

**JOB TRAINING INCENTIVE
PROGRAM MONTHLY BOARD
MEETING**

Virtual Meeting

MEETING SUMMARY OF September 9, 2022

ATTENDEES:

Board Members

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

Board Members Absent

JTIP Staff Present

Avelina Borrego, Marketing Coordinator
Jennifer Prada, Program Administrator

Guests

Samantha Brendible, Franklin Mountain Packaging, LLC
Adriana Araujo, Franklin Mountain Packing, LLC
David Newman, Contigo Compounding and Infusion Pharmacy
Bill Hoermle, Vibrant Corporation
Mason Martinez, BlueHalo, LLC
Phil Ferguson, 3D Glass Solutions, Inc.
Sommer Martin, Organ Mountain Wellness, LLC
Zachary Martin, Organ Mountain Wellness, LLC
Jessica Lyn Robles, Mesilla Valley EDD
Chris Taylor, Heritage Driven, LLC
Jim Kunz, Mega Corp, Inc.
Silvia Paola Miranda, Stampede Meat, Inc.
Leonard Salgado, Pecos Valley Production, Inc.
David Sifuentes, Pecos Valley Production, Inc.
Jim Lucero, NMEDD Regional Representative
Susie Russell, NMEDD Regional Representative

I. Introductions

The meeting convened at 9:02 am. The introduction of board and staff followed.

II. Approval of the Agenda

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

III. Consideration of Proposals

a) Franklin Mountain Packaging, LLC – Santa Teresa

The company requested a total of \$428,260.00 for 64 trainees at an average wage of \$17.18 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they have hired more temporary employees out of Arizona but hope to hire more New Mexico employees; there is a potential business expansion in the same area; they sell to a lot of local customers, however, many are in Mexico; a product overview was given and more information about health coverage was also discussed. Some of these positions are from previous applications that were not filled, and some are new positions.

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

b) NM Compounding and Infusion Pharmacy, LLC dba Contigo Compounding and Infusion Pharmacy – Albuquerque

The company requested a total of \$56,260.00 for 3 trainees at an average wage of \$36.17 per hour. The company has been approved for JTIP on one previous occasion.

The company stated that they were excited about the growth opportunities; gave more information about health coverage, which will improve as the company grows and will include profit sharing; would like to hire from UNM's Pharmacy Tech program in the future; and gave a more extensive overview of the company.

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

c) Vibrant Corporation - Albuquerque

The company requested a total of \$175,501.52 for 7 trainees at an average wage of \$43.79 per hour. The company has been approved for JTIP on ten previous occasions.

The company expressed appreciation and stated that they are having the best year ever despite having had challenges finding qualified people. Ms. Sandoval-Johnson has been helping them out in this area; however, has also had some supply chain issues; have moved into Dallas, Los Angeles, and London successfully and will be in Hong Kong later. The company gave more of an overview of their product as well.

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

d) BlueHalo, LLC – Albuquerque

The company requested a total of \$648,074.00 for 21 trainees at an average wage of \$53.79 per hour. This is the company's first JTIP application.

The company expressed appreciation for the opportunity; has had new contract awards,

from prototyping to full scale manufacturing; will hire new employees that can be trained and experienced employees as well; expanded on all that is being done throughout the company.

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

e) 3D Glass Solutions, Inc. – Albuquerque

The company requested a total of \$170,568.00 for 6 trainees at an average wage of \$52.17 per hour. The company has been approved for JTIP on fifteen previous occasions.

The company expressed appreciation once again and stated that they will grow about 20% by the end of 2022; are identifying new roles that need to be filled; 56 of their current employees are JTIP filled; 2 of 6 are re-applications that were previously unfilled, 2 are brand new Sr. level engineer positions; they are anxious to hear from CNM's mecatronics program which will hopefully launch in the fall of 2023 – production staff would benefit from this.

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

f) Organ Mountain Wellness, LLC – Las Cruces

The company requested a total of \$194,012.00 for 12 trainees at an average wage of \$30.58 per hour. This is the company's first JTIP application.

The company stated that most of the employees were previously hired as apprentices or interns. It was determined by Mr. Gannon and Ms. Borrego that only one position was eligible for JTIP funding, which lowered the JTIP funding to \$22,986.00. The company expressed appreciation for the opportunity; wants to expand operations by opening another dispensary in the next couple of years and wants to add to their product capabilities; is a very energy efficient company and is striving to implement solar power to production facilities; they grow locally and buy wholesale from other vendors, due to the extraction capabilities not had by the company yet; produces the majority of products sold at the Las Cruces store. Ms. Robles spoke on behalf of the company and highly recommends approval.

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

g) Heritage Driven – Albuquerque

The company requested a total of \$25,570.00 for 3 trainees at an average wage of \$21.33 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they have been successful, one trainee has really excelled and has helped with processes. Ms. Nair encouraged them to connect with career pathways apprenticeship program. A dip in revenue in 2021 was mentioned, which was due to a timing issue, they need more staff to build vehicles faster.

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

h) Mega Corp, Inc. - Albuquerque

The company requested a total of \$59,470.00 for 8 trainees at an average wage of \$21.63 per hour. The company has been approved for JTIP on seven previous occasions.

The company stated that JTIP has been successful for the company; most interns in the past have come from UNM and NM Tech. Are appreciative for the opportunity.

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

i) Stampede Meat, Inc. – Sunland Park

The company requested a total of \$755,590.00 for 97 trainees at an average wage of \$14.98 per hour. The company has been approved for JTIP on seven previous occasions.

The company expressed appreciation and stated that they will add an Assistant Supervisor position via an amendment for the next board meeting. It was listed in the application, but not on the funding request. The company gave a report on recruiting efforts used.

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

j) Pecos Valley Production, Inc. - Roswell

The company requested a total of \$233,715.60 for 29 trainees at an average wage of \$17.05 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they are expanding in all aspects across the state; are creating jobs and tax revenue to 10 different counties in the state. Mr. Lucero stated that he recently toured the facility and is impressed and highly recommends approval.

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

IV. Consideration of STEP-UP Proposal

a) Pecos Valley Production, Inc. - Roswell

The company requested a total of \$5,280.00 for 15 trainees. This is the company's first JTIP Step-Up application.

The company expressed appreciation. Ms. Sena asked for an explanation of what Step-Up meant and Mr. Roper provided a response.

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

V. Approval of Minutes

- a. JTIP Board meeting, August 12, 2022 - a motion was made by Mr. Duske and seconded by Ms. Sena. Motion passed unanimously.

VI. Fiscal Update

Chairman Roper shared the fiscal report and the projects in the pipeline.

VII. Other (Discussion Items)

- a. Mr. Duske introduced Karla Melendez. She is replacing Mr. Jaime Hernandez. Mr. Gannon will add her to future emails.
- b. Discussion was had about training plans and hours, and pre-employment educational training at PED level.
- c. Next Board Meeting – October 14, 2022; 9:00 am -12:00 pm; Virtual – Chairman Roper will be out of the country.

VIII. Adjourn

A motion to adjourn was made by Mr. Chair. The motion passed unanimously, and the meeting adjourned at 11:52 am.