

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



## Impact Report | 2022 - 2023

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

# MISSION & GOALS

## Our 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 INGENUITY

## A Message from our Board President & CEO



**MARK FIDEL**

**Board President**

Principal, Fidel Consulting Group



**KYLE LEE**

**Chief Executive Officer**

CNM Ingenuity, Inc.

CNM Ingenuity stands as a pioneering force in rapid, industry-focused education, redefining traditional learning paradigms and propelling learners from classrooms to high paying careers within one to three months.

We take great pride in CNM Ingenuity's array of over 30 specialized trade and certificate programs. As you delve into this report, you'll witness the profound impact we've not only had on individuals but also on our broader community.

Established in 2014 as a 501(c)3 organization under the New Mexico Research Park Act, CNM Ingenuity has evolved into a dynamic entity, offering cutting-edge tech training, fostering entrepreneurship, cultivating strategic partnerships, and providing accelerated programs to empower, re-skill, and employ the people of New Mexico.

Our collaborations with the New Mexico Early Childhood Education and Care Department and the Space Valley Coalition exemplify Ingenuity's exceptional capacity to facilitate large-scale training initiatives and drive economic advancement for our state. Furthermore, our partnerships with the Air Force Research Lab, fellow community colleges, and industry leaders uniquely position us to address emerging labor market challenges effectively.

In the realm of technology, our immersive Deep Dive bootcamp programs cover a spectrum of disciplines, from Fullstack web development to Digital Media creation. Meanwhile, our Leadership and Professional Skills series equips learners with the tools necessary to transition into supervisory and leadership roles across various sectors. Additionally, our Commercial Driver's License courses offer a pathway to a lucrative career, with starting salaries averaging around \$60,000 per year.

CNM Ingenuity remains committed to being both introspective and proactive in shaping the workforce of New Mexico and meeting the evolving needs of industry. We extend our gratitude for your support and collaboration, and we trust that this report will inspire you as much as it inspires us.

Sincerely,  
Mark Fidel and Kyle Lee



# FEATURED PROGRAMS

## ABQ CDL Training

ABQ CDL focuses on training student to 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.



In the fall of 2022, the CNM trucking program merged with the CNM Ingenuity fast-track training program in response to the College-Wide Integrated Program Review. Over the past year, the Ingenuity program has experienced substantial growth both in the number of fleet vehicles and learners served in its first year. The program successfully centralized resources, offering both CDL Class A and Class B accelerated training programs with additional endorsements available. Class A licensing course enrollment more than doubled from 100 to 211 students, and Class B license enrollment increased from 22 to 31 students.

Graduates have swiftly entered the industry, with 80% of surveyed students working as CDL drivers, 90% of whom found employment within three months. The program's flexibility, with training available seven days a week and various class times, coupled with a smaller student-to-instructor ratio, contributes to the student's success. Funding support provided by workforce training programs and the New Mexico Legislature has enabled over 75% of students to receive full funding for the course, making the program more accessible.

Looking ahead, the ABQ CDL program aims to continue its expansion, maintaining a commitment to diversity and providing well-prepared students for the workforce. The program remains inclusive, catering to a diverse range of learners, and focuses on helping students secure employment quickly after completing the program, addressing the industry demand for well-trained drivers.



# FEATURED PROGRAMS

continued

## Deep Dive Coding

In 2023, Deep Dive continued its commitment to providing immersive "bootcamp" experiences and teaching fundamental technology skills for emerging job markets. The Deep Dive Internet of Things Bootcamp (IoT) marked a significant milestone by partnering with the City of Albuquerque Public Arts Program and the Rail Trail project. During the year, ten artists engaged in the bootcamp, where they acquired coding and technology integration skills for their public artworks. This collaboration extended Deep Dive's influence in the Albuquerque community and showcased its dedication to merging technology with creative expression.

Recognizing market demands and heeding employer feedback, Deep Dive responded by reintroducing the Java + Android boot camp in fall 2023. As one of the most sought-after programming languages, Java regained focus, with the accomplished Nick Bennett leading the Java bootcamp at Ingenuity. The addition of part-time options for IoT aimed at accommodating working learners further enhanced accessibility.

The strategic updates to the curriculum and the establishment of impactful partnerships epitomize Deep Dive's commitment to providing diverse expertise, leveraging resources, and fostering innovative perspectives. These efforts collectively propelled the success and expansion of Deep Dive's initiatives throughout the year.



# DEEP DIVE

powered by CNM Ingenuity

# FEATURED PROGRAMS continued

## FUSE Makerspace

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 2023, FUSE demonstrated its unwavering commitment to the maker community by successfully hosting two major maker markets, creating a platform for 71 small businesses to thrive. We expanded our offerings to include more intermittent, project-based workshops and contract training, providing valuable technical skills and fostering team-building opportunities with local companies.

