

April 13, 2026

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

Dear Ms. Conyers,

Attached is our 3rd quarter, FY26 report as per contract of economic development services.
Included also is the report, a copy of the most current Profit and Loss Statement .

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

**City of Roswell
Economic Development Report
Roswell-Chaves County Economic Development Corporation
January-March 2026**

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

- A. Project Hail, an MRO company, is moving forward to beginning a large, advanced aircraft repair and drone manufacturing center which could result in many new jobs. We are working with a Design-Build company currently to create their new facility. A new hangar facility will be built at the Roswell Air Center. There is the potential for a battery manufacturer to locate an expansion center here.
- B. Project Arrow is an electric bus manufacturer. Land has been identified (rail-served) and is under negotiations. The NM Economic Department and the Governor's office have awarded the company a tentative LEDA award (amount to be determined). An economic analysis was performed and an estimated \$141,376,830 has been identified (without the LEDA award). The company is returning to Taiwan to execute an agreement for the first 800 bus components.
- 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 \$210,000 in donations and other funds. We will be having the bids refreshed and work started mid-year.
- 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. A LEDA GRT Share award amount is to be determined, however an incentive analysis identified \$10,099,322,394 in incentives without the GRT Share program amount.
- E. Project HD Heroes (Equipment Share) is a large-scale heavy construction equipment company. A site visit was held in July 2025 for potential properties. This project saw the City Council approving the land purchase unanimously at their March 2026 City Council meeting. Construction is expected in April/May 2026.
- F. Project Sound is a new tourism centric project which could generate significant GRT. In the very preliminary stages, this annual event has the potential to grow significantly year after year.
- G. Project Seeker is a critical minerals recovery facility company that has been awarded \$2mm in LEDA funds from the state. 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. They are in receipt of a LEDEA award from the state of \$2mm. We have located land options, and the company is pursuing them.
- H. Project Okie is an energy company who is working on their LEDA application. This manufacturing company will create 70-150 jobs. A site has been located and is currently under company review.
- I. Project BPM, an Arkansas expansion was located here in 10 days. The small company performs restoration work resulting from floods, fires, and others, typically under government contracts. They have hired two employees, and as work evolves, they plan to grow their workforce here.
- J. Meeting with local entrepreneur of a new product line that is currently being produced in China with the potential to relocate production to Roswell.
- K. Meetings with the state's Economic Development Department Taiwan liaison about potential agricultural product exports from Chaves County, particularly with several products.
- L. Several other leads for new projects were researched, explored, and submitted to those companies from our own internal lead generation activities. Some of these actively engaged projects are:
 - a. Project Bloom – Data Center
 - b. Project Snap Dragon – Data Center
 - c. Project Volt – Data Center

(Jessica Martinez's January BRE's)	Business Name:	POC:
01/14/2026	Lovelace Regional Hospital (Member)	Nick Shirilla
01/14/2026	International UFO Museum & Research Center (Member)	Karen Jaramillo
01/15/2026	Eastern New Mexico Medical Center (Member)	Brooke Linthicum
01/21/2026	Terracon (Member)	Stephen Jerge
01/28/2026	LP Insurance (Member)	Carolyn Hardwick
01/28/2026	Candlewood Suites (Member)	Yolanda Coronado
01/29/2026	Otero Federal Credit Union (Member)	Melene Street
01/28/2026	Super 8 by Wyndham (Member)	Kayla Bhakata
01/29/2026	Pioneer Bank (Member)	Nathan Brandt
01/29/2026	Aersale (Member)	Amy Butler

