



CNM Ingenuity, Inc.

IMPACT REPORT

2017-2018

**Supporting Innovation, Economic Development, and
Changing Lives in Central New Mexico and beyond.**

CNM Ingenuity, Inc. is a component unit of Central New Mexico Community College

Our Goals

CNM Ingenuity exists as the Enterprise Arm of CNM

As such, we seek to create new pathways for our community to access CNM, its programming, its resources, and its almost infinite capabilities.

TRAINING

We **CREATE** new modes of learning; providing the training that is needed, when and where it is needed.

ACCESS

We provide more opportunities for the community to:

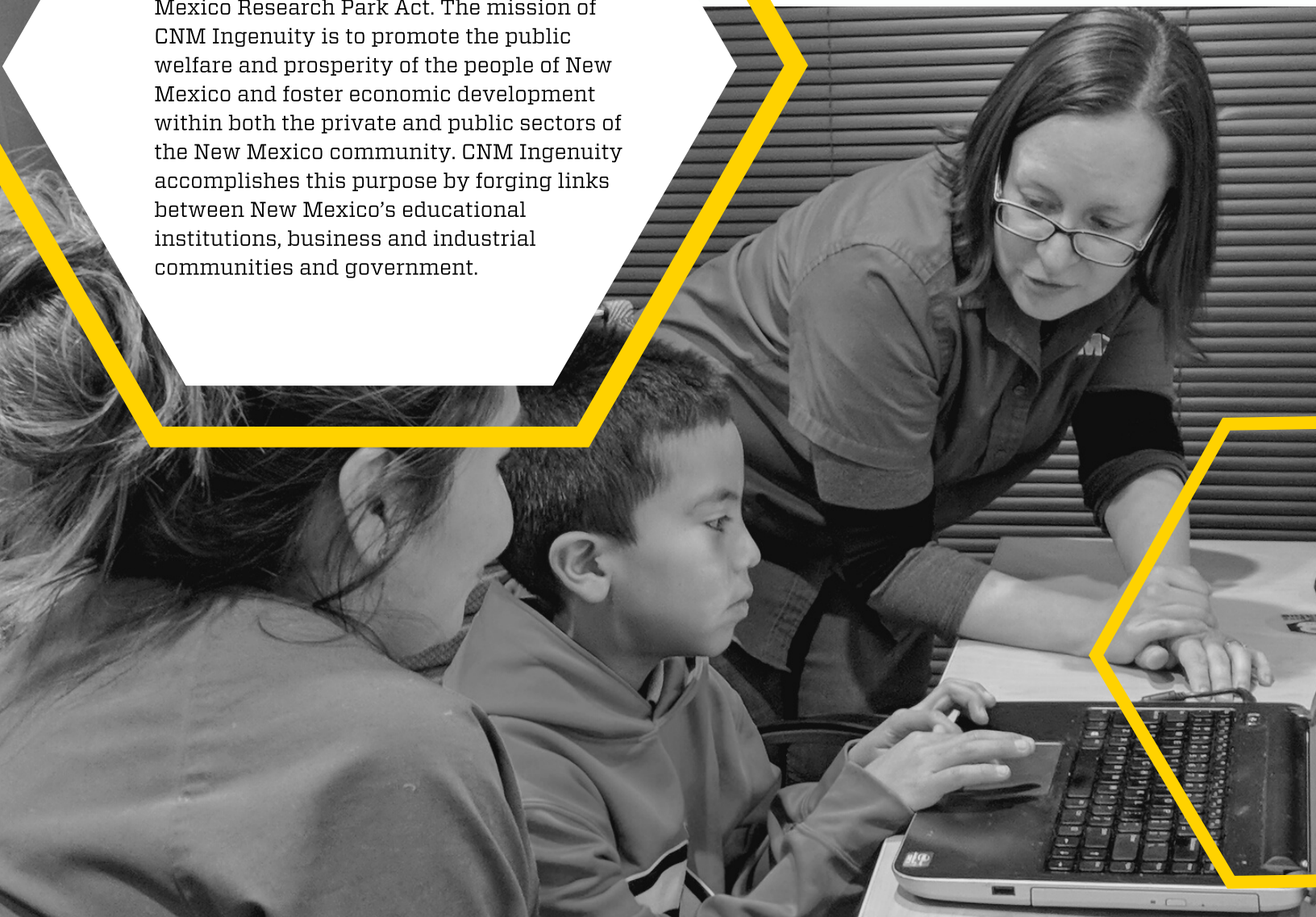
1. **ENGAGE** with CNM
2. **OVERCOME OBSTACLES** preventing education

ECONOMIC DEVELOPMENT

Accomplished through **PARTNERSHIPS**, **DIVERSIFICATION**, and **IDENTIFYING** fundamental trends.

