

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF January 12, 2024

ATTENDEES:

Board Members

Jon Clark, EDD Acting Cabinet Secretary, Board Chair
Marc Duske, NM Public Education Department
Kathleen Sena, HED
Marcos Martinez, Department of Workforce Solutions
Michelle Doran, Department of Workforce Solutions

Board Members Absent

Mark Roper, EDD Division Director, Board Chair
Sara Gutierrez, EDD Deputy Division Director
Monica Sandoval-Johnson, STEM Boomerang

JTIP Staff Present

Avelina Borrego, JTIP Marketing Coordinator
Jennifer Prada, JTIP Program Administrator

Guests

Marti MacDonald, Paradise Power Company, Inc.
Rachel Anaya, Electronic Caregiver, Inc.
Abel Salcido, Electronic Caregiver, Inc.
JessicaLyn Robles, Mesilla Valley Economic Development Alliance
Alex Marucci, Higher Cultures, LLC
Amber Ford, Higher Cultures, LLC
Rianon Lobato, Higher Cultures, LLC
Luise Marquez, NMEDD Regional Representative
Julia Brown, NMEDD Regional Representative
Robin Ritter, Knight Scientific Systems, LLC
Chad Matheson, Albuquerque Regional Economic Alliance
Antonio Granillo, Albuquerque Regional Economic Alliance
Daniel Smuck, Albuquerque Regional Economic Alliance
Vaadra Chavez, Securin, Inc. fka Cyber Security Works, LLC
Jennifer Littlefield, Securin, Inc. fka Cyber Security Works, LLC

I. Introductions

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

II. Approval of the Agenda

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

III. Consideration of Step-Up proposals

a) Paradise Power Company, Inc. (PPC Solar) - Taos

The company requested a total of \$27,944.00 for 15 trainees. The company has been approved for JTIP on five previous occasions and Step-Up on seven previous occasions.

The company expressed appreciation and stated that they are excited about offering training at a higher level for management, all training is virtual, however, some training provides continued education also.

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

b) Electronic Caregiver, Inc. – Las Cruces

The company requested a total of \$101,500.00 for 37 trainees. The company has been approved for JTIP on three previous occasions. This is the company's first Step-Up application.

The company expressed appreciation and stated that they are contracting to help get hands on training for certifications. Ms. Robles spoke on behalf of the company and stated that their training course shows commitment. Ms. Robles fully supports this company's request.

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

IV. Consideration of Proposals

a) Higher Cultures, LLC – Las Cruces

The company requested a total of \$33,656.40 for 5 trainees at an average wage of \$21.38 per hour. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation and stated that are happy to be here. Ms. Robles spoke on behalf of the company and stated that they are excelling at a fast rate and offer great benefits. Ms. Doran asked about the Sales Manager role, to which the response was that the current one they have now is in Las Cruces, the new one will be in Albuquerque.

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

b) Knight Scientific Systems, LLC – Los Ranchos/Albuquerque

The company requested a total of \$64,730.00 for 2 trainees at an average wage of \$45.00 per hour and 1 intern at an average wage of \$37.50 per hour. This is the company's first JTIP application.

The company expressed appreciation and stated that they are expanding; marketing is competitive. Mr. Granillo stated that he is excited to support this company. Ms. Sena thanked them for working with higher learning institutions and Ms. Doran stated that they have great wages for interns.

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

c) Securin, Inc. fka Cyber Security Works, LLC – Albuquerque

The company requested a total of \$1,089,872.00 for 27 trainees at an average wage of \$70.41. Cyber Security Works, LLC has been approved for JTIP on two previous occasions. This is Securin, Inc's first JTIP application.

The company expressed appreciation and stated that they have up to 21 employees in NM and are hoping to double this. Mr. Granillo stated that he is excited to hear how significant growth has been, especially with the competition. Mr. Doran stated that wages are good and asked about recruiting and retention challenges, to which the company stated that it's a competitive workforce and retention is a unique challenge in that it's not a standard 8-5 job, it's a "running" type role with not a lot of start up experience, such a demand for cyber security. They are partnering with a wonderful team in India. Design patented software is the focus. The company went on to elaborate more on jobs and needs. Ms. Sena recommended they reach out to East NM University in Ruidoso as they have a strong cyber security program and CNM has some opportunities as well, to which they stated that they will. The company has also reached out to NM Tech and UNM.

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

V. Revised consideration of an approved proposal from December 8, 2023

a. Spiritus Technologies PBC – Whiterock

The location is Whiterock, not Los Alamos, therefore, they qualify for 65% reimbursement as opposed to 50%.

A motion to approve this change was made by Mr. Martinez and seconded by Mr. Duske. Motion passed unanimously.

VI. Approval of Minutes

a. JTIP Board meeting December 8, 2023 - a motion was made by Mr. Duske and seconded by Ms. Sena. Motion passed unanimously.

VII. Fiscal Update

Ms. Borrego shared the fiscal report and the projects in the pipeline.

VIII. Other Discussion Items

a. Next Board Meeting

- i. February 9, 2024; 9:00 am -12:00 pm; Virtual

IX. Adjourn

A motion to adjourn was made by Mr. Chair. The motion passed unanimously, and the meeting adjourned at 9:54 am.