

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF OCTOBER 9, 2020

ATTENDEES:

Board Members

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

Missi Rogers, RS21, Inc.
Chip Meston, High Plains Processing, LLC
Gail Houser, High Plains Processing, LLC
Chris Ziomek, Build with Robots, LLC
Sara Magaletta, Build with Robots, LLC
Marti McDonald, Paradise Power Company, Inc.
Ralph Barela, Barela Timber Management Company, Inc.
Bill Hendrickson, Barela Timber Management Company, Inc.
Sandra Bosben, Marty's Meals, Inc.
Gurusevak Khalsa, Twistle, Inc.
Betty Salters, Twistle, Inc.
Ken Sharples, Specifica, Inc.
Hans Ludin, Specifica, Inc.
Andrew Bradbury, Specifica, Inc.
Richard Guerra, Supply One, Inc.
Sylvia Trujillo, Supply One, Inc.
Rebecca Lescombes, New Mexico Wineries, Inc.
Audra Henington, New Mexico Wineries, Inc.
Sara Royer, TORC Robotics, Inc.
Alison Thomason, TORC Robotics, Inc.
Angela Valdez, Affordable Solar Installation, Inc.
Shawn Rickett, Affordable Solar Installation, Inc.
Cheryle Gildner, Affordable Solar Installation, Inc.
Theresa Johanson, Affordable Solar Installation, Inc.
Tim Hagaman, NMEDD Regional Representative

Rochelle Bussey, New Mexico Film Office
Amber Dodson, New Mexico Film Office
Max Gruner, NMEDD Regional Representative
Wendy Ederer, AED
Dennis Houston, AED

I. Introductions

The meeting convened at 9:04 am. The introduction of board and staff followed. It was announced that Brian Tremko retired and Frances Bannowsky will be retiring on October 31, 2020.

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) Resilient Solutions 21, Inc. JTIP PRJ#2021-0021 – Albuquerque

The company requested a total of \$39,874.12 for 1 trainee at an average wage of \$69.71 per hour. The company has been approved for JTIP on three previous occasions.

Ms. Borrego read the proposal summary, nothing more was added by the company.

A motion to approve the request in the amount of \$39,874.12 to hire and train 1 employee was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

b) High Plains Processing, LLC JTIP PRJ#2021-0005 – Las Vegas

The company requested a total of \$15,288.00 for 1 trainee at an average wage of \$19.60 per hour. The company has been approved for JTIP on one previous occasion.

A summary was given by EDD. The company added that they will be having a soft opening in a couple of weeks and they passed the USDA inspection.

A motion to approve the request in the amount of \$15,288.00 to hire and train 1 employee was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

c) Build with Robots, LLC JTIP PRJ#2020-0062 – Albuquerque

The company requested a total of \$20,020.00 for 1 trainee at an average wage of \$35.00 per hour. The company has been approved for JTIP on two previous occasions.

The company mentioned that they are currently building disinfecting robots; that they are the 4th largest factory in the US; are starting to expand more regionally; have a LEDA grant in process and will be coming in with a new application in November.

A motion to approve the request in the amount of \$20,020.00 to hire and train 1 employee was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

IV. Step-Up Proposal

a) Paradise Power Company, Inc. – Taos - STEP UP project

The company requested a total of \$14,680.00 for 15 trainees in 12 training programs. The company has been approved on four previous occasions and Step-Up on four previous occasions.

The company stated that with the JTIP funds, four team members have used the funds to get their journeyman's license and pay raises were given with the last funding.

A motion to approve the request in the amount of \$14,680.00 to hire and train 15

employees was made by Ms. Bannowsky and seconded by Mr. Serna. Motion passed.

V. Proposals

a) Barela Timber Management Company, Inc. – Las Vegas

The company requested a total of \$25,307.20 for six trainees at an average wage of \$12.21 per hour. This is the first time the company has applied for JTIP.

The company mentioned that they started in 1974 as a fitting contracting company; they became incorporated in 1981 and has been growing ever since; they've purchased new equipment; have popular mulch colors; are the only sawmill in the area; marketing has been strong in Phoenix, AZ; has been an increase in sales despite COVID-19 due to people making home repairs/improvements; a new ethanol facility is forthcoming and they are expanding their product line.

A motion to approve the request in the amount of \$25,307.20 to hire and train 6 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

b) Marty's Meals, Inc. – Santa Fe

The company requested a total of \$40,140.00 for four trainees at an average wage of \$21.38 per hour. The company has been approved on two previous occasions.

