

**JOB TRAINING INCENTIVE PROGRAM  
MONTHLY BOARD MEETING**

Joseph M. Montoya Building  
Bid Room (Lobby)  
1100 S. St. Francis Drive  
Santa Fe, NM

**MEETING SUMMARY OF January 10, 2020**

**ATTENDEES:**

**Board Members**

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

**Board Members Absent**

N/A

**JTIP Staff Present**

Sara Gutiérrez, Program Manager  
Patrick Gannon, Marketing Coordinator  
Jennifer Prada, Program Administrator

**Guests**

Matias Roybal, Ridgeline Manufacturing & Engineering, Inc.  
Mark Popovich, 3D Glass Solutions, Inc.  
Phil Ferguson, 3D Glass Solutions, Inc.  
Alex Koglin, NTxBio, LLC  
Danni Maki, NTxBio, LLC  
Cheryle Gildner, Affordable Solar Installation, Inc.  
Angela Valdez, Affordable Solar Installation, Inc.  
Duane Kinsley, Best Deal Retailer  
Kara Willard, Best Deal Retailer  
Chris Ziomek, Build With Robots, LLC  
John Spruce, Kane Robotics, Inc.  
William Johnson, CAVU Aerospace, Inc.  
Jessica Martinez, CAVU Aerospace, Inc.  
Shawn Vaughn, CAVU Aerospace, Inc.  
Mike Espiritu, CAVU Aerospace, Inc.  
Silvia Paola Miranda, Stampede Meat, Inc.  
Walt Wagner, Tactical Application Vehicles, LLC  
Brandon Garrett, Electric Playhouse, Inc.  
Amanda Gianinni, Electric Playhouse, Inc.  
Peter Mitchell, Region 2 Representative, NM EDD  
Alexandra Navas, Director Outdoor Recreation, NM EDD

## **I. Introductions**

The meeting convened at 9:00 am. The introduction of board and staff followed.

## **II. Approval of the Agenda**

Mr. Gannon advised that Rhino Health, Inc. would not be attending this meeting, however will be at the February meeting. Mr. Martinez made a motion to approve the agenda. Ms. Bannowsky seconded the motion. Motion passed.

## **III. Proposals**

### **a) Ridgeline Manufacturing & Engineering, Inc. – Sandia Park**

*The company requested a total of \$27,208.00 for 2 trainees at an average wage of \$21.00 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on two previous occasions.*

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The company stated that they have seen growth from local markets and are trying to meet the demand; they are now offering health care insurance in which they pay 100% for employees and give discounts for family; gave a description of training and type of work machinists do, that the machinist position does not require a degree and that they are working with the Luna Community College president to set up a program there.

A motion to approve the request in the amount of \$27,208.00 to hire and train 2 employees was made by Mr. Martinez and seconded by Mr. Tremko. Motion passed.

### **b) 3D Glass Solutions, Inc. – Albuquerque**

*The company requested a total of \$123,809.40 for 10 trainees at an average wage of \$26.37 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on seven previous occasions.*

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The company gave an overview of the company's growth plans, they anticipate doubling their employees in the next 18 months and will most likely be back next month for more funding; they've had lots of buy in, a new round of investment - \$6M by existing group; the company was encouraged to use apprenticeship programs and to increase the wage for Process and Packaging Engineers if difficulty with hiring.

A motion to approve the request in the amount of \$123,809.40 to hire and train 10 employees was made by Ms. Bannowsky and seconded by Mr. Martinez. Motion passed.

### **c) NTxBio, LLC – Santa Fe**

*The company requested a total of \$339,292.00 for 12 trainees at an average wage of \$38.67 per hour. Total request includes \$1,500.00 for audit fees. This is the first time the company has applied for JTIP.*

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The company gave a description of their production methods, platform, components and instrumentation; stated that they closed a Series A funding investment and are negotiating 5 co-development agreements; they are currently interviewing for STEM Boomerang; and expect a positive cash flow in 2020.

A motion to approve the request in the amount of \$339,292.00 to hire and train 12 employees was made by Mr. Martinez and seconded by Ms. Bannowsky. Motion passed.

### **d) Affordable Solar Installation, Inc. – Albuquerque**

*The company requested a total of \$252,625.44 for 21 trainees at an average wage of \$26.68 per hour. Total request includes \$1,500.00 for audit fees. The company has been approved for JTIP on seven previous occasions.*

The company expressed appreciation for the opportunity; gave an update – they just completed the Moriarty project and are continuing to grow.

A motion to approve the request in the amount of \$252,625.44 to hire and train 21 employees was made by Mr. Martinez and seconded by Ms. Bannowsky. Motion passed.

**e) Best Deal Retailer – Albuquerque**

*The company requested a total of \$173,957.48 for 14 trainees at an average wage of \$24.65 per hour and 1 intern at an average wage of \$17.50 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on one previous occasion.*

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The company stated that they have refined their technology; gave information about a new application they are using, which is faster, more powerful; have finished their 3<sup>rd</sup> year; have seen a \$1-million-dollar increase in sales since using the new app; will be featured in the State of State Governor's address; will need to be moving to a bigger space soon and is developing partnerships with City of Albuquerque to bridge the gap on retail sales, etc.

