

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF FEBRUARY 12, 2021

ATTENDEES:

Board Members

Mark Roper, EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran, Department of Workforce Solutions
Ricky Serna, NM 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

JTIP Staff Present

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

Guests

Chris Ziomek, Build with Robots, LLC
Sara Magaletta, Build with Robots, LLC
Mitch Coven, Vitality Works, Inc.
Liz Garcia, Vitality Works, Inc.
Ashley Sexton, Vitality Works, Inc.
Rebecca Lescombes, New Mexico Wineries, Inc.
Audra Henington, New Mexico Wineries, Inc.
Lewis Byrd, Lancs Industries, Inc.
Kristen Worthington, Worthington Farms, LLC
Marti McDonald, Paradise Power Company, Inc.
Alex Koglin, Natures Toolbox, Inc. dba NTx
Ann Ezell, Natures Toolbox, Inc. dba NTx
Gurusevak Khalsa, Twistle, Inc.
Carol LaRotonda, Twistle, Inc.
Jessica Bowyer, Sombra Cosmetics, Inc.
Brian Riley, Sombra Cosmetics, Inc.
Luca Ispirescu, IDEAS Engineering & Technology, LLC
Dr. Alonzo Vera, IDEAS Engineering & Technology, LLC
Dr. Jorge Piovesan, IDEAS Engineering & Technology, LLC
Marc Drolet, Saputo Cheese USA, Inc.
Jorge Lopez, Saputo Cheese USA, Inc.

Michael Cutri, Saputo Cheese USA, Inc.
Suzanne Mills, Saputo Cheese USA, Inc.
Davin Lopez, MVEDA
Eric Montgomery, MVEDA
Louise Marquez, EDD 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

Kairos Power, LLC was removed from this agenda and will be coming back next month instead. Mr. Roper made a motion to approve the revised agenda. Ms. Doran seconded the motion. Motion passed.

III. Amendment(s)

a) Build With Robots, LLC JTIP PRJ#2021-0032 – Albuquerque

The company requested a total of \$12,000.00 for 1 trainee at an average wage of \$25.00 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that they have had local press; are working with schools in TX and OK for in-person learning; and are able to scale now.

A motion to approve the request in the amount of \$12,000.00 to hire and train 1 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

b) Vitality Works, Inc. JTIP PRJ#2021-0018 – Albuquerque

The company requested a total of \$39,268.00 for 13 trainees at an average wage of \$14.20 per hour. The company has been approved for JTIP on eleven previous occasions.

The company stated that they are catching up to historic demand; they have hired 23 since the last time and are now at 290 employees and have 7 left to hire, with another 20-30 more in the next month or so; there's a lot of supply and demand and they've had some issues with being able to hire mid to upper level positions; they've had a 28% lift in sales, exceeding projections and JTIP has been a success for the company in terms of cash flow; they have a 2nd shift, with shift differential pay; they are still catching up with orders, their normal time is 8 weeks as opposed to others whose normal time is 10-16 weeks; they are going back to expanding, i.e., dot com, etc.; are getting new customers and have 5-10 proposals a day.

A motion to approve the request in the amount of \$39,268.00 to hire and train 13 employees was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

c) New Mexico Wineries, Inc. JTIP PRJ#2021-0027 – Deming

The company requested a total of \$10,230.00 for 1 trainee at an average wage of \$15.50 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they have outsourced for this position but wants to hire in-house and is promoting to this position.

A motion to approve the request in the amount of \$10,230.00 to hire and train 1 employee was made by Mr. Serna and seconded by Ms. Sandoval-Johnson Motion passed.

d) Lanacs Industries, Inc. JTIP PRJ#2021-0030 – Albuquerque

The company requested a total of \$31,040.00 for 5 trainees at an average wage of \$16.00 per hour. The company has been approved for JTIP on one previous occasion.

The company stated that they are getting ready to hire in full force, hopefully by next month.

A motion to approve the request in the amount of \$31,040.00 to hire and train 5 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

IV. Proposals

a) Worthington Farms, LLC – Mesilla Park

The company requested a total of \$11,850.40 for 1 trainee at an average wage of \$15.07 per hour. This is the first time the company has applied for JTIP.

