

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF MARCH 12, 2021

ATTENDEES:

Board Members

Mark Roper, EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran, Department of Workforce Solutions
Monica Sandoval-Johnson, STEM Boomerang
Amber Rodriguez, NMHED

Board Members Absent

Michelle Ribeiro, Adult Education Div.
Sean Burkland – International Association of Machinists and Aerospace Workers
Ricky Serna, NM Department of Workforce Solutions

JTIP Staff Present

Sara Gutiérrez, NMEDD Deputy Division Director
Patrick Gannon, Program Manager
Avelina Borrego, Marketing Coordinator
Jennifer Prada, Program Administrator

Guests

Grace Lerner, Resilient Solutions 21, Inc.
Elaine Landon, The Boeing Company
Mark Gaspers, The Boeing Company
Michelle Fraumeni, Kairos Power, LLC
Ronald Tarrson, Santa Fe Aero Services, LLC
Amanda Cola, Open Eye Scientific Software, Inc.
Marissa Corley, Open Eye Scientific Software, Inc.
Mary Davis, The Verdes Foundation
Chelsea Nanawa, The Verdes Foundation
Kristin Browning-Mezel, Mezel Mods
Mitch Coven, Vitality Works, Inc.
Liz Garcia, Vitality Works, Inc.
Ashley Sexton, Vitality Works, Inc.
Steven Hashagen, Indica Labs, Inc.
Jonathan Bartlett, Indica Labs, Inc.
James Hilton, Sceye, Inc.
Shurette Neuman, Sceye, Inc.
Austin Nielsen, New Mexico Build, LLC
Silvia Paola Miranda, Stampede Meat, Inc.
Dr. Gary Selwyn, Green Theme Technologies, Inc.
Jordan Clancy, Green Theme Technologies, Inc.

Chip Meston, High Plains Processing, LLC
Janelle Naranjo, SavantX, Inc.
David Ostby, SavantX, Inc.
William Johnson, CAVU Aerospace, Inc.
Jessica Martinez, CAVU Aerospace, Inc.
Mike Espiritu, RCED
Mark Popovich, 3D Glass Solutions, Inc.
Adam Gushard, 3D Glass Solutions, Inc.
Fred Shepherd,
Peter Mitchell, NMEDD Regional Representative
Lorraine Ruggles, NMEDD Regional Representative
Dennis Houston, AED
Wendy Ederer, AED

I. Introductions

The meeting convened at 9:04 am. The introduction of board and staff followed.

II. Approval of the Agenda

A motion was made by Ms. Doran to approve the agenda and seconded by Ms. Rodriguez. Motion passed.

III. Amendment(s)

a) Resilient Solutions 21, Inc. JTIP PRJ#2021-0021 – Albuquerque

The company requested a total of \$120,314.48 for 4 trainees at an average wage of \$52.58 per hour. The company has been approved for JTIP on three previous occasions.

The company gave an overview of their benefits package and stated that they have partnered with job fairs, NM Tech council members and is working with NM Workforce Solutions to advertise jobs.

A motion to approve the request in the amount of \$120,314.48 to hire and train 4 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Duske. Motion passed.

b) The Boeing Company JTIP PRJ#2021-0042 – Albuquerque

The company requested a total of \$140,779.32 for 4 trainees at an average wage of \$62.56 per hour. The company has been approved for JTIP on five previous occasions.

The company stated that they are grateful to participate, the amendment is due to near term needs and there will be one more amendment in April.

A motion to approve the request in the amount of \$140,779.32 to hire and train 4 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

c) Kairos Power, LLC JTIP PRJ#2021-0038 – Albuquerque

The company requested a total of \$19,800.00 for 1 trainee at an average wage of \$37.50 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that it has been one year since their move to Albuquerque, most of the workforce is working remotely. They have hired 14 thus far and most are high wage.

A motion to approve the request in the amount of \$19,800.00 to hire and train 1 employee was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

d) Santa Fe Aero Services, LLC JTIP PRJ#2021-0049 – Santa Fe

The company requested a total of \$11,760.00 for 1 trainee at an average wage of \$24.50 per hour. The company has been approved for JTIP on two previous occasions.

