

**JOB TRAINING INCENTIVE PROGRAM  
MONTHLY BOARD MEETING**

**Virtual Meeting**

**MEETING SUMMARY OF October 8, 2021**

**ATTENDEES:**

**Board Members**

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

**Board Members Absent**

Monica Sandoval-Johnson, STEM Boomerang  
Amber Gallup-Rodriguez, NMHED  
Jaime Hernandez, DWS, NMPED

**JTIP Staff Present**

Avelina Borrego, Marketing Coordinator  
Jennifer Prada, Program Administrator

**Guests**

Chris Ziomek, Build with Robots  
Dr. Alonzo Vera, IDEAS Engineering & Technology, LLC  
Dr. Jorge Piovesan, IDEAS Engineering & Technology, LLC  
Jonathan Zamora, IDEAS Engineering & Technology, LLC  
Lewis Byrd, Lancs Industries, Inc.  
Stephanie Ortega, Lancs Industries, Inc.  
Sandra Bosben, Marty's Meals, Inc.  
Marc Drolet, Saputo Cheese USA Inc.  
Hiram Roman-Chavez, Saputo Cheese USA Inc.  
Luis Mata, Saputo Cheese USA Inc.  
Angela Valdez, Affordable Solar Installation, Inc.  
Teresa Johanson, Affordable Solar Installation, Inc.  
Matthew Hess, BennuBio, Inc.  
Patrick Call, BioFlyte, Inc.  
Mark Herman, BioFlyte, Inc.  
Vicky Ho, Kairos Power, LLC  
Michelle Fraumeni, Kairos Power, LLC  
Elaine Landon, The Boeing Company  
Mark Gaspers, The Boeing Company  
Max Gruner, NMEDD Regional Representative  
Lorraine Ruggles, NMEDD Regional Representative  
Mary Mylet, NMDWS  
Adam Dodge, NMDWS

## **I. Introductions**

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

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

A motion to approve was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

## **III. Consideration of Amendment**

### **a) Build With Robots, Inc. – Albuquerque**

*The company requested a total of \$29,238.00 for 1 trainee at an average wage of \$26.50 per hour and 2 interns at an average wage of \$22.00 per hour. The company has been approved for JTIP on five previous occasions.*

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The company stated that they are making more progress; they've made outreach efforts to NM schools and have had a lot of requests for interns and hope to hire more.

A motion to approve the request in the amount of \$29,238.00 to hire and train 1 employee and 2 interns was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

### **b) Ideas Engineering & Technology, LLC – Albuquerque**

*The company requested a total of \$10,800.00 for 1 trainee at an average wage of \$22.50 per hour. The company has been approved for JTIP on two previous occasions.*

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The company expressed appreciation for JTIP and stated that they should be able to fill all the positions they've applied for.

A motion to approve the request in the amount of \$10,800.00 to hire and train 1 employee was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

### **c) Lancs Industries, Inc. – Albuquerque**

*The company requested a total of \$28,470.00 for 2 trainees at an average wage of \$27.38 per hour. The company has been approved for JTIP on two previous occasions.*

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The company expressed appreciation for JTIP and stated that they are doing well. They mentioned that they were founded in 1974.

A motion to approve the request in the amount of \$28,470.00 to hire and train 2 employees was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

## **IV. Consideration of Proposals**

### **a) Marty's Meals, Inc. – Santa Fe**

*The company requested a total of \$18,120.00 for 3 trainees at an average wage of \$17.83 per hour. The company has been approved for JTIP on three previous occasions.*

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The company stated that freeze dried products are now available. Starting next week, due to JTIP funds, the company can pay above living wage.

A motion to approve the request in the amount of \$18,120.00 to hire and train 3 employees was made by Mr. Serna and seconded by Mr. Duske. Motion passed.

### **b) Saputo Cheese USA, Inc. – Las Cruces**

*The company requested a total of \$779,752.32 for 189 trainees at an average wage of*

*\$16.39 per hour. The company has been approved for JTIP on one previous occasion.*

The company stated that they are working on getting ready for expansion as the NM plant is growing. They will contact Mr. Serna for direct hiring events that are coming up.