The company mentioned that they have had the opportunity to expand nationally and are in the process of doing so; are revamping their website; are preparing for a national sales campaign in February 2021; freeze dried product is growing in popularity, allowing them to be competitive; are the first in the country to get a B Corp certification; are growing and sales are increasing.

A motion to approve the request in the amount of \$40,140.00 to hire and train 4 employees was made by Ms. Bannowsky and seconded by Mr. Duske. Motion passed.

c) Twistle, Inc. – Albuquerque

The company requested a total of \$98,520.28 for four trainees at an average wage of \$42.62 per hour. The company has been approved on one previous occasion.

The company mentioned that they have monitored over 85 thousand COVID patients and staff so far; gave a summary of the Client Ambassador role and state that there is a lot of potential for growth in the company.

A motion to approve the request in the amount of \$98,520.28 to hire and train 4 employees was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

d) Specifica, Inc. – Albuquerque

The company requested a total of \$112,270.52 for six trainees at an average wage of \$33.66 per hour. This is the first time the company has applied for JTIP.

The company gave a background; this is their second major expansion; they are operating as a tenant of Pebble; are planning on a large expansion, permit applications begin in November; they have a state of the art lab facility; are working on antibodies for COVID-19 and each pharmaceutical get their own physical library.

A motion to approve the request in the amount of \$112,270.52 to hire and train 6 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

e) Supply One, Inc. – Albuquerque

The company requested a total of \$19,120.00 for five trainees at an average wage of \$14.75 per hour. The company has been approved on one previous occasion.

The company thanked JTIP as they have had great success with the program; is growing and creating new jobs and business has picked up.

A motion to approve the request in the amount of \$19,120.00 to hire and train 5 employees was made by Mr. Serna and seconded by Ms. Bannowsky. Motion passed.

f) New Mexico Wineries, Inc. – Deming

The company requested a total of \$23,728.00 for seven trainees at an average wage of \$11.62 per hour. The company has been approved on one previous occasion.

The company mentioned that they are expanding, building another warehouse and underground cellar as well as a restaurant in Alamogordo; has a fifty-thousand-dollar contract and have had a good bumper crop this year.

A motion to approve the request in the amount of \$23,728.00 to hire and train 7 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

g) TORC Robotics, Inc. – Albuquerque

The company requested a total of \$1,130,389.12 for sixty trainees at an average wage of \$37.32 per hour. This is the first time the company has applied for JTIP.

The company mentioned that they are excited to be in Albuquerque, renovations are under way, they have people on the ground; nine are confirmed working and a total of sixteen are confirmed to start working soon; are planning on growing to 230 by December 2020 and after 2021, hope to have more than 300; have partnered with Rouch Industries for drivers; recruiters will be on site in October to meet with managers.

A motion to approve the request in the amount of \$1,130,389.12 to hire and train 60 employees was made by Mr. Serna and seconded by Mr. Duske. Motion passed.

h) Affordable Solar Installation, Inc. – Albuquerque

The company requested a total of \$369,594.80 for nineteen trainees at an average wage of \$36.22 per hour and 1 intern at an average wage of \$17.00 per hour. The company has been approved on eight previous occasions.

The company mentioned that they will have nine times more megawatt expansion next year; met with council in August to present apprenticeship program and was approved; the program will be fully vested by next month; new jobs and opportunities such as the possibility of training re-entry inmates.

A motion to approve the request in the amount of \$369,594.80 to hire and train 19 employees was made by Mr. Duske and seconded by Mr. Serna. Motion passed.

VI. Approval of the Minutes

a. September 11, 2020 – a motion was made by Ms. Bannowsky and seconded by Mr. Roper. Motion passed.

VII. Other (moved up on agenda)

- a. NM Film Office – FCAP and the pipeline for FY21. Ms. Bussey gave an FCAP update to align with the union and stated that they are working through Salesforce 100% now.

VIII. Fiscal Update

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

IX. Other – cont. (Discussion Items)

- b. Report on projects impacted by COVID-19 - Mr. Roper stated that he had a couple of calls from site selectors regarding policies and call centers on how to handle working from home; Mr. Serna asked for status on those not able to work outside of home due to no child care or school.
- c. Next Board Meeting – November 13, 2020; 9:00 am-12:00 pm; Virtual Meeting

X. Adjourn

A motion to adjourn was made by Chairman Roper and seconded by all. The motion passed and the meeting adjourned at 11:42 am.