

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF SEPTEMBER 11, 2020

ATTENDEES:

Board Members

Mark Roper – EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran – Department of Workforce Solutions
Brian Tremko – Organized Labor
Frances Bannowsky – NM Higher Education Department via phone call
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

Michelle Fraumeni, Kairos Power, LLC
Austin Nielsen, SpinLaunch, Inc.
Austin Nielsen, New Mexico Build, LLC
Ashley Sexton, Vitality Works, Inc.
Mitchell Coven, Vitality Works, Inc.
Ann Marie Collins, Faneuil, Inc.
Brett Ittersagen, Faneuil, Inc.
Anna Van Buren, Faneuil, Inc.
Michael Bassetti, Faneuil, Inc.
Silvia Paola Miranda, Stampede Meat, Inc.
Eric Montgomery, Mesilla Valley Economic Alliance
Missi Rogers, Resilient Solutions 21, Inc.
Louis Marquez, EDD Region 5 Representative
Lorraine Ruggles, EDD Region 1 Representative
Wendy Ederer, AED

I. Introductions

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

II. Approval of the Agenda

Ms. Bannowsky made a motion to approve the agenda. Mr. Duske seconded the motion. Motion passed.

III. Amendment(s)

a) Kairos Power, LLC JTIP PRJ#2020-0060 – Albuquerque

The company requested a total of \$6,000.00 for 1 intern at an average wage of \$20.00 per hour. The company has been approved for JTIP on one previous occasion.

Ms. Fraumeni stated that it has taken longer to fill positions lately because they want to hire local talent, however, the pay and benefits package draws them in, they have already hired from NM and 1 international student decided to stay.

A motion to approve the request in the amount of \$6,000.00 to hire and train 1 intern was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

b) SpinLaunch, Inc. JTIP PRJ#2021-0014 – Truth or Consequences

The company requested a total of \$29,537.28 for 1 trainee at an average wage of \$38.46 per hour. The company has been approved for JTIP on two previous occasions.

A summary was given by EDD, the company had nothing to add.

A motion to approve the request in the amount of \$29,537.28 to hire and train 1 employee was made by Mr. Serna and seconded by Ms. Bannowsky. Motion passed.

c) New Mexico Build, LLC JTIP PRJ#2021-0015 – Truth or Consequences

The company requested a total of \$100,248.08 for 2 trainees at an average wage of \$60.10 per hour. The company has been approved for JTIP on one previous occasion.

Chairman Roper asked how construction was going, to which Mr. Nielsen responded that it was going well, were moving at a good pace and making progress.

A motion to approve the request in the amount of \$100,248.08 to hire and train 2 employees was made by Ms. Bannowsky and seconded by Mr. Duske. Motion passed.

IV. Proposals

a) Vitality Works, Inc. – Albuquerque

The company requested a total of \$205,761.68 for 30 trainees at an average wage of \$19.11 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on ten previous occasions.

The company stated that they have been promoting JTIP legislatively as JTIP is much appreciated; with 80 employees in 2012, they moved into their current location and is very full now, they will be using the old warehouse and working in shifts. Growth has exploded due to COVID and because of the quality of product that is manufactured; the company is up 35% this year, additional revenues were brought in from out of state, however they hire locally and use local vendors. They have hired a full time trainer who

is solely dedicated to training. The company has increased their employee benefits; goes beyond the minimum FDA requirements and is dedicated to staying in NM.

A motion to approve the request in the amount of \$205,761.68 to hire and train 30 employees was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

b) Faneuil, Inc. – Albuquerque

The company requested a total of \$822,382.40 for 251 trainees at an average wage of \$13.13 per hour. Total request includes \$2,000.00 for audit fees. The company has been approved for JTIP on one previous occasion.

This is a reapplication for previous positions not filled; the company expressed appreciation for JTIP; they now have 7,000 employees and want to add more in NM in the next 12 months. Mr. Serna offered to give information to help with hiring; due to COVID, about 3,000 employees transitioned to working from home, so now about 4,000 work from home; internet connectivity has been somewhat of an issue and has been stressful, otherwise they are managing.

A motion to approve the request in the amount of \$822,382.40 to hire and train 251 employees was made by Mr. Serna and seconded by Ms. Bannowsky. Motion passed.

c) Stampede Meat, Inc. – Sunland Park

The company requested a total of \$2,192,501.84 for 377 trainees at an average wage of \$12.31 per hour. Total request includes \$3,250.00 for audit fees. The company has been approved for JTIP on four previous occasions.

The company stated that they are excited to continue working with JTIP; COVID hit hard in their area and the company did well to maintain operations and take care of their employees. Ms. Bannowsky expressed concern with Stampede Meat's travel restrictions.

A motion to approve the request in the amount of \$2,192,501.84 to hire and train 377 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

d) Resilient Solutions 21, Inc. – Albuquerque

The company requested a total of \$288,741.24 for 11 trainees at an average wage of \$45.65 per hour. Total request includes \$1,500.00 for audit fees. The company has been approved for JTIP on two previous occasions.

The company thanked the board for the opportunity; have hired 16 employees since March, over 50 total; they received the Top 50 Innovators award; they have gone remote successfully; are now moving to a hybrid model; have created "Mother" product, which is a great revenue stream for the company.

A motion to approve the request in the amount of \$288,741.24 to hire and train 11 employees was made by Mr. Duske and seconded by Ms. Doran in place of Mr. Serna who had to leave early. Motion passed.

V. Approval of the Minutes

- a. August 14, 2020 – a motion was made by Ms. Doran and seconded by Ms. Bannowsky. Motion passed.

VI. Fiscal Update – Mr. Gannon reviewed the fiscal report and mentioned the projects in the pipeline. Lots of October companies have been moved to November, about eight for each month. Chairman Roper asked if there was adequate funding for the balance of FY21, to which Mr. Gannon replied, yes. Mr. Gannon will ask that Ms. Bussey attend October's meeting to discuss Film's progress.

VII. Other (Discussion Items)

a. Report on projects impacted by COVID-19 - Mr. Gannon and Ms. Borrego gave a summary overview of the projects impacted for this month and asked the board for recommendations as to what they would like to see reported. Ms. Bannowsky asked how are statements intended to be used? What do they mean to us? Mr. Gannon replied that it will help with Best Practices. Suggested questions to ask companies are: What are they doing to help mitigate COVID; What impacts has COVID had on the company; What are the mitigating effects on the economy? Data shows some companies are thriving.

b. Next Board Meeting – October 9, 2020; 9:00 am-12:00 pm; Virtual Meeting

VIII. Adjourn

A motion to adjourn was made by Chairman Roper and seconded by all. The motion passed and the meeting adjourned at 10:54 am.