

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF November 12, 2021

ATTENDEES:

Board Members

Mark Roper, EDD Division Director - Board Chair
Michelle Doran, Department of Workforce Solutions
Ricky Serna, NM Department of Workforce Solutions
Monica Sandoval-Johnson, STEM Boomerang
Jaime Hernandez, DWS, NMPED

Board Members Absent

Amber Gallup-Rodriguez, NMHED
Amy Anderson, NMHED
Marc Duske, NM Public Education Department

JTIP Staff Present

Patrick Gannon, Program Manager
Avelina Borrego, Marketing Coordinator
Jennifer Prada, Program Administrator

Guests

John Williamson, KiloNewton, LLC
Silvia Paola Miranda, Stampede Meat, Inc.
Karin Avery, LoadPath, LLC
Anzia Bennett, Three Sisters Kitchen
Craig Jones, Three Sisters Kitchen
Joseph Antolin, Three Sisters Kitchen
Kim Rael, SRE Wellness, Inc.
Yasmine Roth, SRE Wellness, Inc.
Leonard Salgado, Pecos Valley Production, Inc.
Melissa Juarez, Pecos Valley Production, Inc.
Chelsea Nanawa, The Verdes Foundation
Marissa Corley, OpenEye Scientific, Inc.
Stephanie Deutsch, OpenEye Scientific, Inc.
Mia Peterson, Rural Sourcing, Inc.
Margaret Bailey, Rural Sourcing, Inc.
Dom Kint, Tattooed Chef
Stephanie Mariss, Tattooed Chef
Jay Cousins, Tattooed Chef

I. Introductions

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

II. Approval of the Agenda

A motion to move section VII.a. to after section II was made by Chairman Roper. Motion to approve as amended was made by Mr. Serna and seconded by Mr. Hernandez. Motion passed unanimously.

III. Open Meeting Act (OMA) Resolution

A motion to move to add a roll call on votes was made by Mr. Serna and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

IV. Consideration of Amendment

a) KiloNewton, LLC – Albuquerque

The company requested a total of \$15,730.00 for 1 trainee at an average wage of \$27.50 per hour. The company has been approved for JTIP on four previous occasions.

The company stated that they are looking for help with managing the office as business is growing.

A motion to approve the request in the amount of \$15,730.00 to hire and train 1 employee was made by Ms. Sandoval-Johnson and seconded by Mr. Serna. Motion passed unanimously.

V. Consideration of Proposals

a) Stampede Meat, Inc. – Sunland Park

The company requested a total of \$542,806.64 for 90 trainees at an average wage of \$14.07 per hour. The company has been approved for JTIP on six previous occasions.

The company stated that they are closer to their goal. They have had some issues with transportation for some employees in the past, but they have since fixed this issue. The company was commended for their retention rate and benefits package.

A motion to approve the request in the amount of \$542,806.64 to hire and train 90 employees was made by Mr. Serna and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

b) LoadPath, LLC – Albuquerque

The company requested a total of \$404,760.00 for 13 trainees at an average wage of \$54.23 per hour. The company has been approved for JTIP on four previous occasions.

The company stated that they have had some recruiting challenges in the past, five from the last project are included in this request; it is a highly technical staff, so high technical skills are needed; Sandia National Labs is a competitor. The company was commended for their retention rate and benefits package.

A motion to approve the request in the amount of \$404,760.00 to hire and train 13 employees was made by Mr. Serna and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

c) Three Sisters Kitchen - Albuquerque

The company requested a total of \$15,920.00 for 3 trainees at an average wage of \$18.50

per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP and stated that they are growing and are hoping to be on grocery store shelves soon. The company was commended for their great benefits.

A motion to approve the request in the amount of \$15,920.00 to hire and train 3 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Serna. Motion passed unanimously.

d) SRE Wellness, Inc. – Albuquerque

The company requested a total of \$93,216.00 for 6 trainees at an average wage of \$29.92 per hour. This is the first time the company has applied for JTIP.

The company stated that they are excited to be growing their workforce in NM; revenue growth has been great and is expecting to continue.

A motion to approve the request in the amount of \$93,216.00 to hire and train 6 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Serna. Motion passed unanimously.

e) Pecos Valley Production, Inc. – Roswell

The company requested a total of \$202,646.00 for 19 trainees at an average wage of \$19.97 per hour. This is the first time the company has applied for JTIP.

The company stated that the next 2-3 years will bring on tremendous growth; they have found local area candidates; are the first positive pressure facility in the state; revenues have doubled since the previous year; are examining how to work with post-secondary educations, CNM, etc.; and are currently looking into group insurance.

A motion to approve the request in the amount of \$202,646.00 to hire and train 19 employees was made by Ms. Sandoval-Johnson and seconded by Mr. Serna. Motion passed unanimously.

f) The Verdes Foundation – Albuquerque

The company requested a total of \$57,780.76 for 9 trainees at an average wage of \$33.65 per hour. The company has been approved for JTIP on six previous occasions.

The company stated that they are excited to be back; are now able to resource 401k benefits and are adding on brand new roles such as specialty positions.

A motion to approve the request in the amount of \$57,780.76 to hire and train 9 employees was made by Mr. Serna and seconded by Chairman Roper. Motion passed unanimously.

g) OpenEye Scientific Software, Inc. – Santa Fe

The company requested a total of \$439,632.36 for 17 trainees at an average wage of \$45.86 per hour. The company has been approved for JTIP on five previous occasions.

The company stated that they have 106 total employees since last March; 38 are new; 8 are interns and 2 are from NM Tech. They are growing and have purchased 5 Bisbee Court for their expansion needs.

A motion to approve the request in the amount of \$439,632.36 to hire and train 17 employees was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

h) Rural Sourcing, Inc. – Albuquerque

The company requested a total of \$364,409.72 for 17 trainees at an average wage of \$37.03 per hour and 3 interns at an average wage of \$15.00 per hour. The company has been approved for JTIP on nine previous occasions.

The company stated that the internship program if competitive, is winning; JTIP has allowed to expand the Albuquerque team as they have just surpassed 150 employees; they now have 7 operational centers and are expanding to Buffalo and Baton Rouge.

A motion to approve the request in the amount of \$364,409.72 to hire and train 17 employees and 3 interns was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

i) TTCF Corp, dba Tattooed Chef – Albuquerque

The company requested a total of \$190,424.48 for 37 trainees at an average wage of \$18.87 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation and state that they will have 3 frozen burrito products with Kroger in 2022 and expanded further on its operations. They are looking to acquire land for cold and dry storage.

A motion to approve the request in the amount of \$190,424.48 to hire and train 37 employees was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

VI. Approval of the Minutes

- a. JTIP Board meeting, October 8, 2021 - a motion was made by Mr. Duske and seconded by Ms. Doran. Motion passed unanimously.

VII. Fiscal Update

Ms. Gutierrez reviewed the fiscal report and the projects in the pipeline and stated that the JTIP budget request for next year would be \$12 million.

VIII. Other (Discussion Items)

- a. Next Board Meeting – December 10, 2021; 9:00 am -12:00 pm; Virtual

IX. Adjourn

A motion to adjourn was made by Chairman Roper. The motion passed unanimously, and the meeting adjourned at 11:02 am.