

December 31, 2025

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

Dear Ms. Conyers,

Attached is our 2nd 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.

**City of Roswell
Economic Development Report
Roswell-Chaves County Economic Development Corporation
October-December 2025**

1. Brief description of recruitment efforts and 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. We have received some potential inquiries about new projects as a result of the exposure during the event.
- B. Project Hail, a manufacturing company, is moving forward to beginning a large, advanced manufacturing center which could result in many 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 a Taiwan battery manufacturing company visiting here in October. This project is moving forward and will create over 1,000 new jobs and considerable capital investment. The company has engaged with a design-build company to facilitate their new hangar development.
- C. 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. We have secured \$20,000 in donations and are still seeking grant opportunities.
- D. Roswell Information Park is a data center campus project with numerous high wage jobs and significant capital investment. The state's Economic Development Cabinet Secretary is directly involved in supporting this project for the Governor's office.
- E. Project HD Heroes (Equipment Share) is a large-scale heavy 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 purchasing the city owned property. 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 25 employees is about \$72,000 annually. We saw a successful ground-braking and announcement ceremony in early December.
- F. 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. The company is preparing a LEDA application.
- G. Project Seeker is a critical minerals recovery facility company that is currently working on a LEDA application. They will create 120 jobs on day one, and about 500 jobs over 3 years. They will have about \$8 to \$17.7 M in capital investment. Total operating expenses are estimated between \$260-\$550 K monthly.

- H. Several other leads for new projects were researched, explored, and submitted to those companies or the New Mexico Partnership PRO program. Some of these are actively engaged projects.
 - a. Project Bloom
 - b. Project Snap Dragon
 - c. Project Dragon
 - d. Project Humpty
 - e. Project Fabric
 - f. Project Cooper
 - g. Project Volt
 - h. Project Tumbleweed
 - i. Project Med
 - j. Project BPM
 - k. Project Luminate
 - l. USA Beef expansion project
- 2. Educational opportunities provided:
 - A. In coordination with the New Mexico state Chamber of Commerce we assisted in a program called Be Pro, Be Proud (BPBP), encompassing all seven Chaves County-wide high school seniors and select juniors. The program was held on November 13, 2025, and was not a typical vocational job fair with local employers. We contacted over 90 local employers, saw 26 participate, and had over 149 students engaged with them. Students came with resumes in hand and dressed to impress and meet prospective employers. There were 22 businesses who provided 124 interviews with local students with some students offered employment on the spot.
 - B. We coordinated and hosted an employer workshop in preparation to coach employers of the various programs and tools they can use at the BPBP event. Specialists from America's Job Center (former Workforce Solutions offices) provided the training at the EDC.
 - C. We sponsored and participated in the ZAG Youth Entrepreneurship Fair, on October 25, 2025, from 10 am to 2 pm, at Eastern New Mexico Medical Center. This event helped guide about 20 local, talented youth entrepreneurs with tools, tips, and ideas to help bring their visions to success. Participants provided presentations and showcased/sold their own products and services from handcrafted goods and games to creative garden décor and more.
- 3. Profit and Loss Actuals vs Budget Financial Report as attached.
- 4. Job Creation:
 - A. We attended the Site Selector's Guild, Industrial Asset Management Council, and the International Council of Air Shows during this period to develop potential leads and opportunities with site selection brokers and commercial real estate professionals.
 - B. With the groundbreaking event for Equipment Share in December, we will see the creation of 25-50 new high wage jobs in Roswell.
 - C. Amazon, Inc., is still on track to open at their new facility in Spring 2026. They will create between 75-100 new jobs here.
- 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. As a result of our engagement with a national design-build company (ARCO), a site visit was held in December with four local companies for possible redesign/new build at the air center. ARCO will design, build to suit new facilities, assist in the renovation of existing buildings, and has the ability to acquire financing options for the companies.
 - 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.

- D. We are also reworking our listings of available land and buildings with new property sheets and information to support new development.
7. New and changed programming.
- A. Our Board of Directors has approved Retail Strategies to support new retail companies in Roswell. They have identified several opportunities and are following up with additional information for predominantly restaurants and shopping businesses. The former Big Lots store may soon have a new company in this location because of this agreement.
9. Promotional campaigns
- A. I provided a presentation to the New Mexico State Tourism Commission about the National Championship Air Race's inaugural event held in September.
 - B. The Roswell Air Center remains our top focus for opportunity where our advertising and lead generation activities support new growth opportunities.
 - A. Contracted advertising for Roswell during this period: the Livability magazine project for 2026 has been completed, with the project in planning stages.
 - B. See attached social media and website analytics.
10. Cooperative efforts with area organizations:
- A. Attended several events and gave presentations about economic development and the National Championship Air Races to both Roswell Rotary Clubs.
 - B. I was the keynote speaker at the Veteran's Day meeting for the Chaves County Federal Republican Women's club, speaking to a large audience of over 140.
 - C. RCCEDC President & CEO Mike Espiritu serves as the Vice Chairman of the Roswell Airport Advisory Commission.
 - D. The entire staff attended the state's Governor's Economic Development Conference.
 - E. Attended the NMIDEA monthly Board of Directors meeting, representing this region.
 - F. Attended the monthly Chaves County Commission meetings and Roswell City Council meetings.
 - G. 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.
 - H. Eastern New Mexico Medical Center Board of Trustees meetings.
 - I. Eastern Area Workforce Development Board of Directors and Youth Committee meetings. The Board of Directors meeting was held at the EDC and will continue to do so in the future.

