

# CNM In<sup>9</sup>enuity, Inc.

## Impact Report

2019-2020

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

# CNM Ingenuity's Mission and Vision

## CNM Ingenuity's Mission

The mission of CNM Ingenuity Inc. is to promote the public welfare and prosperity of individuals and to foster economic development within both the private and public sectors. CNM Ingenuity Inc. accomplishes this purpose by forging links between educational institutions, businesses, industries, and government.

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.

# The State of CNM Ingenuity



**Lorna Wiggins**  
Board President

President, Wiggins, Williams & Wiggins, P.C.



**Kyle V. Lee**  
Chief Executive Officer  
CNM Ingenuity, Inc.

## A Message from our Board President & CEO

Dear Friends of CNM Ingenuity,

We are pleased to share this CNM Ingenuity Impact Report with you. Since being established in 2014 as a 501(c)3 under the New Mexico Research Park Act, CNM Ingenuity has continued to expand our portfolio of programs and offerings each year in support of our college, our community and our economy.

CNM Ingenuity has become the “go-to” training partner for individuals, start-ups and businesses. With a network of programs and pathways in fields ranging from computer coding to healthcare, CNM Ingenuity provides accelerated career training and professional development in rapidly expanding sectors of the economy for individuals, as well as resources, hiring support and networking for businesses and start-ups.

In addition, CNM Ingenuity has continued to expand its strategic partnerships to fulfill our mission of promoting the public welfare and prosperity of individuals and to foster economic development within both the private and public sectors.

CNM Ingenuity boldly pursues ideas never before accomplished in higher education. We are grateful for your past support and hope you will continue to partner with CNM Ingenuity as we play a role in the future of training and in the economic development of our state.

Sincerely,  
Lorna Wiggins and Kyle Lee

# Featured Programs

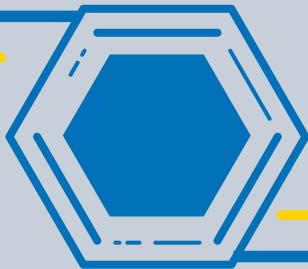


## DEEP DIVE

powered by CNM In<sup>g</sup>enuity

Deep Dive teaches the fundamentals of technology-focused topics in short-term, immersive “bootcamp” settings, preparing learners for new jobs in emerging and in-demand fields. The program is ideal for unemployed and displaced workers, anyone looking to “skill-up” quickly and/or change careers, young adults seeking a non-traditional/college education, corporations looking to re-skill existing employees or recruit new ones, and schools, organizations and companies looking to license Deep Dive Accelerator Partners.

This life-changing, award-winning and cost-efficient program provides a swift path to completion, addresses all skill levels, has a supportive alumni network and boasts a high job success rate for graduates.



## Small Business and Startups

A variety of programs and services designed to support the entrepreneurial spirit, provide professional skills training and champion local startups and businesses. It is ideal for tech startups, small-product businesses hoping to scale and find talent, app/software developers, and anyone looking to enhance existing skills or start a whole new career. More than a selection of coursework, this program suite also serves as a connector to valuable resources and features a strong mentoring network.

A community space offering memberships for individuals and small businesses, FUSE Makerspace allows members to prototype new products by accessing equipment otherwise inaccessible to them. It is ideal for small business owners, artists, hobbyists looking to monetize their creations, and even larger manufacturers and government agencies.



**FUSE Makerspace**  
powered by CNM In<sup>g</sup>enuity

# Our Portfolio of Programs



## Technology

- Deep Dive Coding
- IT Professional
- Cybersecurity



## Leadership & Business Management

- Supervisor Academy
- Facebook's Digital Marketing Certificate Program
- Improve Your Sales, Presentations & Branding



## Small Business & Startups

- ActivateNM Accelerator
- IGNITE Community Accelerator
- Balloon Pitch & Ski Lift Pitch



## Construction, Trades & Utilities

- Electric Lineworker Pre-Apprenticeship Program
- Green Building Internship



## Transportation

- ABQ Commercial Drivers License



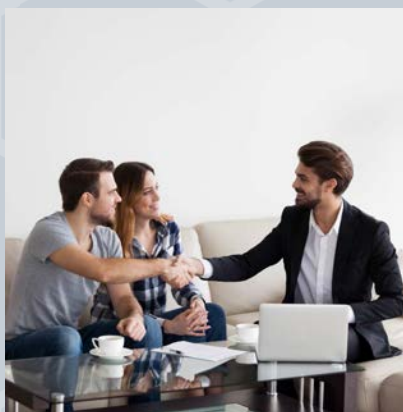
## Coach Training

- Financial Coaching
- Academic Coaching



## Healthcare

- Intelligent Pressure
- NCLEX Prep & Nurse Refresher
- Healthcare Simulation and Debriefing



## Real Estate

- Pre-Licensure Courses and Continuing Education



## Education

- Online Course Design & Instruction
- Program of Intensive English

## FUSE Makerspace Builds and Distributes PPE for Frontline Healthcare Workers During COVID-19 Pandemic

If you build it, they will use it. That's what CNM's FUSE Makerspace quickly found out as the COVID-19 pandemic started.

