

March 5, 2026

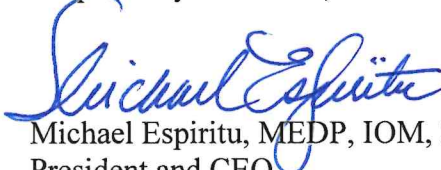
TO: Ms. Tommi Conners
Special Events Coordinator
City of Roswell
425 N. Richardson Ave.
Roswell, New Mexico 88203

Subject: Request for Fiscal Year 2027 Economic Development Funding

Dear Ms. Conners,

1. We appreciate your continued confidence and financial support of our partnership together which helps drive economic opportunities for current and new businesses in the City of Roswell. The financial investment the city provides allows us to recruit new business opportunities which create jobs, support and assist those already located and invest here, assisting in creating and sustaining a workforce for future growth, assisting with housing needs, and helping drive community development that improves the quality of life and place for everyone.
2. The Roswell-Chaves County Economic Development Corporation is a 501(c)(3) organization that is fortunate to have a strong participatory board of senior business leaders whose expertise and talent provides significant support to city and county business interests...to enhance and improve the quality of life for everyone here. We also deeply appreciate our collaborative relationship and partnership with you and pledge our continued commitment towards a stronger region for economic prosperity.
3. We anticipate another challenging year ahead and will aggressively plan to support our city's interests, plans, and goals. **We respectfully request Roswell City the same funding of \$200,000 for the 2027 fiscal year** so we may continue our work in attracting new companies and capital investment and the creation of new jobs as well as increasing property tax and Gross Receipts tax revenues for the City of Roswell and Chaves County.

Respectfully submitted,



Michael Espiritu, MEDP, IOM, STS
President and CEO

Your 2026 Funding saw these results and activities:

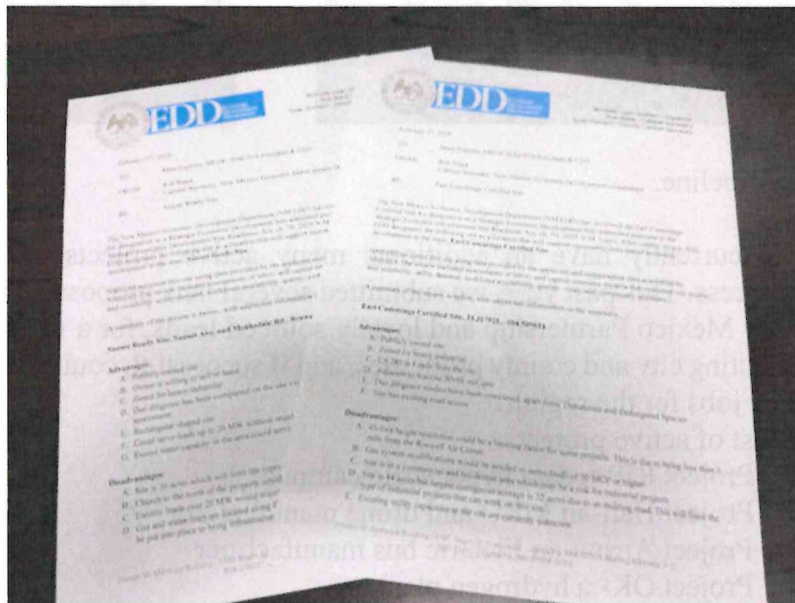
1. A review of this *past year's* major highlights of projects, programs, and other areas which your financial support provided:
 - a. Business Recruitment and Site Selection for new job growth. We recruited and saw to the fruition of the following:
 - i. We saw the successful inaugural National Championship Air Races, which saw about 56,000 attendees from 48 states and 16 foreign countries. They have an estimated \$29.6 million economic impact, with thousands of children in their STEM Discovery Zone from regional schools, military appreciation day, great air racing and aerobatic acts. We anticipate the September 16-20, 2026, to have about 80,000+ attendees, an additional 45-50 more racing aircraft with the return of the Sport and Unlimited classes, plus a new class, the "Mach Class", who will fly a new course at over 600 miles per hour. The USAF Thunderbirds are scheduled to perform, and they are a true crowd pleaser.
 - ii. Amazon, Inc., facility in final stages of construction on Monksdale Road, with a projected employee strength of 75-100 FTEs. Their Amazon Flex program allows local individuals to work for themselves and provide delivery services throughout the region. The number of jobs that are to be created is currently unclear. We hosted hiring events for their mid-April opening.
 - iii. Equipment Share, a Missouri business expansion, held a ground-breaking ceremony with NM Senator Ezzell presiding. Numerous dignitaries were in attendance to witness this new operation in Roswell on Monksdale Road. The company will hire 25-50 employees to start and are in the final stages of acquiring the land from the City of Roswell, next door to the Amazon facility.
 - iv. Battlefield Property Management, an Arkansas company expanded their operations. The company is a property remediation and restoration company who primarily provides clean-up actions after natural disasters under government contracts. They are also able to support any similar work for anyone. From the initial discussion, we saw a site visit within several days, with a building and land secured. The company hired its first two employees and conducted training and operations within 10 days of the trip. We anticipate company job growth.
 - v. Project Socks- Space Jump Trampoline Park near Sam's is a company that we assisted in their initial challenges with Walmart Inc. We saw their groundbreaking event and will see many new jobs and a pleasing family event center for all.
 - e. LEAD Generation activities:
 - i. We attended two Site Selector's Guild conferences with many consultants, showcasing our region for possible projects for new job creation. Equally important is maintaining a presence with these relationships for new potential job-creation projects.

