First, universities exist for students. That’s why I’m happy to say enrollment at the College of Business is up – with increases of more than 18 percent for undergraduates and more than 94 percent for graduate students over the past three years.

Also, as part of our commitment to students, we are continuing to expand directed and experiential learning opportunities. For example, Peyton Yates, former president of Yates Petroleum Corp., is the college’s first executive in residence and is quickly becoming one of the more well-known people around campus. This position was created for those who have been successful in the business world and want to help and mentor NMSU business students.

More great news! NMSU is now home to the Domenici Institute, where former Sen. Pete Domenici has an office and interacts with students on a regular basis. Recently, I watched the Senator during a class and he remarked to a friend: “I would like to teach full-time here!” The institute, which was initially funded by a $10-million grant from Congress and with the great assistance of Senator Bingaman, will conduct public policy research and provide outreach with entrepreneurship and business incubation. We look forward to seeing the institute grow over the coming years.

Everyone is getting more involved, including me. I’m teaching a mini-semester course on current events and public policy. With discussion topics such as the Obama stimulus plan, the economy, immigration and energy, the course will continue the college’s effort to give students more of a real-world perspective.

The college is also fortunate to have some of the best faculty and staff members around. Together, we will continue our work to take the college and the university to new heights. I appreciate everyone’s help and hard work, and I look forward to another great year.

Garrey E. Carruthers, Dean
College of Business
College posts strong enrollment increase

The College of Business is a popular place on campus. In the fall 2008 semester, the college posted a 5.4 percent increase in undergraduate students from the previous year. The number of graduate students was up almost 23 percent.

“This is great news and a credit to our outstanding faculty and the programs we offer to our students,” said Garrey Carruthers, dean of the College of Business. “It shows substantial growth in both the undergraduate and graduate enrollment. Our MBA program in particular continues to grow at a good pace.”

Spring 2009 enrollment surpassed 30,000 systemwide, a 7 percent increase from the previous year. The growth is occurring in new students, as well as in transfer students, an important goal for the university. College of Business graduate student enrollment increased 11 percent over 2008 with a record 350 students.

According to Bernadette Montoya, assistant vice president for enrollment management, one of the largest increases for the spring 2009 semester was in the transfer student population, from both in- and out-of-state. The university has strengthened its relationship with El Paso Community College and increased its participation in college fairs in California, Colorado and Arizona. Montoya credits student retention efforts as having a positive effect on total enrollment as well.

“This is healthy growth,” said Bob Moulton, then interim executive vice president and provost. “This is an indicator that more people are pursuing higher education, which bodes well for the state’s future economy. It indicates that this institution continues to meet its land-grant mission.”

Celebrating Yates family contributions

New Mexico State University and the Yates family of Artesia have long partnered on various projects to advance education in New Mexico. In continuation of that partnership, the College of Business named Peyton Yates its first executive in residence.

“Our family’s relationship with NMSU is incredibly strong,” Peyton Yates said. “We’ve had a number of family members attend NMSU. More importantly, we’ve had tremendous success with a lot of NMSU graduates. They’ve risen to some of the highest ranks of our company. We believe we get quality graduates from NMSU.”

More than 25 Yates Petroleum employees are NMSU graduates and many of them now have children attending the university.

Yates is a former president of Yates Petroleum Corp., an Artesia-based energy firm and the largest independent oil and gas company in New Mexico. He currently serves on the company’s board of directors. He also is president of Yates Drilling Co., an oil and gas operator in Artesia.

“We are proud to work with an entrepreneur as accomplished as Peyton Yates in the College of Business. His wealth of knowledge in business and energy, paired with years of personal, real-world experiences, make him the ideal person to help teach our future business leaders,” said Garrey Carruthers, business dean and vice president for economic development at NMSU.

Yates will lend his expertise to the Domenici Institute and other programs where his knowledge of business and energy is valuable. In addition, he will mentor and help students with business projects, and participate in other activities such as being a guest speaker. For example, in spring 2009 Yates, along with former Sen. Pete Domenici, spoke to students in a leadership course taught by Dean Carruthers. During his lecture, Yates noted that petroleum would be the energy source for the near future while the U.S. bridges to other sources.

Yates earned a bachelor’s degree in petroleum engineering in 1965 and his master’s degree in 1966 from the University of Texas at Austin.