The outcomes underscore our significant impact – reaching a remarkable post-pandemic milestone in June 2023 with 100 memberships. As we continue to grow, we invite you to join us on this vibrant journey of exploration, creation, and innovation!

**FUSE Makerspace**  
powered by CNM Inqenuity



# FEATURED PROGRAMS

continued

## Electric Lineworker Pre-Apprenticeship

CNM Ingenuity's Electric Lineworker Pre-Apprentice Program equips participants for in-demand careers in the electrical power industry. The program covers essential skills like safety, electrical theory, setting and pulling poles, line construction, and rigging. It also covers professional skills such as interviewing, conflict resolution, computer literacy, financial management. Pre-apprentices receive their CDL and OSHA 10, first aid, and CPR certifications. The curriculum is an engaging mix of classroom instruction, fieldwork, and site visits. The full-time eleven week program is conducted at a dedicated training facility at CNM's Rio Rancho campus. Prerequisites include physical fitness, critical thinking, and being eligible to obtain a CDL.

Nico Quintana, who completed the program in September 2023, said, "Being able to provide for my family is very important to me, and I needed to be on a good career path, and for me, that was linework." He enjoyed the program because it provided a safe space to make mistakes and learn from them instead of risking his or someone else life on the job. Nico explained, "It's great to be in an environment where we can learn how to do things the right way."

Twenty-five learners from eleven different counties participated in the program in 2023. All but three of them utilized third-party funding from WIOA or legislative funding to jump-start their careers. Learners who complete the program most often go into apprentice training programs with rural electric coops or contractors. Others obtain jobs as groundsmen or work in operations.

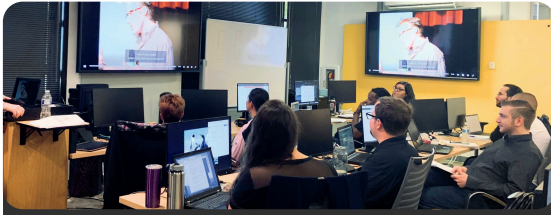


## Electric Lineworker Pre-Apprenticeship

powered by CNM Ingenuity



# PROGRAM PORTFOLIO



## Technology

- Deep Dive
- IT Professional
- Cybersecurity
- Blockchain



## Leadership & Business Management

- Leadership Academy
- Professional Skills Academy
- Marketing



## Small Business & Startups

- ActivateNM
- StartNowNM
- Ski Lift Pitch



## Fuse Makerspace

- Tool & Equipment Training
- Membership
- Entrepreneurial & Small Businesses Market Events



## Real Estate

- Pre-Licensure
- Continuing Education



## Coach Training

- Financial Coach Training
- Academic Coaching Training

# PROGRAM PORTFOLIO

continued



## Construction, Trades & Utilities

- Electric Lineworker Program
- Solar Basics
- Green Building Internship



## Commercial Driver's License

- CDL Class A
- CDL Class B
- CDL Class B Passenger Bus
- CDL Skills Exam



## Automotive & Aviation Technology

- Airframe and Powerplant Prep



## Education

- Early Childhood Mentoring Network



## Healthcare

- Clinical Compliance
- Medical Coding and Billing Professional
- Medical Transcription Editor
- Flexible Endoscope Reprocessing

# OUR SUCCESS STORIES

## Build Back Better

- CCNM-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.
  - **Growing the coalition's brand & core partners**



## Legislative Funding

A special appropriation of \$500K for short term bootcamps/workforce training was appropriated in June 2023 to support three primary Ingenuity programs, Deep Dive technology bootcamps, Electric Lineworker, and CDL. This provided 81 learners with an opportunity to attend a workforce training program at little or no cost.

Additionally, a separate special appropriation for the High-In Demand Workforce Training & Work-based Learning funding in 2023 provided \$5M over two years to support learners in the same three primary Ingenuity programs, providing opportunities for 124 learners as of January 2024 to attend a workforce training program at little or no cost.



