

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Central New Mexico Community College
Workforce Training Center
5600 Eagle Rock Ave. NE
NW Corner of 1-25 & Alameda
Albuquerque, NM

MEETING SUMMARY OF March 13, 2020

ATTENDEES:

Board Members

Mark Roper – EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran – Department of Workforce Solutions
Brian Tremko – Organized Labor
Frances Bannowsky – NM Higher Education Department via phone call

Board Members Absent

Ricky Serna - NM Department of Workforce Solutions

JTIP Staff Present

Sara Gutiérrez, Program Manager
Patrick Gannon, Marketing Coordinator
Jennifer Prada, Program Administrator

Guests

David Joyner, Systems Integration, Inc.
Daniel Scharf, Family Hemp Brands, LLC
Kulmeet Singh, Twistle, Inc.
Elaine Landon, The Boeing Company (via conference call)
Mark Gaspers, The Boeing Company
Donald Garrett, National Water Services, Inc.
Anna Shawver, Apple Canyon Gourmet, Inc.
Greg Shawver, Apple Canyon Gourmet, Inc.
Bill Bice, ZebraWorks, Inc.
Jaclyn Rodriguez, Kairos Power, LLC
Savannah Jermance, Ryan, LLC
Lawrence Johnson, Ryan, LLC
Dennis Houston, AED
Wendy Ederer, AED
Jennifer Myers, NMEDD
Sandy Davis, NMEDD Contractor
Max Gruner, NMEDD

I. Introductions

The meeting convened at 9:10 am. The introduction of board and staff followed.

II. Approval of the Agenda

Ms. Doran made a motion to approve the agenda. Mr. Duske seconded the motion. Motion passed.

III. Amendment(s)

a) System Integration, Inc. – Albuquerque

The company requested a total of \$26,000.00 for 2 trainees at an average wage of \$25.00 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they have brought positions from other operations outside NM. It was noted the Systems Administrator wage is low and they should consider increasing it in order to attract/retain qualified candidates.

A motion to approve the request in the amount of \$26,000.00 to hire and train 2 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

b) Family Hemp Brands – Santa Fe

The company requested a total of \$11,700.00 for 1 trainee at an average wage of \$22.50 per hour. The company has been approved for JTIP on one previous occasion.

The company when asked about whether or not they've had problems with being able to hire stated no, they have not; they did however have problems with Workforce Solutions, but have been able to correct them; the positions have been posted and they are expecting to fill 4 positions by next week. They were encouraged to consider increasing the wage for the position if they have trouble hiring.

A motion to approve the request in the amount of \$11,700.00 to hire and train 1 employee was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

IV. Proposals

a) Twistle, Inc. – Albuquerque

The company requested a total of \$215,377.40 for 11 trainees at an average wage of \$35.73 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/description of their technology; stated that they have had struggles with finding Engineers and that they compete with the Seattle office regarding this challenge; gave an overview of the Business Client Ambassador role; noted that they have had some interaction with universities and look forward to continuing the dialogue.

A motion to approve the request in the amount of \$215,377.40 to hire and train 11 employees was made by Mr. Tremko and seconded by Ms. Doran. Motion passed.

b) The Boeing Company – Albuquerque

The company requested a total of \$153,283.32 for 7 trainees at an average wage of \$40.08 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 Albuquerque operations, their recruitment efforts and its history in NM, Boeing bought SBS in 2000; they employ more than 230 in NM, over the past year, 20 Engineers and business people have been hired, nearly ½ are NM residents; they have hired 7 positions to start in the next coming weeks/months due to CoVid19; asked to consider apprenticeships; it's been challenging filling and finding candidates for the high tech jobs.

A motion to approve the request in the amount of \$153,283.32 to hire and train 7 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

c) National Water Services, Inc. – Santa Fe

The company requested a total of \$37,480.00 for 4 trainees at an average wage of \$19.00 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on nine previous occasions.

The company stated that they lost a major supermarket client due to bankruptcy, however has replaced it with another company; they've had retention issues in the past, but it has improved over the past two years.

A motion to approve the request in the amount of \$37,480.00 to hire and train 4 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

d) Apple Canyon Gourmet, Inc. – Albuquerque

The company requested a total of \$38,328.96 for 3 trainees at an average wage of \$24.77 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 a description of growth and plans for new employees; noted that they have shared their safety protocols with Senior Care facilities as food safety is on the increase; have plans to expand, but finding an affordable facility has been a challenge, they have 3 locations that they would like to consolidate under one roof.

A motion to approve the request in the amount of \$38,328.96 to hire and train 3 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

e) ZebraWorks, Inc. – Albuquerque

The company requested a total of \$60,985.12 for 4 trainees at an average wage of \$27.16 per hour. Total request includes \$1,000.00 for audit fees. This is the first time the company has applied for JTIP.

The company described their experience with software development and this start-up; have had great success with Deep Dive graduates; encouraged to increase wage for Sr. Software Developer position if having challenges with being able to hire this position.

A motion to approve the request in the amount of \$60,985.12 to hire and train 4 employees was made by Mr. Tremko and seconded by Mr. Duske. Motion passed.

f) Kairos Power, LLC - Albuquerque

The company requested a total of \$783,772.12 for 25 trainees at an average wage of \$55.47 per hour. Total request includes \$2,000.00 for audit fees. This is the first time the company has applied for JTIP.

The company is excited to start work here in NM, they just acquired an existing building and have plans for expanding with a \$125 million investment; gave an overview the companies capabilities; an economic impact of \$292 million should be realized over the next 10 years; 4 employees expected to start on Monday.

A motion to approve the request in the amount of \$783,772.12 to hire and train 25 employees was made by Mr. Tremko and seconded by Ms. Doran. Motion passed.

g) Ryan, LLC - Albuquerque

The company requested a total of \$55,395.20 for 4 trainees and 1 Intern at an average wage of \$21.50 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on two previous occasions.

The company gave a description of Ryan's history in Albuquerque, and the positions; they are headquartered in Dallas, some work is done nationally and internationally, and the majority of Albuquerque work is for the Mountain West states.

A motion to approve the request in the amount of \$55,395.20 to hire and train 4 employees and 1 intern was made by Ms. Doran and seconded by Mr. Tremko. Motion passed.

V. Approval of the Minutes

- a. February 14, 2020 – JTIP Board Meeting

A motion to approve the minutes for the meeting on February 14, 2020 was made by Mr. Tremko and seconded by Ms. Doran. Motion passed.

VI. Fiscal Update – Ms. Gutiérrez reviewed the fiscal report and mentioned the projects in the pipeline. It is unlikely we will need to dip into 2021 funds between now and beginning of the next FY.

VII. Other (Discussion Items)

- a. Legislative update – FY21 Appropriation
No change yet since House Bill 2 came out. JTIP appropriation remains at \$5 million in base and \$4 million in special.
- b. Public Hearing and Board Retreat
Will either be May 13th or 14th, location to be determined
- c. Spring Policy Amendment Schedule
To be published on April 7th, request for public comment to be determined. Adoption of final rule will be at the July Board meeting, which will be the 3rd Friday of the month, not the 2nd.
- d. Next Board Meeting – April 10, 2020, 9:00 am-12:00 pm; Santa Fe, Joseph Montoya Building, Bid Room.
- e. Appreciation was given to Jennifer Myers whose last day as the JTIP Compliance Officer is March 24th. She is going to the City of Albuquerque's EDD. Sandy Davis will be her successor and will start at the end of the month.

VIII. Adjourn

A motion to adjourn was made by Chairman Roper and seconded by Mr. Tremko. The motion passed and the meeting adjourned at 11:32 am.