

**JOB TRAINING INCENTIVE
PROGRAM MONTHLY BOARD
MEETING**

Virtual Meeting

MEETING SUMMARY OF March 10, 2023

ATTENDEES:

Board Members

Mark Roper, EDD Division Director, Board Chair
Monica Sandoval-Johnson, STEM Boomerang
Michelle Doran, Department of Workforce Solutions
Denise Victoria Ojeda, NM PED

Marcos Martinez, DWS

Board Members Absent

Marc Duske, NM PED
Kathleen Sena, NM Higher Education Department

JTIP Staff Present

Patrick Gannon, JTIP Manager
Avelina Borrego, Marketing Coordinator

Guests

Kary Ann Taha, TS Nano Sealants, LLC
Connie Neuman, NTx
Keegan Mackenzie-Chavez, NTx
Fred Shepherd, SEA
Lorraine Ruggles, NMEDD
John Perullo, Franklin Mountain Packaging, LLC
Yolanda Chavez, Franklin Mountain Packaging, LLC
Cristina Vazquez, Franklin Mountain Packaging,
LLC Scott Stone, Franklin Mountain Packaging, LLC
JessicaLyn Robles MVEDA
Louise Marquez, NMEDD
Julia Brown, NMEDD
Mark Francis, Electronic Caregiver, Inc.
Albert Parra, Electronic Caregiver, Inc.
Jorge Sanchez, Electronic Caregiver, Inc.
Rachel Anaya, Electronic Caregiver, Inc.
Hunter McDaniel, UbiQD, Inc.
Liseth Garay, UbiQD, Inc.

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. Sandoval-Johnson and seconded by Mr. Martinez. Motion passed unanimously.

III. Consideration of Amendment

a) TS Nano Sealants, LLC – Albuquerque

The company requested a total of \$24,750.44 for 1 trainee at an average wage of \$43.27 per hour. The company has been approved for JTIP on one previous occasion.

The company stated that they are signing their first vendor agreement with a big oil company; they are in two more big suites; are ready to hire; has recently purchased a truck and trailer; this position will be for the Hobbs location; expecting funding in May and hope to fill three positions ASAP.

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

IV. Consideration of Proposals

a) Nature's Toolbox, Inc. dba NTx – Rio Rancho

The company requested a total of \$301,069.56 for 15 trainees at an average wage of \$36.88 per hour. The company has been approved for JTIP on five previous occasions.

The company expressed appreciation and that they are very excited to be bringing back employees to NM and to expand the Rio Rancho office. Mr. Shepherd stated that they are drawing more interest in the bio industry and that they are a shining star in Rio Rancho.

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

b) Franklin Mountain Packaging, LLC – Santa Teresa

The company requested a total of \$565,201.60 for 55 trainees at an average wage of \$17.39 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that they are doing great and are looking to grow quickly.

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

c) Electronic Caregiver, Inc. – Las Cruces

The company requested a total of \$628,403.60 for 73 trainees at an average wage of \$23.18 per hour. The company has applied for JTIP on two previous occasions.

The company expressed gratitude for the collaboration between the department and the company, which is amazing; they are a driving force in NM and Southern NM; are working with NM State for technical jobs; started renting out office space in Las Cruces and now own the tallest building in Las Cruces. Ms. Marquez stated that they have made a huge impact in Las Cruces and that their level of hiring is unmatched. Ms.

Robles stated that the percentage of raises and promotions is commendable as well as their retainage. Chairman Roper stated that how the company works behind the scenes is mind boggling and asked for a demonstration at a future board meeting.

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

d) UbiQD, Inc. – Los Alamos

The company requested a total of \$56,253.52 for 1 trainee at an average wage of \$96.16 per hour. The company has applied for JTIP on eleven previous occasions.

The company expressed gratitude and stated that they are playing catch up; are recruiting out of state as well as in state; has 27 full time employees; had a positive \$3 million in cash flow last year; interested in agriculture application; has new markets with Swiss company and in Albuquerque and already has some candidates in mind for this position.

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

V. Approval of Minutes

- a. JTIP Board meeting, February 10, 2023 - a motion was made by Ms. Sandoval-Johnson and seconded by Mr. Martinez. Motion passed unanimously.

VI. Fiscal Update

Mr. Gannon shared the fiscal report and the projects in the pipeline. Curia has a hiring freeze; some funds have been returned, and they will apply again; Ms. Ruggles and Mr. Gannon met with Intel, and they will be getting an application submitted in June. Blue Halo will put in a new request, they have extensive expansion plans, around 400 people are working for them now.

VII. Other (Discussion Items)

- a. Legislative Updates – Chairman Roper stated that things were the same from the previous board meeting.
- b. Present proposed policy amendment schedule and amendments to board – Regarding legislative finance HB 2, per Chairman Roper, it was being drafted; recurring \$6.7 million in next year's budget and after for the base budget and \$3 million for the special appropriation budget; so \$9.7 million for next year, with carryover, should be fine. Regarding policy amendments, Mr. Gannon introduced and went over the draft schedule; four items are up for consideration. Chairman Roper will look at employment through temp agencies, i.e., language, etc.
- c. Next Board Meeting – April 14, 2023; 9:00 am -12:00 pm; Virtual

VIII. Adjourn

A motion to adjourn was made by Chairman Roper. The motion passed unanimously, and the meeting adjourned at 10:39 am.