(Kristen Chappell's October BRE's)	Business Name:	POC:
10/01/2025	Summit Food Service	Kim Almaguer
10/02/2025	Rader Awning	Jill Mowry-Litt
10/08/2025	Welcome to Another Planet Music Festival, LLC	Clint Babcock
1/09/2025	Hinkle Oil & Gas Properties	Ami David Moody
10/09/2025	Candlewood Suites	Elijah Hutts
10/14/2025	JAC	Jason Allison
10/16/2025	Sheep Street Silver LLC	Ravae Leonard
10/23/2025	HTea O (West Second Street Location)	Neal Leven
10/26/2025	NuMex Plastics	Guy Tipton
10/26/2026	Quality Inn & Suites	Kabi Bhakta

(Jessica Martinez's October BRE's)	Business Name:	POC:
10/06/2025	Custom Construction	Brandon Arnold
10/20/2025	Edward Jones	James "Jim" McClelland
10/21/2025	Degenerate Coffee Co.	Tanner Marker
10/21/2025	Roswell Tire & Appliance	Wiley Maloney
10/22/2025	Bush Woodworks & Appliance Center	James King
1/22/2025	Xcel Energy	Letty Kuykendall
10/23/2025	Southwest Printers	Bianca Cheney
10/28/2025	Lopez Insurance	Daniel Lopez
10/28/2025	Bell Gas Inc.	Menolly Cates
10/30/2025	Hippie Chicks	Cynthia Skipworth

(Kristen Chappell's November BRE's)	Business Name:	POC:
11/03/2025	Avflight Corporation	Claudia Rangel
11/04/2025	McDaniel Home Solutions	Jesse McDaniel
11/05/2025	ROC Chiropractic	MJ Lewis
11/05/2025	EXP Realty	Lana Reese
11/12/2025	Culligan-Water Quality Services	Brian Cole

11/13/2025	First American Bank	Ryon Groesbeck
11/17/2025	McMillan Investments	Bonnie Brainders
11/20/2025	Hinkle Law Firm	Parker Folse
11/24/2025	Quantumly Rootes, LLC	Kezia Pieratt
11/25/2025	House of Flowers	Dee Dyees

(Jessica Martinez's November BRE's)	Business Name:	POC:
11/03/2025	Zenith Security	Kezia Pieratt
11/05/2025	Jiffy Lube	Travis
11/05/2025	BiltWise (Fortified) Structures	Sabrina Prairie
11/13/2025	Lykins Tire	Greg Maloney
11/13/2025	Amigo Machinery	Brooke Marker
11/17/2025	Kraft Law Firm	Robin Purcella
11/17/2025	C&C Escrow	Charolette Gipson
11/19/2025	Gentiva Hospice Care	Chelsea Samario
11/19/2025	Merril Lynch	Mark Beeman
11/20/2025	Paul's Vet Supply	Nathan

(Kristen Chappell's December BRE's)	Business Name:	POC:
12/02/2025	Sara's Mediterranean Grill	Wally Abdel-Aziz
12/02/2025	United Way	Rita Camacho
12/03/2025	General Airframe Support, Inc.	Isaac Sheets
12/04/2025	Sun Country Physical Therapy	Darrel Elwell (Darrel retired and will be selling the office in early 2026)
12/05/2025	Souder Miller & Associates	Jesus Avitia
12/09/2025	Armstrong Energy Corp.	Bob Armstrong
12/11/2025	Fulkerson Plumbing & Heating	Ada Sandoval
12/15/2025	Jersey Mike's	Adrian
12/15/2025	CS Designs	Cheyenne Sons (Business is closing at the end of January 2026)

12/15/2025	HTea O (North Main Location)	Coly Hockett
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(Jessica Martinez's December BRE's)	Business Name:	POC:
12/10/2025	Spring River Apartments-Shelton Cook LLC	Melissa Urias
12/10/2025	Richland Auto Group	Clarissa Gonzalez-Adams
12/10/2025	Sycamore Storage Solution	Larry Fresquez
12/10/2025	Conquistador Council (Formerly BSA)	Patrick Smith
12/11/2025	Information Protection Services (IPS)/Shred Boss	Josh Hartwell
12/12/2025	Home Innovation Remodeling	Xavier Nareto
12/15/2025	ITS Quest Services	Carol Everly
12/17/2025	Farm Bureau-Grant, Weathers, & Holloway	Caleb Grant
12/18/2025	Zenith Security Solutions	Kezia Pieratt

