and Net Assets</b>      | <u>\$ 1,073,469.41</u> | <u>\$ 1,080,043.21</u> |

See Accountants' Compilation Report

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Activities**  
**Income Tax Basis**  
**For the One Month and 2 Months Ended August 31, 2025**

|                                       | CURRENT MONTH |          | YEAR TO DATE |         |
|---------------------------------------|---------------|----------|--------------|---------|
|                                       | Amount        | Percent  | Amount       | Percent |
| <b>Sales</b>                          |               |          |              |         |
| CITY OF ROSWELL                       | \$ 16,666.67  | 33.90 %  | \$ 33,333.30 | 23.55 % |
| CHAVES COUNTY                         | 16,666.67     | 33.90    | 33,333.30    | 23.55   |
| MEMBERSHIP DUES                       | 12,030.00     | 24.47    | 62,357.50    | 44.05   |
| SPECIAL EVENT                         | 3,800.00      | 7.73     | 12,531.50    | 8.85    |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Total Sales</b>                    | 49,163.34     | 100.00   | 141,555.60   | 100.00  |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Gross Profit</b>                   | 49,163.34     | 100.00   | 141,555.60   | 100.00  |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Operating Expenses</b>             |               |          |              |         |
| ADVERTISING                           | 9,000.00      | 18.31    | 9,000.00     | 6.36    |
| BOARD/MEMBERSHIP & ANNUAL MEETINGS    | 10,078.67     | 20.50    | 10,092.84    | 7.13    |
| BANK CHARGES                          | 274.93        | 0.56     | 274.93       | 0.19    |
| CONTRACT SERVICES                     | 1,365.39      | 2.78     | 3,104.61     | 2.19    |
| BUSINESS RECRUITMENT                  | 9,712.88      | 19.76    | 9,712.88     | 6.86    |
| ENTERTAINMENT/MEALS                   | 50.07         | 0.10     | 82.02        | 0.06    |
| DUES & SUBSCRIPTIONS                  | 125.00        | 0.25     | 125.00       | 0.09    |
| EDUCATIONAL EXPENSE                   | 0.00          | 0.00     | 480.00       | 0.34    |
| MILEAGE                               | 251.72        | 0.51     | 1,024.38     | 0.72    |
| OFFICE EXPENSE                        | 157.85        | 0.32     | 162.70       | 0.11    |
| POSTAGE                               | 12.14         | 0.02     | 31.04        | 0.02    |
| PAYROLL TAXES                         | 1,711.16      | 3.48     | 3,806.69     | 2.69    |
| RETIREMENT(SIMPLE IRA)                | 535.14        | 1.09     | 1,070.28     | 0.76    |
| WAGES                                 | 22,171.60     | 45.10    | 48,759.88    | 34.45   |
| SPECIAL EVENT EXPENSE                 | 1,942.92      | 3.95     | 1,942.92     | 1.37    |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Total Operating Expenses</b>       | 57,389.47     | 116.73   | 89,670.17    | 63.35   |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Operating Income (Loss)</b>        | (8,226.13)    | (16.73)  | 51,885.43    | 36.65   |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Other Income (Expenses)</b>        |               |          |              |         |
| OTHER INCOME                          | 743.04        | 1.51     | 743.04       | 0.52    |
| INTEREST                              | 1,156.12      | 2.35     | 2,327.57     | 1.64    |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Total Other Income (Expenses)</b>  | 1,899.16      | 3.86     | 3,070.61     | 2.17    |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Net Income (Loss) Before Taxes</b> | (6,326.97)    | (12.87)  | 54,956.04    | 38.82   |
|                                       | <hr/>         |          | <hr/>        |         |
| <b>Net Income (Loss)</b>              | \$ (6,326.97) | (12.87)% | \$ 54,956.04 | 38.82 % |
|                                       | <hr/>         |          | <hr/>        |         |