Executive in Residence, Peyton Yates
You may notice a familiar face walking the halls of the Business Complex – retired Sen. Pete Domenici. NMSU is now home to the Domenici Institute and the senator’s new office is in the College of Business, where he regularly speaks with students and assists with important activities.

The Domenici Institute's mission is to conduct public policy research, provide outreach with entrepreneurship and business incubation, assist in maintaining the Domenici Archives at the NMSU Library, and sponsor an annual public policy conference. All this was made possible by a $10 million federal grant and the support of many sponsors and contributors.

“We have a big job,” Domenici said. “There is still a lot of work to do for the people of New Mexico, especially in the areas of energy and the economy. I know New Mexico State University and the Domenici Institute will play an important role in tackling these issues.”

The Inaugural 2008 Domenici Public Policy Conference welcomed world-famous guests, including former U.S. Sec. of State James Baker, Sen. Chris Dodd, Sen. Jeff Bingaman and N.M. Gov. Bill Richardson. The 2008 conference featured additional high-profile guests and covered topics important to the senator, including nuclear energy, the economy, the U.S./Mexico border and national security.

During the spring 2009 semester, Sen. Domenici and Peyton Yates, the college’s executive in residence, spoke with students in a mini-semester course taught by Dean Garrey Carruthers. The course covered current events in public policy, and Domenici and Yates spoke about the nation’s current energy situation, particularly focusing on nuclear energy and fossil fuels.
New Mexico State University again played host to a number of important political figures during the 2009 Domenici Public Policy Conference, with U.S. Homeland Security Secretary Janet Napolitano as its headline speaker.

The yearly conference, hosted by NMSU’s Domenici Institute, brings together some of the best minds in the country to focus on significant national issues.


Other conference speakers included Alex Flint, senior vice president at the Nuclear Energy Institute; Donald B. Marron, president of Marron Economics; and Ellen Ruff, Duke Energy’s president of the Office of Nuclear Development.

Former U.S. Congresswoman Heather Wilson and Garrey Carruthers, NMSU’s vice president for economic development and director of the Domenici Institute, spoke during “An Evening with Pete,” a friendly conversation with former Sen. Domenici about his career and his insights on issues of today.

With the 2010 Domenici Public Policy Conference now less than a year away, work is already underway contacting potential speakers and lining up conference dates. For more information about the Domenici Institute or previous conferences, visit domenici.nmsu.edu.

Donations being accepted for legacy activities

The Pete V. Domenici Legacy project is meant to properly honor both the local and national contributions of retired U.S. Sen. Pete V. Domenici, who completed 36 years of public service in 2008. Individuals and corporations have an opportunity to help NMSU make history with this project. If you would like information on becoming a sponsor or donor for the Domenici Public Policy Conference or other legacy activities, please contact Sylvia Acosta at 575-646-4917 or sylviaa@nmsu.edu.
Would an American with excellent leadership skills in the workplace still be a good leader in Asia? Would a European business leader do well in Australia? Looking at leadership skills and similar human attributes and how those attributes translate into various cultures is part of the research that has made Peter Dorfman, a management professor in the College of Business, an internationally known researcher.

“I’ve always been fascinated by people and how they work in organizations, how they get along, how they interact, what happens when conflicts arise,” Dorfman said. “I’m especially interested in seeing how those interactions are different in this country as compared to other countries around the world.”

Dorfman’s research involves looking at leadership, especially in cross-cultural environments. He has worked with John Howell, professor emeritus in the business college, on a number of projects and the two have been honored with a number of national awards for their research.

“One of the reasons I like living in New Mexico is the cross cultures we have. I enjoy seeing that mix of cultures in my classes too,” he said.

Dorfman sits on the board of directors of the Global Leadership Organizational Behavioral Effectiveness project (GLOBE), an ongoing research project begun in 1994 to examine leadership and cultures. Research results cover 950 organizations in 62 countries and have been published in two books.

“It was really a massive project. We were looking at different dimensions of culture, and how they relate to economic success and human success. We also deal with different leadership processes across the world,” Dorfman said.

Some findings suggest that leadership styles do not directly translate between cultures. “Anglo societies such as the U.S., the United Kingdom and Australia believe in different kinds of leadership styles than Confucian Asia,” Dorfman said. Participative leadership is an example of a leadership style that is particularly desirable in Anglo, German and Nordic cultures but much less so in Asian and Middle East cultures.

Dorfman said that as general rule, most cultures change very slowly over time. Because of his travels and his studies, he believes if any culture were to change rapidly, it would be in Asia.

