

CNM INGENUITY, INC.
(A component unit of Central New Mexico Community College)

FINANCIAL STATEMENTS

June 30, 2020 and 2019

(With Independent Auditor's Reports Thereon)



CNM In**enuity, Inc.**

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(A Component Unit of Central New Mexico Community College)
Financial Statements
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CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)

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Introductory Section (Unaudited)

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CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)

Official Roster

Board of Directors

Name	Title
Lorna Wiggins	President
Steve Maestas	Vice President
Olivia Padilla-Jackson	Treasurer
Kyle Lee	Secretary
Tracy Hartzler	Member
Bill Miera	Member
Dominic Pruitt	Member
Henry South	Member
Mark Fidel	Member
Michael Canfield	Member

Finance Committee

Name	Title
Tracy Hartzler	President
Olivia Padilla-Jackson	Treasurer
Kyle Lee	Secretary
Henry South	Member
Lorna Wiggins	Member

Administrative Officials

Samantha Sengel	VP Advancement and Enrollment
Wanda Helms	CNM Comptroller
Pam Klemenz	Director of Accounting - Ingenuity



Independent Auditor's Report

To the Board of Directors
CNM Ingenuity, Inc.
(A Component Unit of Central New Mexico Community College)
Albuquerque, New Mexico
And
Mr. Brian S. Colón, Esq., New Mexico State Auditor

Report on the Financial Statements

We have audited the accompanying financial statements of the CNM Ingenuity, Inc. (Ingenuity, a nonprofit organization and component unit of Central New Mexico Community College), as of and for the years ended June 30, 2020 and 2019, and the related notes to the financial statement as listed in the table of contents.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CNM Ingenuity, Inc. (a component unit of Central New Mexico Community College) as of June 30, 2020 and 2019, and the changes in financial position and cash flows thereof for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Emphasis of Matter

As discussed in Note 1, the financial statements present only Ingenuity and do not purport to, and do not present fairly the financial position of the Central New Mexico Community College, as of June 30, 2020 and 2019, the changes in its financial position, or, where applicable, its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

Other Matters

Required Supplementary Information

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 5-9 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated October 30, 2020, on our consideration of Ingenuity's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is solely to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Ingenuity's internal controls over financial reporting or on compliance. That report is an integral part of an audit performed in accordance

with *Governmental Auditing Standards* in considering CNM Ingenuity, Inc.'s internal controls over financial reporting and compliance.

A handwritten signature in black ink, appearing to read "M. P. Group, Inc." with a stylized flourish at the end.

Albuquerque, NM
October 30, 2020

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Financial Section

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CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Management's Discussion and Analysis (Unaudited)
June 30, 2020 and 2019

As a component unit of Central New Mexico Community College (College), CNM Ingenuity, Inc. (Ingenuity) applies the provisions of Governmental Accounting Standards Board (GASB) statement No. 35, Basic Financial Statements - and Management's Discussion and Analysis - for Public Colleges / Universities - an amendment of GASB Statements No. 34.

Overview of the Basic Financial Statements

Ingenuity's annual report consists of Management's Discussion and Analysis (MD&A), which provides a broad narrative overview of the financial activities for the fiscal years ended June 30, 2020, and June 30, 2019, and the following, which comprise the basic financial statements:

1. Statements of net position, which present information of the Ingenuity's assets, liabilities, and resulting net positions.
2. Statements of revenues, expenses, and changes in net position, which provide information on the results of operations for the fiscal years.
3. Statements of cash flows, which present information on changes in cash balances and identify the source of cash flows resulting in those changes.
4. Notes to financial statements, which provide additional information that is essential to a full understanding of the data provided in the financial statements.

The financial statements provide an overall picture of Ingenuity's financial situation and should be read in conjunction with the MD&A.

Condensed Assets, Liabilities, and Net Position

	2020	2019	2018
Current assets	\$ 5,146,688	\$ 9,388,152	\$ 10,446,790
Capital assets, net	5,195,881	5,027,796	4,578,619
Other noncurrent assets	13,643,754	11,167,925	5,119,392
Total assets	<u>\$ 23,986,323</u>	<u>\$ 25,583,873</u>	<u>\$ 20,144,801</u>
Current liabilities	<u>\$ 1,317,890</u>	<u>\$ 1,931,593</u>	<u>\$ 1,972,504</u>
Total liabilities	<u>1,317,890</u>	<u>1,931,593</u>	<u>1,972,504</u>
Net position:			
Unrestricted	17,330,729	18,482,661	13,343,550
Net investment in capital	5,195,881	5,027,796	4,578,619
Restricted- Expendable	141,823	141,823	250,128
Total net position	<u>\$ 22,668,433</u>	<u>\$ 23,652,280</u>	<u>\$ 18,172,297</u>

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Management's Discussion and Analysis (Unaudited)
June 30, 2020 and 2019

Condensed Summary of Revenues, Expenses, and Changes in Net Position

	2020	2019	2018
Operating revenues:			
Program revenue, charges for services	\$ 3,630,966	\$ 3,443,782	\$ 3,007,889
Contract and grant revenue	1,289,867	1,240,035	961,386
Rental revenue	330,707	303,361	186,895
Gift revenue	52,803	35,102	176,133
Total operating revenue	<u>5,304,343</u>	<u>5,022,280</u>	<u>4,332,303</u>
Operating expenses:			
General and administrative	6,492,148	5,519,044	4,145,414
Amortization	7,995	17,604	10,798
Depreciation	215,193	208,446	130,232
Total operating expenses	<u>6,715,336</u>	<u>5,745,094</u>	<u>4,286,444</u>
Operating income (loss)	<u>(1,410,993)</u>	<u>(722,814)</u>	<u>45,859</u>
Non-operating revenue			
Transfers from CNM	-	4,889,900	4,225,000
Investment income (loss) net	427,146	891,620	(480,195)
Total non-operating revenue	<u>427,146</u>	<u>5,781,520</u>	<u>3,744,805</u>
Increase (decrease) in net position	<u>(983,847)</u>	<u>5,058,706</u>	<u>3,790,664</u>
Net position, beginning of year	23,652,280	18,172,297	14,381,633
Merger, net assets	-	421,277	
Net position, end of year	<u>\$ 22,668,433</u>	<u>\$ 23,652,280</u>	<u>\$ 18,172,297</u>

Financial Analysis

During the year ended June 30, 2015, CNM Ingenuity STEMulus Center merged with programs at the Workforce Training Center, fully integrating operations in June of 2016, formerly run as a part of the main college. This transition reflected the enterprise and commercialization responsibilities of CNM Ingenuity, Inc. as a non-traditional training innovation leader and public private partnership entity.