In April of 2020, while the space was unable to offer its regular in-person classes, FUSE transitioned all of its equipment and resources over to building, cleaning, and distributing personal protective equipment (PPE) that that was shipped to COVID-19 healthcare workers in every corner of the state.

FUSE Director Dena Thomas-Aouassou partnered with Alice Shriver of 505 Access and Tanda Headrick of VanGuard Technology to create a pipeline that provided hundreds of plastic face shields to healthcare workers at Presbyterian Healthcare Services each week. Alice and Tanda set up the partnership with Presbyterian and then worked with Salteydog Metal Fab here in Albuquerque to cut the shields. Dena then turned the entire FUSE computer lab into a space where the shields could be cleaned and packaged.

Dena was also contacted by the Air Force Research Lab (AFRL), which has partnered with New Mexico Tech to run the [nmcovid19.org](http://nmcovid19.org) website, where designers and manufacturers could reach out to donate their services or medical supplies. Via that partnership and website, Dena and the FUSE Makerspace held a curbside donation event where local makers from Albuquerque and the surrounding areas dropped off their own 3D-printed face shields and materials needed to make them.

The list goes on. Sheri Crider, who runs the Sanitary Tortilla Factory art space, worked to produce something called an intubation box. The square boxes, which were first developed by a doctor in Taiwan, are made of plexiglass and fit over a patient's head with holes for a doctor's arms to reach through. They're used as another layer of protection for doctors who are intubating a patient, or in other terms, inserting a plastic tube into a patient's trachea to help keep their airways open—a process that's done when someone needs to be put on a ventilator.

Sheri took her first box to Lovelace Health System here in Albuquerque where doctors used it and immediately ordered 12 more. Since the first batch, she and a crew of volunteers from a group called New Mexico Craft Responders have made more that have gone everywhere from Roswell to Zuni.

"It's been amazing," Sheri says. "I was painting pictures and making furniture when this all started and now I feel great being able to help. It's really meaningful to be able to make an object that has tangible benefits to workers who need it most."

"We've been very, very busy," Dena says. "But we're excited to help because this is a community health need that affects all of us."



## Nusenda's Partnership with FUSE



Nusenda made a transformative gift to the FUSE Makerspace in 2018 to support the operational needs of CNM Ingenuity in opening, equipping, managing and sustaining the FUSE Makerspace at its new location at Innovate ABQ in downtown Albuquerque. The transition from 3,000 square feet to 13,000 square feet was a significant undertaking and would not have been possible without the continued support of Nusenda. In addition to ensuring a successful relocation to a new location that was more accessible to the broader community, Nusenda's funding enabled FUSE to expand its hours, staff and programmatic offerings. Thanks to Nusenda, the FUSE Makerspace provides tools, equipment and community that Makers need to bring their ideas to life.



## Meet Faith Bohannon

Faith was the first woman to graduate from the Electric Lineworker Pre-Apprentice certificate program and she has big plans.

Faith Bohannon grew up working with her hands. Her dad owns a water well drilling business outside of Grants, New Mexico, and she's helped with the trucks and wells ever since she can remember.

That's why when it came time to choose her own profession, Faith enrolled in CNM Ingenuity's Electric Lineworker Pre-Apprentice program. She knew climbing poles and fixing the power grid would be satisfying, and full of adrenaline.

"The first time you go up a pole you're definitely shaky, but you eventually find your feet and there's always a good view," Faith says.

Faith's cohort is the third to go through the program—which is run at the Rio Rancho Campus— and Faith will be the first woman to graduate. She's proud to be the first woman, but also says it's not that big a deal because her cohort and instructor have been nothing but positive and helpful.

"I had to prove myself like anyone else in my class, but I've always been treated like an equal," Faith says.

The program, taught by Kevin Dunlap who spent 33 years at the Central New Mexico Electrical Cooperative, prepares students for quality careers as professional electric lineworkers. All together, the program takes 15 weeks and teaches everything from lineman skills, to safety, to electricity basics. Students also get training so they can obtain a Class A Commercial Driver's License.

After graduating, students are required to do a paid 240-hour internship and then can move onto a paid, full-time apprenticeship. Right now there's a high rate of retirement among lineworkers who've reached retirement age, so power companies will be filling those jobs.