- ii. We also attended MRO Americas, PB Expo, Industrial Asset Management, and this past year to identify leads and potential new projects.
 - iii. Our consistent posting on social media weekly supports our message and highlights the numerous resources companies may be attracted to. As a result, we have grown in the number of people and companies desiring to learn more about Roswell and Chaves County. Detailed data to date is attached.
- c. New Mexico State Job Training Incentive Program (JTIP) funds were awarded this past fiscal year to facilitate new job growth in this region. We testified with the companies at the state JTIP boards and saw 100% of their funding requests granted.
- i. BiltWise (Fortified) Structures
 - 1) 100 new jobs
 - 2) Average wage \$20.53
 - 3) Awarded \$974,802.00
 - 4) Average wage salary is \$20.53



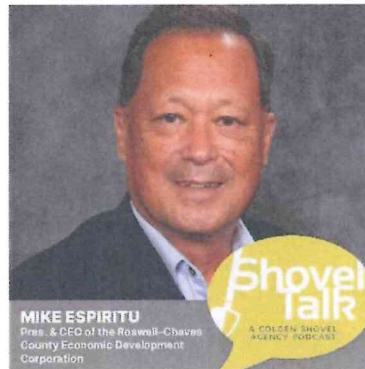
- d. Project pipeline.
- i. We currently have an additional many active projects in varying stages of progress. This past year, we submitted several new proposals to requests from the New Mexico Partnership and locally sourced leads, for a variety of new projects affecting city and county properties, and if successful, could also create numerous new jobs for the region.
 - ii. A list of active projects:
 - 1. Project RIP-a data hyper scale campus
 - 2. Project Hail-an MRO and drone manufacturer
 - 3. Project Arrow-an Electric bus manufacturer
 - 4. Project OK- a hydrogen plant
 - 5. Project Seeker-a critical minerals recycling plant
 - 6. Project AQM-a new MRO company
 - 7. Project Bulge-a new MRO company
 - 8. Project Atom-an annual event company
 - 9. Project Luminate-a modular housing manufacturer
 - 10. Project BaraGas-a specialty tool manufacturer
 - 11. Project show- amphitheater project

- e. **Business Retention and Expansion (BR&E).** We continue to keep our focus on supporting our local business community, who have already invested in our communities and created jobs, met payroll, and supported our local tax base. Our goal is to support them to save jobs or support any expansion effort they may be considering and identifying any trends and solutions to business concerns and challenges. We visited over 120 local businesses throughout Roswell and Chaves County to date.
- f. We conducted a business seminar with guest speakers from America's Job Center, which brought many local businesses together to better understand the various programs to support their staffing needs. This was in preparation for the highly successful Be Pro Be Proud Career event for all high schools in the county.
- h. **Housing Development and Real Estate.** Through a grant program with the New Mexico Economic Development Department called LEADS, we received \$25,000 in funding to develop new sites for their site readiness program. We also received formal recognition for two previous sites under the state's program to support our marketing and recruitment efforts. The new funding will be used in concert with the city's Community Development Department to identify the best sites for shovel-ready status.