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

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

- Total users 4,395
- New users 4,309
- Sessions 5,283
- Sessions per user 1.21
- Engagement rate 53.74%
- Website views 10,246
- Engaged sessions 2,839
- 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	2,118 (49.9%)
Mobile	2,196 (48.2%)
Smart tv	0
Tablet	83

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

Country	Total users
United States	3,653
China	52
Ireland	50
Sweden	30
Canada	29
United Kingdom	22
Germany	22
India	21
Japan	16
France	14

- Audience overview

Page title	Total users	Views
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RARA in Roswell-Chaves County	1,174	1,489
RCCEDC Home Page	994	1,430
The National Championship Air Races Are Ready for Their Inaugural Event in Roswell	346	393
Annual Events in Roswell-Chaves County	213	275
Dodson Wholesale Lumber Co. Celebrates 70 Years in Roswell	171	177
Imap by Economic Gateway	160	335
RCCEDC Staff	158	215
2025 Celebrate Chaves County Luncheon	117	158
Contact RCCEDC	100	158
Roswell-Chaves County Real Estate Preview	94	142

➤ Acquisition Sources

User source	Total users
Google	1,817
(direct)	1,450
m.facebook.com	376
Bing	155
Roswell-nm.gov	153
Lm.facebook.com	97
Facebook.com	84
l.facebook.com	56
Yahoo	40
Duckduckgo	37

➤ Higher Traffic States (globally)

Region	Total users
New Mexico	1,090
Arizona	680
Texas	389

California	296
Colorado	193
Ohio	128
Oregon	80
Washington	69
Florida	51
Nevada	49

➤ Higher Traffic Cities (globally)

City	Total users
Roswell	626
Phoenix	523
Albuquerque	219
Columbus	122
Dallas	110
Englewood	76
Los Angeles	72
San Jose	58
Houston	42
Tempe	40

➤ Traffic Type

Sessions default	Total users
Organic search	2,084
Direct	1,362
Organic Social	260
Referral	260
Paid Social	2

Facebook analytics (October 1, 2025-December 30, 2025)

- 293,446 Views, -10%2% from previous 90 days
- 16,640 Engagement
- 5,423 Interactions, +648% from previous 90 days
- 3,365 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 (98.6%)

LinkedIn analytics (Last 90 days)

- 559 followers
- 2,996 Impressions
- 101 Reaction (^48.5%)
- 3 search appearances, 16 post impressions

Instagram analytics (October 1, 2025-December 30, 2025)

- 645 total followers
- 2,482 views. Of the views, 41.3% are followers of the RCCEDC Instagram page and 58.7% are non-followers.
- Accounts reached 199
- 43 new interactions, of which 83.7% are followers and 16.3% are non-followers
- Accounts engaged were 18
- Most active times are on Mondays, and most views occur around 3:00 pm.

X analytics (October 1, 2025-December 30, 2025)

- 316 followers, 18 are verified
- 382 impressions
- 10.9% engagement rate, which is up 18%
- 42 engagements
- 5 new likes

ROSWELL- CHAVES COUNTY EDC

FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION AND
ACCOUNTANT'S COMPILATION REPORT

NOVEMBER 30, 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
PO Box 849
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 November 30, 2025, and the related statements of activities - income tax basis for the month ending November 30, 2025 and the five 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.)
December 11, 2025
Roswell, NM 88203-4544

MEMBER OF AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS
NEW MEXICO SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS - TEXAS SOCIETY OF CERTIFIED PUBLIC
ACCOUNTANTS

ROSWELL- CHAVES COUNTY EDC
Statement of Financial Position
Income Tax Basis
As of November 30, 2025 and October 31, 2025

Assets

	November 30, 2025	October 31, 2025
Current Assets		
CASH IN BANK - PIONEER #2795	\$ 75,240.65	\$ 71,723.43
FIRST AMERICAN - SAVINGS #4520	21,578.25	21,574.70
PIONEER MONEY MARKET ACCOUNT #2643	450,793.62	449,844.63
A/R - CITY OF ROSWELL	33,333.31	66,666.64
A/R - CHAVES COUNTY	<u>33,340.31</u>	<u>16,673.64</u>
Total Current Assets	<u>614,286.14</u>	<u>626,483.04</u>
Property and Equipment		
EQUIPMENT	<u>2,407.42</u>	<u>2,407.42</u>
Net Property and Equipment	<u>2,407.42</u>	<u>2,407.42</u>
Non Current Assets		
FIRST AMERICAN BANK - INVESTMENT FUND #R002500	446,192.61	446,192.61
UNREALIZED GAIN LOSS ON INVESTMENT	<u>31,958.10</u>	<u>31,958.10</u>
Total Non Current Assets	<u>478,150.71</u>	<u>478,150.71</u>
Total Assets	<u>\$ 1,094,844.27</u>	<u>\$ 1,107,041.17</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Financial Position
Income Tax Basis
As of November 30, 2025 and October 31, 2025

