

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF APRIL 9, 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
Ricky Serna, NM Department of Workforce Solutions

Board Members Absent

N/A

JTIP Staff Present

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

Guests

Todd Biseo, LoadPath, LLC
Karin Avery, LoadPath, LLC
Elaine Landon, The Boeing Company
Mark Gaspers, The Boeing Company
Jessica Bowyer, Sombra Cosmetics, Inc.
Brian Riley, Sombra Cosmetics, Inc.
Hunter McDaniel, UbiQD, Inc.
Liseth Garay, UbiQD, Inc.
Jessica Velasquez, Theta Plate, Inc.
Hans Ludin, Specifica, Inc.
Ken Sharples, Specifica, Inc.
Ann Marie Collins, Faneuil, Inc.
Brett Ittersagen, Faneuil, Inc.
Brian Barnett, Solstar Space Company, LLC
JC Cunningham, Solstar Space Company, LLC
Dennis Carter, Dee Dee's Finest Beef Jerky, LLC
Danny Makee, Dee Dee's Finest Beef Jerky, LLC
Matthew Noe, BMR Corporation dba Pronto Signs
Steve Graves, BennuBio, Inc.
Matthew Hess, BennuBio, Inc.
Sara Royer, TORC Robotics, Inc.
Lisa Atkinson, TORC Robotics, Inc.

Don Christiano, TMone, LLC dba Mass Market NM
Isaac Sheets, General Airframe Support, Inc.
Mike Espiritu, RCCEDC
Miguel Sotelo, Compass Made, Inc.
Max Gruner, NMEDD Regional Representative
Dennis Houston, AED
Wendy Ederer, AED

I. Introductions

The meeting convened at 9:03 am. The introduction of board and staff followed.

II. Approval of the Agenda

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

III. Consent Calendar

The following companies were presented as a whole, since they have been before the board on previous occasions:

- a) LoadPath, LLC 2021-0033 (Amendment)
- b) The Boeing Company 2021-0042 (Amendment)
- c) Sombra Cosmetics, Inc. 2021-0056 (Amendment)
- d) UbiQD, Inc.
- e) Theta Plate, Inc.
- f) Specifica, Inc.
- g) Faneuil, Inc.

A motion to approve the companies referenced above as a whole was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

IV. Consideration of STEP-UP Proposal

a) Compass Made, Inc. – Deming

The company requested a total of \$8,875.00 for 7 trainees. The company has been approved for JTIP on nine previous occasions and Step-Up on three previous occasions.

The company summary was given by Ms. Borrego, the company had nothing further to add. Mr. Duske asked for a definition of Step-Up, which the reply was that it is for employees to receive additional training or raise in pay.

A motion to approve the request in the amount of \$8,875.00 was made by Mr. Duske and seconded by Ms. Rodriguez. Motion passed.

V. Consideration of Proposals

a) Solstar Space Company, LLC – Santa Fe

The company requested a total of \$101,922.00 for 2 trainees at an average wage of \$88.00 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for the opportunity; stated that the Engineer positions are key to building their first commercial products; they have an \$800,000.00 contract; have raised \$1.1 million; they closed in January because they were oversubscribed; are finalizing negotiations for Phase I SBIR, Phase II to start in August

approximately; they are proud to be a NM high tech company and plan on providing a full benefit package to their employees to include 401K.

A motion to approve the request in the amount of \$101,922.00 to hire and train 2 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

b) Dee Dee's Finest Beef Jerky, LLC – Espanola

The company requested a total of \$50,392.00 for 8 trainees at an average wage of \$13.07 per hour. This is the first time the company has applied for JTIP.

