

**JOB TRAINING INCENTIVE  
PROGRAM MONTHLY BOARD  
MEETING**

**Virtual Meeting**

**MEETING SUMMARY OF February 10, 2023**

**ATTENDEES:**

**Board Members**

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

**Board Members Absent**

**JTIP Staff Present**

Patrick Gannon, JTIP Manager  
Avelina Borrego, Marketing Coordinator

**Guests**

Bill Hoermle, Vibrant Corporation  
Monica Sandoval-Johnson, STEM Boomerang  
John Elling, Moten Salt Solutions, LLC  
John Thurman, Archer Laboratories, LLC  
John Williamson, KiloNewton, LLC  
Matt Reeves, Safe House Distilling Co.  
Isaac Sheets, General Airframe Support, Inc.  
Srikanth Kodeboyina, Blue Eye Soft Corp., Inc.  
Season Chavez, WiseChoice Foods, LLC  
Laura Lingad, WiseChoice Foods, LLC  
Jim Lucero, NMEDD  
Lorraine Ruggles, NMEDD  
Wendy Ederer, Cornerstone Consulting Associates, LLC  
Max Gruner  
Mike Espiritu

## **I. Introductions**

The meeting convened at 9:01 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 Ms. Doran. Motion passed unanimously.

## **III. Consideration of Amendment**

### **a) Vibrant Corporation – Albuquerque**

*The company requested a total of \$49,500.88 for 2 trainees at an average wage of \$43.27 per hour. The company has been approved for JTIP on eleven previous occasions.*

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The company stated that regarding the amendment in September, they added one and returned one; has filled six positions and are hoping to fill three others; will request an extension on the contract and thanked everyone for their support.

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

## **IV. Consideration of STEP-UP Proposal**

### **a) STEM Boomerang – Albuquerque**

*The company requested a total of \$48,000.00 for 40 trainees. This is the first time the company has applied for JTIP.*

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Ms. Ederer stated that she has been working on this for quite some time regarding hiring and retention and is happy to partner with Ms. Sandoval-Johnson; Ms. Sandoval-Johnson stated that she's had lots of challenges with hiring, her goal is to help with recruitment as it is an effective training program. Mr. Gannon explained to the board members the purpose of a STEP-UP project and what it means.

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

## **V. Consideration of Proposals**

### **a) Molton Salt Solutions, LLC – Santa Fe**

*The company requested a total of \$54,629.04 for 2 trainees at an average wage of \$46.66 per hour. This is the first time the company has applied for JTIP.*

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The company thanked Ms. Borrego for the summary and stated that they are an early-stage company; are supported by National Science grant funding; they source special materials; they already have engineering expertise on staff, which is why they need a Chemical Engineering Tech; in the future, may hire a Jr. Chemical Engineer; they have 4 students in Cap Stone program, 2 were hired, others were hired from Los Alamos, one student has gone off to get their MBA and they plan to offer them a job after completion; would like to get Los Alamos students back also.

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

### **b) Archer Laboratories, LLC – Albuquerque**

*The company requested a total of \$50,925.04 for 1 trainee at an average wage of \$78.93 per hour and 1 intern at an average wage of \$25.00 per hour. This is the first*

*time the company has applied for JTIP.*

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The company expanded on the Senior Machinist position per Ms. Doran's request and thanked the board for consideration.

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

**c) KiloNewton, LLC – Albuquerque**

*The company requested a total of \$118,131.96 for 4 trainees at an average wage of \$43.98 per hour and 2 interns at an average wage of \$25.00 per hour. The company has applied for JTIP on six previous occasions.*

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The company stated that they have tripled in size with JTIP, this is a great program for the company; are excited to be here again and see more growth on the horizon.

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

**d) Safe House Distilling Co. – Albuquerque**

*The company requested a total of \$87,441.04 for 7 trainees at an average wage of \$25.78 per hour. This is the first time the company has applied for JTIP.*

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The company stated that they kept lean for the first few years; they've purchased barrels and got them filled, now they need help with distillation and bottling and canning, as well as getting the bottles out the door; they are at a pivot point now, it's growth time. They are excited to be in Albuquerque.

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

**e) General Airframe Support, Inc. – Roswell**

*The company requested a total of \$253,754.48 for 25 trainees at an average wage of \$18.81 per hour. The company has applied for JTIP on three previous occasions.*

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The company stated that they appreciate the state's support; they have a demonstration left to do for a new certification. Mr. Espiritu and Mr. Lucero had great things to say about this company and fully support it. The company elaborated on some of the challenges they've had in the past and stated that they've received 29 airplanes and expect to generate \$1.5 million in revenue over the next six months. Anticipates 2023 to be the best year yet.

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

**f) Blue Eye Soft Corp. Inc. – Albuquerque**

*The company requested a total of \$134,776.00 for 4 trainees at an average wage of \$58.25 per hour. This is the first time the company has applied for JTIP.*

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The company expressed appreciation for consideration and stated that they are looking for a new facility in Albuquerque and hope to have it by the 3<sup>rd</sup> quarter; they are currently using the Q Station and other programs to sit and work, can't do remotely at this time.

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

**g) Wise Choice Foods, LLC – Albuquerque**

*The company requested a total of \$70,982.52 for 3 trainees at an average wage of \$40.64 per hour. This is the first time the company has applied for JTIP.*

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The company stated that they use all natural ingredients; their manufacturing needs are growing, these positions will help with this.

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

**VI. Approval of Minutes**

- a. JTIP Board meeting, January 13, 2023 - a motion was made by Ms. Doran and seconded by Ms. Melendez. Motion passed unanimously.

**VII. Fiscal Update**

Mr. Gannon shared the fiscal report and the projects in the pipeline.

**VIII. Other (Discussion Items)**

- a. Legislative Updates - Chairman Roper stated that there is a large balance in JTIP, which was reflected in LFC's recommendation; legislative finance was postponed until 2/14/23; requested an additional \$2 million to base budget for \$6-\$8 million total; LFC recommended \$287,000, we requested an additional \$6 million for special appropriation budget; LFC recommended \$2 million; guess is about \$9 million, which is fine.
- b. Present proposed policy amendment schedule and amendments to board – Mr. Gannon stated the cycle will be starting next month and went over the dates as follows: 3/10 board meeting, 3/16 notice due to the register, 3/28 publication date, 4/15 board meeting, 5/4 public hearing and board retreat, 5/12 board meeting for final review, 6/15 changes given to NM Register, 6/27 final rule published in NMAC, effective 7/1/23 (FY24). FY 25 – FY29 minimum wage thresholds.
- c. Next Board Meeting – March 10, 2023; 9:00 am -12:00 pm; Virtual

**IX. Adjourn**

A motion to adjourn was made by Chairman Roper. The motion passed unanimously, and the meeting adjourned at 10:53 am.