

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF August 11, 2023

ATTENDEES:

Board Members

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

Board Members Absent

Mark Roper, EDD Division Director, Board Chair
Marc Duske, NM Public Education Department

JTIP Staff Present

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

Guests

Phil Ferguson, 3D Glass Solutions, Inc.
Parin Kumar, Vana, LLC
Riddhi Bhakta, Vana, LLC
Monica Sandoval-Johnson, STEM Boomerang
Wendy Ederer, Cornerstone Consulting Assoc., LLC
Kristen Worthington, Worthington Farms, LLC
Jason Kirkman, Tumbleroot Brewing, LLC
Casey Dalbor, Tumbleroot Brewing, LLC
Eric Whitmore-Renz, City of Santa Fe Business Development
Adan Vasquez, Dean Baldwin Painting
Mike Espiritu, Roswell-Chavez County ED Corporation
Martha Riecks, MidSchoolMath, LLC
Jennifer Lightwood, MidSchoolMath, LLC
Zach Foster, Louisiana Pepper Exchange, LLC
Brian Garcia, Mesilla Valley ED Alliance
Julia Brown, NMEDD Regional Representative
Misty Witt, Falcon Industries, LLC dba ERGO Grip
William Gurule, Falcon Industries, LLC dba ERGO Grip
Melanie Chapman, NMC, Inc.
Greg Dye, NMC, Inc.
Carla Rachkowski, Regional Development Corporation
Mitch Coven, Vitality Works, Inc.
Kym Castillo, Vitality Works, Inc.

I. Introductions

The meeting convened at 9:04 am. The introduction of board and staff followed.

II. Approval of the Agenda

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

III. Consideration of Amendments

a) 3D Glass Solutions, Inc. - Albuquerque

The company requested a total of \$20,312.16 for 1 trainee at an average wage of \$38.47 per hour. The company has been approved for JTIP on seventeen previous occasions.

The proposal summary was read by Ms. Borrego. The company expressed that this is a great company and had nothing further to add.

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

b) Vana, LLC – Clovis

The company requested a total of \$20,157.28 for 2 trainees at an average wage of \$18.34 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they were excited to add 2 positions, they have previously partnered with another manufacturing company, which is why they need these two positions.

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

IV. Consideration of STEP-UP Proposal

a) STEM Boomerang – Albuquerque

The company requested a total of \$67,500.00 for 50 trainees. The company has been approved for JTIP on one previous occasion.

The company stated that they had their first pilot during the last spring/summer session, had 27 employees and 40 attendees; this time around it's been remote, with 50 attendees; made some adjustments and added 2 more trainings.

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

V. Consideration of Proposals

a) Worthington Farms, LLC – Mesilla Park

The company requested a total of \$8,133.20 for 1 trainee at an average wage of

\$14.34 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they were thrilled for growth, are doing amazing things and are grateful for our support. They have had difficulty getting the building up and running, the final inspection is soon. They have sold all 2 previous crops and are needing about 15,000 more pounds this year; are looking into insurance and 401k's for their employees.

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

b) Tumbleroot Brewing, LLC – Santa Fe County

The company requested a total of \$33,698.00 for 4 trainees at an average wage of \$19.50 per hour. This is the company's first JTIP application.

The company stated that they were excited for this opportunity and expressed appreciation; have had great retention; a lot of staff training is required; have a brewer apprentice getting up to speed; have had an increase in sales and distribution, which is why they need these positions; are looking into Be Well NM to offer health insurance to employees who work more than 30 hours. Are up to 24 employees now and hope for 28-30 by the end of 2023.

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

c) Dean Baldwin Painting – Roswell

The company requested a total of \$172,060.00 for 25 trainees at an average wage of \$16.40 per hour. The company has been approved for JTIP on one previous occasion.

Mr. Espiritu spoke on behalf of the company and stated that the company is strong and has great retention rates, the company is growing and is working on a possible expansion. The company stated that they train to develop skills/trade for employee growth; they offer good benefits and after 5 years, the employees pay zero for medical insurance.

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

d) MidSchoolMath, LLC – Taos

The company requested a total of \$79,874.00 for 2 trainees at an average wage of \$47.25 per hour. The company has been approved for JTIP on two previous occasions.

Ms. Rachkowski spoke on behalf of the company and stated that she worked with the company back in 2011/2012 and that they have grown substantially, they have a CORE full comprehensive curriculum, they are competing with Carnegie and Amplify; they were awarded an NSF grant; they are working with over 71,000 in 30 states in the US; and are using story and interactive video to help the students learn and retain. The company went on to elaborate more on their success and processes.

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

e) Louisiana Pepper Exchange, LLC – Santa Teresa

The company requested a total of \$84,597.20 for 10 trainees at an average wage of \$16.47 per hour. This is the company's first JTIP application.

Mr. Garcia and Ms. Brown spoke on behalf of the company and stated that they fully support the company and are excited for the expansion. The company has a 10-acre site, which they are starting to develop. The company expressed appreciation and are excited to grow.

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

f) Falcon Industries, LLC dba ERO Grip – Moriarty

The company requested a total of \$31,890.48 for 5 trainees at an average wage of \$16.04 per hour. This is the company's first JTIP application.

The company expressed appreciation and stated that they have been in the greater East Mountain area for 25 years; their focus is on apprentices with little to no experience and trains to build them up. Have brought in 5 apprentices and has had great success so far and with growth, can bring in more jobs. Ms. Doran asked about the experience needed for the R&D positions, to which the company expanded on.

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

g) New Mexico Consortium (NMC) – Los Alamos

The company requested a total of \$17,619.60 for 1 trainee at an average wage of \$31.48 per hour. The company has been approved for JTIP on nine previous occasions.

Ms. Rachkowski spoke on behalf of the company and is in full support. RDC and the CFO of NMC has had a long-standing great relationship. A DOE/NMSA grant was awarded to the company; a \$2.5 million award is wrapping up; it went to 10 minority serving institutes and is now looking at \$10 million spread out to 10 other institutions. The company stated that they have a kickoff meeting now in September at Buffalo Thunder.

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

h) Vitality Works, Inc. – Albuquerque

The company requested a total of \$498,352.16 for 34 trainees at an average wage of \$32.11 per hour. The company has been approved for JTIP on twelve previous occasions.

Mr. Matheson and Ms. Abeyta spoke on behalf of the company and is in full support. Mr. Matheson stated that they had a wild ride with COVID in that they saw a crazy

increase in sales. They just celebrated 40 years with an event and had an attendance of 300 people. They are both positive about the company's growth. The company stated that they conduct annual and quarterly reviews and employees are given raises and promotions during that time.

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

VI. Approval of Minutes

- a. JTIP Board meeting July 14, 2023 - a motion was made by Ms. Sena and seconded by Ms. Sandoval-Johnson. Motion passed unanimously.

VII. Fiscal Update

Mr. Gannon shared the fiscal report and the projects in the pipeline and elaborated on the Singapore Company, which is huge. Ms. Sena stated that it is great that lots of rural companies are coming through and looks forward to another conference.

VIII. Other (Discussion Items)

- a. Next Board Meeting
 - i. September 8, 2023; 9:00 am -12:00 pm; Virtual

IX. Adjourn

A motion to adjourn was made by Madame Chair. The motion passed unanimously, and the meeting adjourned at 11:49 am.