

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF June 12, 2024

ATTENDEES:

Board Members

Sara Gutierrez, EDD Deputy Division Director, Acting Board Chair
Monica Sandoval-Johnson, STEM Boomerang
Kathleen Sena, HED
Michelle Doran, DWS
Marc Duske, NM PED

Board Members Absent

Mark Roper, EDD Acting Cabinet Secretary
Marcos Martinez, Department of Workforce Solutions
Karla Melendez, PED

JTIP Staff Present

Patrick Gannon, JTIP Program Manager
Avelina Borrego, JTIP Marketing Coordinator
Lynette King, JTIP Program Administrator

Guests

Jim Kunz, President – Mega Corp. Inc.
Christina Hurley, HR Specialist – Mega Corp. Inc.
Dan Hobbs, President – BiltWise Structures of New Mexico LLC
Susan Brock, CFO - BiltWise Structures of New Mexico LLC
Parin Kumar, Founder/CEO – Orenda Farms, LLC
Riddhi Bakata, COO – Orenda Farms, LLC
Jon Rau, VP of Engineering – Spiritus Technologies PBC
Susie Kitter, Project Management Specialist – Spiritus Technologies PBC
Melissa Wagers, COO – General Airframe Support, Inc.
Carolia Castaneda, HR Manager – General Airframe Support, Inc.
Deepak Jain, CEO- Payfave, Inc. dba Wink
Roxanna Myers, President – Century Sign Builders
Eliza Carter, Accounting Assistant – Century Sign Builders
Kyle Abraham Bi, President – Reflective Images Designs LLC dba Reflective Jewelry
Noorudin Jiwani, President/ CEO – Aliya's Foods USA, Inc dba Aliya's Limited Food

I. Introductions

The meeting convened at 9:02 am. The introduction of the board and staff followed.

II. Approval of the Agenda

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

III. Consideration of Proposals

a) Mega Corp, Inc – STEP-UP - Albuquerque

The company requested a total of \$22,226.38 for 15 trainees.

Mega Corp is requesting funds to train fifteen employees in the following new equipment training. Mega Corp purchased a Lincoln Electric Cobot Welder and Pacific Press Brakes, and the respective vendors will be coming onsite to conduct training on how to use the welder as well as the large press brakes. The Cobot Welder is an automated Welder that is a practical and cost-efficient solution to dramatically improve productivity and quality. This new welder will allow greater throughput in the shop and raise the level of technology in order for Mega Corp to maintain their competitive edge. The Pacific Press Brake MODEL: K1500-23 purchased and installing upgrades will add years of high-performance and reliability to current machines and will improve safety for operators as well as improves quality and standardization of parts produced, reduces maintenance costs as major components are rebuilt to “like new” condition. The vendor training meets the requirements for Step-Up.

A motion to approve this request was made by Ms. Kathleen Sena and seconded by Mr. Marc Duske. Motion passed unanimously.

b) BiltWise Structures of New Mexico – Rosewell

The company requested a total of \$1,216,412.00 for 103 trainees at an average wage of \$22.05.

In 2021 veterans of the modular industry were able to come together to form Impresa Building Systems of Greenwood SC, LLC. Combining the forces of Dan Hobbs and Tommy Rakes as equal presidents, Kevin Halliday as COO, Ken Semler as main owner, and a group of various industry and non-industry board members supporting, Impresa was born. Impresa's flagship factory was strategically planted in Greenwood, SC, and was named and stamped with the same branding as Mr. Semler's other modular ventures.

In 2023 their company and Mr. Semler realized new direction was appropriate on both ends and a change in ownership occurred, greatly benefitting all parties. With newfound direction and focus, BiltWise Structures, LLC was to be the new name of the same Greenwood facility. The same team that started the factory in 2021 was still intact and more excited than ever, with the exception of Mr. Rakes.