Faith plans to complete the certificate, then finish her associate degree in pre-health sciences. After that she'll start looking for paid internships and then a paid apprenticeship. She'll stay in New Mexico if she finds the right job, but is also happy to move out of state. She knows she's entering a male-dominated field but isn't worried. She feels well-trained and understands that her work will speak for itself.

"For other women who are considering the lineworker program, I'd just tell them not to be afraid to go out of their comfort zone," she says. "I've had tons of encouragement and I'm really excited to start my career."

## Meet Jacques Chevrier



Jacques Chevrier had had a series of odd jobs throughout his adult life, including welding and day trading in the foreign exchange market. While at Los Alamos National Laboratory as an ironworker with a four-hour round trip commute, Jacques observed that the folks on the lab side seemed to have a lot more perks than those working on the crafts. He knew he wanted to make the transition to the labs side but wasn't sure how to get there. With a one-year-old at home, going back to school for four years wasn't an option. Jacques tried to teach himself programming for about two hours and quickly realized he didn't have the self-discipline to be successful. He began researching accelerated programming courses and was surprised to learn about Deep Dive Coding right here in Albuquerque. When he went in to get more information I was greeted by Andrea, Karen, and Dan, who helped further solidify his decision to register for the Java+Android+Salesforce bootcamp.

That support continued throughout the program. During his time in the program, Jacques's daughter got very sick and he had to miss a week of bootcamp. He was already feeling overwhelmed and unsure about his ability to succeed and he thought his daughter's sickness would be the end of his time at bootcamp. But the staff was incredibly supportive, offering support through counseling and encouraging him to work with a tutor and continue working on problems during his time at home to stay on track. This was his first impression of the tech industry, that they were incredibly accepting and understanding that they truly wanted him to succeed.

Today, Jacques works as a salesforce developer for Deloitte Consulting and gets to spend much more time with his family. He describes Deep Dive as the literal catalyst for changing his life for the better and is deeply appreciative of grants from organizations like the WK Kellogg Foundation for allowing him to pursue this career path.

Read many other amazing stories about those impacted by our WK Kellogg Access Funds in our [Success Story Book](#).

## Marlene Trujillo and Cyntelle Renteria

Marlene enrolled in the first Deep Dive Internet of Things (IoT) bootcamp in February 2020 after working as a server at local restaurants for several years. Soon after completing the bootcamp, Marlene was hired by local robotics company Build With Robots. In her new position, she can integrate her background in mechanics with her smart technology skills. Marlene had a such a good experience and outcome, she encouraged her cousin, Cyntelle Renteria, to join the next IoT cohort.

Cyntelle enrolled in the second Internet of Things cohort in July 2020. Cyntelle had a background in digital media and design, and was looking for a new path after an unsuccessful entrepreneurial attempt with a fabric and design studio. Cyntelle quickly found her niche with IoT, learning how to weld and working on a fume detection sensor Capstone project. Cyntelle worked with CNM Ingenuity's Technology Solutions Labs on CABQ's Smart Cities Initiative and recently accepted a new position as a Software Engineer at BroadSpot Imaging.



# Strategic Partnerships

Core to our mission is forging links between educational institutions, businesses, industries, and government to promote the public welfare and prosperity of individuals, as well as to foster economic development within the public and private sector. Our Strategic Partnership enable us to do just that.



The New Mexico Early Childhood Education and Care Department (ECECD) provides scholarship and wage supplement opportunities to make it possible for early educators and care providers to afford coursework leading to advanced credentials and degrees. CNM Ingenuity is proud to administer the ECECD Scholarship and Wage Supplement program on behalf of ECECD.



Hyperspace Challenge, launched in 2018, is a business accelerator fueled by the U.S. Space Force and Air Force Research Lab, in partnership with CNM Ingenuity, to support the Space Vehicles directorate and our U.S. government personnel everywhere.

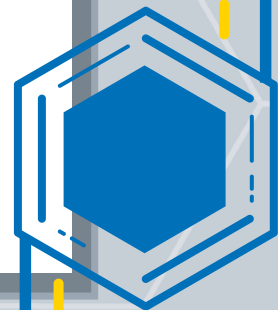


Job Training Albuquerque (JTA) is a workforce development program created in partnership with the City of Albuquerque and Central New Mexico Community College (CNM). JTA provides an opportunity for Albuquerque employers to skill up their workforce and provides and opportunity for employees to gain high-demand skills and industry specific credentials. Program funding is provided by the City of Albuquerque Economic Development Department and the program is administered by CNM Ingenuity.



