

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF June 12, 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
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
Jennifer Prada, Program Administrator

Guests

Chris Ziomek, Build with Robots, LLC
Sara Magalleta, Build with Robots, LLC
Jason Hundley, X-Bow Launch Systems, Inc.
Maureen Gannon, X-Bow Launch Systems, Inc.
Elaine Landon, The Boeing Company
Mark Gaspers, The Boeing Company
Dr. Charles Call, BioFlyte, Inc.
David Seldin, BioFlyte, Inc.
Wendy Ederer, AED

I. Introductions

The meeting convened at 9:09 am. The introduction of board and staff followed.

II. Approval of the Agenda

Mr. Tremko made a motion to approve the agenda. Ms. Bannowsky seconded the motion. Motion passed.

III. Amendment(s)

a) Build with Robots, LLC. – Albuquerque

The company requested a total of \$96,564.00 for 4 trainees at an average wage of \$39.29 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and reiterated the need for more field tech support and engineers.

A motion to approve the request in the amount of \$96,564.00 to hire and train 4 employees was made by Mr. Duske and seconded by Ms. Bannowsky. Motion passed.

IV. Proposals

a) X-Bow Launch Systems, Inc. – Albuquerque

The company requested a total of \$106,134.00 for 3 trainees at an average wage of \$43.83 per hour and 1 intern at an average wage of \$22.00 per hour. Total request includes \$1,250.00 for audit fees. This is the first time the company has applied for JTIP.

The company stated that they currently have 5 employees in Albuquerque, and about 24 in various other places; are 6-8 months new to NM; have been able to increase staffing during COVID-19; they have 2 contracts in negotiation and will just about double in size after; have the ability to study with Los Alamos labs and are siting for a facility between Las Cruces and Spaceport America; about 2/3rd of growth in personnel will be engineers, with 1/3rd tech.

A motion to approve the request in the amount of \$106,134.00 to hire and train 3 employees and 1 intern was made by Mr. Tremko and seconded by Mr. Serna. Motion passed.

b) The Boeing Company – Albuquerque

The company requested a total of \$633,948.12 for 22 trainees at an average wage of \$51.25 per hour. Total request includes \$1,750.00 for audit fees. The company has been approved for JTIP on three previous occasions.

The company stated that they are grateful for JTIP and have been able to enhance training through the program; about 60% of the hired engineers are New Mexican, 20% are newly hired veterans; the company partners with colleges; they have invested in Virgin Galactic; should have a Star liner flight test by the end of the year; and are currently getting bids for construction.

A motion to approve the request in the amount of \$633,948.12 to hire and train 22 employees was made by Ms. Bannowsky and seconded by Mr. Duske. Motion passed.

c) BioFlyte, Inc. – Albuquerque

The company requested a total of \$243,545.72 for 10 trainees at an average wage of \$33.00 per hour and 1 intern at an average wage of \$39.43 per hour. Total request includes \$1,250.00 for audit fees. This is the first time the company has applied for JTIP.

The company was created in January 2020 via video; they have signed a deal with Fleeer Systems to purchase a product line, which will lead to \$500,000 in revenue this year; are replacing the product and will launch the new product in July; in the pipeline is a \$10 million, 10-year order deal from Asia; they are looking for 20,000 square foot facility for possibly early next year.

A motion to approve the request in the amount of \$243,545.72 to hire and train 10 employees and 1 intern was made by Mr. Serna and seconded by Ms. Bannowsky. Motion passed.

V. Approval of the Minutes

- a. May 15, 2020 – JTIP Board Meeting
- b. The policy minutes will be deferred till next meeting in July

A motion to approve the minutes for the meeting on March 13, 2020 was made by Mr. Serna and seconded by Ms. Bannowsky. Motion passed.

VI. Fiscal Update – Mr. Gannon reviewed the fiscal report and mentioned the projects in the pipeline, approximately \$1.4 million in requests for July, with approximately \$3.2 million in the long term pipeline. LFC recommended reducing JTIP funding by \$1 million perhaps out of Special Appropriation funds, but the program will be okay due to the carry over.

VI. Other (Discussion Items)

- a. Review and Adoption of Policy Amendments for FY21 – discussions included: new FY21 – FY24 wage requirements; additional 5% for Foster Care for possibly 2 years to be able to track and review, then revisit; training eligibility for apprentices; Non-Production “Sales Engineers” – definition in ONET to be used as it is more directly related to production, will make internal guidelines;

A motion to approve the review and adoption of Policy Amendments for FY21 to be in effect by next board meeting was made by Ms. Bannowsky and seconded by Mr. Tremko. Motion passed.

- b. Report on projects impacted by COVID-19 - Mr. Gannon and Ms. Prada reported on the companies that have been impacted by COVID-19 and how hiring and end dates have been amended for certain companies as a result.
- c. Next Board Meeting - July 17, 2020; 9:00 am-12:00 pm; Virtual Meeting

VII. Adjourn

A motion to adjourn was made by Chairman Roper and seconded by all. The motion passed and the meeting adjourned at 10:51 am.