The preceding table summarized Ingenuity's assets, liabilities and net position as of June 30, 2020 and 2019. In addition, a condensed revenue, expenses and changes in net position for June 30, 2020 and June 30, 2019, is presented. Those results are summarized as follows:

- * At June 30, 2020, Ingenuity's total assets were \$23,986,323, which represents a decrease of 6.2% over June 30, 2019 total assets of \$25,583,873. Ingenuity's total liabilities as of June 30, 2020 were \$1,317,890, which represents a decrease of 31.8% from the previous year total of \$1,931,593. This results in a net position of \$22,668,433, a decrease of 4.2% from the previous year net position of \$23,652,280.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Management's Discussion and Analysis (Unaudited)
June 30, 2020 and 2019

- * Total operating revenue was \$5,304,343 for the fiscal year ended June 30, 2020, an increase of \$282,063, or 5.6%, from the previous year total of \$5,022,280. Most notable was an increase in open enrollment revenue of \$286,428, or 16.9%, and an increase in contract training revenue Income of \$194,415 or 58.9% from the previous year (see Statements of Revenues, Expenses and Changes in Net Position).
- * Ingenuity focuses on serving the community by providing innovative and top-quality, highly demanded non-credit courses. Program revenue was \$3,630,966 and \$3,443,782 for the year ended June 30, 2020 and 2019 respectively.
- * Operating expenses total was \$6,715,336 for the year ended June 30, 2020, which represents an increase of 16.9 % from the previous year total of \$5,745,094. The two most significant categories are contract services and salaries/benefits comprising 60.7% and 44.8% of total expense respectively. Contract services represents a substantial expense due to fact that several of the programs utilize instructional facilitators, independent contractors, and contacted services to support the expansion of program offerings. The salaries and benefits increase to \$3,492,837 in FY20 from \$2,650,082 in FY19 due to hiring of staff required to support all course and program offerings efficiently.
- * For FY20 and FY19, non-operating revenues include interest income and transfers from CNM. There are no non-operating expenses for either fiscal year.
- * During FY20, Ingenuity's capital assets increased by \$383,278, which represents an increase of 6.9% from the previous year total of \$5,526,324. During the fiscal year, Ingenuity capitalized one residential real estate as well as equipment for use in the FUSE MakerSpace training program.
- * CNM Ingenuity, Incorporated (CNMI) and ABQid, Inc. a non-profit corporation merged to consolidate similar operations, as of January 29, 2019. CNMI absorbed all of ABQid, Inc.'s activities and will continue operations as CNMI. The balances for all assets, liabilities, and net position for both CNMI and ABQid, Inc. were determined on the basis of the carrying values as of January 31, 2019. Merger Net Assets total \$421,277.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Management's Discussion and Analysis (Unaudited)
June 30, 2020 and 2019

Economic Outlook

Ingenuity was created in 2014 to diversify the College's revenues through emergent training methods, cooperative public-private agreements in technology and entrepreneurship, and the increased utilization of the College's assets. Ingenuity's specific mission is to promote the public welfare and prosperity and foster economic development within both the private and public sectors. Ingenuity has successfully expanded the College's innovative program offerings during the previous fiscal years. This has been accomplished through creative program offerings and participation in Ingenuity initiatives such as Deep Dive Coding, FUSE Makerspace, ABQCDL Training, ActivateNM, and many others.

During FY20, Deep Dive Coding (DDC) led Ingenuity's operations at the STEMulus Center. DDC, Ingenuity's immersive technology bootcamp programs, graduated 157 cohorts of students in FY20. Three new bootcamps were introduced, including Data Science, the Internet of Things Coding and Hardware Design, and a part-time User Experience/User Interface (UX/UI) bootcamp. In response to COVID-19, in just 48 hours, we have taken Deep Dive entirely online. High quality, employer approved, expertly developed, and tested curriculum allowed for a quick adaptation. Students transitioned successfully thanks to supportive services provided by instructors, a coach, and an employer relations manager, which has always been part of the Deep Dive Approach.

FUSE Makerspace (FUSE) is a collaborative workspace where hobbyists, engineers, entrepreneurs, and artists can use high-end, state-of-the-art equipment to bring their ideas to fruition. FUSE works on a paid membership model and acts as an incubation center for a number of small business ventures, and partners with the College's prototyping certificate program. In FY20, FUSE surpassed the mark for 150 monthly members. The FUSE Makerspace was a core member of the collaborative website www.nmcovid19.org established to connect manufacturers and innovators with COVID-19 supplies and needs. In addition, in the early days of the pandemic, FUSE was opened to create and distribute PPE, including face shields and intubation boxes.

During 2020, workforce training development has continued to be a significant component of Ingenuity's strategy. Non-credit workforce development training was provided to 5,500 participants. Ingenuity expanded programming in FY20. Among these programs are Home Maintenance and Repair, a Green Building Internship, the Facebook Digital Marketing Certificate, and a series for Online Course Design and Instruction. CNM Ingenuity also now serves as the State Director for SkillsUSA NM. Finally, Ingenuity has entered into two national partnerships, Unmudl, a working-learner marketing platform, and the Learning Credential Network.