## **SUPPLEMENTARY INFORMATION**

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Activities - Budget to Actual**  
**Income Tax Basis**  
**For the One Month and 2 Months Ended August 31, 2025**

|                                      | CURRENT MONTH    |                  |                   | YEAR TO DATE      |                   |                  | ANNUAL            |                   |
|--------------------------------------|------------------|------------------|-------------------|-------------------|-------------------|------------------|-------------------|-------------------|
|                                      | Actual           | Budget           | Variance          | Actual            | Budget            | Variance         | Budget            | Variance          |
| <b>Revenue</b>                       |                  |                  |                   |                   |                   |                  |                   |                   |
| CITY OF ROSWELL                      | \$ 16,666.67     | \$ 16,666.67     | \$ 0.00           | \$ 33,333.30      | \$ 33,333.30      | \$ 0.00          | \$ 200,000.00     | \$ 166,666.70     |
| CHAVES COUNTY                        | 16,666.67        | 16,666.67        | 0.00              | 33,333.30         | 33,333.30         | 0.00             | 200,000.00        | 166,666.70        |
| MEMBERSHIP DUES                      | 12,030.00        | 12,500.00        | (470.00)          | 62,357.50         | 25,000.00         | 37,357.50        | 150,000.00        | 87,642.50         |
| SPECIAL EVENT                        | 3,800.00         | 41.67            | 3,758.33          | 12,531.50         | 83.30             | 12,448.20        | 500.00            | (12,031.50)       |
| CERTIFIED EDO GRANT (NMEDD)          | 0.00             | 3,333.33         | (3,333.33)        | 0.00              | 6,666.70          | (6,666.70)       | 40,000.00         | 40,000.00         |
| LEADS SITE PREPARDNESS GRANT (NMEDD) | 0.00             | 2,083.33         | (2,083.33)        | 0.00              | 4,166.70          | (4,166.70)       | 25,000.00         | 25,000.00         |
| LEGISLATIVE DINNER                   | 0.00             | 166.67           | (166.67)          | 0.00              | 333.30            | (333.30)         | 2,000.00          | 2,000.00          |
| RENTAL INCOME                        | 0.00             | 150.00           | (150.00)          | 0.00              | 300.00            | (300.00)         | 1,800.00          | 1,800.00          |
| <b>Total Sales</b>                   | <u>49,163.34</u> | <u>51,608.34</u> | <u>(2,445.00)</u> | <u>141,555.60</u> | <u>103,216.60</u> | <u>38,339.00</u> | <u>619,300.00</u> | <u>477,744.40</u> |
| <b>Gross Profit</b>                  | <u>49,163.34</u> | <u>51,608.34</u> | <u>(2,445.00)</u> | <u>141,555.60</u> | <u>103,216.60</u> | <u>38,339.00</u> | <u>619,300.00</u> | <u>477,744.40</u> |
| <b>Operating Expenses</b>            |                  |                  |                   |                   |                   |                  |                   |                   |
| WAGES - BONUS                        | 0.00             | 666.67           | (666.67)          | 0.00              | 1,333.30          | (1,333.30)       | 8,000.00          | (8,000.00)        |
| MISCELLANEOUS EXPENSE                | 0.00             | 51.25            | (51.25)           | 0.00              | 102.50            | (102.50)         | 615.00            | (615.00)          |
| ADVERTISING                          | 9,000.00         | 3,000.00         | 6,000.00          | 9,000.00          | 6,000.00          | 3,000.00         | 36,000.00         | (27,000.00)       |
| BOARD/MEMBERSHIP & ANNUAL MEETINGS   | 10,078.67        | 1,791.67         | 8,287.00          | 10,092.84         | 3,583.30          | 6,509.54         | 21,500.00         | (11,407.16)       |
