



June 2015

2014-15 EDC Update

This past year has been an extremely busy and exciting one for our organization. With new leadership and staff we have undergone numerous changes in both the structure and methods of the EDC. In the last year new bylaws have been instituted along with stricter accounting measures.

The organization has continued to remain true to its focus of specific targeted growth areas and has maintained that focus within our stated objectives while simultaneously developing working relationships throughout Roswell and the State at large.

The 2014-15 areas of focus for direct marketing and recruitment:

1. **Oilfield Supply Chain:** Helped locate a company expanding from Lovington, Legacy Oilfield Supply. Made hundreds of connections attending four tradeshow in Midland/Odessa.
2. **Aviation Industry:** Worked to establish Aircraft Technical Support Inc. on RIAC. Continuing to assist them in their expansion. Worked directly with the City and State to support Dean Baldwin with their hangar upgrade project that will create additional jobs.
3. **The Dairy Industry:** Worked directly in marketing Nature's Dairy. The EDC was proactive in supporting the Dairy Rule Amendments including bringing in support from all over the State. Developed a direct marketing plan to feature milk production. Offered assistance to Motion Industries to locate in Chaves County; they, in turn, support Leprino Foods.
4. **Power Production:** The EDC was, and remains, actively involved in supporting the NextEra solar project—a \$290M investment in Chaves County. Engaged other solar companies who also bid on the Excel RFP- worked extensively with local governments.
5. **Unmanned Aerial Systems:** Rolled out first of its kind UAS training program with Strat Aero Co. Facilitated coordination with ENMU-R and NMMI to develop a curriculum. Submitted a \$100k LEDA for a UAS runway. Set up the UAS Coalition and obtained the only commercial 333 FAA exemption in the State.
6. **Workforce Development:** Recruited A/P graduates from all over the United States filling 20 open jobs on the RIAC. Established ongoing relationships with major RIAC employers and placement offices to foster future recruitment conversations. Worked

directly with outside developers and the City to land multi-family housing and to create a pathway for future development.

7. **Targeted “Hub Business” Recruitment:** Worked with Lovelace to increase Veteran’s healthcare; their business is up 30% this year. Marketed both hospitals featuring specific strengths in order to solidify Roswell as the regional hub. In the final stages of locating a film industry business leveraging community assets and site development. Worked directly on numerous downtown projects to increase economic activity.

This year, the EDC was directly involved in the promotion of AE service to PHX. Funding was achieved from local entities as well as the State and the Federal Government. The EDC was, and is, directly involved in negotiations with all parties including American Airlines. All goals were achieved short of the granting of service with signatures on a term agreement.

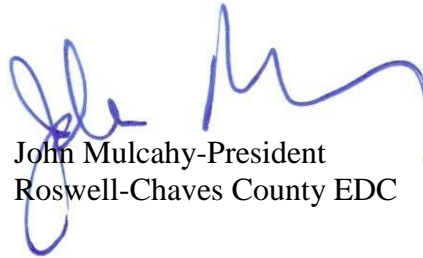
The EDC was also instrumental in the development and growth of the following Companies:

- Fiberlene Filter Manufacturing
- Clean Water Technologies
- Papa Johns
- BayWa.re Wind Farm

Respectfully submitted,



Neil Roe, Chairman
Roswell-Chaves County EDC



John Mulcahy-President
Roswell-Chaves County EDC