A motion to approve the request in the amount of \$173,957.48 to hire and train 14 employees and 1 intern was made by Mr. Tremko and seconded by Mr. Martinez. Motion passed.

**f) Build With Robots, LLC – Albuquerque**

*The company requested a total of \$53,587.04 for 2 trainees at an average wage of \$33.66 per hour and 2 interns at an average wage of \$22.00 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP.*

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The company gave a background summary, why the company was founded and wants to make Albuquerque the hub for robotic companies.

A motion to approve the request in the amount of \$53,587.04 to hire and train 2 employees and 2 interns was made by Ms. Bannowsky and seconded by Mr. Martinez. Motion passed.

**g) Kane Robotics - Albuquerque**

*The company requested a total of \$71,184.00 for 2 trainees at an average wage of \$51.00 per hour and 2 interns at an average wage of \$18.50 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP. This is the first time the company has applied for JTIP.*

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The company stated that they have had previous experience with JTIP as founder of Mechtronic Solutions and that JTIP inspired their move to Albuquerque; they are getting ready to close on 2 contracts in Aerospace, IN and gave a description of automation and how employees work in those jobs.

A motion to approve the request in the amount of \$71,184.00 to hire and train 2 employees and 2 interns was made by Mr. Martinez and seconded by Mr. Tremko. Motion passed.

**h) CAVU Aerospace, Inc. – Roswell**

*The company requested a total of \$527,054.00 for 37 trainees at an average wage of \$23.31 per hour. Total request includes \$1,750.00 for audit fees. This is the first time the company has applied for JTIP.*

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The company expressed appreciation for the opportunity; gave a description of the company background and services; their master plan is to build an aircraft maintenance storage in order to repair and re-manufacture aircraft; their goal is to have satellite locations.

A motion to approve the request in the amount of \$527,054.00 to hire and train 374 employees was made by Ms. Bannowsky and seconded by Mr. Martinez. Motion passed.

**i) Stampede Meat, Inc. – Sunland Park**

*The company requested a total of \$935,540.00 for 254 trainees at an average wage of \$11.08 per hour. Total request includes \$2,000.00 for audit fees. The company has been approved for JTIP on three previous occasions.*

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The company stated that they recently had their 1<sup>st</sup> anniversary with 500 employees in Sunland and are celebrating 25 years altogether; they are still having issues with parking, however Santa Teresa High School will loan their parking lot for Stampede’s 2<sup>nd</sup> shift, they are looking at adjacent land to the fire station as a possibility for parking; are working with NM Workforce Solutions to build a curriculum to train further and this will be the most aggressive quarter for hiring.

A motion to approve the request in the amount of \$935,540.00 to hire and train 254 employees was made by Mr. Martinez and seconded by Ms. Bannowsky. Motion passed.

**j) Tactical Application Vehicles, LLC - Albuquerque**

*The company requested a total of \$25,000.00 for 2 trainees at an average wage of \$25.00 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP.*

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Mr. Wagner gave a background of the company and how his previous military experience adds to this industry/business; there’s lot of potential to grow – spin off of 3 other companies.

A motion to approve the request in the amount of \$25,000.00 to hire and train 2 employees was made by Mr. Duske and seconded by Mr. Martinez. Motion passed.

**k) Electric Playhouse, Inc. – Albuquerque**

*The company requested a total of \$92,749.84 for 5 trainees at an average wage of \$33.65 per hour. Total request includes \$1,000 for audit fees. This is the first time the company has applied for JTIP.*

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The company expressed appreciation for the opportunity; gave a description of the facility and the experience; Construction completed in December and February 1<sup>st</sup> is their grand opening; as franchises grow, 1 – 2 corporate positions will be created in NM; will also be a hub for team building events, conferences, etc.

A motion to approve the request in the amount of \$92,749.84 to hire and train 5 employees was made by Mr. Duske and seconded by Mr. Tremko. Motion passed.

**IV. Approval of the Minutes**

- a. December 13, 2019 – JTIP Board Meeting

A motion to approve the minutes for the meeting on December 13, 2019 was made by Ms. Bannowsky and seconded by Mr. Martinez. Motion passed.

**V. Fiscal Update** – Ms. Gutiérrez reviewed the fiscal report and mentioned the projects in the pipeline.

**VI. Other (Discussion Items)**

- a. Legislative update  
LFC & Budget recommends \$9 million from the legislative session in 2020. Of the \$9 million, we could use \$4 million from the Special Appropriation earlier than July if necessary.
- b. Next Board Meeting – February 14, 2020, 9:00 am-12:00 pm; Santa Fe, Joseph M. Montoya Building, Bid Room

**VII. Adjourn**

A motion to adjourn was made by Chairman Roper and seconded by all. The motion passed and the meeting adjourned at 11:49 am.