A motion to approve the request in the amount of \$779,752.32 to hire and train 189 employees was made by Mr. Serna and seconded by Mr. Duske. Motion passed.

**c) Affordable Solar Installation, Inc. - Albuquerque**

*The company requested a total of \$553,745.84 for 44 trainees at an average wage of \$27.29 per hour and 2 interns at an average wage of \$17.00 per hour. The company has been approved for JTIP on eight previous occasions.*

The company expressed appreciation for JTIP and stated that they are growing, they have 4 current projects and are one of the largest companies in NM for battery systems. As COVID hit hard, lead times have almost doubled. They have had delay issues with modules and skilled staff within the state is few and far between, even in the field. The just approved apprenticeship program will start early 2022 and the company has had some interest already.

A motion to approve the request in the amount of \$553,745.84 to hire and train 44 employees and 2 interns was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

**d) BennuBio, Inc. – Albuquerque**

*The company requested a total of \$121,258.00 for 7 trainees at an average wage of \$32.43 per hour. The company has been approved for JTIP on three previous occasions.*

The company stated that they are steadily expanding; were able to hire a few from the last project; are planning on manufacturing here; have doubled the space of the lab and received a STEP grant, which allowed them to attend a virtual trade show.

A motion to approve the request in the amount of \$121,258.00 to hire and train 7 employees was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

**e) BioFlyte, Inc. – Albuquerque**

*The company requested a total of \$131,170.00 for 8 trainees at an average wage of \$35.00 per hour. The company has been approved for JTIP on one previous occasion.*

The company stated that they have plans to grow and hire senior people and are on pace to train and procure supplies.

A motion to approve the request in the amount of \$222,978.00 to hire and train 20 employees was made by Mr. Serna and seconded by Mr. Duske. Motion passed.

**f) Kairos Power, LLC – Albuquerque**

*The company requested a total of \$899,326.16 for 36 trainees at an average wage of \$47.67 per hour. The company has been approved for JTIP on three previous occasions.*

The company stated that they have expanded 132,000 square feet; built a 44,000 square foot annex; they continue to partner with higher education and hire interns; plan on attending fall career fairs; and have added an additional fringe benefit for their employees due to COVID.

A motion to approve the request in the amount of \$899,326.16 to hire and train 36 employees was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

**g) The Boeing Company – Albuquerque**

*The company requested a total of \$519,855.64 for 17 trainees at an average wage of \$53.82 per hour. The company has been approved for JTIP on six previous occasions.*

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The company stated that the funds will enhance training and upgrade infrastructure; received occupancy for 3 clean room labs; have had hired 63 engineers and businesspeople since JTIP; have filled 5 of 16 jobs from June and anticipate filling all of them; have received 2 additional contracts, which is why the need for this request.

A motion to approve the request in the amount of \$519,855.64 to hire and train 17 employees was made by Mr. Serna and seconded by Ms. Anderson. Motion passed.

**V. Approval of the Minutes as amended**

- a. JTIP Board meeting, September 17, 2021 - a motion was made by Mr. Duske and seconded by Ms. Anderson. Motion passed.

**VI. Fiscal Update**

Chairman Roper reviewed the fiscal report and the projects in the pipeline. Stated that the wage revision was beneficial as the proof is in the pudding!

**VII. Other (Discussion Items)**

- a. Film Office – Presentation on projects in the pipeline.  
Ms. Bussey mentioned that there are over 100 projects in the pipeline; 22 projects are on the ground now in different stages; FCAP is revamping sound stage; Ashley, an FCAP mentor was nominated for an award; thankfully film projects and film crew have not been affected by COVID, COVID numbers are low on the set and testing is done daily; the \$750.00 sign-up fee is being waived; are working with the corrections industry for fast track; are hiring a program coordinator and have hired an economist.
- b. Next Board Meeting – November 12, 2021; 9:00 am -12:00 pm; Virtual

**VIII. Adjourn**

A motion to adjourn was made by Chairman Roper. The motion passed and the meeting adjourned at 11:08 am.