The full impacts of COVID-19 are not yet known. There has been immediate growth in our technology-assisted (virtual) offerings and increased attendance in workshops and events held virtually. Many of our core programs are well suited for workers displaced by COVID-19, including the Deep Dive Coding programs, our ABQCDL program, and our Electric Lineworker Pre-Apprentice. The impact on enrollment is still unknown, and much will be dependent on workforce funding and grant dollars available. Ingenuity Testing Services remains the largest and most successful high-stakes testing center in New Mexico.

CNM INGENUITY, INC.
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Management's Discussion and Analysis (Unaudited)
June 30, 2020 and 2019

Property Management, Space Solutions and Props & Film Resources exist to generate revenue and leverage under-utilized space and tangible property assets of CNM. These units were performing at an all-time high in FY20 until covid-19 poured on the parade in the final quarter. Events and Film Productions on campus came to a full stop from March through June 30, and traditional 4th quarter peak business/industry activity was canceled. Most long term leasing and property rentals remained intact with modest disruption. Film Production in the state and solid industry relations continues to open opportunity lanes for FY21. Emphasis on safe, spacious rooms, vast dynamic/flexible space, state of the art equipment, stellar Technical support and responsive customer service are tremendous assets that are expected to weave throughout FY21.

Ingenuity has made tremendous progress on behalf of Central New Mexico Community College and the local economy since 2014. Ingenuity will continue to fulfill mission by forging links between New Mexico's educational institutions, businesses, industries, and government.

Contact Information

Additional information may be obtained by contacting the CNM Ingenuity, Inc. at (505) 224-5953. 525 Buena Vista Dr. SE, Albuquerque, NM 87106.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Statements of Net Position
June 30, 2020 and 2019

	2020	2019
Assets:		
<i>Current Assets:</i>		
Cash and cash equivalents (Note 3)	\$ 4,492,265	\$ 8,862,860
Accounts receivable, net (Note 4)	449,031	410,859
Pledge receivable, current portion restricted (Note 5)	50,000	50,000
Prepaid expense	155,392	64,433
Total current assets	5,146,688	9,388,152
 <i>Non-Current Assets:</i>		
Pledge receivable, net of discount restricted (Note 5)	91,823	91,823
Capital assets, net (Note 6)	5,195,881	5,027,796
Advance royalties (Note 7)	-	18,206
Intangible assets (Note 9)	90,000	90,000
Investments, net (Note 8)	13,374,162	10,931,257
Private equity investment (Note 8)	87,769	36,639
Total noncurrent assets	18,839,635	16,195,721
Total assets	\$ 23,986,323	\$ 25,583,873
 Liabilities:		
<i>Current Liabilities:</i>		
Accounts payable	\$ 223,655	\$ 152,332
Accrued liabilities	46,508	59,922
Due to CNM (Note 10)	347,851	343,767
Deposits payable	50	5,475
Unearned revenue (Note 11)	699,826	1,370,097
Total liabilities	1,317,890	1,931,593
 Net position:		
Unrestricted	17,330,729	18,482,661
Net investment in capital assets	5,195,881	5,027,796
Restricted		
<i>Expendable</i>	141,823	141,823
Total net position	\$ 22,668,433	\$ 23,652,280

See accompanying notes to financial statements.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Statements of Revenues, Expenses, and Changes in Net Position
For the Years Ended June 30, 2020 and 2019

	2020	2019
Operating revenue:		
Program revenue, charges for services	\$ 3,630,966	\$ 3,443,782
Contract and grant revenue	1,289,867	1,240,035
Rental revenue	330,707	303,361
Gift revenue	52,803	35,102
Total operating revenue	<u>5,304,343</u>	<u>5,022,280</u>
Operating expense:		
General and administrative (Note 13)	6,492,148	5,519,044
Amortization	7,995	17,604
Depreciation	215,193	208,446
Total operating expense	<u>6,715,336</u>	<u>5,745,094</u>
Operating income (loss)	<u>(1,410,993)</u>	<u>(722,814)</u>
Non-operating revenue		
Transfers from (to) CNM (Note 10)	-	4,889,900
Interest and investment income (loss), net	427,146	891,620
Total non-operating revenue	<u>427,146</u>	<u>5,781,520</u>
Increase (decrease) in net position	(983,847)	5,058,706
Net position, beginning of year	23,652,280	18,172,297
Merger, net assets (Note 16)	-	421,277
Net position, end of year	<u>\$ 22,668,433</u>	<u>\$ 23,652,280</u>

See accompanying notes to financial statements.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Statements of Cash Flows
For the Years Ended June 30, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Cash received from program revenue, charges for services	3,630,966	\$ 3,865,060
Cash received from contract and grant revenue	581,424	1,147,557
Cash received from rental activity	330,707	303,361
Cash received from gifts	47,303	63,735
Cash refund for customer deposits	(5,425)	5,425
Payments to employees (salaries and benefits)	(3,492,837)	(2,650,082)
Payments to other suppliers of goods and services	(3,017,566)	(2,792,073)
Net cash provided by operating activities	<u>(1,925,428)</u>	<u>(57,017)</u>
Cash flows from noncapital financing activities:		
Transfers from CNM	-	4,889,900
Net cash provided by noncapital financing activities	<u>-</u>	<u>4,889,900</u>
Cash flows from capital and related financing activities:		
Purchase of property and equipment	(378,277)	(658,949)
Net cash used by capital and related financing activities	<u>(378,277)</u>	<u>(658,949)</u>
Cash flows from investing activities:		
Proceeds from sale or maturity of investments	9,667,114	2,606,029
Purchases of investments	(12,215,854)	(8,184,685)
Interest and dividends received	481,850	354,139
Net cash provided (used) by investing activities	<u>(2,066,890)</u>	<u>(5,224,517)</u>
Net increase (decrease) in cash and cash equivalents	(4,370,595)	(1,050,583)
Cash and cash equivalents, beginning of year	8,862,860	9,913,443
Cash and cash equivalents, end of year	<u>\$ 4,492,265</u>	<u>\$ 8,862,860</u>

See accompanying notes to financial statements

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Statements of Cash Flows
For the Years Ended June 30, 2020 and 2019