Liabilities and Net Assets

	November 30, 2025	October 31, 2025
Current Liabilities		
A/P - EMPLOYEES	\$ 12,359.32	\$ 12,359.32
A/P - VENDORS	17,230.00	17,230.00
CARDMEMBER SERVICE- CHASE INK CARD	315.88	0.00
FICA PAYABLE	1,374.62	1,374.62
MEDICARE PAYABLE	321.48	321.50
FEDERAL WITHHOLDING PAYABLE	793.53	793.53
STATE WITHHOLDING PAYABLE	634.32	634.32
SIMPLE IRA PAYABLE	2,709.87	2,709.87
SUTA PAYABLE	<u>28.60</u>	<u>14.30</u>
Total Current Liabilities	<u>35,767.62</u>	<u>35,437.46</u>
Long-Term Liabilities		
DEFERRED REVENUE NM GRANT	<u>40,000.00</u>	<u>40,000.00</u>
Total Long-Term Liabilities	<u>40,000.00</u>	<u>40,000.00</u>
Total Liabilities	<u>75,767.62</u>	<u>75,437.46</u>
Net Assets		
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>76,045.82</u>	<u>88,572.88</u>
Total Net Assets	<u>1,019,076.65</u>	<u>1,031,603.71</u>
Total Liabilities and Net Assets	<u>\$ 1,094,844.27</u>	<u>\$ 1,107,041.17</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Activities
Income Tax Basis
For the One Month and 5 Months Ended November 30, 2025

	CURRENT MONTH		YEAR TO DATE	
	Amount	Percent	Amount	Percent
Sales				
CITY OF ROSWELL	\$ 16,666.67	48.88 %	\$ 83,333.31	32.73 %
CHAVES COUNTY	16,666.67	48.88	83,333.31	32.73
MEMBERSHIP DUES	765.00	2.24	75,387.50	29.61
SPECIAL EVENT	0.00	0.00	12,531.50	4.92
Total Sales	34,098.34	100.00	254,585.62	100.00
Gross Profit	34,098.34	100.00	254,585.62	100.00
Operating Expenses				
MISCELLANEOUS EXPENSE	0.00	0.00	44.10	0.02
ADVERTISING	595.00	1.74	18,755.00	7.37
BOARD/MEMBERSHIP & ANNUAL MEETINGS	72.11	0.21	10,184.83	4.00
BANK CHARGES	14.78	0.04	321.93	0.13
CONTRACT SERVICES	3,969.09	11.64	12,708.44	4.99
BUSINESS RECRUITMENT	148.01	0.43	14,337.31	5.63
ENTERTAINMENT/MEALS	0.00	0.00	82.02	0.03
DUES & SUBSCRIPTIONS	1,912.00	5.61	2,621.33	1.03
EDUCATIONAL EXPENSE	0.00	0.00	480.00	0.19
MILEAGE	133.42	0.39	2,207.82	0.87
OFFICE EXPENSE	0.00	0.00	411.80	0.16
POSTAGE	156.00	0.46	187.04	0.07
PAYROLL TAXES	1,710.43	5.02	8,946.37	3.51
RETIREMENT(SIMPLE IRA)	535.14	1.57	2,675.70	1.05
RENT	0.00	0.00	2,400.00	0.94
TRAVEL & CONVENTIONS	683.15	2.00	1,314.91	0.52
WAGES	22,171.60	65.02	115,274.68	45.28
WEB SITE	16,766.00	49.17	16,766.00	6.59
SPECIAL EVENT EXPENSE	0.00	0.00	3,642.92	1.43
LEGISLATIVE DINNER	0.00	0.00	1,250.00	0.49
Total Operating Expenses	48,866.73	143.31	214,612.20	84.30
Operating Income (Loss)	(14,768.39)	(43.31)	39,973.42	15.70
Other Income (Expenses)				
DIVIDEND INCOME	0.00	0.00	3,660.41	1.44
OTHER INCOME	1,288.79	3.78	16,408.21	6.45
UNREALIZED GAIN/LOSS ON INVESTMENTS	0.00	0.00	10,830.54	4.25
INTEREST	952.54	2.79	5,679.07	2.23
INVESTMENT FEES	0.00	0.00	(505.83)	(0.20)
Total Other Income (Expenses)	2,241.33	6.57	36,072.40	14.17
Net Income (Loss) Before Taxes	(12,527.06)	(36.74)	76,045.82	29.87
Net Income (Loss)	<u>\$ (12,527.06)</u>	<u>(36.74)%</u>	<u>\$ 76,045.82</u>	<u>29.87 %</u>