The rebranding of the factory opened a number of new doors for BiltWise, and they began shipping all over the country, the furthest shipments to date have been Las Vegas and Austin. When in Texas, the company encountered Mr. David Lawver of Turnkey Ventures and Mr. Jim Mitchell of Roswell, NM who led them to the expansion opportunity they have

today. The team is passionate, skilled, and tight knit. They overcame a lot of challenges in South Carolina and are eager to serve New Mexico. BiltWise Structures of NM LLC is registered in New Mexico & located in Roswell, NM. It is currently owned by BiltWise Structures LLC located in Greenwood, SC (Corporate Office). Plant Operations will be managed locally in NM while Business Operations will be managed by staff located in SC. Turnkey Ventures, alongside Biltwise Structures, are teaming up and working to open a modular home manufacturing center inside a vacant building at the Roswell Air Center. This venture aims to serve primarily the New Mexico region but will also be able to build for places like Arizona, Colorado, and Texas. They're going to construct these modular homes in a factory setting, so it will be environmentally controlled. The workers will have a great place to perform their trade and these modular homes will be taken to a site and finished on the site. This expansion represents a significant win for both BiltWise and Roswell, providing much-needed relief for the housing crunch in oil and gas country. Upon completion, it is expected to create at least 330 new jobs, offering a dynamic opportunity for locals seeking careers in the trade and thus their need for JTIP assistance.

A motion to approve this request was made by Ms. Michelle Dorin and seconded by Mr. Marc Duske. Motion passed unanimously.

c) Orenda Farms, LLC - Clovis

The company requested a total of \$56,107.92 for 6 trainees at an average wage of \$17.41 per hour.

Orenda Farms LLC stands as a beacon of innovation and resilience in the burgeoning cannabis industry. Established in 2021, the journey began with a vision to redefine excellence in cannabis cultivation while championing diversity and empowerment. As a minority women-owned enterprise, Orenda epitomizes the spirit of inclusivity and progress. The founder, a stalwart resident of New Mexico for nearly four decades, brings to the table a wealth of entrepreneurial acumen garnered over 25 years in the hospitality sector. Having nurtured a thriving ecosystem within the hospitality industry, she now embarks on a new chapter, dedicated to cultivating the finest cannabis strains with unparalleled precision and care. Situated at 1021 Santa Fe Ave in Clovis, NM, the leased premises serve as the canvas for their botanical masterpiece. There, within the walls of a once-abandoned warehouse, the company has breathed new life into desolation, transforming it into a state-of-the-art indoor grow facility. This revitalization effort not only signifies their commitment to environmental stewardship but also serves as a testament to their unwavering dedication to economic revitalization in severely distressed areas. Orenda Farms, takes immense pride in their cultivation practices, employing cutting-edge techniques to nurture their prized cannabis plants. Orenda Farms meticulously designed two-tiered racking system facilitates the growth of 1,496 plants, each tended to with the utmost care and expertise. Through their innovative approach to cultivation, they have not only crafted a portfolio of premium strains but also cultivated a sense of community and pride amongst their team members. Building upon their success in serving eastern New Mexico, they aim to further expand their market reach statewide. By leveraging their reputation for quality and education, Orenda seeks to capitalize on the growing demand for safe and high-quality cannabis products across the state. With approximately one-third of New Mexicans currently using cannabis recreationally, they anticipate significant growth opportunities in this segment. Orenda Farms commitment to providing a diverse selection of

strains and fostering community education aligns with the evolving needs of this expanding market.

A motion to approve this request was made by Ms. Monica Sandoval Johnson and seconded by Ms. Kathleen Sena. Motion passed unanimously.

d) Spiritus Technologies, PBC – White Rock

The company requested a total of \$235,580.00 for 11 trainees at an average wage of \$46.14 per hour. The company has been approved for JTIP on one previous occasion.

Spiritus Technologies is targeting all US Domestic and International customers that need to permanently sequester large quantities of Carbon Dioxide to reduce their impact on climate change. Their focus is on DAC as opposed to point source sequestration solutions. Spiritus is currently engaged directly with numerous Fortune 500 companies, international customers, and clearing houses such as Frontier Climate. The company has already received pre-purchase agreements from a subset of these customers and needs additional staff to meet this demand.