(Kristen Chappell's February BRE's)	Business Name:	POC:
02/02/2026	Super 8 by Wyndham (New Member)	Kayla Bhakta
02/03/2026	Highgate Hotels, Fairfield Inn & Suites/TownPlace Suites (Member)	Evelyn Moreno
02/03/2026	Guru Hospitality-Quality Inn & Suites (Member)	Kabir Bhakta
02/05/2026	Alien Trash Services LLC (New Member)	Ronaldo "Rony" Chavira
02/17/2026	Atwood, Malone, Turner & Sabin (Member)	Barbara Payne
02/17/2026	Conquistador Council, BSA (Member)	Karl Shelton
02/29/2026	Coll Brothers Oil (Member)	Rachel Corn
02/19/2026	Holiday Inn Roswell by IGH (North Main location)	Consuelo Siegel
02/19/2026	Farmers Insurance (Member)	Christopher "Chris" Whitney
02/20/2026	Candlewood Suites (Member)	Elijah Hutts
(Jessica Martinez's February BRE's)	Business Name:	POC:
02/12/2026	NMDOT	Manon Arnett
02/12/2026	Renew Health (New Member)	Derek Bravo
02/13/2026	Dodson Wholesale Lumber Co. (Member)	Steve Dodson

03/24/2026	New Mexico Gas Company (Member)	Lloyd Hatch
03/25/2026	Dr. Fred Telling (Member)	Brittany Gibbs
03/27/2026	Water Fleet	Randi Rodriguez

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 could acquire financing options for the companies.
- B. Attended and was awarded NM Economic Development Department Site Readiness Program awards for two new sites.
- C. Conducted the Groundbreaking ceremony for the new Space Jump Trampoline Park.
- D. Key listings of commercial/industrial property and buildings are updated at <https://www.chavescounty.net/real-estate>
- E. We have been actively seeking real estate locations for potential new projects, both retail and commercial/industrial.
- F. We are also reworking our listings of available land and buildings with new property sheets and information to support new development on our website.

7. New and changed programming.

- A. Our Board of Directors has approved Retail Strategies to support new retail companies in Roswell We continue to review potential retail and service sector opportunities.

8. Promotional campaigns

- A. We are redesigning our website with Golden Shovel for a fresh and current appearance.
- B. We provided a presentation the New Mexico State Tourism Commission about the National Championship Air Race's inaugural event held in September.
- C. The Roswell Air Center remains our top focus for opportunity where our advertising and lead generation activities support new growth opportunities.
- D. Contracted advertising for Roswell during this period: the Livability magazine project for 2026 has been completed, with the project in planning stages.
- E. Social media and website analytics:

Golden Shovel Agency (GSA) (Based on October 1, 2025-December 31, 2025. This is the latest data given to us by GSA. We will not receive the January 1, 2026-March 31, 2026, report until the second week of April).

- a. Total users 6,110
- b. New users 5,962
- c. Sessions 6,536
- d. Sessions per user 1.08
- e. Engagement rate 33.19%
- f. Website views 9,219
- g. Engaged sessions 2,169
- h. Highest traffic days for website views for this quarter were Tuesday, with Wednesday being a close second. Monday, Thursday, and Friday are quite equal, with Saturday being the lowest traffic days for weekdays. Weekends are even lower than the weekday views.

i. Device category (devices users are viewing our website from)

Device	Total users
Desktop	5,07 (83.9%)
Mobile	958 (15.8%)
Tablet	21

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

Texas	165
Ohio	69
Oregon	59
New York	44
Washington	34
Georgia	33

n. Higher Traffic Cities (globally)

City	Total users
Roswell	302
Phoenix	206
Albuquerque	109
Denver	91
Columbus	60
Los Angeles	43
Englewood	41
San Jose	31
Chicago	22
Tempe	40

o. Traffic Type

Sessions default	Total users
Direct	4,495
Organic Search	1,131
Referral	225
Organic Social	161
Paid Search	1

Facebook analytics (January 1, 2026-March 31, 2026)

- p. 332,686 Views, +13% from previous 90 days
- q. 20,987 Engagement, +7% from previous 90 days
- r. 5,423 Interactions, +648% from previous 90 days
- s. 3,595 Total followers, +7% from previous 90 days
- t. 70% of users are women, 30% are men
- u. United States is the leader in top location of users (98.6%)