CNM Ingenuity's Mission

CNM Ingenuity Inc. is a non-profit corporation created by Central New Mexico Community College (CNM) under the New Mexico Research Park Act. The mission of CNM Ingenuity is to promote the public welfare and prosperity of the people of New Mexico and foster economic development within both the private and public sectors of the New Mexico community. CNM Ingenuity accomplishes this purpose by forging links between New Mexico's educational institutions, business and industrial communities and government.



THE STATE OF CNM INGENUITY

A Message from our Board President



Kathie Winograd

President, Central New Mexico
Community College

Dear Friends of CNM Ingenuity,

We are very pleased and proud to be sharing this CNM Ingenuity Annual Report with you. Since being established as a 501(c)3 in 2014 under the New Mexico Research Park Act, CNM Ingenuity has made tremendous progress each year on behalf of our college, our community and our local economy.

CNM Ingenuity continues to open up new frontiers for our college, expanding our view of how we can advance CNM's Vision of "Changing Lives, Building Community." We have ventured into so many new and exciting areas of exploration, and we're doing so with multi-pronged strategies aimed at positively impacting economic development, students, the community and the college.

As you'll see in this annual report, CNM Ingenuity is on the move with various initiatives related to technology, workforce development and entrepreneurship, and the collective impacts of these efforts continue to grow. From our Deep Dive Coding Bootcamps to the FUSE Makerspace to our new Electric Lineworker and five-week Truck Driving programs, CNM Ingenuity continues to connect community members with rewarding careers and entrepreneurial ventures that help rev up our economy.

As we all strive to create more life-changing opportunities for our community members and more momentum for our economy, I hope you will continue to support CNM Ingenuity and its very promising role in the future of education and economic development in our state.

Sincerely,
Katharine Winograd, CNM President



SUPPORTING ENTREPRENEURS

FUSE Makerspace

powered by CNM Ingenuity

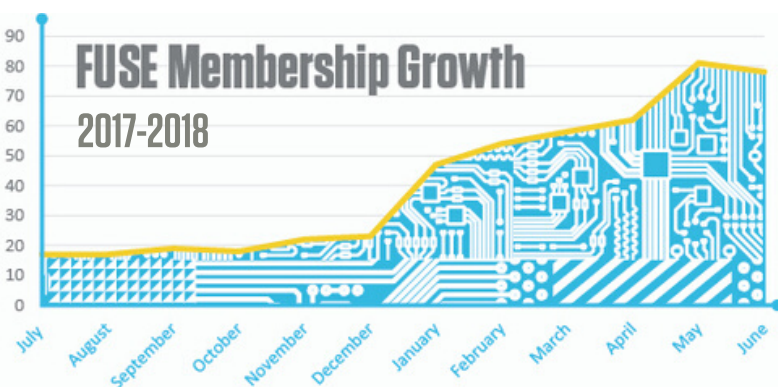
The much-anticipated public opening for the FUSE Makerspace at its new location at Innovate ABQ took place on Sept. 26, 2017. FUSE, which opened on CNM's Main Campus in a 3,000-square-foot space in April 2016, is now located in a 13,000-square-foot facility on the seven-acre Innovate ABQ campus in downtown Albuquerque.

The new facility and high-profile location, which is next door to the Lobo Rainforest Building, will allow FUSE to make greater impacts on entrepreneurship, creativity and economic development.

"This addition to our innovation district builds on the transformation of Downtown as a place for ideas to take shape and businesses to be born and grow," said Mayor Richard J. Berry. "With FUSE's relocation right across the parking lot from UNM's Rainforest Building, the opportunities for collaboration among creative and technical minds will be increased exponentially."