Statement of Cash Flows continued:

	2020	2019
Adjustments to reconcile operating income (loss) to net cash provided by (used in) operating activities:		
Operating Income (Loss)	\$ (1,410,993)	\$ (722,814)
Adjustments to reconcile operating income (loss) to net cash provided by (used in) operating activities:		
Merger	-	421,277
Depreciation	215,193	208,446
Capital Gift	(5,000)	
(Gain)/Loss on disposal of fixed assets	-	1,326
Change in assets and liabilities:		
Accounts receivable, net of allowance	(38,172)	(13,099)
Pledge receivable, net of discount	-	50,000
Inventory	-	14,642
Prepaid expenses	(90,959)	6,512
Advance royalties	18,206	17,604
Accounts payable	71,324	57,261
Accrued liabilities	(13,414)	29,296
Due to CNM	4,084	(53,514)
Deposits payable	(5,425)	5,425
Unearned revenue	(670,271)	(79,379)
Total adjustments	(514,435)	665,797
Net cash provided by operating activities	\$ (1,925,428)	\$ (57,017)
Supplemental disclosure of noncash investing, capital, and financing activities:		
In-kind contributions	\$ 500	\$ 21,367
Investment unrealized and realized gains (losses)	(54,704)	537,481

See accompanying notes to financial statements

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

1 Nature of Business

CNM Ingenuity, Inc., (“Ingenuity”), was founded on March 17, 2014 under the New Mexico University Research Park and Economic Development Act. It is a New Mexico not-for-profit corporation under Section 501(c)(3) of the Internal Revenue Code. Ingenuity is specifically classified as a 509(a)(3) or Type 1 charitable organization. Type I supporting organizations are operated, supervised, or controlled by one or more publicly supported organizations. Ingenuity is operated exclusively for the benefit and support of, to perform the functions of, and carry out the purposes of Central New Mexico Community College (College).

Ingenuity and the College entered into a Memorandum of Agreement (“MOA”) dated March 2014, and amended on July 2016 that defines their relationship. The MOA states that College will provide critical resources until Ingenuity becomes self-supporting. It also provides that Ingenuity’s activities will be conducted for the benefit of the College and must be consistent with the College’s long-range plans.

Pursuant to the University Research Park and Economic Development Act Sections 21-28-1 through 21-28-25, New Mexico Statutes annotated, 1978 Compilation, as amended, (the “Research Park Act”), this Corporation is formed for all lawful purposes under the Research Park Act.

Notwithstanding the paragraph above, all purposes of Ingenuity as stated in the Articles of Incorporation shall be limited exclusively to charitable, educational and scientific purposes within the meaning of Section 501(c)(3) of the Internal Revenue Code of 1954, or the corresponding provision of any future U.S. Internal Revenue law.

Complete financial statements can be obtained from the administrative office at the College at 525 Buena Vista SE, Albuquerque, NM 87106.

2 Summary of Significant Accounting Policies

a. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

As a component unit of the College, Ingenuity presents its financial statements in accordance with generally accepted accounting standards as established by the Governmental Accounting Standards Board (GASB).

Ingenuity applies business-type activity accounting and Ingenuity’s basic financial statements are reported using a flow of economic resources measurement focus and the accrual basis of accounting. Accordingly, revenues are recognized when they are earned, and expenses are recognized as soon as liability is incurred. The significant accounting policies utilized by Ingenuity in the preparation of the financial statements are described below.

b. Management's Estimates and Assumptions

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amount and disclosure. Accordingly, actual results could differ from those estimates.

c. Cash and Cash Equivalents

For the purposes of the statements of cash flows, Ingenuity considers all highly liquid instruments including demand deposits and short-term money market mutual investments, to be cash equivalents provided they are both readily convertible to cash and had original maturities of three months or less when purchased.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

d. Allowance for Doubtful Accounts

Ingenuity's receivables represent revenues earned from student tuitions and fees, grants and contracts, and third party receivables. Management reviews the collectability of its receivables and if necessary, records an allowance for its estimate of uncollectible accounts. Bad debt history and current facts and circumstances are the primary basis for this estimate. When an account is deemed uncollectible, it is charged off against the allowance. Receivables at June 30, 2020 consisted primarily of contracts and grants, and student receivables. At June 30, 2020, there is an allowance for doubtful accounts of \$11,634 on student receivables older than one year and \$6,285 for all other receivables. Total allowance for doubtful account as of June 30, 2020 was \$17,919

e. Investments

Investments consist primarily of marketable securities. Mutual funds are carried at amortized cost, which approximates fair value. Marketable securities are carried at fair value based on quoted market prices.

Private equity investments represent ownership in closely held businesses, which are not publicly traded. These investments are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recordable. These investments are recorded using net asset value (NAV) per share in accordance with GASB statement No 72 - *Fair Value Measurement and Application* . Ingenuity considers the reasonableness of the NAV, based on available information, to arrive at the fair value estimates of each investment.

f. Capital Assets

Expenditures for land, land improvements, buildings, infrastructure, art and equipment are recorded at cost. Donated assets are recorded at their estimated fair market values at the date of donation. Depreciation expense is calculated using the straight-line method and the following estimated useful lives:

Buildings and improvements	5-35 years
Land improvements	5-35 years
Infrastructure	5-35 years
Furniture and equipment	5-15 years
Vehicles & Fixtures	5-10 years

Maintenance and repairs, which materially add to the value of the property or appreciably prolong its life, are recorded as increases to the appropriate asset account. Ingenuity capitalizes all fixed assets with a cost of \$5,000 or more and a useful life of greater than one year. Ingenuity conducts a regular inventory of fixed assets and maintains a central list of fixed assets, which includes date of purchase, registration numbers, warranty information, original cost, and estimated life. Non-capitalized equipment with values of \$1,000 or more and all laptops, tablets and cellphones, regardless of cost, are tagged and tracked.