SUPPLEMENTARY INFORMATION

ROSWELL- CHAVES COUNTY EDC
Statement of Activities - Budget to Actual
Income Tax Basis
For the One Month and 5 Months Ended November 30, 2025

	CURRENT MONTH			YEAR TO DATE			ANNUAL		
	Actual	Budget	Variance	Actual	Budget	Variance	Budget	Variance	
Revenue									
CITY OF ROSWELL	\$ 16,666.67	\$ 16,666.67	\$ 0.00	\$ 83,333.31	\$ 83,333.31	\$ 0.00	\$ 200,000.00	\$ 116,666.69	
CHAVES COUNTY	16,666.67	16,666.67	0.00	83,333.31	83,333.31	0.00	200,000.00	116,666.69	
MEMBERSHIP DUES	765.00	12,500.00	(11,735.00)	75,387.50	62,500.00	12,887.50	150,000.00	74,612.50	
SPECIAL EVENT	0.00	41.67	(41.67)	12,531.50	208.31	12,323.19	500.00	(12,031.50)	
CERTIFIED EDO GRANT (NMEDD)	0.00	3,333.33	(3,333.33)	0.00	16,666.69	(16,666.69)	40,000.00	40,000.00	
LEADS SITE PREPARDNESS GRANT (NMEDD)	0.00	2,083.33	(2,083.33)	0.00	10,416.69	(10,416.69)	25,000.00	25,000.00	
LEGISLATIVE DINNER	0.00	166.67	(166.67)	0.00	833.31	(833.31)	2,000.00	2,000.00	
RENTAL INCOME	0.00	150.00	(150.00)	0.00	750.00	(750.00)	1,800.00	1,800.00	
Total Sales	34,098.34	51,608.34	(17,510.00)	254,585.62	258,041.62	(3,456.00)	619,300.00	364,714.38	
Gross Profit	34,098.34	51,608.34	(17,510.00)	254,585.62	258,041.62	(3,456.00)	619,300.00	364,714.38	
Operating Expenses									
WAGES - BONUS	0.00	666.67	(666.67)	0.00	3,333.31	(3,333.31)	8,000.00	(8,000.00)	
MISCELLANEOUS EXPENSE	0.00	51.25	(51.25)	44.10	256.25	(212.15)	615.00	(570.90)	
ADVERTISING	595.00	3,000.00	(2,405.00)	18,755.00	15,000.00	3,755.00	36,000.00	(17,245.00)	
BOARD/MEMBERSHIP & ANNUAL MEETINGS	72.11	1,791.67	(1,719.56)	10,184.83	8,958.31	1,226.52	21,500.00	(11,315.17)	
AUDIT	0.00	766.67	(766.67)	0.00	3,833.31	(3,833.31)	9,200.00	(9,200.00)	
BANK CHARGES	14.78	125.00	(110.22)	321.93	625.00	(303.07)	1,500.00	(1,178.07)	
CONTRACT SERVICES	3,969.09	2,130.42	1,838.67	12,708.44	10,652.06	2,056.38	25,565.00	(12,856.56)	
CONTRIBUTIONS	0.00	83.33	(83.33)	0.00	416.69	(416.69)	1,000.00	(1,000.00)	
BUSINESS EXPANSON	0.00	83.33	(83.33)	0.00	416.69	(416.69)	1,000.00	(1,000.00)	
BUSINESS RECRUITMENT	148.01	1,833.33	(1,685.32)	14,337.31	9,166.69	5,170.62	22,000.00	(7,662.69)	
ENTERTAINMENT/MEALS	0.00	41.67	(41.67)	82.02	208.31	(126.29)	500.00	(417.98)	
DUES & SUBSCRIPTIONS	1,912.00	853.33	1,058.67	2,621.33	4,266.69	(1,645.36)	10,240.00	(7,618.67)	
EDUCATIONAL EXPENSE	0.00	833.33	(833.33)	480.00	4,166.69	(3,686.69)	10,000.00	(9,520.00)	
MILEAGE	133.42	333.33	(199.91)	2,207.82	1,666.69	541.13	4,000.00	(1,792.18)	
OFFICE EXPENSE	0.00	416.67	(416.67)	411.80	2,083.31	(1,671.51)	5,000.00	(4,588.20)	
POSTAGE	156.00	41.67	114.33	187.04	208.31	(21.27)	500.00	(312.96)	
PAYROLL TAXES	1,710.43	2,173.33	(462.90)	8,946.37	10,866.69	(1,920.32)	26,080.00	(17,133.63)	
RETIREMENT(SIMPLE IRA)	535.14	666.67	(131.53)	2,675.70	3,333.31	(657.61)	8,000.00	(5,324.30)	
RENT	0.00	800.00	(800.00)	2,400.00	4,000.00	(1,600.00)	9,600.00	(7,200.00)	
TRAVEL & CONVENTIONS	683.15	1,333.33	(650.18)	1,314.91	6,666.69	(5,351.78)	16,000.00	(14,685.09)	
WAGES	22,171.60	27,166.67	(4,995.07)	115,274.68	135,833.31	(20,558.63)	326,000.00	(210,725.32)	
WEB SITE	16,766.00	1,250.00	15,516.00	16,766.00	6,250.00	10,516.00	15,000.00	1,766.00	
SPECIAL EVENT EXPENSE	0.00	250.00	(250.00)	3,642.92	1,250.00	2,392.92	3,000.00	642.92	
MAINSTREET FACADE	0.00	833.33	(833.33)	0.00	4,166.69	(4,166.69)	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 5 Months Ended November 30, 2025