New Mexico Information Technology  
**APPRENTICESHIP PROGRAM**  
powered by **CNM Ingenuity**

NMITAP creates apprenticeships in many fields beyond individuals in New Mexico, with a special emphasis on underrepresented populations. The apprenticeship program creates a much needed connection between skilled information technology students and the businesses creating learning opportunities in IT.



# Strategic Partnerships, continued...



Unmudl facilitates access to job-focused upskill and reskill courses across a diverse range of professions and trades through a proprietary network of public community colleges. With Unmudl, learners can achieve their education and career goals by simultaneously enrolling in classes from multiple community colleges instantly. CNM is a founding partner of Unmudl, and CNM Ingenuity helps to facilitate access to courses through that platform.



SkillsUSA is a partnership of students, teachers, and industry working together to ensure America has a skilled workforce. With the help of dedicated teachers, SkillsUSA New Mexico reaches thousands of middle, high school, and college / postsecondary students. Each element of SkillsUSA programming is based upon a framework that illustrates the importance of personal, workplace, and technical skills grounded in academics.

Since 2019, CNM Ingenuity has served as the State Director for SkillsUSA NM.

## CNM Ingenuity Business Units

Space solutions provides access to classrooms, conference rooms, offices and labs at all CNM campuses, for both short and long-term use. We also provide residential and commercial property rentals, conference planning services and facilities.



Props & Film Resources provides services include film production space, prop rentals, film locations, and consulting by subject matter experts; dedicated to educational, business and ethical skill development of New Mexico's filmmakers and their communities.

### Industry Testing

CNM Ingenuity offers a wide variety of occupational and industry testing to organizations and individuals. CNMI Industry Testing administers high stakes exams for a variety of testing organizations, including Pearson Vue, Comira Testing, and more.

### Deep Dive Accelerator Partners

Launched in 2020, Deep Dive Accelerator Partners offers the expertise, structure and industry-vetted curriculum for schools, businesses and community organizations alike to provide our cutting-edge technology bootcamps in their own community. We share our secret sauce that has resulted in hundreds of satisfied and successful graduates.

Organizations who partner with Deep Dive are provided with a complete Road Map for starting their own program.

# Our Community Partners



ALBUQUERQUE  
COMMUNITY  
FOUNDATION  
*leadership • trust • legacy*



INNOVATE  ABQ



NEW MEXICO  
ECONOMIC DEVELOPMENT



# CNM Ingenuity By the Numbers

## Financial Statements

### Condensed Assets, Liabilities, and Net Position

	2020	2019
Current assets	\$ 5,146,688	\$ 9,388,152
Capital assets, net	5,195,881	5,027,796
Other noncurrent assets	13,643,754	11,167,925
Total assets	<u>\$ 23,986,323</u>	<u>\$ 25,583,873</u>
Current liabilities	<u>\$ 1,317,890</u>	<u>\$ 1,931,593</u>
Total liabilities	<u>1,317,890</u>	<u>1,931,593</u>
Net position:		
Unrestricted	17,330,729	18,482,661
Net investment in capital	5,195,881	5,027,796
Restricted- Expendable	141,823	141,823
Total net position	<u>\$ 22,668,433</u>	<u>\$ 23,652,280</u>

## Numbers Worth Noting

Over **5000** learners participated in a CNM Ingenuity training



Deep Dive Celebrated its **500th** Graduate



**50** Students began apprenticeships through NMITAP

**250** Contracts completed through Space Solutions

FUSE Makerspace held more than **250** workshops and has more than **150** monthly members

# CNM Ingenuity Board of Directors



**Lorna Wiggins**  
Board President

President  
Wiggins, Williams & Wiggins, P.C



**Steve Maestas**  
Board Vice President

CEO  
Maestas Development Group



**Olivia Padilla-Jackson**  
Board Treasurer

Vice President for  
Finance and Operations  
Central New Mexico Community College



**Tracy Hartzler**

President  
Central New Mexico Community College



**Michael Canfield**

President/CEO  
Indian Pueblo Cultural Center, Inc.  
Indian Pueblos Marketing, Inc.



**Mark Fidel**

Co-Founder  
Risk Sense



**Bill Miera**

CEO  
Fiore Industries, Inc.



**Dominic Pruitt**

Advanced Technical Sales  
Specialist- Storage & Virtualization  
IBM



**Henry South**

CPA  
Atkinson & Co.



**Kyle Lee**

Ex-Officio  
CEO  
CNM Ingenuity, Inc.



**Samantha Sengel**

Chief Advancement Officer  
Central New Mexico Community College



**Wanda Helms**

Comptroller  
Central New Mexico Community College

**Administrative Officials**