



# **CNM** In<sup>?</sup>enuity, Inc.

## **Impact Report | 2021 - 2022**

**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 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.



# The State of CNM Ingenuity

## A Message from our Board President & CEO



**Lorna Wiggins**  
Board President

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



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

Dear colleagues, supporters and friends of CNM Ingenuity,

CNM Ingenuity is posed to be the leader in accelerated, industry-centered training that revolutionizes the idea of traditional education and move learners from the classroom to the workforce in one-to-three months.

We are proud of the accomplishments of CNM Ingenuity's more than 30 trade and certificate programs. Throughout this report you will see the impact we have made on not just individuals but our community as a whole.

Established in 2014 as a 501(c)3 under the New Mexico Research Park Act, CNM Ingenuity has grown into a powerhouse boasting tech training, entrepreneurship resources, partnership collaborations and accelerated training to upskill, reskill and employ New Mexicans.

Our partnerships with New Mexico's Early Childhood Education and Care Department and Space Valley Coalition showcase the unique ability Ingenuity has to facilitate large scale partnership programs and be at the forefront of economic growth for New Mexico. Our collaboration with the Air Force Research Laboratory, other community colleges and industry leaders also uniquely positions us to assess emerging and ongoing labor market challenges and rise to meet them.

We do this in technology through our Deep Dive immersive bootcamp trainings that focus on everything from Fullstack web development to Digital Media creation. Our Leadership and Professional Skills series provide learners with the tools they need to move into supervisory and leadership roles across all industries. The Commercial Driver's License courses roll drivers into a new future with jobs starting around \$60,000 a year.

CNM Ingenuity continues to be reflective and proactive in how we help shape New Mexico's workforce and the needs of industry for the future. We want to thank you for your support and collaboration and hope you find this report as inspiring as we do.

Sincerely,  
Lorna Wiggins and Kyle Lee



# Featured Programs

## ABQ Commercial Driver's License powered by CNM Ingenuity

ABQ CDL focuses on accelerated training programs to help students get a Commercial Driver's License quickly. We offer a variety of training including Class A, Class B, Passenger Endorsement upgrades, CDL Skills Assessments and Refresher Classes, and Customized Training. Additionally, CNM Ingenuity is approved by the New Mexico MVD to administer the CDL Skills Exam for the Central New Mexico region. Our experienced staff are ready to provide students with the driving experience and skills necessary to gain the confidence they need to have a successful career in the commercial driving industry. In 2022-2023 more than 150 learners were projected to be trained thanks to the integration of CNM's two CDL programs into one under Ingenuity. On top of that, the program is on pace to administer more than 500 exams this year.



## DEEP DIVE powered by CNM Ingenuity



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. Learners such as Edward “EJ” Ishman, an Airforce veteran who had been stationed at Kirkland, Ishman had worked as a mechanic in the military but was looking to move into tech.

He found the Internet of Things (IoT) Bootcamp and 10 weeks later had created “City Farmer”. The wind-powered, mobile device collects data on environmental conditions and reports back on the ground level ozone and carbon dioxide readings in that area.

A creative space to learn skills, explore diverse toolsets, and fabrication techniques to build the next big idea. FUSE offers a safe and inclusive environment for all maker skill levels with More than 75 pieces of equipment for woodworking, metal fabrication, jewelry making, additive manufacturing, screen printing, and more!

In 2022, 46 small businesses were awarded Grow Your Small Business funding for FUSE workshops and memberships. This includes 505 Resin Works, an interracial, queer, female-owned business creating unique mix-media pieces of resin and wood, furniture, home goods, art, and jewelry.



## FUSE Makerspace powered by CNM Ingenuity

# Our Portfolio of Programs



## Technology

- Deep Dive
- IT Professional
- Cybersecurity
- Blockchain



## Leadership & Business Management

- Leadership Academy
- Professional Skills Academy
- Financial Coach Training
- Marketing



## Small Business & Startups

- ActivateNM
- StartNowNM
- Ski Lift Pitch



## Construction, Trades & Utilities

- Electric Lineworker Program
- Solar Basics
- Green Building Internship



## Transportation

- Commercial Drivers License



## Coach Training

- Financial Coach Training
- Academic Coaching Training



## Healthcare

- Clinical Compliance



## Real Estate

- Pre-Licensure
- Continuing Education



## Education

- Early Childhood Mentoring Network



## StartNowNM

Central New Mexico Community College has put together a comprehensive list of our resources for new and expanding small businesses, all in one place. From training to education, funding to facilities, you can find it all through StartNowNM.org

