

**JOB TRAINING INCENTIVE
PROGRAM MONTHLY BOARD
MEETING**

Virtual Meeting

MEETING SUMMARY OF August 12, 2022

ATTENDEES:

Board Members

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

Board Members Absent

Ricky Serna, Acting Secretary, Department of Workforce Solutions

JTIP Staff Present

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

Guests

Phil Ferguson, 3D Glass Solutions, Inc.
Shandra Canterbury, 3D Glass Solutions, Inc.
Adam Crespín, The Verdes Foundation
Ndidiamaka Okpareke, Olive Tree Pharmacy, Co.
Fred Shepherd, Sandoval Economic Alliance
Moira O'Hanlon, Taos Bee Flower Company
Brandon Garrett, Electric Playhouse, Inc.
Sabrina Smith, Electric Playhouse, Inc.
Lisa Atkinson, TORC Robotics, Inc.
John Williamson, KiloNewton, LLC
Jonathan Neri, Juniper Trust Company
Mark Turner, Juniper Trust Company
Adan Vasquez, Dean Baldwin Painting
Barbara Baldwin, Dean Baldwin Painting
Mike Espiritu, Roswell-Chaves County Economic Development Corp.
Thomas Stephenson, Pajarito Powder, LLC
Dixie Colvin, Pajarito Powder, LLC
Mark Kelly, Photon Rainbow
Spencer Tuttle, Curia New Mexico, LLC aka Curia Global, Inc.
Sheri Weber, Curia New Mexico, LLC aka Curia Global, Inc.

I. Introductions

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

II. Approval of the Amended Agenda

Motion to approve the amended agenda to add Pajarito Powder was made by Ms. Sena and seconded by Mr. Duske. Motion passed unanimously.

III. Consideration of Amendment

a) 3D Glass Solutions, Inc. – Albuquerque

The company requested a total of \$28,874.56 for 1 trainee at an average wage of \$50.48 per hour. The company has been approved for JTIP on fifteen previous occasions.

The company thanked the board and stated that they have a candidate for this position.

A motion to approve this request was made by Mr. Duske and seconded by Ms. Sena. Motion passed unanimously.

IV. Consideration of Proposals

a) The Verdes Foundation - Albuquerque

The company requested a total of \$45,338.00 for 9 trainees at an average wage of \$18.20 per hour. The company has been approved for JTIP on eight previous occasions.

The company stated that they have grown a lot since 2011, highly due to JTIP's support; they are planning on increasing the minimum wage to \$19.23 per hour soon; they are starting to move away from the Registered Nurse model; are in the process of recruiting the past six positions and are in the process of filling some.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

b) Olive Tree Pharmacy Co. – Rio Rancho

The company requested a total of \$41,442.00 for 3 trainees at an average wage of \$30.00 per hour. The company has been approved for JTIP on one previous occasion.

The company stated that they were able to hire one on the previous project and increase the hourly wage; had to push back construction on the new building, which is scheduled to start around September 12, 2022, they plan to open it in January/February 2023.

A motion to approve this request was made by Mr. Duske and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

c) Taos Bee Flower Company - Taos

The company requested a total of \$8,272.40 for 1 trainee at an average wage of \$14.63 per hour. This is the company's first JTIP application.

The company expressed appreciation and stated that they want to scale up and two full time employees will help with that. There is growth potential for the position to move to management. The company gave a more extensive overview of its operations.

A motion to approve this request was made by Ms. Sena and seconded by Ms. Doran. Motion passed unanimously.

d) Electric Playhouse, Inc. – Albuquerque

The company requested a total of \$323,954.36 for 17 trainees at an average wage of \$34.30 per hour. The company has been approved for JTIP on one previous occasion.

The company state that they are excited and looking forward to the future; had to shut down their location after six weeks due to COVID but were able to sustain their team; these positions will provide for a new workforce. It was recommended that they investigate colleges for recruiting purposes.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

e) TORC Robotics, Inc. – Albuquerque

The company requested a total of \$498,116.28 for 24 trainees at an average wage of \$40.02 per hour. The company has been approved for JTIP on four previous occasions.