The company gave an overview of the needed position and thanked the board for its consideration.

A motion to approve the request in the amount of \$11,760.00 to hire and train 1 employee was made by Ms. Doran and seconded by Ms. Rodriguez. Motion passed.

IV. Proposals

a) OpenEye Scientific Software, Inc. – Santa Fe

The company requested a total of \$272,271.80 for 10 trainees at an average wage of \$47.60 per hour. The company has been approved for JTIP on four previous occasions.

The company stated that their will be 50-100 more employees in the next couple of years; they are in the process of purchasing current buildings; Ms. Cola is moving from finance to the technical aspect of the company; is interested in STEM and will be in touch with Ms. Sandoval-Johnson; will reach out to Mr. Mitchell on LEDA; has had some difficulty recruiting and has used several platforms; has found that graduate schools are great resources however and has been able to hire more New Mexicans.

A motion to approve the request in the amount of \$272,271.80 to hire and train 10 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

b) The Verdes Foundation – Albuquerque

The company requested a total of \$61,730.32 for 5 trainees at an average wage of \$24.68 per hour. The company has been approved on three previous occasions.

The company stated that they are excited, their current goal in the next 3-5 years is to have up to 10 stores. They were encouraged by Chairman Roper to increase their employee benefits.

A motion to approve the request in the amount of \$61,730.32 to hire and train 5 employees was made by Ms. Sandoval-Johnson and seconded by Ms. Rodriguez. Motion passed.

c) Mezel Mods – Rio Rancho

The company requested a total of \$11,200.00 for 1 trainee at an average wage of \$21.25 per hour. This is the first time the company has applied for JTIP.

The company stated that they have had explosive growth, has doubled production equipment, has added two more tools, and are working on the logistics of how to find/test parts, etc., they are very and excited for the opportunity through JTIP.

A motion to approve the request in the amount of \$11,200.00 to hire and train 1 employee was made by Ms. Rodriguez and seconded by Ms. Doran. Motion passed.

d) Vitality Works, Inc. - Albuquerque

The company requested a total of \$150,812.88 for 14 trainees at an average wage of \$24.23 per hour. The company has been approved on eleven previous occasions.

The company stated that some positions have been applied for; wages will be increasing to compete with Amazon; the growth rate has been great as the pandemic has allowed for this, however, they are scrambling to get materials, which are not available until about January 2022; they do however have current inventory to last about 6-12 months; forecasting has been hard, it is taking about 3 weeks for background checks. Has had issues with Amazon's new policies and it may have a short-term negative impact. There are no regulatory concerns as they go above and beyond what is required.

A motion to approve the request in the amount of \$150,812.88 to hire and train 14 employees was made by Ms. Doran and seconded by Ms. Rodriguez. Motion passed.

e) Indica Labs, Inc. – Albuquerque

The company requested a total of \$309,164.64 for 14 trainees at an average wage of \$39.41 per hour and 1 intern at an average wage of \$22.12 per hour. The company has been approved on five previous occasions.

The company stated that they have had significant growth with a revenue increase of about 60%, approximately 30% over the previous year. Have had to look out of state for some software engineer positions as they have been hard to fill.

A motion to approve the request in the amount of \$309,164.64 to hire and train 14 employees and 1 intern was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

f) Sceye, Inc. – Moriarty

The company requested a total of \$287,618.56 for 9 trainees at an average wage of \$45.97 per hour. The company has been approved on one previous occasion.

The company stated that last year recruiting and hiring for the specialist positions was hard due to COVID, not a lot of out of state people are willing to locate to NM or drive from Moriarty to Albuquerque; a big feasibility study has been done for a new location to house airships, Middle Rio Grande Valley is the best thus far; lots of site surveys being done.

A motion to approve the request in the amount of \$287,618.56 to hire and train 9 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

g) New Mexico Build, LLC – Truth or Consequences

The company requested a total of \$70,120.00 for 3 trainees at an average wage of \$30.00 per hour. The company has been approved on one previous occasion.

The company had nothing more to add to what was read on the summary given by Ms. Borrego.

