

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF December 8, 2023

ATTENDEES:

Board Members

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

Board Members Absent

Sara Gutierrez, EDD Deputy Division Director
Victoria Denise Ojeda, NM Public Education Department
Karla Melendez, Department of Workforce Solutions
Marcos Martinez, Department of Workforce Solutions

JTIP Staff Present

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

Guests

William Johnson, CAVU Aerospace, Inc.
Jessica Martinez, CAVU Aerospace, Inc.
Marti McDonald, Paradise Power Company, Inc. (PPC Solar)
Alex Marucci, Higher Cultures, LLC
Amber Ford, Higher Cultures, LLC
Rianon Lobato, Higher Cultures, LLC
Jessica Lyn Robles, Mesilla Valley ED Alliance
Matt Gallegos, Southwest Composite Works, Inc.
Thomas Stephenson, Pajarito Powder, LLC
Dixie Colvin, Pajarito Powder, LLC
Jon Rau, Spiritus Technologies PBC
Matt Lee, Spiritus Technologies PBC
Mike Espiritu, Roswell CCEDD
Jim Lucero, NMEDD Regional Representative
Louise Marquez, NMEDD Regional Representative
Julia Brown, NMEDD Regional Representative
Yuri Morrales, NMEDD Regional Representative
Paul Dahlgren, AREA

I. Introductions

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

II. Approval of the Agenda

Motion to approve the agenda was made by Ms. Doran and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

III. Consideration of Step-Up proposal

a) CAVU Aerospace - Roswell

The company requested a total of \$61,600.00 for 40+ trainees. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they are getting authorization for non-typical airframe types and that retention has been good. The company went into further detail about training practices, certifications, and costs. Mr. Espiritu and Mr. Lucero spoke on behalf of the company and fully support this request.

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

IV. Consideration of Proposals

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

The company requested a total of \$123,612.00 for 7 trainees at an average wage of \$28.71 per hour. The company has been approved for JTIP on six previous occasions, four times at the company's Taos location, two times at the Albuquerque location and Step-Up on seven previous occasions at the Taos location.

The company expressed appreciation and stated that they are expecting more growth, the application was a little conservative, may need to come back for more funding; they have several contracts, one with Netflix, Santa Rosa's wastewater treatment plant and other community solar projects in NM.

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

b) Higher Cultures, LLC – Las Cruces

The company requested a total of \$44,370.00 for 7 trainees at an average wage of \$19.25 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that they got licensed 3-4 months after as the build out took some time, but they hit the ground running in October; are using farm products; had \$100,000 in sales in the first month; has had some partners that have helped with growth; plan to expand to the norther half of Albuquerque and Santa Fe; plan to add more trainees in the next 6 months; their edible license is ongoing and should have approval soon, are investing in capital equipment to get the edibles done; have recently launched a 3rd skew as there is a need for economical skews and have recently started producing; are currently acquiring distillate equipment and are confident to replicate the success in Oregon, here in NM. The company elaborated more on recruitment methods and the reasons behind the re-applications.

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

c) Southwest Composite Works, Inc. – Albuquerque

The company requested a total of \$80,526.40 for 9 trainees at an average wage of \$22.51. This is the company's first JTIP application.

The company expressed appreciation and stated that the candidate pool has not been what is needed, so training is very important. Rapid growth has required some movement within the company; are trying to get into the drone market; will send some techs to trade school in Reno, NV; Mr. Duske will reach out to the company regarding CNM's programs that support the composite materials training that is needed. Mr. Chair is confident CNM can match Nevada's curriculum for composite education. Ms. Yurales and Mr. Dahlgren spoke on behalf of the company and fully support this request.

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

d) Pajarito Powder, LLC – Albuquerque

The company requested a total of \$116,169.72 for 5 trainees at an average wage of \$40.80 per hour. The company has been approved for JTIP on four previous occasions.

The company expressed appreciation and stated that they are now in a new space, which gives more ability to hire more people; has grown by 62% in the last 5 years and this year has been really strong, manufacturing capabilities have been great; one employee who came back to NM from out of state was promoted to COO; had some delays in growth, with the build out of the new facility, space was limited, funding too longer than expected which is why they only claimed 7 from the previous request, however, just filled 3 out of 3 of the last award. Is already interviewing for this request and is more successful now at hiring and recruiting.

Mr. Dahlgren and Ms. Morrales 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.

e) Spiritus Technologies PBC – Los Alamos

The company requested a total of \$210,212.00 for 6 trainees at an average wage of \$56.92 per hour. This is the company's first JTIP application.

The company expressed appreciation for JTIP and stated that their development facility is based in White Rock, NM; have been in business for 18 months and has been growing rapidly, needs to expand the team to further develop their materials and test in larger scale; a DOE grant is in process. The company went on to elaborate further on sorbent applications, technical aspects and sequestration and acquisition of a large parcel of land, needs approximately 40,000 square feet of manufacturing space.

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

V. Approval of Minutes

- a. JTIP Board meeting November 17, 2023 - 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 and stated that we are trending to surpass last year. Mr. Chair stated that companies will get an additional 5% for use of "STEM" type companies.

VII. Other Discussion Items

- a. Next Board Meeting
 - i. January 12, 2023; 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 11:39 am.