“The surface element may be changing quite rapidly in China. China today is so much different than China of 10 years ago,” he said. “However, while many of the more observable aspects of China are changing, such as the wealth of the average person and demonstrable materialistic changes such as the extensive use of cell phones, there is a real question as to whether the underlying cultural dynamics will change. For instance, it is unlikely that the Chinese concept of ‘guan xi,’ roughly translated as obligations through networking, or the pervasive influence of Confucian ideas, will disappear from family or organizational life.”

Understanding variables like the pace of cultural change in China, or etiquette regarding the soles of your shoes in Arab countries, can be a key to success for an organization. Helping students and others develop that kind of understanding is where Dorfman’s expertise is winning accolades at NMSU.
Little People, Big World star makes appearance at NMSU’s Innoventure competition

The Entrepreneurship and Outreach unit of New Mexico State University’s Arrowhead Center, along with New Mexico MESA Inc., hosted the seventh annual 2009 Innoventure Competition. The theme was adaptive products, devices and other things used by little people to better adapt to a big world.

Matt Roloff, star of the hit TV show “Little People, Big World,” was the keynote speaker at the Innoventure dinner.

Due to the struggles people face when having to market their product or invention, Roloff said the formality behind the program of having students create their own business plan is excellent. Two hundred students from more than 35 middle school and high school teams from around New Mexico met Roloff and demonstrated their ideas for products. Teams were judged on components including general idea, feasibility and presentation.

Roloff said it was fascinating to witness not just the entrepreneurship but also the way students established themselves in a formal way early on in their education. He suggested that the Innoventure program be modeled around the United States.

“These business plans were excellent and students can pick that up at a young age,” Roloff said. “It will carry them, and I am sure there are a measurable percentage of these kids that will go on to form their own businesses. Some will go on to invent products and build stuff because of what they did [at Innoventure].”

First prize of a Wii game system went to CC Snell Middle School from Bayard with the project “Turn Don’t Burn Stove Top” and the MMNC team from Chaparral High School with the project “Stair Port.”

• The Arrowhead Business and Research Park received a $900,000 grant from the U.S. Economic Development Administration for infrastructure improvements to extend Payne Street to Sam Steel Way. This will help attract other investments that the university expects will eventually create more than 5,000 jobs.

• Experts at Arrowhead Center’s Entrepreneurship and Small Business program provide data and projections on a variety of business-related topics in response to Business Dataline requests, a new online service. Questions and answers that are not company-confidential are published under the Policy Analysis FAQ page at www.arrowheadcenter.org.

• Arrowhead Center received a three-year, $1.2 million grant from the U.S. Department of Energy’s National Energy Technology Laboratory to study connections between fossil fuel production, economic development and water in New Mexico.

• Arrowhead Center launched the Arrowhead Entrepreneurship Institute, which is dedicated to engaging youth in entrepreneurship activities, expanding college-level entrepreneurship training, and creating a certification in entrepreneurship for professionals.

• The Forensic Testing Laboratory, a spin-off of the Genetics Testing Laboratory partially owned by NMSU’s Arrowhead Center, is now nationally certified and ready to do testing in criminal and/or medical research.

• Arrowhead Center hosted the Energy and Economic Development in New Mexico Conference, part of an on-going project sponsored by the U.S. Department of Energy’s National Energy Technology Laboratory.

• The Arrowhead Center’s National Security Technology Incubator hosted the 2009 National Security Technology Conference, “Advanced Technologies for a Safer World,” promoting high-tech jobs applied to national security and economic development in the state.
The 2008 Hall of Fame inductees were Richard Baldridge and Kerry Weems. Joyce Whitfield Jaynes and J.B. and Libby Pruett received the 2008 Traders Awards.

Baldridge is the president and chief operations officer for ViaSat Inc., a producer of satellite and other digital communication products. He was previously a vice president and general manager at Raytheon Corp. He also held senior leadership positions at Hughes Information Systems and General Dynamics Corp. Baldridge graduated from NMSU with a degree in business administration with an emphasis in information systems.

Weems heads the Centers for Medicare and Medicaid Services, a federal agency within the U.S. Department of Health and Human Services that administers the Medicare program. He received the highest award conferred on federal employees, the Presidential Rank Award, from President Bill Clinton in 2000 and President George W. Bush in 2007. Weems studied business and graduated from NMSU in 1978.