## Build Back Better

- CNM-led Space Valley Coalition one of federal Economic Development Administration's Phase I winners of \$500k.
  - Only 60 awards out of 562 national applications
- An inclusive & integrated strategy aligned with New Mexico's 20-year economic development plan.
- \$50M Phase II application (not awarded) included 113 partners.
  - including Space Force and all NM Universities
- Completing National Science Foundation Regional Innovation Engines Type 2 Grant for \$160 million.
  - and growing the coalition's brand & core partners

## Green Build Home



NM students, through a partnership with main campus, CNM Ingenuity, Homewise and private industry, build a brand-new affordable and environmentally friendly house on Pacific Avenue in the Barelás neighborhood in Albuquerque. The house is a joint project between CNM Ingenuity and Homewise, a New Mexico non-profit that supports affordable housing and community development and made possible thanks to a generous grant from Lowe's. Additional support has been received from PNM and the School of Applied Technologies' National Science Foundation Grant #1601121.

The house took more than a year to complete and will be sold to a family receiving assistance through Homewise to afford the property.

# 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 Partnerships enable us to do just that.



\$3.5M million in direct support in FY22

- Scholarships
- Wage Supplements
- Pre-K Parity
- Bilingual Incentive

Over 3,700 applications awarded in FY22

Manage Early Childhood Mentor Network



2022 Hyperdrive Space Summit brought together 170+ space entrepreneurs and innovators to explore current mission needs of the Air Force Research Laboratory and the United States Space Force.

Attendees included:

- 52 Government Representatives
- 32 Industry Experts
- 16 Academic Representatives
- 15 VC/Investors



In first three years:

- \$9.1 million in Annual Wage-Earning Power added from \$1M initial investment
- 287 employees skilled up
- 204 jobs created
- 100 small businesses and non-profits engaged

Renewed for \$1M for FY23



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.



In April 2022, first in-person State Conference at CNM since COVID

FY22 membership all-time high of 4,663 members

- 6 Middle Schools
- 22 High Schools
- 6 College/Post-Secondary
- 2 School Districts

## 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.



Technology Solutions Labs provides hands-on work experience with "real-world" technical projects for graduates of our Deep Dive bootcamps. We are committed to delivering motivating and meaningful educational and professional opportunities for our alumni, many of whom are budding entrepreneurs.

## 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.

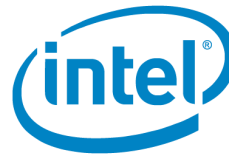
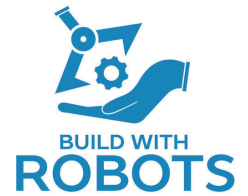


# Our Community Partners



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	2022	2021
Current assets	\$ 9,370,583	\$ 6,034,525
Capital assets, net	5,896,838	5,105,463
Other noncurrent assets	<u>15,103,999</u>	<u>17,265,820</u>
Total assets	<u>\$ 30,371,420</u>	<u>\$ 28,405,808</u>
Current liabilities	\$ <u>2,445,202</u>	\$ <u>2,198,321</u>
Total liabilities	<u>2,445,202</u>	<u>2,198,321</u>
Net position:		
Unrestricted	21,887,557	20,960,201
Net investment in capital	5,896,838	5,105,463
Restricted- Expendable	141,823	141,823
Total net position	<u>\$ 27,926,218</u>	<u>\$ 26,207,487</u>

## Numbers Worth Noting



**\$9.5 million Revenues, 4,998 Workforce Participants Served, 7,000 Community Clients Served**

**31,201 High Skills Training Completers**  
representing **809,750** seat hours.



More than **\$38 million** in revenues, including **\$13.5 million**  
in grants under management and more than **75,000** event participants



**\$5 million Venture Fund, Semi-Finalist** in **\$100 million Federal Reserve Grant,**  
**Managed Service Partner for Statewide Initiatives**



# CNM Ingenuity Board of Directors



**Lorna Wiggins**  
Board President

President  
Wiggins, Williams & Wiggins, P.C



**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.

**Administrative Officials**