

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF August 13, 2021

ATTENDEES:

Board Members

Mark Roper, EDD Division Director - Board Chair
Marc Duske, NM Public Education Department
Michelle Doran, Department of Workforce Solutions
Amber Gallup-Rodriguez, NMHED

Board Members Absent

Ricky Serna, NM Department of Workforce Solutions
Monica Sandoval-Johnson, STEM Boomerang

JTIP Staff Present

Patrick Gannon, Program Manager
Avelina Borrego, Marketing Coordinator
Jennifer Prada, Program Administrator

Guests

Jessica Bowyer, Sombra Cosmetics, Inc.
Brian Riley, Sombra Cosmetics, Inc.
Kelly Egolf, New Mexico Fresh Foods, LLC
Alex Koglin, Nature's Toolbox, Inc. dba NTx
Ann Ezell, Nature's Toolbox, Inc. dba NTx,
Adam Kidd, KiloNewton, LLC
Karen Siembieda, X2nSAT, Inc.
Fred Alvarado, Red Mountain Arsenal, LLC
Chris Ziomek, Build with Robots, Inc.
Stacey Gunthorpe, X-Bow Launch Systems, Inc.
John Leary, X-Bow Launch Systems, Inc.
Lisa Atkinson, TORC Robotics, Inc.
Lem Hunter, Vibrant Corporation
Bill Hoermle, Vibrant Corporation
Thomas Swendson, New Mexico Harvest, Inc.
Kyle Malone, New Mexico Harvest, Inc.
Alana Harris, Santa Fe Brewing Company
Anna Jones, Anna & Eve, LLC
Robert Houston, Anna & Eve, LLC
Earl Jr. DeBrine, Capitol Bar & Brewery
Denise Tally, Amfabsteel, Inc.
Michelle Bunyard, Amfabsteel, Inc.
Amy Byres, Sandoval Economic Alliance
Angel Irlanda, Earth Traveler Teardrop Trailers, LLC

Laura Esteves De Irlanda, Earth Traveler Teardrop Trailers, LLC
Anthony Ermalovich, Ergomotion, Inc.
Wendy Ederer, AED
Lorraine Ruggles, NMEDD Regional Representative

I. Introductions

The meeting convened at 9:01 am. The introduction of board and staff followed.

II. Approval of the Agenda as amended

A revision was made to the agenda to remove RingIR, Inc. until the September 2021 board meeting. Motion to approve as revised was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

III. Consent Calendar

The following companies were presented as a whole, as they have been before the board on previous occasions:

- a) Sombra Cosmetics, Inc. 2021-0056 (Amendment)
- b) New Mexico Fresh Foods, LLC
- c) Nature's Toolbox, Inc. dba NTx
- d) KiloNewton, LLC
- e) X2Nsat, Inc.
- f) Red Mountain Arsenal, LLC
- g) Build With Robots, Inc.
- h) X-Bow Launch Systems, Inc.
- i) TORC Robotics, Inc.

A motion to approve the companies referenced above as a whole was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

IV. Consideration of Proposals

a) Vibrant Corporation – Albuquerque

The company requested a total of \$150,268.00 for 7 trainees at an average wage of \$38.21 per hour. The company has been approved for JTIP on eight previous occasions.

The company expressed appreciation for the opportunity and stated that COVID hurt, but they are doing better now due to the help from the state of NM. The support in the past has allowed growth.

A motion to approve the request in the amount of \$150,268.00 to hire and train 7 employees was made by Mr. Duske and seconded by Ms. Gallup-Rodriguez. Motion passed.

b) New Mexico Harvest, Inc. – Albuquerque

The company requested a total of \$62,760.00 for 8 trainees at an average wage of \$20.09 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation and stated that they are focused on the local foods of NM; are pushing safety and is the first GAP certified food hub in the state; has contracts with Whole Foods, Montanita Co-ops and others; they need help with "direct package" into grocery stores; regarding recruiting, they are recruiting via Workforce Solutions, also has a large network and already has 1 – 2 candidates in mind for this project.

A motion to approve the request in the amount of \$62,760.00 to hire and train 8 employees was made by Ms. Gallup-Rodriguez and seconded by Ms. Doran. Motion passed.

c) Santa Fe Brewing Company – Santa Fe

The company requested a total of \$69,096.00 for 3 trainees at an average wage of \$32.00 per hour. The company has been approved for JTIP on three previous occasions.

