

**JOB TRAINING INCENTIVE
PROGRAM MONTHLY BOARD
MEETING**

Virtual Meeting

MEETING SUMMARY OF February 11, 2022

ATTENDEES:

Board Members

Mark Roper, EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran, Department of Workforce Solutions
Kathleen Sena, NMHED
Monica Sandoval-Johnson, STEM Boomerang

Board Members Absent

JTIP Staff Present

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

Guests

Mark Popovich, 3D Glass Solutions, Inc.
Phil Ferguson, 3D Glass Solutions, Inc.
Kathleen Kellogg, X2nSAT, Inc.
Marti McDonald, Paradise Power Company, Inc.
Hunter McDaniel, UbiQD, Inc.
Liseth Garay, UbiQD, Inc.
Luc Cisna, The Verdes Foundation
Chelsea Nanawa, The Verdes Foundation
Lisa Atkinson, TORC Robotics, Inc.
Tim Goolsby, LaSen, Inc.
Savannah Jermance, Ryan, LLC
Joe Alejandro, Ryan, LLC
Roberta Bruce, Bryan's Green Care, LLC
John Williamson, KiloNewton, LLC
Amy Suarez, KiloNewton, LLC
Josh White, Syzygy Tile
Louise Marquez, NMEDD Regional Representative
Lorraine Ruggles, NMEDD Regional Representative

I. Introductions

The meeting convened at 9:01 am. The introduction of board and staff followed.

II. Approval of the Agenda (as revised)

A motion to add under Section III. Other (Discussion Items) a discussion about the JTIP policy process and dates was made by Chairman Roper. Motion to approve as amended was made by Ms. Sena and seconded by Ms. Doran. Motion passed unanimously.

III. Consideration of Amendments

a) 3D Glass Solutions, Inc. – Albuquerque

The company requested a total of \$30,580.80 for 2 trainees at an average wage of \$31.86 per hour. The company has been approved for JTIP on fourteen previous occasions.

The company expressed appreciation for JTIP.

A motion to approve this request was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed unanimously.

b) X2nSAT, Inc. – Las Cruces

The company requested a total of \$31,066.00 for 3 trainees at an average wage of \$23.24 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that they have been able to accelerate hiring, 3 with the amendment for a total of 5. All jobs should be filled. A new application will also be submitted in June.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

IV. Consideration of STEP-UP

a) Paradise Power Company, Inc. – Taos

The company requested a total of \$13,962.25 for 30 trainees in 14 positions. The company has been approved for JTIP on four previous occasions and Step-Up on four previous occasions.

Chairman Roper explained the difference between regular JTIP projects and Step-UP projects. The company expressed appreciation for the support of JTIP staff and stated that JTIP is the reason the company has good employee retention; the training programs are offered throughout the year and employees can take online training; after the training certificate is received, there is potential for a promotion, which is prior to the annual review.

A motion to approve the request was made by Ms. Sandoval-Johnson and seconded by Ms. Sena. Motion passed unanimously.

V. Consideration of Proposals

a) UbiQD, Inc. – Los Alamos

The company requested a total of \$116,776.84 for 5 trainees at an average wage of \$40.39 per hour. The company has been approved for JTIP on ten previous occasions.

The company gave an extensive overview of their product and stated that last year was a record year, with up to 28 full time employees; they have installed windows in the Holiday Inn Express hotel, in a 6-story building in Colorado and has a lot of interest from

other companies as well and the air force. JTIP is critical to the company's growth.

A motion to approve this request was made by Mr. Duske and seconded by Ms. Doran. Motion passed unanimously.

b) The Verdes Foundation – Albuquerque

The company requested a total of \$105,324.12 for 10 trainees at an average wage of \$24.80 per hour. The company has been approved for JTIP on seven previous occasions.

The company expressed appreciation and stated that they have been able to invest over 1 million in the form of benefits to its employees.

A motion to approve this request was made by Ms. Sandoval-Johnson and seconded by Mr. Duske. Motion passed unanimously.

c) TORC Robotics, Inc. – Albuquerque

The company requested a total of \$433,928.20 for 21 trainees at an average wage of \$38.98 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that since opening this facility in the fall of 2020, they have grown by leaps and bounds; they are targeting universities for employees; half of the employees have received promotions and/or raises.

A motion to approve this request was made by Ms. Sena and seconded by Ms. Doran. Motion passed unanimously.

d) LaSen, Inc. – Las Cruces

The company requested a total of \$41,300.00 for 3 trainees at an average wage of \$25.83 per hour. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation for JTIP and stated that they are in the process of developing a drone-based platform.

A motion to approve this request was made by Mr. Duske and seconded by Ms. Doran. Motion passed unanimously.

e) Ryan, LLC – Albuquerque

The company requested a total of \$31,503.20 for 2 trainees at an average wage of \$29.33 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that they are excited to be here; they have been able to hire locally; have moved into their new office location in the uptown area as of December 2021; they estimate about 75-80% of staff are eligible for the My Ryan program, interns are typically hourly, however and they plan to come back for more funding.

A motion to approve this request was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed unanimously.

f) Bryan's Green Care, LLC – Hobbs

The company requested a total of \$40,936.00 for 6 trainees at an average wage of \$16.00 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP; gave an overview of what types of products they produce and stated that the process has been easy; they are excited and

plan on continuing with JTIP in the future.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

g) KiloNewton, LLC – Albuquerque

The company requested a total of \$111,890.00 for 6 trainees at an average wage of \$30.08 per hour and 3 interns at an average wage of \$18.50 per hour. The company has been approved for JTIP on four previous occasions.

The company expressed appreciation for JTIP and stated that employees typically need about 6-12 months of training. Ms. Doran mentioned that the wage is slightly low for the Renewable Engineering position, to which the company replied that it's because some are inexperienced, which is why the rates are lower.

A motion to approve this request was made by Ms. Doran and seconded by Mr. Duske. Motion passed unanimously.

h) Syzygy Tile – Silver City

The company requested a total of \$14,770.00 for 3 trainees at an average wage of \$12.75 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP staff and the board members and stated that they are experiencing growth on top of growth and plan on coming back to JTIP for more funding. Ms. Gutierrez mentioned that this was the second time the company has used JTIP and that she got to tour the facility the first time, which was amazing, and that the product is incredible. The company stated that they will be having a sale on March 5th for all to come.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

VI. Approval of Minutes

- a. JTIP Board meeting, January 14, 2022 - a motion was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

VII. Fiscal Update

Ms. Gutierrez reviewed the fiscal report and the projects in the pipeline. Chairman Roper stated that with HB2 we should be getting \$6 million in the base budget and \$6 million in the Special Appropriation budget, however, of the \$6 million, \$5 million is contingent upon Senate Bill 155 passing and there may be additional amendments coming up; he also stated that Film funds revert back to JTIP, JTIP funds don't revert and carry over each year; we request funds for the base budget and the Governor recommends the funding for the Special Appropriation.

VIII. Other (Discussion Items)

- a. Next Board Meeting – March 11, 2022; 9:00 am -12:00 pm; Virtual
- b. Policy review – proposed schedule for amendments
 - a. Possible dates were mentioned for Notice to the NM Register all the way through to Final Rule published in NMAC. Board members are to consider and come back with recommendations as well as possible amendments at the next board meeting in March. Plan on this being virtual.

IX. Adjourn

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