| AUDIT                                | 0.00             | 766.67           | (766.67)          | 0.00              | 1,533.30          | (1,533.30)       | 9,200.00          | (9,200.00)        |
| BANK CHARGES                         | 274.93           | 125.00           | 149.93            | 274.93            | 250.00            | 24.93            | 1,500.00          | (1,225.07)        |
| CONTRACT SERVICES                    | 1,365.39         | 2,130.42         | (765.03)          | 3,104.61          | 4,260.80          | (1,156.19)       | 25,565.00         | (22,460.39)       |
| CONTRIBUTIONS                        | 0.00             | 83.33            | (83.33)           | 0.00              | 166.70            | (166.70)         | 1,000.00          | (1,000.00)        |
| BUSINESS EXPANSON                    | 0.00             | 83.33            | (83.33)           | 0.00              | 166.70            | (166.70)         | 1,000.00          | (1,000.00)        |
| BUSINESS RECRUITMENT                 | 9,712.88         | 1,833.33         | 7,879.55          | 9,712.88          | 3,666.70          | 6,046.18         | 22,000.00         | (12,287.12)       |
| ENTERTAINMENT/MEALS                  | 50.07            | 41.67            | 8.40              | 82.02             | 83.30             | (1.28)           | 500.00            | (417.98)          |
| DUES & SUBSCRIPTIONS                 | 125.00           | 833.33           | (728.33)          | 125.00            | 1,706.70          | (1,581.70)       | 10,240.00         | (10,115.00)       |
| EDUCATIONAL EXPENSE                  | 0.00             | 833.33           | (833.33)          | 480.00            | 1,666.70          | (1,186.70)       | 10,000.00         | (9,520.00)        |
| MILEAGE                              | 251.72           | 333.33           | (81.61)           | 1,024.38          | 666.70            | 357.68           | 4,000.00          | (2,975.62)        |
| OFFICE EXPENSE                       | 157.85           | 416.67           | (258.82)          | 162.70            | 833.30            | (670.60)         | 5,000.00          | (4,837.30)        |
| POSTAGE                              | 12.14            | 41.67            | (29.53)           | 31.04             | 83.30             | (52.26)          | 500.00            | (468.96)          |
| PAYROLL TAXES                        | 1,711.16         | 2,173.33         | (462.17)          | 3,806.69          | 4,346.70          | (540.01)         | 26,080.00         | (22,273.31)       |
| RETIREMENT(SIMPLE IRA)               | 535.14           | 666.67           | (131.53)          | 1,070.28          | 1,333.30          | (263.02)         | 8,000.00          | (6,929.72)        |
| RENT                                 | 0.00             | 800.00           | (800.00)          | 0.00              | 1,600.00          | (1,600.00)       | 9,600.00          | (9,600.00)        |
| TRAVEL & CONVENTIONS                 | 0.00             | 1,333.33         | (1,333.33)        | 0.00              | 2,666.70          | (2,666.70)       | 16,000.00         | (16,000.00)       |
| WAGES                                | 22,171.60        | 27,166.67        | (4,995.07)        | 48,759.88         | 54,333.30         | (5,573.42)       | 326,000.00        | (277,240.12)      |
| WEB SITE                             | 0.00             | 1,250.00         | (1,250.00)        | 0.00              | 2,500.00          | (2,500.00)       | 15,000.00         | (15,000.00)       |
| SPECIAL EVENT EXPENSE                | 1,942.92         | 250.00           | 1,692.92          | 1,942.92          | 500.00            | 1,442.92         | 3,000.00          | (1,057.08)        |
| MAINSTREET FACADE                    | 0.00             | 833.33           | (833.33)          | 0.00              | 1,666.70          | (1,666.70)       | 10,000.00         | (10,000.00)       |

