

**JOB TRAINING INCENTIVE  
PROGRAM MONTHLY BOARD  
MEETING**

**Virtual Meeting**

**MEETING SUMMARY OF June 9, 2023**

**ATTENDEES:**

**Board Members**

Sara Gutierrez, EDD Deputy Division Director, Acting Chair  
Michelle Doran, Department of Workforce Solutions  
Kathleen Sena, NM Higher Education Department  
Karla Melendez, NM Public Education Department  
Marcos Martinez, Department of Workforce Solutions

**Board Members Absent**

Mark Roper, EDD Division Director, Board Chair  
Monica Sandoval-Johnson, STEM Boomerang  
Marc Duske, NM Public Education Department

**JTIP Staff Present**

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

**Guests**

Kathleen Donaldson, Parting Stone, LLC  
Phil Ferguson, 3D Glass Solutions, Inc.  
Oftab Pira, 3D Glass Solutions, Inc.  
Donald Garrett, National Water Services, Inc.  
Stephanie Segura, National Water Services, Inc.  
Michael Harris, Visgence Incorporated  
Evan Salazar, Visgence Incorporated  
Jessica Lyn Robles  
Bill Hoermle, Vibrant Corporation  
Angela Smith Kirkman, Paseo Pottery  
Thomas Stephenson, Pajarito Powder  
Dixie Colvin, Pajarito Powder  
Vicky Ho, Kairos Power, LLC  
Michelle Fraumeni, Kairos Power, LLC  
Roxanna Myers, Century Sign Builders  
Rachel Smotherman, Indica Labs, Inc.  
Peter Mitchell, EDD Regional Representation

**I. Introductions**

The meeting convened at 9:03 am. The introduction of board and staff followed.

**II. Approval of the Amended Agenda**

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

**III. Consideration of Amendments**

**a) Parting Stone, LLC – Santa Fe**

*The company requested a total of \$7,216.00 for 1 trainee at an average wage of \$22.55 per hour. The company has been approved for JTIP on five previous occasions.*

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The company stated that they now have partnerships with over 600 funeral homes throughout the U.S. and Canada; the company was featured on Shark Tank and they received a deal with Kevin and Lori. Mr. Peter Mitchell stated that the LEDA Ordinance was passed through the city; they are getting security in place and are ready to start LEDA funding.

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

**b) 3D Glass Solutions, Inc. – Albuquerque**

*The company requested a total of \$26,815.36 for 1 trainee at an average wage of \$46.88 per hour. The company has been approved for JTIP on seventeen previous occasions.*

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The company expressed appreciation and stated that they have a person in mind who has a skill set the company needs.

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

**IV. Consideration of Proposals**

**a) National Water Services, Inc. – Santa Fe**

*The company requested a total of \$46,770.00 for 5 trainees at an average wage of \$21.20 per hour. The company has been approved for JTIP on twelve previous occasions.*

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The company stated that they are in the process of building a new facility in Santa Fe, which is significantly bigger and should be moving in by next year. It is located by Fed Ex off Airport Road; they are also in the process of exploring LEDA.

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

**b) Visgence Incorporated – Las Cruces**

*The company requested a total of \$20,943.96 for 1 trainee at an average wage of \$34.43 per hour. This is the first time the company has applied for JTIP.*

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The company stated that they are grateful for the opportunity; they have a candidate in mind, however, they'd have to come back to NM, which they are willing to do.

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

**c) Vibrant Corporation - Albuquerque**

*The company requested a total of \$173,264.56 for 9 trainees at an average wage of \$37.91 per hour. The company has been approved for JTIP on eleven previous occasions.*

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The company expressed appreciation and stated that they moved into the Troy, OH facility and will also be in Italy. Has one trainee in Panama, two interns from UNM and a third one, which will start on Monday.

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

**d) Paseo Pottery, LLC – Santa Fe**

*The company requested a total of \$23,330.00 for 2 trainees at an average wage of \$23.00 per hour. The company has been approved for JTIP on one previous occasion.*

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The company stated that they have now opened a place downtown called Tumble Root, 2 blocks off the plaza and has pottery for sale there even though it's a brewery; they are also exploring an intern through the Santa Fe Community College through the PILAS program.

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

**e) Pajarito Powder, LLC - Albuquerque**

*The company requested a total of \$57,200.96 for 3 trainees at an average wage of \$33.39 per hour. The company has been approved for JTIP on three previous occasions.*

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The company stated that they are in the process of migrating into the new Albuquerque facility, which is approximately 26,000 square feet, this is due to investment support and JTIP as well; have had growth with personnel and equipment; they expressed appreciation for being put in touch with the Albuquerque Journal, they had an exciting piece with two trainees who were excited to participate.

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

**f) Kairos Power, LLC - Albuquerque**

*The company requested a total of \$666,100.00 for 25 trainees at an average wage of \$50.70 per hour. The company has been approved for JTIP on eight previous occasions.*

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The company stated that they have started an internal committee for a compensation and benefits package for the employees; they now have 88 full time employees; of the 6 interns they've hired, some have already started. They have also joined UNM and CNM advisory boards.

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

**g) Century Sign Builders - Albuquerque**

*The company requested a total of \$93,102.60 for 5 trainees at an average wage of \$30.05 per hour and 2 interns at an average wage of \$19.00 per hour. The company has been approved for JTIP on one previous occasion.*

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The company expressed appreciation for JTIP and stated that a trainee from 16 years ago started at \$13.00 per hour and is now at \$57.00 per hour, many employees stay for 8-10 years. They have connections with UNM and CNM and attend career fairs, which has proven to be successful for the company.

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

**h) Indica Labs, Inc. - Albuquerque**

*The company requested a total of \$189,617.60 for 8 trainees at an average wage of \$33.24 per hour and 4 interns at an average wage of \$21.00 per hour. The company has been approved for JTIP on eight previous occasions.*

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The company stated that they have partnered with CNM's Ingenuity Program and has attended several job fairs to find qualified applicants.

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

**V. Approval of Minutes**

- a. JTIP Board meeting May 12, 2023 - a motion was made by Mr. Martinez and seconded by Ms. Sena. Motion passed unanimously.

**VI. Fiscal Update**

Madame Chair shared the fiscal report and the projects in the pipeline and stated that we will have approximately \$18.5 - \$18.8 million in carry over funds and about \$7 million for FY24.

**VII. Other (Discussion Items)**

**a. Next Board Meeting**

- i. July 14, 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 10:59 am.