A motion to approve the request in the amount of \$70,120.00 to hire and train 3 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

h) Stampede Meat, Inc. – Sunland Park

The company requested a total of \$1,335,559.84 for 211 trainees at an average wage of \$12.53 per hour. The company has been approved on five previous occasions.

The company thanked JTIP for the continued partnership as JTIP has been a critical asset; they are currently under construction; they opened a new line this past Monday; will be gearing up for hiring higher skilled positions, will need help with this and will reach out to Ms. Rodriguez; Mr. Gannon talked about apprenticeship initiatives, the company wants to especially for Butcher Certifications and will do so when COVID safe.

A motion to approve the request in the amount of \$1,335,559.84 to hire and train 211 employees was made by Ms. Rodriguez and seconded by Ms. Doran. Motion passed.

i) Green Theme Technologies, Inc. – Rio Rancho

The company requested a total of \$76,099.60 for 4 trainees at an average wage of \$35.07 per hour. The company has been approved on two previous occasions.

The company thanked JTIP; is excited about the new positions; they have an FDA submission, pending antiviral masks; are collaborating with UNM, has a new technology anti-microbial treatment for sports apparel; working on water free dye technology, which generates no pollution, it is pending ADA approval and it is a great opportunity for the company.

A motion to approve the request in the amount of \$76,099.60 to hire and train 4 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

j) High Plains Processing, LLC – Las Vegas

The company requested a total of \$250,336.00 for 18 trainees at an average wage of \$22.53 per hour. The company has been approved on one previous occasion.

The company gave an extensive overview of its operations and thanked the board for the opportunity once again.

A motion to approve the request in the amount of \$250,336.00 to hire and train 18 employees was made by Ms. Rodriguez and seconded by Mr. Duske. Motion passed.

k) SavantX, Inc. – Santa Fe

The company requested a total of \$110,894.40 for 4 trainees at an average wage of \$50.55 per hour. The company has been approved on one previous occasion.

The company thanked JTIP for the continued partnership and stated that they moved to Santa Fe to tap into PhD's with the surrounding labs.

A motion to approve the request in the amount of \$110,894.40 to hire and train 4 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

l) CAVU Aerospace, Inc. – Roswell

The company requested a total of \$238,898.00 for 10 trainees at an average wage of \$21.20 per hour and 10 apprentices at an average wage of \$16.50 per hour. The company has been approved on one previous occasion.

The company stated that they are excited about the apprenticeship program; are confident in their ability to hire, has hired 24 positions since the last time; a little less than 100 aircraft are in different phases of operation; they have reached out to veterans for employment and are working well with the colleges.

A motion to approve the request in the amount of \$238,898.00 to hire and train 10 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

m) 3D Glass Solutions, Inc. – Albuquerque

The company requested a total of \$77,003.20 for 4 trainees at an average wage of \$36.54 per hour. The company has been approved on ten previous occasions.

The company stated that they are expecting to have 3 – 4 times revenue growth; would

have more employees if it were not for COVID and they are looking for newbies to hire.

A motion to approve the request in the amount of \$77,003.20 to hire and train 4 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

V. Approval of the Minutes

a. February 12, 2021 - a motion was made by Ms. Rodriguez and seconded by Ms. Doran. Motion passed.

VI. Fiscal Update

Mr. Gannon reviewed the fiscal report, projects in the pipeline and current appropriation balances.

VII. Other (Discussion Items)

- a. Legislative Update - Mr. Gannon reiterated that we have been appropriated \$5 million for the base budget and \$7 million for the special appropriation budget, which will be available in July 2021; however, there is an emergency clause for the special appropriation that will allow us to use it prior to July if necessary. Chairman Roper mentioned that we have additional money available as revisions have been higher due to COVID.
- b. Policy Amendment Considerations – A review of the amendments was made; a question regarding how long for the leased property was asked, this will be researched.
- c. Next Board Meeting – April 9, 2021; 9:00 am-12:00 pm; Virtual Meeting

VIII. Adjourn

A motion to adjourn was made by Mr. Chairman Roper. The motion passed and the meeting adjourned at 12:48 pm.