See Accountants' Compilation Report

**ROSWELL-CHAVES COUNTY EDC**  
**Statement of Activities - Budget to Actual**  
**Income Tax Basis**  
**For the One Month and 2 Months Ended August 31, 2025**

|                                               | CURRENT MONTH |            |               | YEAR TO DATE |            |              | ANNUAL      |              |
|-----------------------------------------------|---------------|------------|---------------|--------------|------------|--------------|-------------|--------------|
|                                               | Actual        | Budget     | Variance      | Actual       | Budget     | Variance     | Budget      | Variance     |
| LEADS SITE PREPAREDNESS GRANT EXPENSE (NMEDD) | 0.00          | 2,083.33   | (2,083.33)    | 0.00         | 4,166.70   | (4,166.70)   | 25,000.00   | (25,000.00)  |
| LEGISLATIVE DINNER                            | 0.00          | 1,666.67   | (1,666.67)    | 0.00         | 3,333.30   | (3,333.30)   | 20,000.00   | (20,000.00)  |
| RETAIL MARKET STUDY EXPENSE                   | 0.00          | 3,750.00   | (3,750.00)    | 0.00         | 7,500.00   | (7,500.00)   | 45,000.00   | (45,000.00)  |
| <b>Total Operating Expenses</b>               | 57,389.47     | 55,025.00  | 2,364.47      | 89,670.17    | 110,050.00 | (20,379.83)  | 660,300.00  | (570,629.83) |
| <b>Operating Income (Loss)</b>                | (8,226.13)    | (3,416.66) | (4,809.47)    | 51,885.43    | (6,833.40) | 58,718.83    | (41,000.00) | 92,885.43    |
| <b>Other Income (Expenses)</b>                |               |            |               |              |            |              |             |              |
| DIVIDEND INCOME                               | 0.00          | 416.67     | (416.67)      | 0.00         | 833.30     | (833.30)     | 5,000.00    | (5,000.00)   |
| OTHER INCOME                                  | 743.04        | 2,500.00   | (1,756.96)    | 743.04       | 5,000.00   | (4,256.96)   | 30,000.00   | (29,256.96)  |
| UNREALIZED GAIN/LOSS ON INVESTMENTS           | 0.00          | 333.33     | (333.33)      | 0.00         | 666.70     | (666.70)     | 4,000.00    | (4,000.00)   |
| INTEREST                                      | 1,156.12      | 333.33     | 822.79        | 2,327.57     | 666.70     | 1,660.87     | 4,000.00    | (1,672.43)   |
| OTHER TAXES                                   | 0.00          | (125.00)   | 125.00        | 0.00         | (250.00)   | 250.00       | (1,500.00)  | 1,500.00     |
| INVESTMENT FEES                               | 0.00          | (41.67)    | 41.67         | 0.00         | (83.30)    | 83.30        | (500.00)    | 500.00       |
| <b>Total Other Income (Expenses)</b>          | 1,899.16      | 3,416.66   | (1,517.50)    | 3,070.61     | 6,833.40   | (3,762.79)   | 41,000.00   | (37,929.39)  |
| <b>Net Income (Loss) Before Taxes</b>         | (6,326.97)    | 0.00       | (6,326.97)    | 54,956.04    | 0.00       | 54,956.04    | 0.00        | 54,956.04    |
| <b>Net Income (Loss)</b>                      | \$ (6,326.97) | \$ 0.00    | \$ (6,326.97) | \$ 54,956.04 | \$ 0.00    | \$ 54,956.04 | \$ 0.00     | \$ 54,956.04 |

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Financial Position**  
**Income Tax Basis**  
**As of August 31, 2025 and July 31, 2025**

**Assets**

|                                                | August 31, 2025               | July 31, 2025                 | June 30, 2025                 |
|------------------------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>Current Assets</b>                          |                               |                               |                               |
| CASH IN BANK - PIONEER #2795                   | \$ 71,202.43                  | \$ 112,265.69                 | \$ 98,734.67                  |
| FIRST AMERICAN - SAVINGS #4520                 | 21,567.49                     | 21,563.83                     | 21,560.17                     |
| PIONEER MONEY MARKET ACCOUNT #2643             | 447,463.17                    | 446,310.71                    | 383,883.89                    |
| A/R - CITY OF ROSWELL                          | 33,333.30                     | 16,666.63                     | 50,000.00                     |
| A/R - CHAVES COUNTY                            | <u>33,340.30</u>              | <u>16,673.63</u>              | <u>7.00</u>                   |
| <b>Total Current Assets</b>                    | <u>606,906.69</u>             | <u>613,480.49</u>             | <u>554,185.73</u>             |
| <b>Property and Equipment</b>                  |                               |                               |                               |
| EQUIPMENT                                      | <u>2,407.42</u>               | <u>2,407.42</u>               | <u>2,407.42</u>               |
| <b>Net Property and Equipment</b>              | <u>2,407.42</u>               | <u>2,407.42</u>               | <u>2,407.42</u>               |
| <b>Non Current Assets</b>                      |                               |                               |                               |
| FIRST AMERICAN BANK - INVESTMENT FUND #R002500 | 442,597.14                    | 442,597.14                    | 442,597.14                    |
| UNREALIZED GAIN LOSS ON INVESTMENT             | <u>21,558.16</u>              | <u>21,558.16</u>              | <u>21,558.16</u>              |
| <b>Total Non Current Assets</b>                | <u>464,155.30</u>             | <u>464,155.30</u>             | <u>464,155.30</u>             |
| <b>Total Assets</b>                            | <u><u>\$ 1,073,469.41</u></u> | <u><u>\$ 1,080,043.21</u></u> | <u><u>\$ 1,020,748.45</u></u> |

