

**JOB TRAINING INCENTIVE PROGRAM  
MONTHLY BOARD MEETING**

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

**MEETING SUMMARY OF June 14, 2019**

**ATTENDEES:**

**Board Members**

Mark Roper – EDD Division Director - Board Chair  
Michelle Doran – Department of Workforce Solutions  
Marcos Martinez - NM Department of Workforce Solutions  
Brian Tremko – Organized Labor  
Theresa Ribeiro – NM Higher Education Department

**Board Members Absent**

Frances Bannowsky – NM Higher Education Department  
Louise Williams - NM Public Education Department

**JTIP Staff Present**

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

**Guests**

Angela Valdez, Affordable Solar Installation, Inc.  
Dr. Charles Harb, RingIR, Inc.  
Anna Harb, RingIR, Inc.  
Jim Kunz, Mega Corp., Inc.  
Chris Weals, SpinLaunch Inc.  
Luka Ispirescu, Silent Falcon UAS Technologies, Inc.  
Mia Peterson, Rural Sourcing, Inc.  
Luna Rodriguez-Garcia, Rural Sourcing, Inc.  
Duane Kinsley, Best Deal Retailer  
Alex Willis, Best Deal Retailer  
Matthew Suarez, SWRCC

## **I. Introductions**

The meeting convened at 9:00 am. The introduction of board and staff followed.

## **II. Approval of the Agenda**

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

## **III. Amendment(s)**

### **a) Affordable Installation, Inc. – Albuquerque**

The company thanked the board and discussed the need for the position, explaining that after many years they now require a full-time HR person. There was discussion about the company's current primary project in Edgewood.

A motion to approve the request in the amount of \$22,022.00 to hire and train 1 employee was made by Mr. Martinez and seconded by Mr. Tremko. Motion passed.

## **IV. Proposals**

### **a) RingIR, Inc. - Albuquerque**

*The company requested a total of \$37,527.92 for 2 trainees at an average wage of \$31.93 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on three previous occasions.*

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The company expressed gratitude for EDD's continued support; training has gone well, they now offer dental and a 401k plan; two interns are still with the company as part time; skill sets have advanced and so have wages; Socorro, Las Cruces and CNM tend to have more technical programs, they desire to supplement with UNM and are looking at research opportunities; are currently working on looking at spaces in Albuquerque, Socorro, Las Cruces and Farmington so that in the next 6-12 months they can lease or buy a new manufacturing facility; hope to bring on high school students for internships. Mr. Roper stated they can contact him for expansion options, incentives and financing.

A motion to approve the request in the amount of \$37,527.92 to hire and train 2 employees was made by Mr. Tremko and seconded by Ms. Riebero. Motion passed.

### **b) Mega Corp, Inc. - Albuquerque**

*The company requested a total of \$37,500.00 for 6 trainees at an average wage of \$17.46 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on six previous occasions.*

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The Company expressed appreciation for the program, they don't foresee a problem with finding candidates; was asked if the decrease in coal production would impact the business, Mr. Kunz responded no, not internationally; their global reach is about 50% outside the US.

A motion to approve the request in the amount of \$37,500.00 to hire and train 6 employees was made by Mr. Martinez and seconded by Mr. Tremko. Motion passed.

### **c) Spin Launch, Inc. – Truth or Consequences**

*The company requested a total of \$368,412.00 for 15 trainees at an average wage of \$29.40 per hour. Total request includes \$1,500.00 for audit fees. This is the first time the company has applied for JTIP.*

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The company provided background history; the NM site will be a testing facility; Ms. Doran expressed that the entry wage for the Aerospace Tech was a little low and that they may want to consider increasing it if they are having difficulty finding candidates or retaining employees; they were encouraged to use

contractors that use apprenticeship programs, was offered contact info for unions and help with finding candidates.

A motion to approve the request in the amount of \$368,412.00 to hire and train 15 employees was made by Mr. Tremko and seconded by Mr. Martinez. Motion passed.

**d) Silent Falcon UAS Technologies, Inc. – Albuquerque**

*The company requested a total of \$63,920.20 for 5 trainees at an average wage of \$27.48 per hour. Total request includes \$1,000.00 for audit fees. The company has been approved for JTIP on two previous occasions.*

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The company expressed appreciation for the program. They have had some growth since last August; secured a contract with the Department of Interior for fighting wild fires; their surveillance services are also used by the NM Department of Homeland Security; are doing work for an engineering firm for infrastructure inspection; most suppliers are sourced locally, some things come from out of the country, propellers are from Germany; they are interviewing 2 graduates from CNM through the unmanned pilot program and have contacted Northern NM College as well.

A motion to approve the request in the amount of \$63,920.20 to hire and train 5 employees was made by Mr. Martinez and seconded by Ms. Doran. Motion passed.

**e) Rural Sourcing, Inc. – Albuquerque**

*The company requested a total of \$245,078.00 for 12 trainees at an average wage of \$33.04 per hour. Total request includes \$1,250.00 for audit fees. The company has been approved for JTIP on seven previous occasions.*

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The company expressed appreciation for the program; highlighted the jobs they have created in NM; CNM Deep Dive boot camps, and UNM continue to be resources for workers; they currently have 8 interns that they hope to transition to regular employees; face challenges with senior positions; are in the process of remodeling the basement area to house the additional employees; are working with Cultivating Coders program, will participate with High Schools this fall; in comparison to other sites, NM's is typical with 100-150, after 150, tough to sustain workforce and find talent; discussion of other centers/offices possible for NM.

A motion to approve the request in the amount of \$245,078.00 to hire and train 12 employees was made by Mr. Tremko and seconded by Mr. Martinez. Motion passed.

**f) Best Deal Retailer – Albuquerque**

*The company requested a total of \$140,722.00 for 10 trainees and 1 intern at an average wage of \$26.26 per hour for trainees and \$15.00 per hour for intern. Total request includes \$1,250.00 for audit fees. This is the first time the company has applied for JTIP.*

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The company gave a demonstration of the application, explained their concept; described sources of revenue and how they will bring in customers. Ms. Doran mentioned that the web developer wages may be low for the market, may want to consider increasing.

A motion to approve the request in the amount of \$140,722.00 to hire and train 10 employees and 1 intern was made by Mr. Martinez and seconded by Ms. Doran. Motion passed.

**V. Approval of the Minutes**

- a. May 10, 2019 – JTIP Board Meeting

A motion to approve the minutes for the meeting on May 10, 2019 was made by Mr. Tremko and seconded by Mr. Martinez. Motion passed.

**VII. Fiscal Update** – Ms. Gutiérrez reviewed the fiscal report, mentioned projects in the pipeline, FY 2020 appropriation amounts and provided some preliminary annual program stats as of May.

**VIII. Other (Discussion Items)**

- a. Next Board Meeting – July 12, 2019, 9:00 am-12:00 pm; Santa Fe, Joseph M. Montoya Building, Bid Room

**IX. Adjourn**

A motion to adjourn was made by Ms. Doran and seconded by Mr. Tremko. The motion passed and the meeting adjourned at 10:46 am.