CNM INGENUITY, INC.
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Notes to the Financial Statements
June 30, 2020 and 2019

g. Agreements

A memorandum of agreement between Ingenuity and the College was entered into on March 2014, and most recently amended on July 2016. The agreement formalizes the relationship between Ingenuity and the College and establishes the purpose for Ingenuity as supporting the College in providing educational opportunities through a variety of noncredit programs and career-focused training for non-traditional students. Ingenuity seeks to complement the College by providing educational avenues that enhance degree opportunities or fill workforce gaps in the local economy. The College agreed to provide staff support, office and meeting space, related physical support services, and other services at no cost to Ingenuity as contributed services. The estimated value of these services is not reflected in the accompanying financial statements.

h. Net Position

Unrestricted net position consists of resources that are not limited or restricted by donors for designated purposes. Unrestricted net position arises from exchange transactions and the receipt of unrestricted revenues.

Investment in capital assets represents Ingenuity's total investment in capital assets, net of accumulated depreciation.

Restricted, expendable net position consists of resources restricted by the passage of time or are contractually or legally bound to be spent in accordance with restrictions imposed by external third parties, primarily grant funding agencies.

When an expense is incurred that can be paid using either restricted or unrestricted resources, Ingenuity's policy is to apply the expense toward restricted resources first, and then toward unrestricted resources.

i. Classification of Revenues and Expenses

Operating income reported in the financial statements includes revenues and expenses related to the primary continuing operations of Ingenuity. Operating revenues consists of program revenue fees for educational classes, skill training and testing, contracts and grants revenue, rental revenue and gifts. Principal operating expenses include program and administrative services.

Non-operating revenue consists of interest and dividend income earned in the money market account and investment account and support transfers received from the College.

j. Unearned Revenue

Ingenuity recognizes revenue on the accrual basis or as earned. Appropriate unearned revenue for unrestricted program and restricted grant revenue have been made at year-end for revenue that will be earned in the next fiscal year proportionate to the instructional term. Unearned Revenue is shown as a liability on the balance sheet.

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k. Income Taxes

Ingenuity is an organization described in Internal Revenue Code (IRC) Section 501(c)(3) and as such is exempt from federal and state income tax on its related income. Furthermore, as a publicly supported organization, it is classified as a public charity and not a private foundation under Section 509(c)(3). Ingenuity had immaterial unrelated business income during fiscal years 2020 and 2019; therefore, no provision for income taxes is included in the financial statements.

3 Cash and Cash Equivalents

(a) Custodial credit risk

Custodial credit risk is the risk that in the event of a bank failure, the entity's deposits may not be returned to it. As of June 30, 2020 and 2019, Ingenuity's operating accounts had deposits totaling \$375,432 and \$376,375 respectively. As a separate legal 501(c)(3) entity, Ingenuity is not subject to the public money act pledged collateral requirements. Ingenuity limits the amount of exposure with any one financial institution and believes that no significant concentration of credit risk exists with respect to cash and cash equivalents.

Below is a summary of insured accounts at June 30, 2020, and June 30, 2019.

	2020	2019
Wells Fargo checking account balance	\$ 375,432	\$ 376,375
Total Wells Fargo checking account balance	\$ 375,432	376,375
FDIC Insurance	\$ 250,000	250,000
Uninsured and under collateralized balance	\$ 125,432	\$ 126,375
Wells Fargo money market account balance	\$ 115,027	\$ 5,679,547
Merrill Lynch money market account balance	\$ 4,008,129	\$ 2,802,236

Detail of the cash and cash equivalents at:

Account name	Account type	Bank Balance June 30 , 2020	Reconciling	Book Balance
Wells Fargo:				
Operating	Cash	\$ 375,432	\$ (6,694)	\$ 368,739
Money Market	Cash	\$ 115,027	\$ -	\$ 115,027
Merrill Lynch:				
Money Market	Cash	\$ 4,008,129	\$ -	\$ 4,008,129
Petty cash:	Cash	\$ 370	\$ -	\$ 370
Cash and Cash Equivalents		<u>\$ 4,498,959</u>	<u>\$ (6,694)</u>	<u>\$ 4,492,265</u>

CNM INGENUITY, INC.
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Notes to the Financial Statements
June 30, 2020 and 2019

Account name	Account type	Bank Balance June 30 , 2019	Reconciling	Book Balance
Wells Fargo:				
Operating	Cash	\$ 376,375	4,304	\$ 380,679
Money Market	Cash	5,679,547	-	5,679,547
Merrill Lynch:				
Money Market	Cash	2,802,236	-	2,802,236
Petty cash:	Cash	398	-	398
Cash and Cash Equivalents		\$ 8,858,556	\$ 4,304	\$ 8,862,860

4 Accounts Receivable

Accounts receivable consisted of the following at June 30:

	2020	2019
Contract/grant receivable	\$ 313,150	\$ 348,061
Less: allowance for doubtful	\$ (6,285)	-
3rd Party receivable	\$ 81,345	42,073
Student receivable	\$ 67,612	34,605
Less: allowance for doubtful	\$ (11,634)	(17,554)
Distribution Receivable	\$ 4,843	3,674
Total Accounts Receivable	\$ 449,031	\$ 410,859

5 Pledge Receivable

Ingenuity received a 5-year pledge for \$250,000, payable in \$50,000 annual installments in FY17. The pledge has been discounted at 1.89% (3 month treasury bill rate) for present value and no allowance for risk has been used as the donor has a long history with CNM and CNM Foundation, Inc. of honoring their pledges. The 4-year discounted schedule is as follows:

Year Ended June 30,	Face Value	Discount	Present Value
2021	50,000	(2,731)	47,269
2022	50,000	(5,446)	44,554
	\$ 100,000	\$ (8,177)	\$ 91,823
Current Portion	\$ 50,000	\$ -	\$ 50,000
Long-Term Portion	100,000	(8,177)	91,823
	\$ 150,000	\$ (8,177)	\$ 141,823

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

6 Capital Assets

Capital assets consisted of the following:

	Balance June 30, 2019	Additions and transfers	Dispositions and transfers	Balance June 30, 2020
Capital assets (not depreciated):				
Land	\$ 1,476,217			\$ 1,476,217
Construction in process	\$ 7,946			\$ 7,946
Depreciable capital assets:				
Land Improvements	\$ 29,325			\$ 29,325
Buildings and improvements	\$ 3,295,826	\$ 367,184		\$ 3,663,010
Furniture & fixtures	\$ 324,370			\$ 324,370
Equipment	\$ 392,640	\$ 16,094		\$ 408,734
	<u>\$ 5,526,324</u>	<u>\$ 383,278</u>	<u>\$ -</u>	<u>\$ 5,909,602</u>
Less accumulated depreciation:				
Land Improvements	\$ 4,032	\$ 1,467		\$ 5,499
Buildings	\$ 238,950	\$ 115,584		\$ 354,534
Furniture & fixtures	\$ 128,528	\$ 27,030		\$ 155,558
Equipment	\$ 127,018	\$ 71,112		\$ 198,130
	<u>\$ 498,528</u>	<u>\$ 215,193</u>	<u>\$ -</u>	<u>\$ 713,721</u>
Net Carrying Amount	<u>\$ 5,027,796</u>	<u>\$ 168,085</u>	<u>\$ -</u>	<u>\$ 5,195,881</u>

7 Advanced Royalties and Investment in Ingenuity Software Labs, Inc.

In August 2014, Ingenuity entered into an agreement with Deep Dive Coders LLC to purchase its assets and to collaborate with the owner in starting an Ingenuity coding boot camp known as Ingenuity Software Labs. Assets were purchased for \$47,500 and a 10-year tiered royalty agreement was entered into with the former owner. The former owner receives cash royalty payments for 1% of net coding boot camp tuition for 10 years, paid quarterly with the agreement expiring in August 2024.

In addition, an advance royalty payment of \$90,000 was given to the former owner to be earned at a rate of 4% of net tuition over the same period as long as the former owner remains an employee of either CNM or Ingenuity. The advance royalty earning rate drops to 2% of net tuition in the event the former owner ceases to be an employee. As of June 30, 2017, the former owner of Deep Dive Coders, LLC ceased to be an employee of CNM. The unearned balance of the advance royalty was \$0 and \$18,206 as of June 30, 2020 and 2019 respectively.

CNM INGENUITY, INC.
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8 Investments

Ingenuity updated the Restricted Fund Investment Policy on July 19, 2019. The overall investment objective of Ingenuity's Restricted Fund is to maximize the return on invested assets while minimizing risk and expenses through prudent investing and planning, as well as through the maintenance of a diversified portfolio. Investments are registered in the name of Ingenuity and are held by an outside investment firm.

A summary of investments held by Ingenuity at June 30 as follows:

	2020	Percentage	2019	Percentage
Federal agency obligations	\$ 1,638,622	12%	\$ 1,666,459	15%
Corporate obligations	\$ 752,175	6%	815,555	8%
Corporate stock	\$ 8,756,678	65%	6,544,963	60%
Mutual Funds	\$ 2,226,687	17%	1,904,280	17%
Total Investments	<u>\$ 13,374,162</u>	<u>100%</u>	<u>\$ 10,931,257</u>	<u>100%</u>

Investment Policy

Management shall be responsible for the day-to-day administration and implementation of policies established by the Board and/or the Finance & Audit Committee. Management shall also be the primary liaison between any investment consultants and/or other outside professionals that may be retained to assist in the management of such funds.

A cash account shall be maintained with a zero to very low risk tolerance to keep cash available for distributions obligations and other anticipated expense. Permitted investments include cash and cash equivalents, marketable securities including equities and fixed income securities. Ingenuity will maintain a reasonable diversification of investment assets between asset classes and investment categories at all times.

Asset Allocation Range

Asset Class	Long-term Policy Weight	Rebalancing Range	Appropriate benchmark
U.S. Large Cap Equities	25%	20-40 %	Russell 1000
U.S. Small-Mid Equities	10%	0-25 %	Russell 2500
International Equities	5%	0-15 %	MSCI World Ex. USA
Global Fixed Income	55%	30-75 %	Barclays Aggregate Bond Index
Cash	5%	0-15 %	3 Month T-Bills
Total	<u>100%</u>		

CNM INGENUITY, INC.
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Notes to the Financial Statements
June 30, 2020 and 2019

Custodial Credit Risk

For an investment, custodial credit risk is the risk that, in the event of the failure of the counterparty, Ingenuity will not be able to recover the value of its investment or collateral securities that are in the possession of an outside party. Mutual funds and external investment pools are not exposed to custodial credit risk. The following is a summary of investments held by Ingenuity and the exposure to custodial credit risk at June 30

	2020	2019
Custodial credit risk:		
Federal agency obligations	\$ 1,638,622	\$ 1,666,459
Corporate obligations	\$ 752,175	815,555
Corporate stock	\$ 8,756,678	6,544,963
Not subject to custodial credit risk:		
Mutual Funds	\$ 2,226,687	1,904,280
Total Investments	<u>\$ 13,374,162</u>	<u>\$ 10,931,257</u>

Concentration of Credit Risk is the risk of loss attributed to the magnitude of Ingenuity’s investment in a single issuer. Investments in any one issuer that represent 5% or more of total investments are considered to be exposed to the concentrated risk and are required to be disclosed. Investments issued by the U.S. government, investments in mutual funds, external investment pools and other pooled investment are excluded from this requirement. At June 30, 2020, Ingenuity did not have a policy to limit its exposure to concentrated credit risk; however, as of June 30, 2020, Ingenuity did not have any investments in one issuer that represented more than 5% of total investments.

Interest Rate Risk

Interest rate risk is the risk that changes in interest rates that will adversely affect the fair value of an investment. Currently, Ingenuity does not have a policy to limit its exposure to interest rate risk. Ingenuity Investment Committee manages credit risk and interest risk with the assistance of third-party investment advisors.