	CURRENT MONTH			YEAR TO DATE			ANNUAL	
	Actual	Budget	Variance	Actual	Budget	Variance	Budget	Variance
LEADS SITE PREPARDNESS GRANT EXPENSE (NMEED)	0.00	2,083.33	(2,083.33)	0.00	10,416.69	(10,416.69)	25,000.00	(25,000.00)
LEGISLATIVE DINNER	0.00	1,666.67	(1,666.67)	1,250.00	8,333.31	(7,083.31)	20,000.00	(18,750.00)
RETAIL MARKET STUDY EXPENSE	0.00	3,750.00	(3,750.00)	0.00	18,750.00	(18,750.00)	45,000.00	(45,000.00)
Total Operating Expenses	48,866.73	55,025.00	(6,158.27)	214,612.20	275,125.00	(60,512.80)	660,300.00	(445,687.80)
Operating Income (Loss)	(14,768.39)	(3,416.66)	(11,351.73)	39,973.42	(17,083.38)	57,056.80	(41,000.00)	80,973.42
Other Income (Expenses)								
DIVIDEND INCOME	0.00	416.67	(416.67)	3,660.41	2,083.31	1,577.10	5,000.00	(1,339.59)
OTHER INCOME	1,288.79	2,500.00	(1,211.21)	16,408.21	12,500.00	3,908.21	30,000.00	(13,591.79)
UNREALIZED GAIN/LOSS ON INVESTMENTS	0.00	333.33	(333.33)	10,830.54	1,666.69	9,163.85	4,000.00	6,830.54
INTEREST	952.54	333.33	619.21	5,679.07	1,666.69	4,012.38	4,000.00	1,679.07
OTHER TAXES	0.00	(125.00)	125.00	0.00	(625.00)	625.00	(1,500.00)	1,500.00
INVESTMENT FEES	0.00	(41.67)	41.67	(505.83)	(208.31)	(297.52)	(500.00)	(5.83)
Total Other Income (Expenses)	2,241.33	3,416.66	(1,175.33)	36,072.40	17,083.38	18,989.02	41,000.00	(4,927.60)
Net Income (Loss) Before Taxes	(12,527.06)	0.00	(12,527.06)	76,045.82	0.00	76,045.82	0.00	76,045.82
Net Income (Loss)	\$ (12,527.06)	\$ 0.00	\$ (12,527.06)	\$ 76,045.82	\$ 0.00	\$ 76,045.82	\$ 0.00	\$ 76,045.82

ROSWELL- CHAVES COUNTY EDC
Statement of Financial Position
Income Tax Basis
As of November 30, 2025 and October 31, 2025

Assets

	November 30, 2025	October 31, 2025	September 30, 2025
Current Assets			
CASH IN BANK - PIONEER #2795	\$ 75,240.65	\$ 71,723.43	\$ 42,607.88
FIRST AMERICAN - SAVINGS #4520	21,578.25	21,574.70	21,571.04
PIONEER MONEY MARKET ACCOUNT #2643	450,793.62	449,844.63	448,701.36
A/R - CITY OF ROSWELL	33,333.31	66,666.64	49,999.97
A/R - CHAVES COUNTY	<u>33,340.31</u>	<u>16,673.64</u>	<u>50,006.97</u>
Total Current Assets	<u>614,286.14</u>	<u>626,483.04</u>	<u>612,887.22</u>
Property and Equipment			
EQUIPMENT	<u>2,407.42</u>	<u>2,407.42</u>	<u>2,407.42</u>
Net Property and Equipment	<u>2,407.42</u>	<u>2,407.42</u>	<u>2,407.42</u>
Non Current Assets			
FIRST AMERICAN BANK - INVESTMENT FUND #R002500	446,192.61	446,192.61	446,192.61
UNREALIZED GAIN LOSS ON INVESTMENT	<u>31,958.10</u>	<u>31,958.10</u>	<u>31,958.10</u>
Total Non Current Assets	<u>478,150.71</u>	<u>478,150.71</u>	<u>478,150.71</u>
Total Assets	<u><u>\$ 1,094,844.27</u></u>	<u><u>\$ 1,107,041.17</u></u>	<u><u>\$ 1,093,445.35</u></u>

