

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF October 13, 2023

ATTENDEES:

Board Members

Sara Gutierrez, EDD Deputy Division Director, Acting Board Chair
Monica Sandoval-Johnson, STEM Boomerang
Victoria Denise Ojeda, NM Public Education Department
Michelle Doran, Department of Workforce Solutions

Board Members Absent

Mark Roper, EDD Division Director, Board Chair
Marcos Martinez, Department of Workforce Solutions
Marc Duske, NM Public Education Department
Karla Melendez, Department of Workforce Solutions

JTIP Staff Present

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

Guests

Michelle Bunyard, Amfabsteel, Inc.
Teresa Dahl-Bredine, Little Toad Creek Brewery and Distillery
Michael Calhoun, Red River Brewing Company, LLC
Max Kudaca, Red River Brewing Company
Deepak Jain, Wink
Meera Goyal, Wink
Jordan Clancy
Paul Dahlgren, AREA
John-Paul Bulow, Beck & Bulow Buffalo, LLC
Casey Dahlbor, City of Santa Fe
Carla Rachkowski, RDC
Jeremy Tulipane, AerSale Landing Gear Solutions
Fred Shepherd, SCEDA
Antonio Granillo, AREA
Lorraine Ruggles, NMEDD Regional Representative
Beth Waldrip, NMEDD Regional Representative
Paige Ryan, NMEDD Regional Representative
Peter Mitchell, NMEDD Regional Representative
Luise Marquez, NMEDD Regional Representative
Keegan Mackenzie-Chavez, NMEDD Regional Representative

I. Introductions

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

II. Approval of the Agenda

Motion to approve the agenda as amended by removing KiloNewton, LLC until November's board meeting was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed unanimously.

III. Consideration of Step-Up proposal

a) Amfabsteel, Inc. - Bernalillo

The company requested a total of \$780.00 for 1 trainee. The company has been approved for JTIP on four previous occasions and Step-Up on two previous occasions.

The company expressed appreciation and stated that the training is for Ms. Bunyard to improve her skills. Mr. Shepherd, Ms. Ruggles and Ms. Mackenzie-Chavez spoke on behalf of the company and they fully support this request.

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

IV. Consideration of Proposals

a) Little Toad Creek Brewery and Distillery – Deming

The company requested a total of \$78,194.00 for 8 trainees at an average wage of \$18.13 per hour. The company has been approved for JTIP on three previous occasions.

The company stated that they just got back from a three-week tour of Whole Foods and they launched at 42 Whole Foods stores and Trader Joes; they have two trade missions with the USDA and one more in Singapore this year; they've hired two back in August on the previous application, both are in management positions. Ms. Marquez spoke on behalf of the company and fully supports this request. Madame Chair would like to meet with them to discuss the SBA Step Grant program.

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

b) Red River Brewing Company, LLC – Red River

The company requested a total of \$22,754.00 for 2 trainees at an average wage of \$21.00 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they are thriving and continuing to grow; they have one employee who is in a leadership position; production is good with about 90 employees during peak to about 65 during slower seasons. The company is planning on offering a job to a resident of Red River. Mr. Mitchell stated that he saw the expansion facility, which is great; the company received a LEDA ordinance for \$150,000 to assist the company's \$1.2 million investment towards the expansion; Ms. Ryan spoke on behalf of the company and fully supports this request.

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

c) Wink – Albuquerque

The company requested a total of \$254,413.84 for 8 trainees at an average wage of \$55.22 per hour. This is the company's first JTIP application.

The company stated that they've invested \$4.5 million in development of technology since starting in 2021; have agreements signed to take to ecommerce, etc.; and are looking to expand engineering capabilities in the US. Mr. Dahlgren, Ms. Waldrip, Mr. Clancy spoke on behalf of the company and fully support this request.

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

d) Beck & Bulow Buffalo, LLC – Santa Fe

The company requested a total of \$23,210.00 for 3 trainees at an average wage of \$19.58 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they recently got recognition from Senator Ben Ray Lujan; recently completed an agricultural trade mission to the Netherlands; plan on continuing expansion; plan on going to Mexico for the first export of meat. They are also a LEDA recipient. Ms. Dahlbor, Ms. Rachkowski, Ms. Ryan, and Mr. Mitchell spoke on behalf of the company and fully support this request.

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

e) AerSale Landing Gear Solutions – Rio Rancho

The company requested a total of \$113,140.00 for 18 trainees at an average wage of \$19.96 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they are working with the LEDA program and Step-Up; have \$8.5 to \$10 million for equipment and facility upgrades; anticipates \$10 to \$50 million in revenue by 2025 with about 100 jobs. Mr. Shepherd, Ms. Ruggles and Ms. Chavez spoke on behalf of the company and fully support this request.

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

V. Approval of Minutes

- a. JTIP Board meeting September 8, 2023 - a motion was made by Ms. Sandoval-Johnson and seconded by Ms. Doran. Motion passed unanimously.

VI. Fiscal Update

Mr. Gannon shared the fiscal report and the projects in the pipeline and stated that there is a contract with a college; we may see a turbine company on November's agenda; and there are four new technology companies that are brand new to the program.

VII. Other Discussion Items

- a. STEM Boomerang/Cornerstone Consulting Assoc. – Effective Hiring & Employee Retention Strategies for NM Businesses

- i. Ms. Sandoval-Johnson stated that she has a training series and wants to make sure the companies are aware and will be emailing the companies. She will provide brochures/information to Mr. Gannon and Ms. Borrego. It starts on October 24th and 58 have registered so far.
- b. Next Board Meeting
 - i. November 17, 2023; 9:00 am -12:00 pm; Virtual

VIII. Adjourn

A motion to adjourn was made by Madame Chair. The motion passed unanimously, and the meeting adjourned at 10:56 am.