LinkedIn analytics (Last 90 days)

- a. 1,174 followers
- b. 775 Impressions
- c. 0 Reactions

Instagram analytics (January 1, 2026-March 31, 2026)

- a. 657 total followers
- b. 1,090 views. Of the views, 75.8% are followers of the RCCEDC Instagram page and 24.2% are non-followers.
- c. Accounts reached 278
- d. 44 new interactions, of which 95.5% are followers and 4.5% are non-followers
- e. Accounts engaged were 15
- f. Most active times are on Mondays and Wednesdays, and most views occur around 6:00 pm.

X analytics (January 1, 2026-March 31, 2026)

April 13, 2026

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Special Event Coordinator
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Dear Ms. Conyers,

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Sincerely,

Michael Espiritu, MEDP, IOM, STS
President and CEO

3 Attachments:

1. Quarterly Report
2. Profit and Loss Statement

ROSWELL- CHAVES COUNTY EDC

FINANCIAL STATEMENTS AND
SUPPLEMENTARY INFORMATION AND
ACCOUNTANT'S COMPILATION REPORT

FEBRUARY 28, 2026

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 February 28, 2026, and the related statements of activities - income tax basis for the month ending February 28, 2026 and the eight 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.)

March 19, 2026

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 February 28, 2026 and January 31, 2026

Assets

	February 28, 2026	January 31, 2026
Current Assets		
CASH IN BANK - PIONEER #2795	\$ 112,994.64	\$ 63,854.83
FIRST AMERICAN - SAVINGS #4520	21,588.90	21,585.59
PIONEER MONEY MARKET ACCOUNT #2643	457,768.19	452,778.05
A/R - CITY OF ROSWELL	33,333.32	66,666.65
A/R - CHAVES COUNTY	<u>33,340.32</u>	<u>16,673.65</u>
Total Current Assets	<u>659,025.37</u>	<u>621,558.77</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	457,494.26	457,494.26
UNREALIZED GAIN LOSS ON INVESTMENT	<u>28,875.50</u>	<u>28,875.50</u>
Total Non Current Assets	<u>486,369.76</u>	<u>486,369.76</u>
Total Assets	<u>\$ 1,147,802.55</u>	<u>\$ 1,110,335.95</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Financial Position
Income Tax Basis
As of February 28, 2026 and January 31, 2026

Liabilities and Net Assets

	February 28, 2026	January 31, 2026
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	(78.73)	0.00
FICA PAYABLE	1,374.62	1,374.64
MEDICARE PAYABLE	321.50	321.46
FEDERAL WITHHOLDING PAYABLE	738.01	738.01
STATE WITHHOLDING PAYABLE	622.92	622.92
SIMPLE IRA PAYABLE	2,709.87	2,709.87
SUTA PAYABLE	164.08	82.04
Total Current Liabilities	<u>35,441.59</u>	<u>35,438.26</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>75,441.59</u>	<u>75,438.26</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>129,330.13</u>	<u>91,866.86</u>
Total Net Assets	<u>1,072,360.96</u>	<u>1,034,897.69</u>
Total Liabilities and Net Assets	<u>\$ 1,147,802.55</u>	<u>\$ 1,110,335.95</u>

ROSWELL- CHAVES COUNTY EDC
Statement of Activities
Income Tax Basis
For the One Month and 8 Months Ended February 28, 2026

