



ECONOMIC DEVELOPMENT ACTION COUNCIL

CITY OF ALBUQUERQUE

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|-----------------------|------------------------|-----------------|------------------------|
| CHAIRMAN: | DON POWER | MEMBERS: | ISAAC BENTON |
| VICE CHAIRMAN: | DEBORAH JOHNSON | | TRUDY JONES |
| EX-OFFICIO: | GARY OPPEDAHL | | GILBERT MONTANO |

DRAFT MINUTES from April 13, 2017

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|--------------------|------------------------|----------------------------------|
| ATTENDEES: | STAFF: | GUEST: |
| Vice Chair Johnson | Gary Oppedahl | Jamai Blivin, Innovate + Educate |
| Councilor Jones | Deirdre Firth | Jacob Sanchez, Innovate +Educate |
| Councilor Benton | Dora Dominguez | Tim Nisly, SINC |
| Gilbert Montano | Chris Tebo, City Legal | |
| | Jenny Walters | |

Call to Order—the meeting was called to order by Vice Chair Johnson at 11:37am

Additions/Changes of Agenda and/or Minutes—There were no other changes or additions to the agenda.

MOTION: Approval of December 21, 2016 Meeting Minutes by Councilor Jones
 SECOND: Councilor Benton
 MOTION PASSED

Rio Grande Community Development Corporation, DBA SINC – Tim Nisly

The presentation was made by Tim Nisly, Program Director. The EDAct request for funding is to help SINC provide direct support for the expansion of existing economic base nonprofit companies, companies that bring in a majority of their funding from out of state.

SINC is a 501c3 that’s been in existence since 1987. With an annual operational budget of \$293,000, SINC has grown from 18 to 31 programs over the last 18 months and needs resources to expand services. The project is managed by Tim Nisly, SINC’s CEO, and Serena Hajovsky, SINC’s Finance Director.

Project funding would provide SINC’s nonprofit entrepreneurs the capacity to focus on growth strategies, and while there are great partner organizations that support grant-writing capacity and training no other fund in New Mexico currently provides direct support for economic base fund development.

While the SINC work is ongoing, this is the first effort, a pilot project, to directly support these startup nonprofits with economic base funding. The process will include working with social entrepreneurs who have demonstrated success to identify funding from outside of New Mexico, helping them put a project plan together, connect with the funders, and write funding proposals. The work will be done by Tim Nisly with support of a grant-writing professional. The social entrepreneurs are in place and ready, and this project can start upon receipt of funds.

SINC is Albuquerque's only nonprofit incubation program and the only organization focused on intentionally supporting non-duplicative nonprofit startups.

Question: What is the number of planned projects for SINC should the EDAct funding request be granted?

Answer: Goal is to support 33 new non-profit projects

Question: What is the project process for developing relationships with grant funding entities?

Answer: While it is understood grant funding sources can be very specific with respect to the projects funded; SINC familiarity with the non-profit and grant funding entities is valued and well networked in the area of philanthropy. To date, SINC has identified and secured \$5 million in outside grant funding sources for its non-profit clients and respective projects.

General discussion regarding the strong history of SINC and ability to accomplish set aside tasks.

Primary metrics for measuring project success are:

- 1) Out of state grant funding procured
- 2) Number and type of jobs created using that economic base funding
- 3) Payroll increases due to the economic base funding

Total project cost: \$50,000

Contract Grant Writing & Fundraising Support - \$25,000/year

MOTION: The motion by Councilor Jones to award the contract (\$50,000)

SECOND: Councilor Benton

MOTION PASSED UNANIMOUSLY

Innovate + Educate

The presentation was made by Jamai Blivin and Jacob Sanchez, Innovate + Educate.

The EDAct request for funding is not for a new program but for the continuation of a successful existing business resource program for an additional three years.

Innovate+Educate is a national nonprofit 501c3 that was started in New Mexico by Founder Jamai Blivin in 2009. At the time, the founding companies were Intel and Lockheed Martin/Sandia as well as IBM, Hewlett Packard, AT&T and others. The Board of Directors still consists of top fortune 500 companies and the Executive Board is led by ATT, IBM, Wells Fargo, SAIC and Battelle executives. Innovate+Educate is funded through philanthropy, state and city, as well as some DOL funds.

Current funding period for TalentABQ / Tech Hire ABQ ends June 30, 2017. This proposal will allow us to continue the work of delivering skills based hiring and training ecosystem that includes ACT Workkeys, CoreScore (a soft skills assessment developed by I+E) and training solutions specific to those skills.

The Core Score assessment is the newest innovation developed for the tremendous need we have continued to hear from employers across ABQ about the need for soft skills and the ability to identify those candidates that 1) have those skills; and 2) need further development on those skills. CoreScore is delivered on desktop and mobile devices, provides easy to use reports to the jobseeker/learner, and sends

employers the signal that candidates have the validated soft skills employers need and are ready to be hired. This assessment is effective in measuring both performance and competency in the service, IT and soon to be healthcare and manufacturing sectors.

The Innovate + Educate is requesting \$200,000. The amount requested from the EDAct Fund is \$200,000 to sustain operations for July 1, 2017 thru June 30, 2018 After that, the goal is to take secure other sources of funding.

Question: How many assessments have been completed to date?

Answer: 124,000

Question: How is talent assessed?


Answer: The resource is changing the whole way businesses look at soft skill assessments. CoreScore is delivered on desktop and mobile devices, provides easy to use reports to the jobseeker/learner, and sends employers the signal that candidates have the validated soft skills employers need and are ready to be hired.


MOTION: The motion by Councilor Jones to award the contract (\$200,000)

SECOND: Councilor Benton

MOTION PASSED UNANIMOUSLY

The meeting adjourned at 1:30PM

Minutes Submitted By:  Date 5/16/17
Dora Dominguez, Sr, Economic Developer

Minutes Approved By:  Date 5-16-17
Don Power, Chairman

Walters, Jennifer L.

From: Shisler, Janel
Sent: Tuesday, May 16, 2017 10:08 AM
To: Oppedahl, Gary L.; Firth, Deirdre M.
Subject: Approval is Requested for Requisition ID "RED0005033" Business Unit "Economic Development Pur BU"

Follow Up Flag: Follow up
Flag Status: Flagged

A requisition has been entered which requires your attention.

Business Unit: Economic Development Pur BU
Requisition ID: RED0005033

You can navigate directly to the approval page by clicking the link below.

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