Whitfield Jaynes has worked with numerous local and national community organizations. She served on the board of directors of the NMSU Foundation and the Business Council. She and her daughters established an annual endowed scholarship in the college in memory of her husband, Ed Whitfield. In 1980 she founded Whitfield Enterprises and continues to serve as president and chief executive officer in the management of family-owned commercial properties. She graduated in 1945 with a degree in education.

J.B. and Libby Pruett were teachers before becoming active in community and philanthropic activities. J.B. has served on the board of the President’s Associates scholarship program. Libby is serving her third term as a board member of the NMSU Foundation. She was on the board of directors of the Greater Las Cruces Chamber of Commerce, serving as chair in 2000. Along with their son David, the Pruett’s started a construction and development company, and own and manage commercial properties including the Spaceplex Building. It is occupied by General Dynamics in the NMSU Arrowhead Business and Research Park. The Pruett’s graduated from NMSU, where they met and were married as students.
The 2009 Hall of Fame inductees were Shari Jones and Kelly Peña. Jerry With, Don and Sarrah Kidd and Jayann and David Sepich received the 2009 Traders Awards.

Jones is the global compliance officer of ProLogis, a global real estate investment trust. As a member of the company’s strategic risk management group, she now oversees its corporate compliance program for North America, Europe and Asia. Jones received both a bachelor of accountancy and an MBA from NMSU.

Peña is currently a vice president with The Walt Disney Co. She is responsible for strategic, brand and marketing research for the company’s cable networks. Peña earned a bachelor's degree in business administration with a minor in mass media from NMSU and a master's in journalism from Louisiana State University.

Don Kidd is chairman and board member for New Mexico Appleseed. He served in the New Mexico State Senate from 1992 to 2004, when he retired so he could focus more on banking. In 2006 he received an honorary degree from NMSU for his support of education and his service to the University as a former regent. His wife, Sarrah, enjoys spending time traveling the world with her three daughters. She is an accomplished pianist and avid reader, and has recently begun learning the art of cross stitching.

Jerry P. With has served as president and chief executive officer of Mountain States Insurance Group since 1996. A native of Albuquerque, he earned his bachelor's degree in business administration from the University of New Mexico. He serves as chairman of the New Mexico Property and Casualty Insurance Guarantee Association board, and is a member of the New Mexico Workers Compensation Assigned Risk Pool Board of Directors.

Dave and Jayann Sepich have led a fight for stronger laws requiring DNA collection from those accused of felony crimes. In 2003, their daughter, Katie, was a graduate student at NMSU when she was raped and murdered. Since that time, the two, along with their son AJ and daughter Caraline, have made it their mission to see legislation passed in all 50 states to mandate taking DNA upon felony arrest. Since it was passed in 2006, “Katie’s Law” has helped find 87 cases where collected DNA has been matched to criminal cases.
Kevin Johnson earned his bachelor’s degree in business administration from NMSU in 1981.

Johnson joined Juniper Networks in September of 2008 in the roles of CEO and member of the Board. Prior to Juniper, Johnson spent 16 years at Microsoft, most recently leading the Platforms & Services Division, an organization of more than 14,000 employees with responsibility for product development, marketing and strategy for the Windows and Online Services businesses.

Under his leadership, the division achieved record-breaking results with more than $20 billion in revenue in fiscal year 2008. In addition to leading the Windows business, Johnson focused on building Microsoft’s position as a leader in online advertising and evolving its “software + services” strategy. He also worked globally with consumer, small and medium-sized business, enterprise and service provider customers.

Johnson also served as group vice president of Microsoft’s worldwide sales, marketing and services and oversaw corporate operations and IT functions that supported the work of Microsoft employees around the world. Previous to Microsoft, Johnson worked in IBM’s systems integration and consulting business and started his career as a software developer.

In 2001, he was the recipient of the NMSU College of Business Hall of Fame Award.

Brenda Alvarez earned a bachelor’s in business administration with a minor in managerial accounting from the NMSU College of Business in 1981.

She then worked at Mutual Building and Loan before leaving the company to dedicate time to raising her son. Alvarez also worked part-time at Energy Optics until she and her husband, Joe, decided to start their own business, EMI Technologies.

EMI Technologies has grown into a $22-million-a-year enterprise. The company’s product focus is in the engineering fabrication and delivery of custom mobile instrumentation systems. EMI engineers and fabricates instrumentation trailers, vans and other custom mobile systems. In 1990, 1993 and 1994, EMI Technologies received the Award of Excellence from the U.S. Small Business Administration and in 1994 and 2001 it was awarded the Regional 6 Prime Contractor of the year award, presented to the company in Washington, D.C.