The company stated that they had a huge revenue surge, approximately \$75,000.00 last month; they will be back this year for 3-4 more positions and are anticipating hiring these positions soon; internet sales have slowed down as they are selling out in person by about 2:30 pm; they have implemented sick leave and full benefits will be forthcoming; are recruiting with Workforce Solutions/Workforce Connections and the National Guard Armory, will be including high schools and community colleges soon. Ms. Rodriguez suggested they reach out to UNM Los Alamos as a good option for Adult Education Programs. The company closed in May/June due to COVID, the new facility is strictly a drive-up location, no delivery services at this point; they have an interest in Fort Bragg, approach to military commissaries; current facility is on lease, future space will be needed. The company will reach out to Peter Mitchel, EDD Regional Representative to discuss this need.

A motion to approve the request in the amount of \$50,392.00 to hire and train 8 employees was made by Ms. Rodriguez and seconded by Ms. Doran. Motion passed.

c) BMR Corporation dba Pronto Signs – Santa Fe

The company requested a total of \$11,440.00 for 1 trainee at an average wage of \$21.75 per hour. This is the first time the company has applied for JTIP.

The company summary was given by Ms. Borrego and the company added that business really took off last month, their new employee is to start on Monday. Chairman Roper congratulated the company on the great benefit package offered to their employees.

A motion to approve the request in the amount of \$11,440.00 to hire and train 1 employee was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

d) BennuBio, Inc. – Albuquerque

The company requested a total of \$201,452.00 for 10 trainees at an average wage of \$36.00 per hour and 1 intern at an average wage of \$17.50 per hour. The company has been approved on two previous occasions.

The company expressed appreciation for JTIP and stated that one employee will start in a couple of weeks and another one soon. The company was commended for their great benefits and pay.

A motion to approve the request in the amount of \$201,452.00 to hire and train 10 employees and 1 intern was made by Mr. Serna and seconded by Ms. Sandoval-Johnson. Motion passed.

e) TORC Robotics, Inc. – Albuquerque

The company requested a total of \$642,239.28 for 30 trainees at an average wage of \$40.00 per hour. The company has been approved on one previous occasion.

The company expressed appreciation for JTIP and stated that 240 employees are

projected; they are fully opened in Albuquerque now; more trucks are on the way; are partnering with another entity who provides drivers; the company was commended for their great benefits.

A motion to approve the request in the amount of \$642,239.28 to hire and train 30 employees was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

f) TMone, LLC dba Mass Market NM – Las Cruces

The company requested a total of \$883,640.00 for 360 trainees at an average wage of \$14.01 per hour. The company has been approved on one previous occasion.

The company expressed appreciation for JTIP and stated that due to COVID, they lost 120 employees; thirteen employees were hired last year; 100% health insurance is offered at the employee's expense, better benefits were encouraged by Chairman Roper; most of their employees work remotely, training is on-site, and management is in the office.

A motion to approve the request in the amount of \$883,640.00 to hire and train 360 employees was made by Ms. Rodriguez and seconded by Mr. Duske. Motion passed.

g) General Airframe Support, Inc. – Roswell

The company requested a total of \$170,312.40 for 16 trainees at an average wage of \$20.32 per hour. The company has been approved on one previous occasion.

The company summary was given by Ms. Borrego and the company had nothing further to add.

A motion to approve the request in the amount of \$170,312.40 to hire and train 16 employees was made by Mr. Serna and seconded by Mr. Duske. Motion passed.

VI. Approval of the Minutes

JTIP Board meeting March 12, 2021 - a motion was made by Ms. Sandoval-Johnson and seconded by Ms. Rodriguez. Motion passed.

VII. Fiscal Update

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

VIII. 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.
- b. JTIP Public Hearing & Board Retreat
 - I. Public Hearing – May 6, 2021 9:00 am-12:00 pm; Virtual
 - II. Board Retreat – May 6, 2021 1:00 pm-3:00 pm; Virtual
- c. Next Board Meeting – May 14, 2021 9:00 am-12:00 pm; Virtual

IX. Adjourn

A motion to adjourn was made by Mr. Chairman Roper. The motion passed and the

meeting adjourned at 10:57 am.