

**JOB TRAINING INCENTIVE PROGRAM
MONTHLY BOARD MEETING**

Virtual Meeting

MEETING SUMMARY OF September 8, 2023

ATTENDEES:

Board Members

Mark Roper, EDD Division Director, Board Chair
Monica Sandoval-Johnson, STEM Boomerang
Marcos Martinez, Department of Workforce Solutions
Michelle Doran, Department of Workforce Solutions
Karla Melendez, Department of Workforce Solutions

Board Members Absent

Marc Duske, NM Public Education Department

JTIP Staff Present

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

Guests

Angela Valdez, Gridworks, Inc.
Vicky Ho, Kairos Power, LLC
Michelle Fraumeni, Kairos Power, LLC
Jordan Clancy, Adelante Consulting, Inc.
Amy Brown, Adelante Consulting, Inc.
Maxine Paul, Adelante Consulting, Inc.
Rita Sanchez, Ideum, Inc.
Brenda Hayes, Ideum, Inc.
Brandon Swim, Humble Brands, Inc.
Luis Mata, Pecos Valley Production, Inc.
Mike Hasenberg, Pecos Valley Production, Inc.
Shurette Neuman, Sceye, Inc.
Chad Mattheson, AREA
Daniel Schmuck, AREA
Fred Shepherd, Sandoval County Economic Alliance
Paige Ryan, NMEDD Regional Representative
Beth Waldrip, NMEDD Regional Representative
Peter Mitchell, NMEDD Regional Representative
Kevin Wilson, NMEDD Regional Representative
Mike Espiritu, Roswell Chavez County Economic Development Corporation

I. Introductions

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

II. Approval of the Agenda

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

III. Consideration of Amendment

a) Gridworks, Inc. - Albuquerque

The company requested a total of \$9,960.00 for 1 trainee at an average wage of \$20.75 per hour. The company has been approved for JTIP on ten previous occasions.

The company expressed appreciation for the opportunity and stated that 22 out of 43 have been hired and are continuing to hire. They have had some challenges with hiring, but don't anticipate any issues. Ms. Waldrip stated that they are the largest and most experienced company in NM and fully supports the company and this award.

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

IV. Consideration of Proposals

a) Kairos Power, LLC – Albuquerque

The company requested a total of \$212,930.00 for 8 trainees at an average wage of \$51.56 per hour. The company has been approved for JTIP on nine previous occasions.

The company expressed appreciation and stated that they just successfully wrapped up their internship program. They will participate in the fall campus recruitment and want to hire interns; is working hard to get all the positions filled; are doing more partnerships; science week will be geared toward middle and high school kids and construction is underway. Ms. Waldrip spoke on behalf of the company and stated that they are one of the highest wage employers and that the benefits package is impressive. Mr. Martinez stated that they are doing a great job, 96 claimed and 86 were still employed; Ms. Sandoval-Johnson commended them on their retention rates and benefits package.

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

b) Adelante Consulting, Inc. – Corrales

The company requested a total of \$55,253.04 for 2 trainees at an average wage of \$37.09 per hour. This is the company's first JTIP application.

The company stated that they were excited for this opportunity and expressed appreciation; they are working on projects that will address climate change and are recruiting from various outlets, such as LinkedIn, local universities, and internal networks.

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

c) Ideum, Inc. – Corrales

The company requested a total of \$265,361.12 for 9 trainees at an average wage of \$28.34 per hour. The company has been approved for JTIP on sixteen previous occasions.

The company expressed appreciation for considering this award and stated that they have recently expanded and have been dealing with Fortune 500 companies, Boeing, Verizon, and have a government contract with Airforce Research Labs. The company elaborated on what the Project Coordinator position entailed when asked by Ms. Doran. Ms. Sandoval-Johnson stated that they do amazing on-site work, 89 were approved in the last 10 years and 56 have been claimed. Mr. Shepherd and Mr. Schmuck spoke on behalf of the company and are in full support of the award.

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

d) Humble Brands, Inc. – Taos

The company requested a total of \$226,844.00 for 16 trainees at an average wage of \$24.03 per hour. This is the company's first JTIP application.

The company expressed appreciation and stated that they recruit locally for the most part, word of mouth and Indeed; they have up to 42 employees now and the retention has been great. Ms. Ryan and Mr. Mitchell spoke highly 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 Mr. Martinez. Motion passed unanimously.

e) Pecos Valley Production, Inc. – Roswell

The company requested a total of \$938,764.00 for 75 trainees at an average wage of \$21.18 per hour. The company has been approved for JTIP on two previous occasions.

The company stated that they are continuing to grow and have streamlined all efficiencies to provide low-cost products. They are floating the idea of a PVP Institute. Mr. Hasenberg, Mr. Espiritu, and Mr. Wilson spoke on behalf of the company and commended all the work they are doing in the state. Ms. Sandoval-Johnson stated that they have over 350 employees in Roswell, and has claimed 40 of 47, all of which are still employed – very commendable.

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

f) Sceye, Inc. – Moriarty

The company requested a total of \$39,273.44 for 1 trainee at an average wage of \$52.23 per hour. The company has been approved for JTIP on four previous occasions.

The company expressed appreciation and stated that they had 7 interns this past summer and are excited to offer 1 of the interns' full-term employment. Mr. Wilson spoke on behalf of the company and fully supports this award.

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

V. Approval of Minutes

- a. JTIP Board meeting August 11, 2023 - a motion was made by Mr. Martinez and seconded by Ms. Melendez. Motion passed unanimously.

VI. Fiscal Update

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

VII. Other Discussion Items

- a. Next Board Meeting
 - i. October 13, 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 10:53 am.