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Financial Position**  
**Income Tax Basis**  
**As of August 31, 2025 and July 31, 2025**

**Liabilities and Net Assets**

|                                               | August 31, 2025        | July 31, 2025          | June 30, 2025          |
|-----------------------------------------------|------------------------|------------------------|------------------------|
| <b>Current Liabilities</b>                    |                        |                        |                        |
| A/P - EMPLOYEES                               | \$ 12,359.32           | \$ 12,359.32           | \$ 12,359.32           |
| A/P - VENDORS                                 | 17,230.00              | 17,230.00              | 17,230.00              |
| CARD SERVICE CENTER                           | 0.00                   | 0.00                   | 819.75                 |
| CARDMEMBER SERVICE- CHASE INK CARD            | 0.00                   | (273.74)               | 4,401.60               |
| FICA PAYABLE                                  | 1,374.66               | 1,648.46               | 0.00                   |
| MEDICARE PAYABLE                              | 321.48                 | 385.54                 | 0.00                   |
| FEDERAL WITHHOLDING PAYABLE                   | 793.53                 | 889.36                 | 0.00                   |
| STATE WITHHOLDING PAYABLE                     | 634.32                 | 736.24                 | 1,146.04               |
| SIMPLE IRA PAYABLE                            | 2,709.87               | 2,709.87               | 1,640.97               |
| SUTA PAYABLE                                  | 59.36                  | 44.32                  | 119.94                 |
| <b>Total Current Liabilities</b>              | <u>35,482.54</u>       | <u>35,729.37</u>       | <u>37,717.62</u>       |
| <b>Long-Term Liabilities</b>                  |                        |                        |                        |
| DEFERRED REVENUE NM GRANT                     | <u>40,000.00</u>       | <u>40,000.00</u>       | <u>40,000.00</u>       |
| <b>Total Long-Term Liabilities</b>            | <u>40,000.00</u>       | <u>40,000.00</u>       | <u>40,000.00</u>       |
| <b>Total Liabilities</b>                      | <u>75,482.54</u>       | <u>75,729.37</u>       | <u>77,717.62</u>       |
| <b>Net Assets</b>                             |                        |                        |                        |
| Net Assets Without Donor Restrictions         | 562,109.44             | 562,109.44             | 562,109.44             |
| Net Assets With Temporarily Restricted Assets | 375,171.39             | 375,171.39             | 375,171.39             |
| Other Equity                                  | 5,750.00               | 5,750.00               | 5,750.00               |
| Current Earnings                              | <u>54,956.04</u>       | <u>61,283.01</u>       | <u>0.00</u>            |
| <b>Total Net Assets</b>                       | <u>997,986.87</u>      | <u>1,004,313.84</u>    | <u>943,030.83</u>      |
| <b>Total Liabilities and Net Assets</b>       | <u>\$ 1,073,469.41</u> | <u>\$ 1,080,043.21</u> | <u>\$ 1,020,748.45</u> |

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Activities**  
**Income Tax Basis**  
**For Most Recent Three Months and Two Months Ended August 31, 2025**