ROSWELL- CHAVES COUNTY EDC
Statement of Financial Position
Income Tax Basis
As of November 30, 2025 and October 31, 2025

Liabilities and Net Assets

	November 30, 2025	October 31, 2025	September 30, 2025
Current Liabilities			
A/P - EMPLOYEES	\$ 12,359.32	\$ 12,359.32	\$ 12,359.32
A/P - VENDORS	17,230.00	17,230.00	17,230.00
CARDMEMBER SERVICE- CHASE INK CARD	315.88	0.00	0.00
FICA PAYABLE	1,374.62	1,374.62	1,374.66
MEDICARE PAYABLE	321.48	321.50	321.50
FEDERAL WITHHOLDING PAYABLE	793.53	793.53	793.53
STATE WITHHOLDING PAYABLE	634.32	634.32	634.32
SIMPLE IRA PAYABLE	2,709.87	2,709.87	2,709.87
SUTA PAYABLE	28.60	14.30	73.66
	<u>35,767.62</u>	<u>35,437.46</u>	<u>35,496.86</u>
Total Current Liabilities	<u>35,767.62</u>	<u>35,437.46</u>	<u>35,496.86</u>
Long-Term Liabilities			
DEFERRED REVENUE NM GRANT	40,000.00	40,000.00	40,000.00
	<u>40,000.00</u>	<u>40,000.00</u>	<u>40,000.00</u>
Total Long-Term Liabilities	<u>40,000.00</u>	<u>40,000.00</u>	<u>40,000.00</u>
Total Liabilities	<u>75,767.62</u>	<u>75,437.46</u>	<u>75,496.86</u>
Net Assets			
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	76,045.82	88,572.88	74,917.66
	<u>1,019,076.65</u>	<u>1,031,603.71</u>	<u>1,017,948.49</u>
Total Net Assets	<u>1,019,076.65</u>	<u>1,031,603.71</u>	<u>1,017,948.49</u>
Total Liabilities and Net Assets	<u>\$ 1,094,844.27</u>	<u>\$ 1,107,041.17</u>	<u>\$ 1,093,445.35</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Activities
Income Tax Basis
For Most Recent Three Months and Five Months Ended November 30, 2025

	MOST RECENT THREE MONTHS			YEAR TO DATE
	November 30	October 31	September 30	This Year
Revenues				
CITY OF ROSWELL	\$ 16,666.67	\$ 16,666.67	\$ 16,666.67	\$ 83,333.31
CHAVES COUNTY	16,666.67	16,666.67	16,666.67	83,333.31
MEMBERSHIP DUES	765.00	7,015.00	5,250.00	75,387.50
SPECIAL EVENT	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>12,531.50</u>
Total Sales	<u>34,098.34</u>	<u>40,348.34</u>	<u>38,583.34</u>	<u>254,585.62</u>
Gross Profit	<u>34,098.34</u>	<u>40,348.34</u>	<u>38,583.34</u>	<u>254,585.62</u>
Operating Expenses				
MISCELLANEOUS EXPENSE	0.00	0.00	44.10	44.10
ADVERTISING	595.00	9,160.00	0.00	18,755.00
BOARD/MEMBERSHIP & ANNUAL MEETINGS	72.11	19.88	0.00	10,184.83
BANK CHARGES	14.78	0.00	32.22	321.93
CONTRACT SERVICES	3,969.09	3,282.69	2,352.05	12,708.44
BUSINESS RECRUITMENT	148.01	2,620.16	1,856.26	14,337.31
ENTERTAINMENT/MEALS	0.00	0.00	0.00	82.02
DUES & SUBSCRIPTIONS	1,912.00	0.00	584.33	2,621.33
EDUCATIONAL EXPENSE	0.00	0.00	0.00	480.00
MILEAGE	133.42	701.70	348.32	2,207.82
OFFICE EXPENSE	0.00	118.69	130.41	411.80
POSTAGE	156.00	0.00	0.00	187.04
PAYROLL TAXES	1,710.43	1,724.81	1,704.44	8,946.37
RETIREMENT(SIMPLE IRA)	535.14	535.14	535.14	2,675.70
RENT	0.00	0.00	2,400.00	2,400.00
TRAVEL & CONVENTIONS	683.15	631.76	0.00	1,314.91
WAGES	22,171.60	22,171.60	22,171.60	115,274.68
WEB SITE	16,766.00	0.00	0.00	16,766.00
SPECIAL EVENT EXPENSE	0.00	0.00	1,700.00	3,642.92
LEGISLATIVE DINNER	<u>0.00</u>	<u>1,250.00</u>	<u>0.00</u>	<u>1,250.00</u>
Total Operating Expenses	<u>48,866.73</u>	<u>42,216.43</u>	<u>33,858.87</u>	<u>214,612.20</u>
Operating Income (Loss)	<u>(14,768.39)</u>	<u>(1,868.09)</u>	<u>4,724.47</u>	<u>39,973.42</u>
Other Income (Expenses)				
DIVIDEND INCOME	0.00	0.00	3,660.41	3,660.41
OTHER INCOME	1,288.79	14,376.38	0.00	16,408.21
UNREALIZED GAIN/LOSS ON INVESTMENTS	0.00	0.00	10,830.54	10,830.54
INTEREST	952.54	1,146.93	1,252.03	5,679.07
INVESTMENT FEES	<u>0.00</u>	<u>0.00</u>	<u>(505.83)</u>	<u>(505.83)</u>
Total Other Income (Expenses)	<u>2,241.33</u>	<u>15,523.31</u>	<u>15,237.15</u>	<u>36,072.40</u>
Net Income (Loss) Before Taxes	<u>(12,527.06)</u>	<u>13,655.22</u>	<u>19,961.62</u>	<u>76,045.82</u>
Net Income (Loss)	<u>\$ (12,527.06)</u>	<u>\$ 13,655.22</u>	<u>\$ 19,961.62</u>	<u>\$ 76,045.82</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Activities
Income Tax Basis
For the One Month and 5 Months Ended November 30, 2025
Multiple Selections