Significant donations from the W.K. Kellogg Foundation, McCune Foundation, Intel, Albuquerque Community Foundation, New Mexico Gas Company, the Air Force Research Lab and Nusenda have made the development and relocation of the FUSE Makerspace possible.

"Moving the FUSE Makerspace to the Innovate ABQ site is great news for the growing entrepreneurial movement in Albuquerque," said CNM President Kathie Winograd. "The FUSE Makerspace fits in perfectly with the Innovate ABQ vision to create a central location where creativity, entrepreneurship and education combine to support an economic resurgence in central New Mexico. Thanks to a wonderful collaboration with our highly appreciated partners, entrepreneurs and innovators from all walks of life will have access to an amazing makerspace in the heart of Albuquerque's innovation district."



284 Classes Run

New FUSE Facilities
3000 sq Ft. - 13,000 sq Ft.



140%
Revenue Increase



SUPPORTING ENTREPRENEURS

IGNITE Community Accelerator

One cohort of the IGNITE Community Accelerator was held in the spring of 2018 and ten companies participated. Of those companies that completed the program, seven have started business and/or are currently open and operating; one is in product development; one company moved to Colorado Springs and one company is reviewing options for location, financing operating/overhead expense and securing capital to open a child daycare center in the Albuquerque South Valley.



Success Story

Mariah Romero, owner of Mariah Joy's Skin Care, was able to lift her skincare business to new heights by participating in the IGNITE Community Accelerator. Romero says through the IGNITE program, she was able to reassess her current business model and goals. With this, she pivoted to a new strategy to incorporate more community outreach through social media campaigns. "I have the skillset and the proper accreditation in my field, but I needed help organizing and focusing my efforts so that I could turn a larger profit." The IGNITE program exposed Romero to new and more modern methods of business management.

Small Business Partnership

In 2017, Build with Robots began an incubation partnership with FUSE Makerspace. Build with Robots is a local small business focused on providing access to the fast-growing technology of Collaborative Robots (CoBots). Build with Robots brought their cobots into the FUSE Makerspace to help educate members and the community on the value and use of CoBots. In return, FUSE Makerspace is able to offer a unique learning opportunity in automation and robotics to its members.



**BUILD WITH
ROBOTS**

TECHNOLOGY

83%

Increase in Number of
bootcamps offered



95 Students
Enrolled



**DEEP DIVE
Coding**
powered by CNM Ingenuity

Deep Dive Coding, CNM Ingenuity's immersive computer coding bootcamp program, graduated nine cohorts of students in FY18, each with increasing enrollment and tuition, and was approved for credit for prior learning to gain credit toward a degree at CNM. During this fiscal year, Deep Dive Coding matured to a brand of its own, powered by CNM Ingenuity, with three different coding programs (each with multiple cohorts) with plans to expand to meet changing community needs in the future.



\$45,437
Average Salary

After Finishing a Deep Dive
Coding Bootcamp

TECHNOLOGY

Cyber Academy

One cohort of the IT Professional Series was held in FY 17-18. Nine (9) students attended and four (4) completed the full 4-module series and received the IT Industry recognized certifications in CompTIA A+, CompTIA Network+, LPI Linux Essentials and CompTIA Security+.

Success Story

Freddy Crawford felt stuck in an IT service job with no advancement opportunities. The only thing he had to look forward to each year was a 1-2% pay increase and that was fully dependent on company profit, not on his performance. Wanting a career instead of a job and determined to find a solution, he opened his mind to new opportunities. He then overheard people talking about the tech buzzword “coding.” With coding fresh on his mind and a little bit of fate, he stumbled across a bus shelter advertisement for Deep Dive Coding which ended up being the first step to changing his life.

With determination and willpower, Freddy was able to dive head first into the Fullstack Web Development coding bootcamp. However, he encountered many obstacles on the path to success: paying for the bootcamp, relearning how to learn, and being able to fully commit. By utilizing resources available to Deep Divers, Freddy was able to persevere. He received Kellogg access funds to help cover the costs associated with the bootcamp. He stayed many extra hours working with instructors to learn the material and build his software development foundation. He also took advantage of the support offered by Deep Dive Coding like the career and student success coaches.