|                                       | <b>MOST RECENT THREE MONTHS</b> |                     |                     | <b>YEAR TO DATE</b> |
|---------------------------------------|---------------------------------|---------------------|---------------------|---------------------|
|                                       | <b>August 31</b>                | <b>July 31</b>      | <b>June 30</b>      | <b>This Year</b>    |
| <b>Revenues</b>                       |                                 |                     |                     |                     |
| CITY OF ROSWELL                       | \$ 16,666.67                    | \$ 16,666.63        | \$ 16,666.67        | \$ 33,333.30        |
| CHAVES COUNTY                         | 16,666.67                       | 16,666.63           | 16,666.67           | 33,333.30           |
| MEMBERSHIP DUES                       | 12,030.00                       | 50,327.50           | 5,250.00            | 62,357.50           |
| SPECIAL EVENT                         | 3,800.00                        | 8,731.50            | 500.00              | 12,531.50           |
| LEADS SITE PREPAREDNESS GRANT (NMEDD) | 0.00                            | 0.00                | 24,834.00           | 0.00                |
| <b>Total Sales</b>                    | <u>49,163.34</u>                | <u>92,392.26</u>    | <u>63,917.34</u>    | <u>141,555.60</u>   |
| <b>Gross Profit</b>                   | <u>49,163.34</u>                | <u>92,392.26</u>    | <u>63,917.34</u>    | <u>141,555.60</u>   |
| <b>Operating Expenses</b>             |                                 |                     |                     |                     |
| MISCELLANEOUS EXPENSE                 | 0.00                            | 0.00                | 50.00               | 0.00                |
| ADVERTISING                           | 9,000.00                        | 0.00                | 0.00                | 9,000.00            |
| BOARD/MEMBERSHIP & ANNUAL MEETINGS    | 10,078.67                       | 14.17               | 655.36              | 10,092.84           |
| BANK CHARGES                          | 274.93                          | 0.00                | 0.00                | 274.93              |
| CONTRACT SERVICES                     | 1,365.39                        | 1,739.22            | 2,857.97            | 3,104.61            |
| BUSINESS RECRUITMENT                  | 9,712.88                        | 0.00                | 3,944.93            | 9,712.88            |
| ENTERTAINMENT/MEALS                   | 50.07                           | 31.95               | 77.66               | 82.02               |
| DUES & SUBSCRIPTIONS                  | 125.00                          | 0.00                | 1,500.00            | 125.00              |
| EDUCATIONAL EXPENSE                   | 0.00                            | 480.00              | 0.00                | 480.00              |
| MILEAGE                               | 251.72                          | 772.66              | 196.77              | 1,024.38            |
| OFFICE EXPENSE                        | 157.85                          | 4.85                | 115.93              | 162.70              |
| POSTAGE                               | 12.14                           | 18.90               | 163.75              | 31.04               |
| PAYROLL TAXES                         | 1,711.16                        | 2,095.53            | 2,747.56            | 3,806.69            |
| RETIREMENT(SIMPLE IRA)                | 535.14                          | 535.14              | 516.36              | 1,070.28            |
| RENT                                  | 0.00                            | 0.00                | 2,400.00            | 0.00                |
| WAGES                                 | 22,171.60                       | 26,588.28           | 35,431.86           | 48,759.88           |
| SPECIAL EVENT EXPENSE                 | 1,942.92                        | 0.00                | 6,913.06            | 1,942.92            |
| <b>Total Operating Expenses</b>       | <u>57,389.47</u>                | <u>32,280.70</u>    | <u>57,571.21</u>    | <u>89,670.17</u>    |
| <b>Operating Income (Loss)</b>        | <u>(8,226.13)</u>               | <u>60,111.56</u>    | <u>6,346.13</u>     | <u>51,885.43</u>    |
| <b>Other Income (Expenses)</b>        |                                 |                     |                     |                     |
| DIVIDEND INCOME                       | 0.00                            | 0.00                | 4,037.37            | 0.00                |
| OTHER INCOME                          | 743.04                          | 0.00                | 0.00                | 743.04              |
| UNREALIZED GAIN/LOSS ON INVESTMENTS   | 0.00                            | 0.00                | 12,429.02           | 0.00                |
| INTEREST                              | 1,156.12                        | 1,171.45            | 1,051.66            | 2,327.57            |
| INVESTMENT FEES                       | 0.00                            | 0.00                | (487.21)            | 0.00                |
| <b>Total Other Income (Expenses)</b>  | <u>1,899.16</u>                 | <u>1,171.45</u>     | <u>17,030.84</u>    | <u>3,070.61</u>     |
| <b>Net Income (Loss) Before Taxes</b> | <u>(6,326.97)</u>               | <u>61,283.01</u>    | <u>23,376.97</u>    | <u>54,956.04</u>    |
| <b>Net Income (Loss)</b>              | <u>\$ (6,326.97)</u>            | <u>\$ 61,283.01</u> | <u>\$ 23,376.97</u> | <u>\$ 54,956.04</u> |