	CURRENT MONTH		YEAR TO DATE	
	Amount	Percent	Amount	Percent
Sales				
CITY OF ROSWELL	\$ 16,666.67	48.88 %	\$ 83,333.31	34.43 %
CHAVES COUNTY	16,666.67	48.88	83,333.31	34.43
MEMBERSHIP DUES	<u>765.00</u>	<u>2.24</u>	<u>75,387.50</u>	<u>31.14</u>
Total Sales	<u>34,098.34</u>	<u>100.00</u>	<u>242,054.12</u>	<u>100.00</u>
Gross Profit	<u>34,098.34</u>	<u>100.00</u>	<u>242,054.12</u>	<u>100.00</u>
Operating Expenses				
ADVERTISING	595.00	1.74	10,095.00	4.17
BOARD/MEMBERSHIP & ANNUAL MEETINGS	72.11	0.21	10,184.83	4.21
BANK CHARGES	14.78	0.04	321.93	0.13
CONTRACT SERVICES	3,969.09	11.64	12,708.44	5.25
BUSINESS RECRUITMENT	148.01	0.43	14,337.31	5.92
ENTERTAINMENT/MEALS	0.00	0.00	82.02	0.03
DUES & SUBSCRIPTIONS	1,912.00	5.61	2,621.33	1.08
EDUCATIONAL EXPENSE	0.00	0.00	480.00	0.20
MILEAGE	133.42	0.39	2,207.82	0.91
OFFICE EXPENSE	0.00	0.00	411.80	0.17
POSTAGE	156.00	0.46	187.04	0.08
PAYROLL TAXES	1,710.43	5.02	8,946.37	3.70
RETIREMENT(SIMPLE IRA)	535.14	1.57	2,675.70	1.11
RENT	0.00	0.00	2,400.00	0.99
TRAVEL & CONVENTIONS	683.15	2.00	1,314.91	0.54
WAGES	22,171.60	65.02	115,274.68	47.62
WEB SITE	<u>16,766.00</u>	<u>49.17</u>	<u>16,766.00</u>	<u>6.93</u>
Total Operating Expenses	<u>48,866.73</u>	<u>143.31</u>	<u>201,015.18</u>	<u>83.05</u>
Operating Income (Loss)	<u>(14,768.39)</u>	<u>(43.31)</u>	<u>41,038.94</u>	<u>16.95</u>
Other Income (Expenses)				
INTEREST	952.54	2.79	5,679.07	2.35
INVESTMENT FEES	<u>0.00</u>	<u>0.00</u>	<u>(505.83)</u>	<u>(0.21)</u>
Total Other Income (Expenses)	<u>952.54</u>	<u>2.79</u>	<u>5,173.24</u>	<u>2.14</u>
Net Income (Loss) Before Taxes	<u>(13,815.85)</u>	<u>(40.52)</u>	<u>46,212.18</u>	<u>19.09</u>
Net Income (Loss)	<u>\$ (13,815.85)</u>	<u>(40.52)%</u>	<u>\$ 46,212.18</u>	<u>19.09 %</u>