

**JOB TRAINING INCENTIVE  
PROGRAM MONTHLY BOARD  
MEETING**

**Virtual Meeting**

**MEETING SUMMARY OF April 14, 2023**

**ATTENDEES:**

**Board Members**

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

**Board Members Absent**

Mark Roper, EDD Division Director, Board Chair

**JTIP Staff Present**

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

**Guests**

Phil Ferguson, 3D Glass Solution, Inc.  
Bill Hoermle, Vibrant Corporation  
Michelle Bunyard, Phat Steel, Inc. and Amfabsteel, Inc.  
Fred Shepherd,  
Lorraine Ruggles, NMEDD Regional Representative  
Carmen Medrano, Loteria Paleteria Hecho in Taos, LLC  
Peter Mitchell, NMEDD Regional Representative  
Paige Ryan, NMEDD Regional Representative  
Alen Porter, Tajin International dba Paulita's New Mexico, LLC  
Patrick Vanderpool, Tajin International dba Paulita's New Mexico, LLC  
Tim Hagerman, NMEDD Regional Representative  
Dana Blair, Milkweed & Monarchy, LLC dba tea.o.graphy  
Edie Dillman, B PUBLIC Prefab  
Jonah Stanford, B PUBLIC Prefab  
Case Dalbor, B PUBLIC Prefab  
Johanna Nelson, Director, City of Santa Fe Office of Economic Development

## **I. Introductions**

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

## **II. Approval of the Agenda**

Motion to approve the agenda was made by Mr. Martinez and seconded by Mr. Duske. Motion passed unanimously.

## **III. Consideration of Amendment**

### **a) 3D Glass Solutions, Inc. – Albuquerque**

*The company requested a total of \$103,131.60 for 2 trainees at an average wage of \$90.15 per hour. The company has been approved for JTIP on seventeen previous occasions.*

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The company stated that these positions were previously approved, however, not hired. They have a press release coming out on the 19<sup>th</sup> of this month and gave a head's up on more good things to come.

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

### **b) Vibrant Corporation – Albuquerque**

*The company requested a total of \$25,883.00 for 1 trainee at an average wage of \$45.25 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 have a candidate that they are hoping to get in before the hiring deadline and will be back for more jobs.

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

## **IV. Consideration of Proposals**

### **a) Phat Steel, Inc. – Bernalillo**

*The company requested a total of \$65,426.00 for 5 trainees at an average wage of \$19.10 per hour. The company has been approved for JTIP on three previous occasions.*

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Mr. Fred Shepherd stated that he started collaborating with the company in 2016/2017 when he was with the NMEDD and he is amazed at the growth of the company. He is in full support of the JTIP funding for this company. Ms. Lorraine Ruggles stated she discovered the company in 2017 and has a great relationship with them, they were voted one of the top and best places to work. She is in full support of the JTIP funding for this company. Ms. Bunyard expressed appreciation and stated that she is looking forward to filling and getting a 2<sup>nd</sup> shift at a better level. The company is recruiting for these positions in various places and is getting a lot of interest from the community.

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

### **b) Amfabsteel, Inc. – Bernalillo**

*The company requested a total of \$245,514.60 for 18 trainees at an average wage of \$23.44 per hour. The company has been approved for JTIP on five previous occasions.*

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Mr. Fred Shepherd stated that the first time he met the president of the company, the president was surprised at how long JTIP had been around for and so it is important to get the word around, he is amazed by their growth and fully supports this company's application. Mr. Lorraine Ruggles stated that they are in the process of amending their LEDA grant and are a joy to work with. Ms. Bunyard stated that they will be attending the JTIP Job Fair as it will be a great recruiting strategy; they have grown massively in the last few years, thanked the board for its support and looks forward to filling the positions. Ms. Monica Sandoval-Johnson asked Ms. Bunyard to distinguish between the two companies and Ms. Bunyard stated that Phat Steels only client is Amfabsteel. Amfabsteel does miscellaneous steel and big structural jobs.

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

**c) Loteria Paleteria Hecho in Taos, LLC – Taos**

*The company requested a total of \$13,902.80 for 1 trainee at an average wage of \$19.77 per hour. This is the first time the company has applied for JTIP.*

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Ms. Paige Ryan congratulated Ms. Medrano on being a woman of impact; when she met with the company, she was struck by the vision, etc. and is excited for them to grow. Mr. Peter Mitchell fully supports this company as does Mr. Dana Blair with tea.o.graphy. Ms. Medrano expressed appreciation and stated that this is a new business but is growing quickly; are hiring within the company and are also excited to promote from within. Her main focus is to create great products that taste great. She loves to grow community by supporting local farmers. They just signed a lease with Taos Ski Valley; just got an RDC no interest loan and purchased an industrial freezer to put in the back of a truck to be able to distribute.