The company expressed appreciation for the opportunity and stated that they are focusing on their sales and marketing departments as well as retail tap rooms; are investing in tech and production, etc., and the need for expansion is now.

A motion to approve the request in the amount of \$69,096.00 to hire and train 3 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

d) Anna & Eve, LLC. – Placitas

The company requested a total of \$11,420.80 for 1 trainee at an average wage of \$16.70 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for the opportunity and stated that although they survived COVID, they were impacted in the first year, due to low stock. They now have inventory on hand and more coming; manufacturing in the USA has proven to be difficult. They received two quotes, one was willing to, but was too expensive; China is okay for manufacturing, but although Taiwan is more expensive, they take care of their employees, and they provide better quality. Mexico may be an option and they will investigate it.

A motion to approve the request in the amount of \$11,420.80 to hire and train 1 employee was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

e) Capitol Bar & Brewery – Socorro

The company requested a total of \$19,360.00 for 2 trainees at an average wage of \$15.08 per hour. This is the first time the company has applied for JTIP.

The company expressed appreciation for JTIP and LEDA; and stated that COVID was hard, the bar part had different standards, the brewery part saved the company.

A motion to approve the request in the amount of \$19,360.00 to hire and train 2 employees was made by Ms. Gallup-Rodriguez and seconded by Mr. Duske. Motion passed.

f) Amfabsteel, Inc. – Bernalillo

The company requested a total of \$240,974.00 for 23 trainees at an average wage of \$17.67 per hour. The company has been approved for JTIP on four previous occasions.

The company stated that they are happy to be back; today they are at 128 employees; they have a big backlog, 98% is out of state; and without JTIP or Step-Up, no expansion would be possible.

A motion to approve the request in the amount of \$240,974.00 to hire and train 23 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

g) Amfabsteel, Inc. – STEP-UP – Bernalillo

The company requested a total of \$15,120.64 for 2 trainees. The company has been approved for JTIP on four previous occasions.

An overview/summary was given by Ms. Borrego. The company had nothing further to add.

A motion to approve the request in the amount of \$15,120.64 to hire and train 2 employees was made by Ms. Doran and seconded by Mr. Duske. Motion passed.

h) Earth Traveler Teardrop Trailers, LLC – Santa Fe

The company requested a total of \$25,840.00 for 6 trainees at an average wage of \$17.25 per hour. This is the first time the company has applied for JTIP.

An overview/summary was given by Ms. Borrego. The company had nothing further to add.

A motion to approve the request in the amount of \$25,840.00 to hire and train 6 employees was made by Ms. Gallup-Rodriguez and seconded by Mr. Duske. Motion passed.

i) Ergomotion, Inc. – Santa Teresa

The company requested a total of \$33,840.00 for 4 trainees at an average wage of \$17.40 per hour. This is the first time the company has applied for JTIP.

An overview/summary was given by Ms. Borrego, and more was given by the company. They stated that they already have some applicants in line for this project.

A motion to approve the request in the amount of \$33,840.00 to hire and train 4 employees was made by Mr. Duske and seconded by Ms. Doran. Motion passed.

V. Approval of the Minutes

- a. JTIP Board meeting, July 16, 2021 - a motion was made by Mr. Duske and seconded by Ms. Gallup-Rodriguez. Motion passed.

VI. Fiscal Update

Mr. Gannon reviewed the fiscal report and the short-term projects in the pipeline. Chairman Roper suggested Mr. Gannon send out a side-by-side comparison of the pipeline projects to the board, based on Mr. Duske's inquiry.

VII. Other (Discussion Items)

- a. Future JTIP Board meetings – the Delta variant has proven that we will stay virtual for the near future; we may need an additional alternative board meeting. Mr. Duske informally introduced Mr. Jaime Hernandez and would like Mr. Hernandez to be added to future emails as he may be covering for Mr. Duske in the future, if necessary.
- b. Next Board Meeting – September 17, 2021; 9:00 am -12:00 pm; Virtual

VIII. Adjourn

A motion to adjourn was made by Chairman Roper. The motion passed and the meeting adjourned at 11:00 am.