

**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 February 14, 2020

ATTENDEES:

Board Members

Mark Roper – EDD Division Director - Board Chair
Marcos Martinez - NM Department of Workforce Solutions
Marc 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

Dot Cook-Simmons, The Verdes Foundation
Jonnie Carroll, The Verdes Foundation
Lotfi Kasraie, Rhino Health, Inc.
Fred Shepherd, Sandoval Economic Alliance
Daniel Sabori, USA Beef Packing, LLC
Mike Espiritu, Roswell-Chavez County Economic Development
Liseth Garay, UbiQD, Inc.,
Jen Morrill, Sendero Midstream Partners, LP
John Waters, Carlsbad Dept. of Development
Dathan Power, AerSale Component Solutions, Inc.
Brian Acton, AerSale Component Solutions, Inc.
Aaron Velasquez, Theta Plate, Inc.
Jessica Velasquez, Theta Plate, Inc.
Richard Guerrero, Supply One
Dennis Houston, AED
Wendy Ederer, AED
Bruce Bradford, Bank of ABQ
Mary Mylet, NM Workforce Connection
Santiane Armijo, NM Workforce Connection
Max Gruner, EDD

I. Introductions

The meeting convened at 9:02 am. The introduction of board and staff followed.

II. Approval of the Agenda

Mr. Roper advised that USA Beef Packing, LLC was being moved up on the agenda to follow after Rhino Health, Inc. Ms. Bannowsky made a motion to approve the agenda as amended. Ms. Doran seconded the motion. Motion passed.

III. Amendment(s)

a) The Verdes Foundation – Albuquerque

The company requested a total of \$5,120.00 for 1 trainee at an average wage of \$16.00 per hour. The company has been approved for JTIP on one previous occasion.

The company stated that they are growing and were excited to be here; they have been on hold to hire due to more space needed in the kitchen, but plan to move to a bigger facility and hire mid-April; gave a benefits overview.

A motion to approve the request in the amount of \$5,120.00 to hire and train 1 employee was made by Mr. Martinez and seconded by Ms. Bannowsky. Motion passed.

IV. Proposals

a) Rhino Health, Inc. – Church Rock

The company requested a total of \$155,000.00 for 31 trainees at an average wage of \$11.86 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on two previous occasions.

The company gave an overview of the its growth to date; currently have 25 employees; have been running two shifts since January; have an active salesforce; ISO certification in process; are currently developing a benefits package; are looking into a 24-hour shift, with a possible shift differential; recommendation made for a wage increase to be considered for the Line Manager and Quality Control positions if hard to fill; a question was raised regarding wastewater issues related to larger operation expansion over time, some concerns were expressed by the community, but no problems thus far.

A motion to approve the request in the amount of \$155,000.00 to hire and train 31 employees was made by Mr. Duske and seconded by Mr. Martinez. Motion passed.

b) USA Beef Packing, LLC – Roswell and Chavez County

The company requested a total of \$232,321.36 for 36 trainees at an average wage of \$13.94 per hour. Total request includes \$1,250.00 for audit fees. This is the first time the company has applied for JTIP.

The company gave an overview of expansion, company culture and workforce; expressed appreciation for the JTIP opportunity; mentioned that they are USDA inspected, registered with FDA, and have a British Certification; have a new facility downtown; are still doing buffalo/bison as there is a high demand; is working with Workforce Connections for technical and maintenance candidates. The company was encouraged to consider health care benefits as they go along, response was positive.

A motion to approve the request in the amount of \$232,321.36 to hire and train 36 employees was made by Mr. Tremko and seconded by Ms. Doran. Motion passed.

c) UbiQD, Inc. – Los Alamos

The company requested a total of \$120,900.96 for 5 trainees at an average wage of \$41.84 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on six previous occasions.

The company gave an overview of expansion plans; new renovation of unfinished basement will double their capacity when finished; gave a description of the product; advised that 66% of persons hired were due to JTIP; the company was applauded for their 100% retention of JTIP trainees. The next round of funding is in the works.

A motion to approve the request in the amount of \$120,900.96 to hire and train 5 employees was made by Mr. Martinez and seconded by Mr. Tremko. Motion passed.

d) Sendero Midstream Partners, LP – Loving

The company requested a total of \$185,570.00 for 6 trainees at an average wage of \$40.00 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on four previous occasions.

The company gave an overview of their successes - to date no injuries, proud of safety record, they have the highest percent by volume for gas/ethane and they use local construction companies. The construction for their second facility is done and will be commissioned in April; revenue has improved and they anticipate double the cash flow in the next year or so.

A motion to approve the request in the amount of \$185,570.00 to hire and train 6 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

e) AerSale Component Solutions, Inc. – Rio Rancho

The company requested a total of \$139,490.00 for 16 trainees at an average wage of \$20.34 per hour. Total request includes \$1,250.00 for audit fees. This is the first time the company has applied for JTIP under AerSale Component Solutions, Inc.

The company gave an overview – are adding engine components and hydraulic lines; stated that they are ramping up investments and promoting within; they use CNM graduates extensively, tries to keep local; is anticipating a second shift in the near future.

A motion to approve the request in the amount of \$139,490.00 to hire and train 16 employees was made by Mr. Tremko and seconded by Mr. Martinez. Motion passed.

f) Theta Plate, Inc. - Albuquerque

The company requested a total of \$19,920.00 for 2 trainees at an average wage of \$21.75 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP, the two positions are critical for the company; stated that the head electroplater has been with the company for 40 years, they seek local folks, all hires are New Mexican; are working with CNM to recruit young folks and are ISO certified.

A motion to approve the request in the amount of \$19,920.00 to hire and train 2 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

g) Supply One - Albuquerque

The company requested a total of \$30,820.00 for 8 trainees at an average wage of \$13.72 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP.

The company gave an overview and stated that they purchased \$585,000 in equipment last year – are handling Intel's logistics and bringing in their equipment.

A motion to approve the request in the amount of \$30,820.00 to hire and train 8 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

V. Approval of the Minutes

- a. January 10, 2020 – JTIP Board Meeting

A motion to approve the minutes for the meeting on January 10, 2020 was made by Mr. Duske and seconded by Mr. Tremko. Motion passed.

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

VII. Other (Discussion Items)

- a. Legislative update
No change yet since House Bill 2 came out. JTIP appropriation remains at \$5 million in base and \$4 million in special.
- b. Spring Policy Amendment Schedule
Ms. Gutierrez reviewed it with the Board, a timeframe was decided upon.
- c. Next Board Meeting – March 13, 2020, 9:00 am-12:00 pm; Albuquerque, CNM Workforce Training Center

VIII. Adjourn

A motion to adjourn was made by Chairman Roper and seconded by all. The motion passed and the meeting adjourned at 12:01 pm.