

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF June 11, 2021

ATTENDEES:

Board Members

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

Brian Barnett, Solstar Space Company, LLC
Phil Ferguson, 3d Glass Solutions, Inc.
Sylvia Trujillo, Supply One, Inc.
Richard Guerro, Supply One, Inc.
Randy Krall, BroadSpot Imaging Corporation
Shelley Barratt, BroadSpot Imaging Corporation
Audra Henington, New Mexico Wineries, Inc.
Elaine Landon, The Boeing Company
Mark Gaspers, The Boeing Company
Bill Miera, Fiore Industries, Inc.
Christine Zach, Fiore Industries, Inc.
Joe Madrid, USA Beef Packing, LLC
Nayely Madrid, USA Beef Packing, LLC
Melissa Juarez, Roswell Chavez County EDC
Ron Rammage, WaveFront Dynamics, Inc.
Dennis Houston, AED
Wendy Ederer, AED

I. Introductions

The meeting convened at 9:07 am. The introduction of board and staff followed.

II. Approval of the Agenda

A motion was made by Ms. Doran to approve the agenda and seconded by Ms. Sandoval-Johnson. Motion passed.

III. Consideration of Amendment

a) Solstar Space Company, LLC – Albuquerque

The company requested a total of \$14,560.00 for 1 trainee at an average wage of \$28.00 per hour. The company has been approved for JTIP on one previous occasion.

The company thanked the JTIP board and stated that the position will help with the high growth in the office.

A motion to approve the request in the amount of \$14,560.00 to hire and train 1 employee was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed.

IV. Consideration of Proposals

a) 3D Glass Solutions, Inc. – Albuquerque

The company requested a total of \$32,460.00 for 1 trainee at an average wage of \$55.00 per hour. The company has been approved for JTIP on eleven previous occasions.

The company expressed appreciation for the opportunity and stated that press information was going out in the next couple of weeks; they have a new equity partner; the company is growing, and they are now at 40; NM Tech and the UNM staff have worked out well.

A motion to approve the request in the amount of \$32,460.00 to hire and train 1 employee was made by Ms. Rodriguez and seconded by Ms. Doran. Motion passed.

b) Supply One, Inc. – Albuquerque

The company requested a total of \$32,580.00 for 5 trainees at an average wage of \$19.00 per hour. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation and stated that they use a staffing agency to find candidates.

A motion to approve the request in the amount of \$32,580.00 to hire and train 5 employees was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed.

c) BroadSpot Imaging Corporation – Albuquerque

The company requested a total of \$253,126.00 for 11 trainees at an average wage of \$40.34 per hour and for 1 intern at an average wage of \$22.50 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for the opportunity and stated that they are excited to be relocating to Albuquerque; the technology is phenomenal in diagnosing and helps with blindness in infants and children.

A motion to approve the request in the amount of \$253,126.00 to hire and train 11 employees and 1 intern was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed.

d) New Mexico Wineries, Inc. – Deming

The company requested a total of \$11,027.68 for 1 trainee at an average wage of \$16.07 per hour. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation for the opportunity and stated that they need help getting automated and this position will do this.

A motion to approve the request in the amount of \$11,027.68 to hire and train 1 employee was made by Ms. Rodriguez and seconded by Mr. Serna. Motion passed.

e) The Boeing Company – Albuquerque

The company requested a total of \$480,353.44 for 16 trainees at an average wage of \$53.11 per hour. The company has been approved for JTIP on five previous occasions.

The company expressed appreciation for JTIP and stated that they are able to bring in training not offered in the past; construction projects/facility modifications are ongoing; has hired 58 engineers and business people of which 70% are New Mexicans, 10% are veterans; a past request has transferred to this request and the company is picking back up with hiring; they are struggling to find qualified candidates in the software and engineering positions, but are engaging with universities and LinkedIn.

A motion to approve the request in the amount of \$480,353.44 to hire and train 16 employees was made by Ms. Sandoval-Johnson and seconded by Ms. Rodriguez. Motion passed.

f) Fiore Industries, Inc. – Albuquerque

The company requested a total of \$86,592.00 for 4 trainees at an average wage of \$39.50 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they have grown since the last time; has recently hired for the Manufacturing Buyer and Technician positions; they got hit hard with COVID, could not get supplies and when able to, the quality was poor; are currently working on an order for Boeing; are recruiting locally and has an engineering candidate; UNM contact casts a broad net.

A motion to approve the request in the amount of \$86,592.00 to hire and train 4 employees was made by Mr. Serna and seconded by Ms. Sandoval-Johnson. Motion passed.

g) USA Beef Packing, LLC – Chaves County

The company requested a total of \$134,098.56 for 19 trainees at an average wage of \$14.96 per hour. The company has been approved for JTIP on one previous occasion.

The company has stated that the structure of JTIP has helped, the company got re-certified in GSSIBRC for the second year in a row; uses Indeed for recruiting; has a new contract with Sysco Foods of NM and is looking to expand due to the contract.

A motion to approve the request in the amount of \$134,098.56 to hire and train 19 employees was made by Ms. Sandoval-Johnson and seconded by Ms. Rodriguez. Motion passed.

h) Wavefront Dynamics, Inc. – Albuquerque

The company requested a total of \$113,570.00 for 6 trainees at an average wage of \$35.50 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP and gave an overview; the team has been together for 26 years and is a spinoff of Sandia Labs; initially Lasik; hope to grow to 50 employees and will work with CNM going forward.

A motion to approve the request in the amount of \$113,570.00 to hire and train 6 employees was made by Ms. Rodriguez and seconded by Mr. Serna. Motion passed.

V. Approval of the Minutes

- a. JTIP Board meeting, May 14, 2021 - a motion was made by Ms. Sandoval-Johnson and seconded by Mr. Duske. Motion passed.

VI. Fiscal Update

Mr. Gannon reviewed the fiscal report and the projects in the pipeline. A discussion was had about Intel regarding the potential impact on the budget – training hours would be adjusted for reimbursement; we have a healthy balance going into the next fiscal year. \$5 million carries over into FY22. Ms. Gutierrez gave a LEADS overview.

VII. Other (Discussion Items)

- a. Next Board Meeting
 - I. Review and Adoption of Policy Amendments for FY22
 - a. Remote Work – option #2 was a concern for many. The remote worker trainee language is to be amended by Mr. Gannon. A motion was made to delete option #2 and go with option #1. Motion passed.
 - b. Definitions – Ms. Rodriguez to include revised remote work site language. A motion was made to go with option #1. Motion passed.
 - c. Additional Wage Reimbursement – A motion was made to keep as is. Motion passed.
 - d. Staffing Agencies – A motion was made to take out the proposed policy language. Motion passed.
 - e. STEP-UP – A motion was made to eliminate the cap of no more than 50 employees for urban companies to be eligible for STEP-UP. Motion passed.

The deadline to submit to the NM Register is June 24, 2021, for July 7th publication. Redlined changes will be discussed at next board meeting.

- II. July 16, 2021; 9:00 am -12:00 pm; Virtual

VIII. Adjourn

Ms. Sandoval-Johnson will be out next month on maternity leave. A motion to adjourn was made by Chairman Roper. The motion passed and the meeting adjourned at 11:24 am.