# 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.



\$3.9M million in direct support to Early Childhood Professionals in FY23

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

Over 3,700 applications awarded in FY23

225 Early Childhood Professionals participating in the Early Childhood Networks

- 95% of mentors feel more connected
- 90% will continue mentorship, gaining leadership and teaching skills



Webinar Series:

- Produced 21 total webinars throughout the year covering topics of interest to our alumni.
- Unique Interest: 1,175
- Unique Attendees: 692
- Attendees who have attended 6 or more: 40
- Attendees who have attended 10: 6

Partnership Accelerator:

- Held on November 1-2, 2023
- Saw significant engagement and participation from industry and government representatives who share a common interest in Space Rapid Capabilities Office (SpRCO) problem statement- Protecting Space Assets. The live event took place at Q Station, Albuquerque, NM, featuring various sessions, roundtables, and networking opportunities.
- Total Attendance: 60
  - 7 Industry; 12 Support Orgs; 25 Government; 14 Cohort
  - Government representatives from: SpRCO; AFRL; SSC; AFWERX; SpaceWERX; NASA

# STRATEGIC PARTNERSHIPS

continued



Since launching in January 2020:

- \$37.8 million in Annual Wage-Earning Power added to the New Mexico workforce from \$2.2 million invested by the City of Albuquerque
- 1,223 employees skilled up
- 797 jobs added
- 216 small businesses and non-profits engaged

Renewed for \$480,000 in FY24 with request for additional training to cover additional training funds needed for the FY24 fiscal year.



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.



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 2023, CNM co-sponsored multiple Mechatronics courses with Unmudl to meet Amazon workforce needs. As of December 2023, this partnership has enrolled 154 learners and has resulted in \$42K in income for Ingenuity. These courses are eligible for credit for prior learning from Unmudl to CNM, so that learners can earn college credit and continue with CNM's Mechatronics program for further education. [SA1] Added this section as an update for this year. [SA1]



In April 2023, CNM hosted the annual State Leadership and Skills Conference, with an increase of 135% in participation compared to the previous year.

The Total Participation Plan campaign increased significantly from 34 schools in 2021-2022 to 49 in 2022-2023, allowing many more total students to participate. This includes 6 post-secondary schools, and 43 secondary schools in New Mexico.

# BUSINESS UNITS

## **SPACE Solutions** powered by CNM Ingenuity

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** powered by CNM Ingenuity

Props & Film Resources provides services including film locations, prop rentals, film production office space, 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** powered by CNM Ingenuity

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.

- 20 Deep Dive Graduates and 3 CNM students worked on 30 Technology Solutions Lab Projects in FY23

# 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.

- Administered over 5,000 exams in FY23.
- Administered exams for 9 3rd party testing vendors.



# FINANCIALS

## Condensed Assets, Liabilities, and Net Position

2023

Current assets \$8,000,308

Capital assets, net 7,885,072

Other noncurrent assets 17,201,411

**Total assets 33,086,791**

Current liabilities 1,726,928

Noncurrent liabilities 486,105

**Total Liabilities 2,213,033**

Deferred inflows 8,329

Total deferred inflows 8,329

### Net position:

Net investment in capital assets 7,208,616

Restricted – grant requirements 141,823

Unrestricted 23,514,990

**Total net position \$30,865,429**

# NUMBERS WORTH NOTING



**\$9.5 million Revenues, (FY23 3736)  
Workforce Participants Served.**



**36,265 unduplicated enrollments in High  
Skills Training Completers representing  
958,142 seat hours. FY16-FY23**



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



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

# BOARD OF DIRECTORS

## Administrative Officials



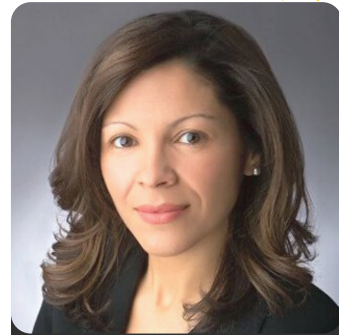
**MARK FIDEL**  
Board President

Principal, Fidel Consulting  
Group



**HENRY SOUTH**  
Vice President

CPA,  
Atkinson & Co.



**OLIVIA PADILLA-JACKSON**  
Board Treasurer

Vice President for  
Finance and Operations,  
Central New Mexico  
Community College



**TRACY HARTZLER**

President,  
Central New Mexico  
Community  
College



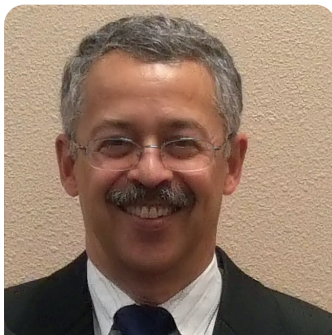
**MICHAEL CANFIELD**

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



**LORNA WIGGINS**

CEO,  
Wiggins, Williams &  
Wiggins P.C.



**BILL MIERA**

CEO,  
Fiore Industries, Inc.



**DOMINIC PRUITT**

Advanced Technical Sales  
Specialist - Storage &  
Virtualization IBM



**KYLE LEE**

Ex Officio  
CEO,  
CNM Ingenuity, Inc.