A summary of the investments and the respective maturities at June 30, 2020 and the exposure to interest rate risk is as follows:

Investment Type	2020 - Investment maturities			
	Fair Value	Less than 1 year	1-5 years	5 years +
Federal agency obligations	\$ 1,638,622	\$ 12,164	\$ 387,958	\$ 1,238,500
Corporate obligations	\$ 752,175	\$ -	\$ 133,362	\$ 618,813

CNM INGENUITY, INC.
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Credit Risk

Credit risk is the risk that an issuer or other counterparty to an investment will not fulfill its obligations. The following table provides information on the credit ratings associated with Ingenuity's investment in debt securities at June 30, 2020.

		Rating	Fair Value	% of bond portfolio
Federal agency obligations:				
US Treasury Bonds	Level 1	N/A	\$ 914,811	38.26%
US Treasury Notes	Level 2	AA+	\$ 35,837	1.50%
Mortgage/Asset Backed	Level 2	AAA	\$ 39,288	1.64%
Mortgage/Asset Backed	Level 2	N/A	\$ 648,686	27.13%
			\$ 1,638,622	
Corporate obligations:				
Corporate bonds (Level 2)		AAA	\$ 74,333	3.11%
Corporate bonds (Level 2)		AA-	\$ 54,214	2.27%
Corporate bonds (Level 2)		A+	\$ 5,395	0.23%
Corporate bonds (Level 2)		A-	\$ 195,434	8.17%
Corporate bonds (Level 2)		BBB+	\$ 202,298	8.46%
Corporate bonds (Level 2)		BBB	\$ 173,788	7.27%
Corporate bonds (Level 2)		BBB-	\$ 3,275	0.14%
Corporate bonds (Level 2)		BB+	\$ 43,438	1.82%
			\$ 752,175	
	Total		\$ 2,390,797	100%

Foreign Currency Risk

Foreign currency risk is the potential risk of loss arising from investments denominated in foreign currencies when there are changes in exchange rates. The potential risk of loss arising from changes in exchange rates can be significant. At June 30, 2020, Ingenuity held no investments denominated in foreign currencies and therefore, had no foreign currency risk.

Fair Value Measurements

Ingenuity categorized its fair value measurements within the fair value hierarchy established by generally accepted accounting principles. The hierarchy is based on the valuation inputs used to measure the fair value of the asset.

- * Level 1 inputs are quoted prices (unadjusted) for identical assets in active markets, accessible at the measurement date. Level 1 inputs include exchange markets, dealer markets, brokered markets, and principal-to-principal markets.
- * Level 2 inputs are inputs—other than quoted prices included within Level 1—that are observable for an asset, either directly or indirectly. Level 2 inputs include quoted prices for similar assets in active markets and quoted prices for identical or similar assets in markets that are not active.
- * Level 3 inputs are unobservable inputs for an asset.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

Fair Value Measurements Using Quoted Prices				
	6/30/2020	(Level 1)	(Level 2)	(Level 3)
Investments by fair value level:				
Stocks	\$ 8,756,678	\$ 8,756,678	\$ -	\$ -
Mutual funds	\$ 2,226,687	\$ 2,226,687	\$ -	\$ -
Debt securities:				
Asset and mortgage backed	\$ 687,974	\$ -	\$ 687,974	\$ -
Corporate bonds	\$ 752,175	\$ -	\$ 752,175	\$ -
Municipal bonds	\$ 950,648	\$ 914,811	\$ 35,837	\$ -
Total debt securities	\$ 2,390,797	\$ 914,811	\$ 1,475,986	\$ -
Domestic private equity investment:	\$ 87,769	\$ -	\$ -	\$ 87,769
Total Investments	\$ 13,461,931	\$ 11,898,176	\$ 1,475,986	\$ 87,769

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. Debt and equity securities, classified in Level 1 of the fair value hierarchy, are valued using prices quoted in active markets for those securities. The investments that are reported as Level 2 have various pricing sources including International Data Corporation (IDC), Pricing Direct, Reuters, Markit Partners, Bloomberg and Standard & Poor's (S&P).

Domestic private equity investments which are not readily marketable, are carried at estimated fair values. Fair value is based upon information provided by the management of each private company, including internally prepared financial statements and any other relevant factors. Because of the absence of a readily determinable fair value and the inherent uncertainty of valuation, the estimated fair value may differ significantly from the value that would have been used had a ready market for the investment existed, and the difference could be material. These investments are not immediately redeemable at the reporting date. These investments have significant unobservable inputs and are classified within Level 3 of the valuation hierarchy. These investments are recorded using net asset value (NAV). These investments are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recordable.

9 Intangible Assets

CNM Ingenuity, Inc. and CNM Foundation, Inc. together as component units of CNM, responded to Samaritan Counseling Center's RFP (request for proposal) for owning and hosting the Ethics in Business Awards program in October 2017. Acquisition of the program took place in December 2017 with purchase price of \$90,000. Internal Memorandum of Agreement between CNM Ingenuity, Inc. and CNM Foundation, Inc. was signed on June 2018 which stipulates each entity's duties and responsibilities.

The Purchase price included several long-lived intangible assets. There was no debt or liability transferred with this business acquisition. Ingenuity filed trademark application with the U.S. Patent & Trademark Office for the NEW MEXICO ETHICS IN BUSINESS AWARDS (logo and design) on April 27th, 2018.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

Ingenuity’s management reviews long-lived assets for impairment at least annually or whenever events or changes in circumstances indicate that the carrying amount of such assets may not be recoverable. Recoverability of these assets is determined by net profits from the annual event. If the annual event does not produce net profit for three consecutive years, then assets are written down. As of June 30, 2020, there was no impairment loss recognized for long-lived assets.

10 Related Party Transactions

The College provides contributed services at no charge to Ingenuity for personnel dedicated partially or fully in support of Ingenuity’s operations. The College also allows Ingenuity to occupy office space in its buildings for its administrative and program related activities at no charge. In FY20, the College’s contributed services were \$2,048,178, an increase of \$613,899 from FY19 amount of \$1,434,279.

