

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF February 9, 2024

ATTENDEES:

Board Members

Sara Gutierrez, EDD Deputy Division Director, Acting Board Chair
Karla Melendez, PED
Monica Sandoval-Johnson, STEM Boomerang
Kathleen Sena, HED
Marcos Martinez, Department of Workforce Solutions
Michelle Doran, Department of Workforce Solutions
Marc Duske, NM Public Education Department

Board Members Absent

Mark Roper, EDD Acting Cabinet Secretary

JTIP Staff Present

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

Guests

Kate Davis, X2nSAT, Inc.
Brian Garcia, MVED Alliance
Julia Brown, NMEDD Regional Representative
Kelse Lightizer, Parting Stone, LLC
Casey Dalbor
Karla Rakowski, RD Corp
Monica Sandoval-Johnson, STEM Boomerang
Jordan Clancy, Adelante Consulting, Inc.
Amy Brown, Adelante Consulting, Inc.
Lorraine Ruggles, NMEDD Regional Representative
Keegan McKenzie- Chavez, NMEDD Regional Representative
Fred Shepherd,
Michelle Fraumeni, Kairos Power, LLC
Choua Her, Kairos Power, LLC
Antonio Granillo, Albuquerque Regional Economic Alliance
Daniel Smuck, Albuquerque Regional Economic Alliance
Beth Waldrip, NMEDD Regional Representative
Shurette Neuman, Sceye, Inc.
Meghan Kinkle, BlueHalo, LLC
Mason Martinez, BlueHalo, LLC
Michael Hudson, Serbin Machining, Inc.
Trisha Newman, Serbin Machining, Inc.
John Newman, Serbin Machining, Inc.

I. Introductions

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

II. Approval of the Revised Agenda

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

III. Consideration of Step-Up proposals

a) X2nSAT, Inc. – Las Cruces

The company requested a total of \$2,670.60 for 2 trainees. The company has been approved for JTIP on three previous occasions.

The company expressed appreciation and Ms. Brown and Mr. Garcia spoke on behalf of the company and fully supports this request.

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

b) Parting Stone, Inc. – Santa Fe

The company requested a total of \$13,250.00 for 6 trainees. The company has been approved for JTIP on four previous occasions. This is the company's first Step-Up application.

The company expressed appreciation and gave updates regarding the previous application hires. Ms. Dalbor and Ms. Rakowski spoke on behalf of the company and fully support this request.

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

c) STEM Boomerang – Albuquerque

The company requested a total of \$49,500.00 for 30 trainees. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation and gave more information about the training series, which will be virtual. Ms. Amy Brown stated that she participated in the fall series, which was wonderful, and she fully supports this request.

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

IV. Consideration of Proposals

a) Adelante Consulting, Inc. – Corrales

The company requested a total of \$20,514.96 for 1 trainee at an average wage of \$33.68 per hour. The company has been approved for JTIP on one previous occasion.

The company expressed appreciation and stated that are excited to continue to grow and focus on the climate work they have been doing and went into detail about what

the project manager position entails. Ms. Ruggles, Ms. McKenzie, and Mr. Shepherd spoke on behalf of the company and fully support this request.

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

b) Kairos Power, LLC – Albuquerque

The company requested a total of \$840,058.00 for 29 trainees at an average wage of \$54.31 per hour. The company has been approved for JTIP on ten previous occasions.

The company expressed appreciation and elaborated more on what the company has been doing thus far; they are working hard and have made the Clean Tech 100 list and has received numerous national awards; they had some challenges with previous positions not being filled, which were pandemic and relocating to NM related. Retention is great, however and several employees have received promotions.

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

c) Sceye, Inc. – Moriarty

The company requested a total of \$82,203.60 for 2 trainees at an average wage of \$55.60. The company has been approved for JTIP on four previous occasions.

The company expressed appreciation and stated that they need a project manager. Ms. Waldrip spoke on behalf of the company and fully supports this request.

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

d) BlueHalo, LLC – Albuquerque

The company requested a total of \$571,030.00 for 18 trainees at an average wage of \$58.47. The company has been approved for JTIP on two previous occasions.

The company expressed appreciation and stated that they hosted the National Science Foundation function; are transitioning from prototype to manufacturing; JTIP helped leverage an eco-system; they have extended an offer for the Talent Acquisition Manager position who will be starting at the end of the month; the company elaborated more on some of the positions. Mr. Schmuck and Ms. Waldrip spoke on behalf of the company and fully support this request.

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

e) Serbin Machining, Inc. – Albuquerque

The company requested a total of \$47,810.00 for 6 trainees at an average wage of \$24.25. This is the company's first JTIP application.

The company expressed appreciation and stated that Ms. Newman purchased the company in December, 2023, however, it's been around since 1981; they've had a 50% growth in employees, however, they are short on machinists; some of the board members will connect the company with other resources regarding CNC opportunities and CNM for their local advisory meetings; the company needs to add a second shift

to meet their demands. Ms. Waldrip introduced herself and would like to meet with them.

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

V. Approval of Minutes

- a. JTIP Board meeting January 12, 2024 - a motion was made by Ms. Sandoval-Johnson and seconded by Ms. Sena. Motion passed unanimously.

VI. Fiscal Update

Mr. Gannon shared the fiscal report and the projects in the pipeline. He also stated that there has been an increase in marketing, which has led to ten Step-Up projects so far, this fiscal year.

VII. Other Discussion Items

- a. Legislative Update – Madame Chair stated that we received \$6.7 million in base budget funds, nothing in Special Appropriation funds for JTIP and nothing for LEDA either. We have relied on reversions in the past and will continue to do so.
- b. Proposed policy amendment schedule - Mr. Gannon shared the draft schedule for consideration.
- c. Next Board Meeting
 - i. March 8, 2024; 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 11:26 am.