- i. In our Marketing engagements, we continue to contract with Golden Shovel, an economic development-only website company. We in refreshing the entire site to showcase Roswell and Chaves County and our abundant resources and potential for new growth. We continue to make refinements to keep the site clean and fresh to attract new investment and job creation. Also, we are actively engaging on social media using Facebook, Instagram, and Linked-In platforms in our outreach efforts

and have seen a larger following since the beginning of the fiscal year. Our President/CEO was a guest on a Shovel-Talk: an economic development podcast speaking on the topic of “Maximum Effort: How going above and beyond is driving success in Roswell”. He was also a guest on a National Rural Economic Development Association webinar entitled “ Success in a Small Town: Proven Marketing Strategies that Drive Rural Growth” February 2026.



- j. As in past years, we hosted a reception for US Navy pilot training events at the Roswell Air Center. This year we hosted a welcome reception of over 50 Naval Aviators at a local restaurant, thanking them for their selection of Roswell and their large economic impact on our community. We host these receptions to encourage their return each year. Also, we discussed the possibility of additional training in the fall with a different naval unit.



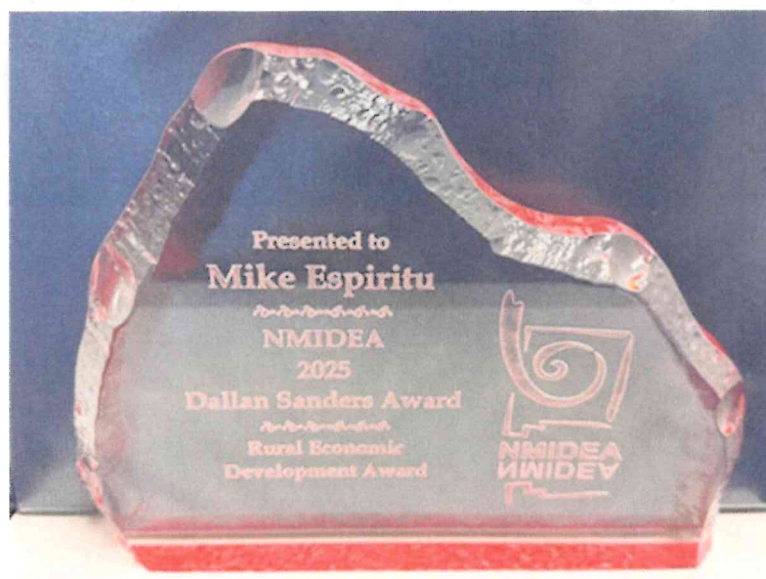
- k. During the 2026 state legislative session, we hosted the well-attended Chaves County Legislative Reception and saw many state lawmakers and people in attendance, with Senator Candy Ezzell as our keynote speaker. After this year's legislative session, we hosted a Legislative Recap with seven of our regional state legislators and over 50 business leaders and citizens in the audience.



1. We were recertified as a NM State Certified Economic Development Organization for this fiscal year by the New Mexico Economic Development Department, receiving a grant to support our critical mission to strengthen our local economy.



- m. We remain engaged in agreement with Retail Strategies to position Chaves County for stronger retail growth as predicted by the air race's impact on this region.
- n. Our President and CEO was recognized at the NMIDEA Winter meeting with the 2025 Dallan Sanders Award (second award) for NM Rural Economic Developer.



- o. We hosted the 2nd Annual RCCEDC Celebrate Chaves County, honoring the 30 of the Best of Chaves County businesses. With over 450 in attendance, we also honored the Community Service Award to Community Kitchen, the Small Business of the Year to Beehive Homes, and the Large Business of the Year to Eastern New Mexico Medical Center.

CELEBRATE
Chaves County
LUNCHEON

JOIN US IN CELEBRATING LOCAL INDIVIDUALS & BUSINESSES!

Wednesday, July 30, 2025
11:30am - 1:00pm
Doors Open @ 11am
Encanto Event Center
1010 S. Main St.
Roswell, NM

\$400 - Table of 8
\$50 - Individual Ticket

VOTE FOR YOUR FAVORITE LOCAL SPOTS!