During the year, Ingenuity reimbursed the College for salaries of personnel involved in the direct delivery of program services and utilities for the office space occupied. Those payments were \$3,165,969 and \$2,522,318 for the fiscal years ended June 30, 2020 and 2019, respectively. Ingenuity’s due to CNM was \$347,851 and \$343,767 at June 30, 2020 and 2019, respectively.

Ingenuity also paid CNM administrative agreement fees, as a sub-awardee under grants, \$23,373 and \$67,122 for the fiscal years ended June 30, 2020 and 2019, respectively.

CNM also provides non-operating funds to Ingenuity for capital asset acquisitions and fund a reserve. There were no such transfers during the fiscal year ended June 30, 2020 and \$389,900 during fiscal year ended June 30, 2019. Ingenuity recorded a non-operating transfer of \$0 at June 30, 2020, and \$4,500,000 at June 30, 2019.

There is a pledge receivable of \$150,000 from Nusenda credit union. The President of Nusenda Credit Union is a board member of the CNM Foundation, Inc.

11 Unearned Revenue

Unearned revenue consisted of the following at June 30:

	2020	2019
Contract & grants	540,691	1,307,891
Gift cards issued	968	963
Open enrollment	158,167	61,243
Total Unearned Revenue	699,826	\$ 1,370,097

12 Risk Management

Ingenuity is physically housed within the College that provides office space, personnel, utilities, and general operating expenses to the Foundation. Ingenuity's exposure to various risks of loss related to torts; theft, damage, or destruction of assets; errors and omissions; injuries to employees; and natural disasters fall within the College's insurance coverage. The College uses the New Mexico Public Schools Insurance Authority (NMPSIA) which was formed on April 5, 1985. In addition, Ingenuity has director and officer liability insurance with a third-party through CNM.

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Notes to the Financial Statements
June 30, 2020 and 2019

13 General and Administrative Expenses

General and Administrative expenses consisted of the following for the years ended June 30:

	2020	2019
Capital assets < \$5,000	\$ 171,700	\$ 115,871
Contract labor	\$ 1,094,302	1,071,940
Course materials	\$ 148,960	153,724
Lease expense	\$ 164,344	135,681
Other expenses	\$ 1,366,522	1,257,356
Salaries & benefits	\$ 3,492,837	2,650,082
Supplies	\$ 53,483	134,390
Total General and Administrative Expenses	\$ 6,492,148	\$ 5,519,044

14 Noncancelable Operating Lease

Ingenuity leases several suites in First Plaza Galleria located at 20 First Plaza Center, Albuquerque, NM under a 5-year noncancelable lease dated February 1, 2020. The lease expires on January 31, 2025 and contains 2 one-year renewal options. The total future minimum lease payments as of June 30, 2020 is \$737,368. The minimum lease payments for each of the next 5 years is:

FY21	\$ 151,776
FY22	\$ 156,934
FY23	\$ 162,092
FY24	\$ 167,249
FY25	\$ 99,317
Total Future Minimum Lease Payments	\$ 737,368

15 Contingencies and Subsequent Events

Contingencies: There are no significant contingencies that would materially affect the financial position of Ingenuity.

Subsequent Events: The COVID-19 outbreak in the United States has caused business disruption through mandated and voluntary closings of multiple business. While the disruption is currently expected to be temporary, there is considerable uncertainty around the duration of the closings. Therefore, CNM Ingenuity expects this matter to impact its operating results, even though CNM Ingenuity is still operating and has remained open at the request of the State of New Mexico as an essential business. The related potential financial impact and duration cannot be reasonably estimated at this time.

16 Merger

CNM Ingenuity, Incorporated (CNMI) and ABQid, Inc. a non-profit corporation merged to consolidate similar operations, as of January 29, 2019. CNMI absorbed all of ABQid, Inc.'s activities and will continue operations as CNMI. The balances for all assets, liabilities, and net position for both CNMI and ABQid, Inc. were determined on the basis of the carrying values as of January 31, 2019. Merger Net Assets total \$421,277.

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Board of Directors of
CNM Ingenuity, Inc. and
Mr. Brian S. Colón, Esq., New Mexico State Auditor

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of CNM Ingenuity, Inc. (Ingenuity, a nonprofit organization and component unit of Central New Mexico Community College), which comprise the statement of net position as of June 30, 2020, and the related statements of revenues, expenses, and changes in net position, and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated October 30, 2020.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered Ingenuity's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Ingenuity's internal control. Accordingly, we do not express an opinion on the effectiveness of Ingenuity's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Ingenuity's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

A handwritten signature in black ink that reads "MP Group, Inc." followed by a stylized flourish.

MP Group, Inc.
Albuquerque, NM
October 30, 2020

CNM INGENUITY, INC.
(A Component Unit of Central NewMexico Communit College)
Summary of Audit Results
June 30, 2020 and 2019

Summary of Audit Results

Financial Statements

Type of auditor's report issued: Unmodified

Internal Control Over Financial Reporting:

- Material weakness(es) identified? No

- Significant deficiencies identified that are not considered to be material weakness(es)? No

- Noncompliance and other matters identified? No

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Schedule of Findings and Responses
June 30, 2020

Status of Prior Year Audit Findings

None

Current Audit Findings

None

CNM INGENUITY, INC.
(A Component Unit of Central New Mexico Community College)
Summary of Audit Results
June 30, 2020 and 2019

An exit conference was held in a closed session on October 22, 2020, to discuss the audit report

Representing CNM Ingenuity, Inc.

Tracy Hartzler	CNMI Chair Finance & Audit Committee
Olivia Padilla-Jackson	CNMI Vice President Finance & Operations
Kyle Lee	CNMI Secretary/Executive Director
Lorna Wiggins	CNMI President/Board of Directors
Mark Fidel	CNMI Board of Directors
Dominic Pruitt	CNMI Board of Directors
Henry South	CNMI Board of Directors
Pam Klemenz	CNM Ingenuity Accounting Director

Representing MP Group, Inc.

Michael L. Moore, CPA	Partner
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