The company stated that their permit process is almost done, they are at about 99%; they should get power in in the next couple of months, there are a lot of Pecan Farms in the area; they have a sister shelling company called Angry Squirrel Shelling and would like to do a co-op eventually.

A motion to approve the request in the amount of \$11,850.40 to hire and train 1 employee was made by Ms. Sandoval-Johnson and seconded by Mr. Serna. Motion passed.

b) Paradise Power Company, Inc. – Albuquerque

The company requested a total of \$68,369.28 for 6 trainees at an average wage of \$25.85 per hour. The company has been approved on four previous occasions and Step-Up on five previous occasions.

The company stated that they are excited the new branch into charge point stations; their solar apprenticeship 2-year program is now available, and they are working on a 4-year program as well.

A motion to approve the request in the amount of \$68,369.28 to hire and train 6 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Duske. Motion passed.

c) Nature’s Toolbox, Inc. dba NTx – Santa Fe

The company requested a total of \$338,680.00 for 14 trainees at an average wage of \$44.00 per hour. The company has been approved on one previous occasion.

The company stated that 2020 was hard due to space restrictions; the new facility will allow growth; they have contracts with 5 companies now. They went further into the company’s background and overview of their plans for the future.

A motion to approve the request in the amount of \$338,680.00 to hire and train 14 employees was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed.

d) Twistle, Inc. - Albuquerque

The company requested a total of \$398,171.36 for 18 trainees at an average wage of \$40.33 per hour. The company has been approved on two previous occasions.

The company gave an overview of the company operations; stated that they now have 54 employees, 11 of which are in Albuquerque; they have an OB type pathway to test for hypertension and are integrating a new device. JTIP has been very successful for them.

A motion to approve the request in the amount of \$398,171.36 to hire and train 18 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

e) Sombra Cosmetics, Inc. – Albuquerque

The company requested a total of \$89,967.80 for 15 trainees at an average wage of \$17.41 per hour. This is the first time the company has applied for JTIP.

The company gave an overview/update; stated that their growth rate will be exceeded in 2021; they have some great new products, 3 buildings with lots of square footage; managers are able to work remotely and they've huge safety measures in place.

A motion to approve the request in the amount of \$89,967.80 to hire and train 15 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Duske. Motion passed.

f) IDEAS Engineering and Technology, LLC – Albuquerque

The company requested a total of \$102,955.12 for 6 trainees at an average wage of \$28.52 per hour and 2 interns at an average wage of \$17.25 per hour. This is the first time the company has applied for JTIP.

The company stated that the transition from R&D to manufacturing has been great; they are growing at a fast rate; contracts are coming in and they have had a 30% increase in revenue and expect 50% more on top of that in this year; all employees are in or from New Mexico; they will be building computers for a spacecraft and have staggered shifts due to COVID.

A motion to approve the request in the amount of \$102,955.12 to hire and train 6 employees and 2 interns was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed.

g) Saputo Cheese USA, Inc. – Las Cruces

The company requested a total of \$668,735.60 for 150 trainees at an average wage of \$16.81 per hour. This is the first time the company has applied for JTIP.

The company gave an extensive overview; they have approximately 6,600 employees and want to hire locally.

A motion to approve the request in the amount of \$668,735.60 to hire and train 150 employees was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed.

V. Approval of the Minutes

a. January 8, 2021 - a motion was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

VI. Fiscal Update

Mr. Gannon reviewed the fiscal report and the projects in the pipeline.

VII. Other (Discussion Items)

- a. Legislative Update - Mr. Gannon spoke of the first legislative hearing, the \$5 million base budget and \$7 million special appropriation budget that we are to receive; and the high wage sunset language to be removed.
- b. Policy Amendment Schedule – Option #1 is Chairman Roper’s preference for May 6th. All agreed. Mr. Gannon will have it available for review soon.
- c. Next Board Meeting – March 12, 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 11:38 am.