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

**d) Tajin International dba Paulita's New Mexico, LLC – Tucumcari**

*The company requested a total of \$40,864.40 for 3 trainees at an average wage of \$18.34 per hour. This is the first time the company has applied for JTIP.*

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Mr. Vanderpool thanked Mr. Patrick Gannon, Ms. Avelina Borrego, and Mr. Tim Hagerman. He stated that he is fortunate that Mr. Alan Porter chose Tucumcari; this is a good company to partner with other companies in Tucumcari and that they have great products that we should try. Mr. Alan Porter expressed appreciation for JTIP and appreciates its partnership with Mesa Lands; they are hoping to take the entire National Guard building next year; stated that they are ok to sponsor a training program. If they cannot do it with Mesa lands, they will do a course themselves. They have a three-year lease with the Mesa lands company and then will pilot and build their own facility but will keep the armory as a training base. Mr. Tim Hagerman stated that during the recruiting time, the company had a challenging time finding a facility and was able to use the National Guard. They are the first company to certify a food processing course in the state. Mr. Tim Hagerman fully supports this company.

A motion to approve this request was made by Ms. Monica Sandoval-Johnson and

seconded by Mr. Martinez. Motion passed unanimously.

**e) Milkweed & Monarch, LLC dba tea.o.graphy – Taos**

*The company requested a total of \$15,774.80 for 2 trainees at an average wage of \$15.13 per hour. The company has been approved for JTIP on one previous occasion.*

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Ms. Dana Blair expressed appreciation for the JTIP; is a former coffee lover and stated that it is great to transform people's perception of tea and that they use a lot of local chilis. Mr. Peter Mitchell stated that he just visited Ms. Blair recently and was able to sample some products and put a care package together for a friend and fully supports the company as does Ms. Paige Ryan.

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

**f) B PUBLIC Prefab – Santa Fe**

*The company requested a total of \$62,494.08 for 4 trainees at an average wage of \$28.88 per hour. This is the first time the company has applied for JTIP.*

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Ms. Edie Dillman expressed appreciation and stated that she is invested in our state/communities; building back better and giving high performance with quality products; is anxious for growth and is happy to train for these much-needed jobs. The company elaborated on the manufacturing part and the Builder Engagement Specialist position and stated that they will be doing a training on the 23<sup>rd</sup> in Las Vegas to talk about the new jobs, educate and show the panels. Mr. Peter Mitchell stated that addressing the housing issue and the green aspect is needed and is great. Mr. Tim Hagerman stated that Ms. Johanna Nelson referred this company. They are expanding into a region where housing is a need; in state and out of state folks have been brought in and he commends their progress and looks forward to their growth.

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

**g) B PUBLIC Prefab – Las Vegas**

*The company requested a total of \$195,165.28 for 12 trainees at an average wage of \$25.76 per hour. This is the first time the company has applied for JTIP.*

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The same information as the Santa Fe site goes for the Las Vegas site.

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

**V. Approval of Minutes**

- a. JTIP Board meeting March 10, 2023 - a motion was made by Ms. Doran and seconded by Ms. Sena. Motion passed unanimously.

**VI. Fiscal Update**

Mr. Gannon shared the fiscal report and the projects in the pipeline. Due to Curia's hiring freeze and zero jobs filled, the project has been closed. They will be reapplying for June's board meeting. Meow Wolf will be opening in two more states in the future and will be applying in June also. Madame Chair stated that we received an additional

\$3 million in the Special Appropriation budget and a \$700,000 increase to the base budget, up to \$6.7 million in recurring funds.

**VII. Other (Discussion Items)**

a. Policy Amendment Update

- i. May 4, 2023 – Public Hearing and Board Retreat – Madame Chair went over the process for the board members and stated that the public hearing is re-published information, and we will hear comments, the board retreat is a long open meeting in which the board will discuss the proposed amendments.
- ii. May 12, 2023 – Final review and adoption of Final Rule – it will be published in the New Mexico Register at the end of June to be effective July 1, 2023.

b. JTIP – Hiring Event

- i. May 10, 2023 – Mr. Patrick Gannon stated that it is geared toward STEM/STP/JTIP eligible companies, is currently at 30 companies; is hopeful for another 10-20 companies. The invitation response has been great.

a. Next Board Meeting

- i. May 12, 2023; 9:00 am -12:00 pm; Virtual

**j. Adjourn**

A motion to adjourn was made by Madame Chair. The motion passed unanimously, and the meeting adjourned at 11:25 am.