Halfway through the bootcamp, Freddy felt overwhelmed and behind in his studies. He was approached by the Student Success Coach who provided him with a reality check and words of support. This interaction changed his attitude towards the program and his future which in turn caused him to become more serious, focused, and determined. This gave him the confidence to continue and the will to succeed.

After 10 strenuous weeks, Freddy made it to graduation and within one month of graduation he was offered a paid internship. He leveraged his education and professional experiences to land a full time software development position. Freddy is currently an Associate at Rural Sourcing Inc.



INDUSTRY AND WORKFORCE TRAINING

SPACE Solutions

powered by CNM Ingenuity

Space Solutions hosted 273 conferences, meetings, and events at CNM campuses and buildings with 89 organizations in fiscal year 17-18. Additionally, we've partnered with the following organization to lease "incubation" space and more permanent working space:

ABQid
Build With Robots
ecoMOD
Emera Technologies
Mendology
OptiPulse
New Mexico State University at SVC
New Mexico Procurement Technical Assistance Center at WTC

Props & Film Resources

powered by CNM Ingenuity

We hosted film and television productions on eight (8) occasions. Locations licensed for filming included the coordination of both interior and exterior shots at the CNM Main Campus, Workforce Training Center, and the Westside Campus. Additionally, we hosted production offices at our building at 1008 Coal for a film production crew. In September, we hosted a Stage Combat Workshop presented by Left Turn Stage Combat.

During this year we also developed an exciting learning opportunity for students in the CNM School of Applied Technology's Film Technician Training Program. Students used 1008 Coal for location shoots and also worked with the props available there.

ABQ Commercial Driver's License

powered by CNM Ingenuity

In 2018, CNM Ingenuity launched its Commercial Drivers License brand, ABQ Commercial Driver's License, or ABQ CDL. Expanding on the testing and customized training previously offered through CNM Workforce Training, ABQ CDL offers industry testing, customized training, as well as an accelerated CDL offering.

CDL Program Revenue: \$260,000

an 87% growth compared to FY17

CDL Program Enrollment: 210 students

a 42% growth compared to FY 17



INDUSTRY AND WORKFORCE TRAINING



WORKforce Training
powered by CNM Ingenuity

Electric Lineworker Training

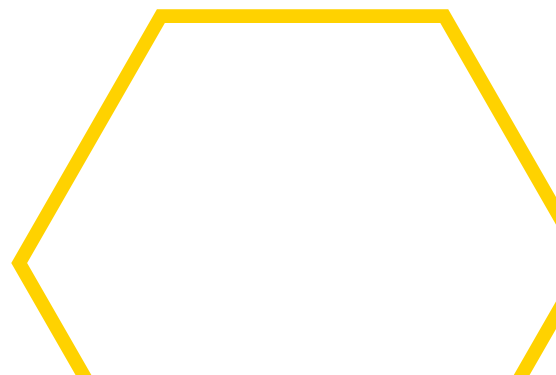
FY18 saw the completion of the Lineworker Electric Power Training Facility. Construction started in October 2017 during the Underground and Climbing school sponsored by the Rural Electric Cooperatives. Over 60 industry professionals spent five days installing electric poles, overhead line, underground cables and transformer boxes. The build was completed in March 2018 during the industry sponsored Hotline, Overhead and Climbing school where over 90 industry professionals installed overhead transmission lines. More than 150 individuals were trained on the facility during industry sponsored programs.

Green Home Construction and Internship Program

Through the financial support of PNM, CNMI has partnered with CNM and UNM to create a design-build opportunity for students and community members. Currently UNM School of Architecture is designing an energy efficient home through their ecoMOD program. The house should be completed in the summer of 2019 and will become a rental property close to the CNM main campus.

Fast Track Degree Programs

The CNM School of Business and Information Technology partnered with CNM Ingenuity to support the operations of the Fast Track Degree Programs. During the 2017/2018 academic year, a total of six cohorts went through the Fast Track Business Administration (BA) and new Fast Track Computer Information Systems (CIS) programs, graduating four cohorts (3 BA & 1 CSS), a total of 49 students.



INDUSTRY AND WORKFORCE TRAINING

Healthcare Industry Training

The local healthcare industry received training support through CNM Ingenuity in partnership with CNM's School of Health, Wellness & Public Safety (HWPS).