A motion to approve this request was made by Mr. Marc Duske and seconded by Ms. Kathleen Sena. Motion passed unanimously.

e) General Airframe Support, Inc. – Rosewell

The company requested a total of \$321,225.52 for 32 trainees at an average wage of \$18.04 per hour. The company has been approved for JTIP on four previous occasions.

The company maintains a large inventory of aircraft parts in a 150,000 square foot facility along with 5,200 acres of airport property. In February 2024, the company purchased an additional 17 acres to start moving aircraft from the airport to the property to increase the number of reclaimed parts and increase sales. Genair is currently adding 6,250 sq ft of office space to make room for an additional 10 salespeople.

General Airframe Support has acquired an FAA 145 Service, Protection, Storage and Preservation certification. In 2025, the company plans to expand capabilities on their FAA 145 license to include component repairs on hydraulics, Pneumatics, flight control structures and accessories. Genair looks forward to employing 100 people by the end of 2025 companywide, 70 in NM alone.

A motion to approve this request was made by Ms. Michelle Doran and seconded by Ms. Monica Sandoval Johnson. Motion passed unanimously.

f) Payfave, Inc. dba Wink – Albuquerque

The company requested a total of \$254,413.84 for 8 trainees at an average wage of \$55.22 per hour. The company has been approved one previous occasion.

Wink's comprehensive platform leverages the power of biometric authentication, enabling organizations of all sizes to provide their users with a frictionless and secure experience. By eliminating the need for easily hackable passwords, Wink is at the forefront of transforming

user experiences and enhancing digital security. With their innovative solutions, businesses can embrace biometrics to establish a future where transactions are effortless and user data is protected.

In Wink's short history, it has been a finalist for a number of awards for innovative payments authentication technology, including the PayTech Awards, ShopTalk's Shark Reef competition and winner of Best of Show for Finovate Spring 2023.

Wink will serve the following target markets Financial Services; Automotive, Banking; Health, Wellness and Fitness; Hospitality; Leisure, Travel & Tourism; Security and Investigations; Consumer Electronics. Wink will be focusing on scaling back offshore development and bringing future software development and customer success to New Mexico to better support the growth in customers in the United States.

A motion to approve this request was made by Ms. Monica Sandoval Johnson and seconded by Ms. Kathleen Sena. Motion passed unanimously.

g) Century Sign Builders - Albuquerque

The company requested a total of \$29,590.00 for 2 trainees at an average wage of \$27.75 per hour. The company has been approved for JTIP on two previous occasions.

Century Sign Builders (CSB) has been in the sign and wayfinding business for over 30 years. Company owner, Roxanna Meyers is a licensed subcontractor in both New Mexico and Arizona and is well versed in the construction industry. Century Sign Builders designs, manufactures, and installs interior and exterior signage nationwide. One of the few companies which handle signage from design to installation, the company further sets itself apart by guaranteeing its work for the life of the building. Target customers include architects, interior designers, builders, sign shops in growing areas and large corporations that have multiple locations as well as multi-family housing such as apartments, hospitals, schools and other commercial projects. Century Sign Builders is looking to add additional Project Managers due to product demand and continued growth within the company.

A motion to approve this request was made by Ms. Michelle Doran and seconded by Mr. Marc Duske. Motion passed unanimously.

h) Reflective Images Designs LLC dba Reflective Jewelry – Santa Fe

The company requested a total of \$25,730.00 for 2 trainees at an average wage of \$25.50 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they are excited to be back and that they recently had their grand opening. Ms. Huladek stated that she has been working with the company since its inception, the market is robust and the company has the capacity to support further growth. She also stated that the company has a hiring event and tour on May 15th. Ms. Campbell and Ms. Morales spoke on behalf of the company and fully support this request.