BEST OF CHAVES COUNTY 2025

AWARDS
Community Service Award
Outstanding Small Business of the Year
Outstanding Large Business of the Year

Voting
BEGINS JUNE 1, 2025
ENDS JUNE 13, 2025

PROUDLY PRESENTED BY
RCCEDC
ROSWELL-CHAVES COUNTY
ECONOMIC DEVELOPMENT CORPORATION

Our projected plan and scope of work for fiscal year 2027 consists of:

1. Business Attraction and Recruitment. We will continue to team with the New Mexico Partnership to submit for new project proposals as well as attending targeted sales and trade missions. We will educate and share the Roswell-Chaves County story to site selection consultants and companies.
 - i. We plan to attend the following with an emphasis on the aviation sector:
 - a. Site Selector's Guild (SSG)
 - b. Industrial Asset Management Council (IAMC)
 - c. Maintenance, Repair and Overhaul (MRO) Conference and Expo
 - d. PB (Parts Based) Expo
 - e. National Business Aviation Association Conference and Expo (NBAA)
 - f. Air Force Association Annual Conference and Expo (AFA)
 - g. SpaceCom Expo and conference
 - h. Others if available in market sectors of aviation, value-added agriculture, and manufacturing.
 - ii. We will seek opportunities in other sectors to support community development for a stronger Roswell-Chaves County with other potential special events to include full support to the 2nd National Championship Air Races.
2. Business Retention and Expansion program. We will continue our goal of visiting 20 local businesses to identify concerns, expansion and growth opportunities, and provide access to resources and solutions so they can continue to be successful.
3. Real Estate and Housing Development.
 - i. Maintaining a portfolio of regional properties and buildings is a critical component in assisting potential projects. We will continue to collaborate with local real estate companies, city, and county governments to catalog, maintain, and keep these assets current. Although we are not real estate brokers, we will provide options for potential project owners to consider when evaluating their needs with existing resources.
 - ii. We will continue towards certification of other shovel-ready projects with the NM state Site Readiness Program.
 - iii. Housing continues to be a critical need for this region. We will continue a persistent presence with housing and land developers, and others to accelerate the local housing inventory.
4. Workforce Development. Every site selection consultant and company place a skilled workforce as their top priority when considering locating a project anywhere. We will continue our priority efforts in this area to support existing companies, new projects, and students throughout our county. We will continue efforts in creating and enhancing the talent pipeline with ENMU-R.

- i. We will continue our work with county-wide public schools with Career Technical Education programs which will help create pathways for our secondary students into careers here.
 - ii. Our strong partnership with Eastern New Mexico University-Roswell, allows for the creation of new possibilities in coursework or possible certification programs to better support existing companies and potential companies to create the workforce they need.
 - iii. Apprenticeship programs with the America's Job Center have netted success this current year, and we anticipate additional successes with other local companies next year to help fulfill their future workforce needs.
5. Marketing, advertising, and educating others in our region. We will continue to enhance and maintain a credible on-line presence with our website and social media platforms to reach our local communities, while employing new tactics to reach site selection consultants and companies for potential projects. We will create new marketing collateral, advertise in specific trade publications, and sponsor those activities that support our county's need for economic growth. One of these endeavors is the 5th edition of Livability Media community magazine, which is used for both talent attraction and business recruitment. We will continue to enhance our web presence.
6. Legislative advocacy is another area in which we continue to play an important role in supporting the needs of our community with potential legislation proposals and challenges. We will continue to coordinate and collaborate with city, county, state, and federal elected officials with those issues affecting our business communities. We intend to attend and support the 2027 New Mexico Legislative session next year and appropriate legislative committees. We will continue to attend Chaves County Commission and Roswell City Council meetings.
7. We will renew our Retail Strategies agreement to continue supporting new potential retail businesses' growth in underserved sectors.
8. We will conduct our 3rd annual RCCEDC Celebrate Chaves County Gala and honor local businesses, large and small as well as community/business awards.
9. Professional Development. We plan to attend the following to maintain current with economic development trends and all levels to maintain proficiency in supporting our region and businesses. These may include:
 - i. International Economic Development Basic Course and Annual Conference
 - ii. New Mexico IDEA (state-wide Economic Developers Association)
 - iii. New Mexico Governor's Conference on Economic Development
 - iv. Advance Economic Development Practitioner Leadership Course