39 classes were provided through contracts and open enrollment, totaling 22,386 hours of continuing education to 963 area healthcare providers and/or healthcare students.

Fiscal Year 17-18 Highlights:

4th Annual Ultrasound Seminar in October 2017 for 79 Diagnostic Medical Sonography (DMS) professionals, hosted by the HWPS DMS program, providing 8 Continuing Education Credits.

237 Bernalillo County EMTs and Paramedics participated in a 60 hour hybrid EMS Continuing Education training package co-developed and taught by Bernalillo County and CNM EMS program, providing 14,220 hours of CE!

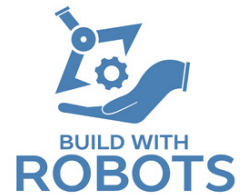


FINANCIAL STATEMENTS

Condensed Assets, Liabilities, and Net Position

	2018	2017
Current assets	\$ 10,446,790	\$ 12,820,463
Capital assets, net	4,578,619	3,032,770
Other noncurrent assets	5,119,392	300,186
Total assets	<u>\$ 20,144,801</u>	<u>\$ 16,153,419</u>
Current liabilities	<u>\$ 1,972,504</u>	<u>\$ 1,771,786</u>
Total liabilities	<u>1,972,504</u>	<u>1,771,786</u>
Net position:		
Unrestricted	13,343,551	11,112,916
Net investment in capital	4,578,618	3,032,770
Restricted- Expendable	250,128	235,947
Total net position	<u>\$ 18,172,297</u>	<u>\$ 14,381,633</u>

OUR PARTNERS AND FUNDERS



WHO WE ARE

2017-2018 CNM Ingenuity Board of Directors



Kathie Winograd
Board President
President, Central New
Mexico Community College



Kirby Jefferson
Board Vice President
Intel, Retired



Tracy Hartzler
Treasurer
Vice President of Finance & Operations
Central New Mexico Community College



Kyle Lee
Secretary
CEO, CNM Ingenuity, Inc.



Dominic Pruitt
Advanced Technical Sales Specialist, IBM



Steve Maestas
CEO, Maestas Development Group



Bill Miera
CEO, Fiore Industries, Inc.



Henry South
CEO, Atkinson & Co.



Lorna Wiggins
President, Wiggins, Williams &
Wiggins, PC

Administrative Officials:



Samantha Sengel
Chief Advancement Officer, CNM



Wanda Helms
Comptroller, CNM

WHO WE ARE

2017-2018 CNM Ingenuity Staff



Kyle V. Lee

Chief Executive Officer



Bill Halverson

Senior Technology Advisor



Evelyn Dow

Associate Director,
Space Solutions



Sue Buffington

Director, New Mexico
IT Apprenticeship Program



Dawnn Moore

Senior Program Manager



Andrea Sisneros-Wichman

Senior Program Manager



Alicia West

Senior Program Manager



Dena Thomas-Aouassou

Operations Manager,
FUSE Makerspace



Michael Sleeter

Business Manager



Katy Woodward

Marketing Manager



Brandon Davis

Accountant



Kathy Duquette

Administrative Specialist

Progam Staff

Marty Bonacci
Carolyn Chavez
Kerri Eichwald
Brianna Enriquez
Peggy Garcia-Marquez
Devonna James

Sara Laymon
Carla Love
Angela Poppe
Shanna Sanchez
Theresa Schrecongost
Ron Taylor

Operations, Instruction, and Administrative Staff

Matthew Barbato
Carson Bennett
Nick Bennett
Karen Boise
Eric Clevenger
Juan Delgado
Mark Duran
Michael Green

Daniel Heron
Chris Hughes
Brian Jones
George Kephart
Brent Kie
Britney King
Sara Laymon

Dylan McDonald
Jennifer Nevarez-Diaz
Theresa Schrecongost
Laura Toledo
Zach Tubb
Heather Womack
Vicki Wood

CNM Contributing Staff

Jennifer Brower
Christine Duncan
Joe Cardillo
John Corvino
Brad Endres
Aline Gonzales

Roland Lagunzad
Marvin Martinez
Brad Moore
Steven Piatetsky
Misty Salas
Pedro Vergara