A motion to approve this request was made by Ms. Sena and seconded by Ms. Ojeda. Motion passed unanimously.

i) Humble Brands, Inc. – Taos

The company requested a total of \$148,060.00 for 10 trainees at an average wage of \$24.25 per hour. This is Reflective Jewelry's first JTIP application under new ownership.

Reflective Jewelry (RJ) was founded in 1995 by Helen Chantler and Marc Choyt. Now, owner and CEO, Kyle Abraham Bi, began working for RJ as a summer intern in 2017. Upon returning to Brown University in the fall, he was asked to stay on part-time throughout his final year of school — and later, offered full-time employment with the company. He worked remotely in various online marketing and branding capacities for RJ over the next several years and earned his Graduate Gemologist diploma from the Gemological Institute of America (GIA.) In 2023, he moved to Santa Fe to act as GM before purchasing the company from Marc and Helen later in the year. RJ has been on a strong growth trend since 2019, and Q1 2024 was the company's best since Q4 2013. (Note also that Q1 is not typically a strong quarter.) RJ has a well-documented track record of successfully reinventing itself, repeatedly carving out secure niches within a competitive industry. Additionally, the company has heavily reinvested in updating its branding over the past several years. RJ has a well-equipped manufacturing facility housing a wide variety of tools and machinery — everything from traditional stumps and hand tools to a \$21,000 state-of-the-art laser welder. RJ is rooted in a Southwestern design tradition but can also produce modern CAD/CAM designs. Additionally: being able to manufacture their own wire and sheet from 24K gold gives the company a strong advantage over relying on supply houses, not to mention the ability to work with both Fairtrade Gold and customer gold. Their range of capabilities is what allows them to meet every customer's needs in a way that most jewelers cannot. RJ has survived and thrived for 30 years by appealing to more than one market at once and following the energy. These days, their strongest niches include the ethically concerned jewelry (and wedding ring) consumer, Celtic jewelry and rings, handmade/artisan jewelry and rings, and custom and repurposed designs.

A motion to approve this request was made by Mr. Marc Duske and seconded by Ms. Kathleen Sena. Motion passed unanimously.

j) Aliya's Foods USA, Inc. dba Aliya's Limited Food - Albuquerque

The company requested a total of \$243,540.00 for 51 trainees at an average wage of \$19.32 per hour. This is the company's first JTIP application.

To gain market share and secure the position as leaders in the Indian and Hispanic food segment in North America, Aliya's Foods is working towards certifying various products, under the Chef Bombay brand, to be vegan, organic and halal. By doing this, they are able to offer customers options to meet their ever-changing dietary needs while allowing them to enjoy all the flavor of the Indian and Hispanic inspired dishes. These certifications, along with the stringent safety standards, allows them to compete with the many vegetable products, which are manufactured overseas and sold at an extremely low price point in North America, where they cannot compete in price, they can compete in all around quality and value. The current facility is located at 1700 Desert Surf Circle, Albuquerque. It is a rented facility and is approx. 85,000 sq ft. The total production of all ready to eat frozen Mexican Foods are manufactured at this site. The company has added a tamale and burrito line and will need additional staff to meet this new product demand.

A motion to approve this request was made by Ms. Monica Sandoval-Johnson and seconded by Mr. Marc Duske. Motion passed unanimously.

IV. Approval of Minutes

- a. JTIP Board meeting June 14, 2024 - a motion was made by Ms. Michelle Doran and seconded by Ms. Kathleen Sena. Motion passed unanimously.

V. Fiscal Update

Mr. Patrick Gannon shared the fiscal report and the projects in the pipeline.

VI. Other Discussion Items

- a. Final Review and Adoption of Final Rule – a motion was made by Madame Chair to entertain final review and adoption of final rule with edits as discussed item related to 1st slide, was seconded by Ms. Michelle Doran and Ms. Kathleen Sena.
- b. Next Board Meeting
 - i. July 12, 2024; 9:00 am -12:00 pm; Virtual

VII. Adjourn

A motion to adjourn was made by Madame Chair. The motion passed unanimously, and the meeting adjourned at 12:14 pm.