The company stated that their testing teams will support infrastructure; COVID was a part of them not being able to fill some previous positions, they have since added to their recruiting team; has had zero incidents in entire testing.

A motion to approve this request was made by Ms. Sandoval-Johnson and seconded by Ms. Sena. Motion passed unanimously.

f) KiloNewton, LLC - Albuquerque

The company requested a total of \$124,654.00 for 5 trainees at an average wage of \$41.10 per hour and 1 intern at an average wage of \$25.00 per hour. The company has been approved for JTIP on five previous occasions.

The company stated that they utilize the UNM Civil Engineering Department; EDAC and hiring fairs. Ms. Doran suggested a possible change in position to Project Manager to get a better candidate.

A motion to approve this request was made by Mr. Duske and seconded by Ms. Doran. Motion passed unanimously.

g) Juniper Trust Company – Santa Fe

The company requested a total of \$132,201.12 for 8 trainees at an average wage of \$30.94 per hour. This is the company's first JTIP application.

The company stated that they were approved for charter on August 1, 2022; has started to train in Santa Fe and gave a summary/overview of its operations.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

h) Dean Baldwin Painting, LP - Roswell

The company requested a total of \$163,012.00 for 25 trainees at an average wage of \$15.53 per hour. This is the company's first JTIP application.

The company expressed appreciation and stated that they are one of the biggest employers in town; they train from entry level to become master painters at great pay and without a degree; COVID did have an initial impact but are now busier than ever; the company was headquartered in San Antonio, TX and came from Miami in September 2011.

A motion to approve this request was made by Ms. Sena and seconded by Mr. Duske. Motion passed unanimously.

i) Pajarito Powder, LLC - Albuquerque

The company requested a total of \$152,050.04 for 7 trainees at an average wage of \$40.78 per hour. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation and stated that funding for the first phase closed a year ago, the next phase will close shortly, then the next soon after; has grown from twelve to nineteen new positions as well as some that weren't previously filled; tail winds hydro continues to grow as well as partnerships; has had hiring success and five trainees have been promoted; has had 5% increases across the company; has added more benefits in 2022; gave more detail about production and research and development activity.

A motion to approve this request was made by Ms. Sena and seconded by Ms. Doran. Motion passed unanimously.

j) Photon Rainbow, LLC - Albuquerque

The company requested a total of \$22,850.00 for 3 trainees at an average wage of \$22.50 per hour. This is the company's first JTIP application.

The company spoke of the new tax credit legislation that passed as of today, which reduces tax liability; stated that solar stocks are going back up; will be getting new equipment that will allow the company to get the solar panels on the roof without the need for a ladder.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

k) Curia New Mexico, LLC aka Curia Global, Inc. - Albuquerque

The company requested a total of \$1,111,160.56 for 59 trainees at an average wage of \$35.21 per hour. This is the company's first JTIP application.

The company expressed appreciation, is excited about the expansion and gave an overview for occupational purposes for Ms. Doran.

A motion to approve this request was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

V. Approval of Minutes

- a. JTIP Board meeting, July 8, 2022 - a motion was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

VI. Fiscal Update

Mr. Gannon shared the fiscal report and the projects in the pipeline. Some corrections needed to be made and Mr. Gannon will send out a revised budget.

VII. Other (Discussion Items)

- a. Recruitment Training – Ms. Sandoval – Johnson stated she is working with other professionals regarding a workshop series featuring small start up recruitment

strategies and has come up with a curriculum; the goal is the get companies to attend these workshops and is hoping that JTIP can help with this.

b. Next Board Meeting – September 9, 2022; 9:00 am -12:00 pm; Virtual

VIII. Adjourn

A motion to adjourn was made by Mr. Chair. The motion passed unanimously, and the meeting adjourned at 12:20 pm.