	CURRENT MONTH		YEAR TO DATE	
	Amount	Percent	Amount	Percent
Sales				
CITY OF ROSWELL	\$ 16,666.67	20.22 %	\$ 133,333.32	29.14 %
CHAVES COUNTY	16,666.67	20.22	133,333.32	29.14
MEMBERSHIP DUES	8,112.50	9.84	133,525.00	29.18
SPECIAL EVENT	0.00	0.00	12,531.50	2.74
CERTIFIED EDO GRANT (NMEDD)	40,000.00	48.52	40,000.00	8.74
LEGISLATIVE DINNER	1,000.00	1.21	3,000.00	0.66
RENTAL INCOME	0.00	0.00	1,800.00	0.39
Total Sales	<u>82,445.84</u>	<u>100.00</u>	<u>457,523.14</u>	<u>100.00</u>
Gross Profit	<u>82,445.84</u>	<u>100.00</u>	<u>457,523.14</u>	<u>100.00</u>
Operating Expenses				
WAGES - BONUS	0.00	0.00	1,082.84	0.24
MISCELLANEOUS EXPENSE	0.00	0.00	44.10	0.01
ADVERTISING	4,500.00	5.46	23,255.00	5.08
BOARD/MEMBERSHIP & ANNUAL MEETINGS	5,085.97	6.17	15,588.85	3.41
BANK CHARGES	29.56	0.04	507.10	0.11
CONTRACT SERVICES	1,923.93	2.33	17,542.58	3.83
BUSINESS EXPANSON	188.01	0.23	203.14	0.04
BUSINESS RECRUITMENT	8,406.29	10.20	27,942.46	6.11
ENTERTAINMENT/MEALS	0.00	0.00	82.02	0.02
DUES & SUBSCRIPTIONS	556.00	0.67	4,149.33	0.91
EDUCATIONAL EXPENSE	0.00	0.00	480.00	0.10
MILEAGE	1,013.75	1.23	4,998.94	1.09
OFFICE EXPENSE	955.52	1.16	1,762.45	0.39
POSTAGE	0.00	0.00	364.99	0.08
PAYROLL TAXES	1,778.17	2.16	14,300.25	3.13
RETIREMENT(SIMPLE IRA)	535.14	0.65	4,281.12	0.94
RENT	0.00	0.00	4,800.00	1.05
TRAVEL & CONVENTIONS	854.03	1.04	2,658.06	0.58
WAGES	22,171.60	26.89	181,789.48	39.73
WEB SITE	0.00	0.00	16,766.00	3.66
SPECIAL EVENT EXPENSE	(3,642.92)	(4.42)	0.00	0.00
MAINSTREET FACADE	0.00	0.00	5,000.00	1.09
LEGISLATIVE DINNER	1,500.51	1.82	2,750.51	0.60
RETAIL MARKET STUDY EXPENSE	0.00	0.00	45,000.00	9.84
Total Operating Expenses	<u>45,855.56</u>	<u>55.62</u>	<u>375,349.22</u>	<u>82.04</u>
Operating Income (Loss)	<u>36,590.28</u>	<u>44.38</u>	<u>82,173.92</u>	<u>17.96</u>
Other Income (Expenses)				
DIVIDEND INCOME	0.00	0.00	13,349.78	2.92
OTHER INCOME	0.00	0.00	16,408.21	3.59
UNREALIZED GAIN/LOSS ON INVESTMENTS	0.00	0.00	7,747.94	1.69
INTEREST	872.99	1.06	10,676.74	2.33
INVESTMENT FEES	0.00	0.00	(1,026.46)	(0.22)
Total Other Income (Expenses)	<u>872.99</u>	<u>1.06</u>	<u>47,156.21</u>	<u>10.31</u>
Net Income (Loss) Before Taxes	<u>37,463.27</u>	<u>45.44</u>	<u>129,330.13</u>	<u>28.27</u>

See Accountants' Compilation Report

ROSWELL- CHAVES COUNTY EDC
Statement of Activities
Income Tax Basis
For the One Month and 8 Months Ended February 28, 2026

	CURRENT MONTH		YEAR TO DATE	
	Amount	Percent	Amount	Percent
Net Income (Loss)	\$ <u>37,463.27</u>	<u>45.44 %</u>	\$ <u>129,330.13</u>	<u>28.27 %</u>

See Accountants' Compilation Report