**ROSWELL- CHAVES COUNTY EDC**  
**Statement of Activities**  
**Income Tax Basis**  
**For the One Month and 2 Months Ended August 31, 2025**  
**Multiple Selections**

|                                       | CURRENT MONTH        |                 | YEAR TO DATE        |                |
|---------------------------------------|----------------------|-----------------|---------------------|----------------|
|                                       | Amount               | Percent         | Amount              | Percent        |
| <b>Sales</b>                          |                      |                 |                     |                |
| CITY OF ROSWELL                       | \$ 16,666.67         | 36.74 %         | \$ 33,333.30        | 25.83 %        |
| CHAVES COUNTY                         | 16,666.67            | 36.74           | 33,333.30           | 25.83          |
| MEMBERSHIP DUES                       | <u>12,030.00</u>     | <u>26.52</u>    | <u>62,357.50</u>    | <u>48.33</u>   |
| <b>Total Sales</b>                    | <u>45,363.34</u>     | <u>100.00</u>   | <u>129,024.10</u>   | <u>100.00</u>  |
| <b>Gross Profit</b>                   | <u>45,363.34</u>     | <u>100.00</u>   | <u>129,024.10</u>   | <u>100.00</u>  |
| <b>Operating Expenses</b>             |                      |                 |                     |                |
| ADVERTISING                           | 9,000.00             | 19.84           | 9,000.00            | 6.98           |
| BOARD/MEMBERSHIP & ANNUAL MEETINGS    | 10,078.67            | 22.22           | 10,092.84           | 7.82           |
| BANK CHARGES                          | 274.93               | 0.61            | 274.93              | 0.21           |
| CONTRACT SERVICES                     | 1,365.39             | 3.01            | 3,104.61            | 2.41           |
| BUSINESS RECRUITMENT                  | 9,712.88             | 21.41           | 9,712.88            | 7.53           |
| ENTERTAINMENT/MEALS                   | 50.07                | 0.11            | 82.02               | 0.06           |
| DUES & SUBSCRIPTIONS                  | 125.00               | 0.28            | 125.00              | 0.10           |
| EDUCATIONAL EXPENSE                   | 0.00                 | 0.00            | 480.00              | 0.37           |
| MILEAGE                               | 251.72               | 0.55            | 1,024.38            | 0.79           |
| OFFICE EXPENSE                        | 157.85               | 0.35            | 162.70              | 0.13           |
| POSTAGE                               | 12.14                | 0.03            | 31.04               | 0.02           |
| PAYROLL TAXES                         | 1,711.16             | 3.77            | 3,806.69            | 2.95           |
| RETIREMENT(SIMPLE IRA)                | 535.14               | 1.18            | 1,070.28            | 0.83           |
| WAGES                                 | <u>22,171.60</u>     | <u>48.88</u>    | <u>48,759.88</u>    | <u>37.79</u>   |
| <b>Total Operating Expenses</b>       | <u>55,446.55</u>     | <u>122.23</u>   | <u>87,727.25</u>    | <u>67.99</u>   |
| <b>Operating Income (Loss)</b>        | <u>(10,083.21)</u>   | <u>(22.23)</u>  | <u>41,296.85</u>    | <u>32.01</u>   |
| <b>Other Income (Expenses)</b>        |                      |                 |                     |                |
| INTEREST                              | <u>1,156.12</u>      | <u>2.55</u>     | <u>2,327.57</u>     | <u>1.80</u>    |
| <b>Total Other Income (Expenses)</b>  | <u>1,156.12</u>      | <u>2.55</u>     | <u>2,327.57</u>     | <u>1.80</u>    |
| <b>Net Income (Loss) Before Taxes</b> | <u>(8,927.09)</u>    | <u>(19.68)</u>  | <u>43,624.42</u>    | <u>33.81</u>   |
| <b>Net Income (Loss)</b>              | <u>\$ (8,927.09)</u> | <u>(19.68)%</u> | <u>\$ 43,624.42</u> | <u>33.81 %</u> |