Alvarez currently serves on the Wells Fargo Advisory Board, Arrowhead Center Advisory Board and Las Cruces Country Club Board. In the past she has served on the boards of the NMSU Alumni Association and the Las Cruces Chamber of Commerce. She says, “We feel blessed for everything and try to give back to the community through supporting various charitable organizations.” In 2003, she and her husband funded the Hispanic Business Student’s Association, allowing students to compete and attend a national conference were they were recognized as one of the best chapters in the country.
Weathering the economy:
Business professors track the financial climate

Our professors are in demand, providing answers to questions about the troubled U.S. financial sector and how it directly affects people, organizations and government. In television and radio interviews, face-to-face public forums and formal testimony they’re discussing the local and national financial sectors and economic conditions, making a difficult and complex situation understandable. Below are some examples of the many activities our professors were involved in during the 2008-2009 academic year.

• The College of Business hosted “The Financial Crisis: What It Means to You,” a forum attended by more than 180 individuals from the campus community and general public. Jim Peach, Chris Erickson and Ken Martin provided insight and a frank discussion.

• Garrey Carruthers, Mike Ellis, Tony Popp and Jim Peach discussed universal healthcare coverage for the state in a panel forum at the Doña Ana Community College Academy for Learning in Retirement.

• “Minding Your Business” host Charles Comer interviewed Jim Peach and Ken Martin, covering the causes of the financial crisis and its effect on the local housing market and the stock market.

• Jim Peach, Chris Erickson and Ken Martin testified before the New Mexico Rural Development Interim Legislative committee regarding the current financial situation.

• Ken Martin discussed financial market volatility at a Las Cruces Economic Club meeting.

• Jim Peach, Chris Erickson and Ken Martin gave a state-of-the-economy presentation to the Economic Forum of Las Cruces.

• More than 100 people attended the Bank of the West economic forum sponsored by the Greater Las Cruces Chamber of Commerce, featuring Ken Martin, Jim Peach and Chris Erickson. They discussed the current economic situation in light of the passage of the stimulus bill and the bank bailout plan.

• “Minding Your Business” host Charles Comer interviewed Jim Peach to shed light on the Congressional Economic Stimulus Package. Peach provided insight on many facets of the bill, including individual tax credits, bailout money and funding for state governments.

• Jim Peach, Chris Erickson and Ken Martin appeared in a 4-day series of public forums hosted by the Doña Ana Community College Academy for Learning in Retirement. The series covered “The U.S. Macroeconomic Crisis of 2007-2009: What happened and why; Financial market volatility; State and local implications; What’s next?”

See and subscribe to our college news online at business.nmsu.edu/news. “Minding Your Business” and “Aggie Almanac” are no longer broadcast. To view other KRWG-TV shows go to krwg.org.

COB Web site gets makeover,
social networking sites are a great way to KIT

The College of Business Web site, business.nmsu.edu, has a new look. There are new navigation tools and capabilities. Here, you’ll find out about our programs and centers. You can get re-acquainted with faculty and staff, and read the latest news on the college.

Need a quick update? Follow us on Twitter. Go to twitter.com/nmsucob to see what’s going on at the college. You also can network with us on Facebook. Get in touch with Dean Garrey Carruthers at tinyurl.com/y8kysoe or the COB Alumni Network at tinyurl.com/y9pdf8c.
Midterms, class projects and the occasional part-time job would max out a typical college student’s schedule, but that isn’t the case for students in New Mexico State University’s Association of Latino Professionals in Finance and Accounting (ALPFA). The group regularly handles coursework while organizing community service projects, out-of-state case competitions and meeting with professionals.

“For me, interacting with professionals in my field is my favorite part,” said Diana Telles, graduate student and then current president of the student chapter. “This organization brings professionals and students together, where students can receive mentorship. That’s incredibly valuable.”

The program was founded in 1972 by a group of accounting professionals who wanted to mentor students transitioning from college into professional careers. ALPFA is unique because student chapters are organized with professional chapters. The NMSU chapter was established in 2005 under the El Paso Professional Chapter. Its primary mission is to create opportunities, add value and build relationships for its members.

While the group has “Latino” in its name, being Hispanic is not required for membership. ALPFA welcomes the involvement of all who share its core values and commitment to community service and providing opportunities and mentorship for its members.

When it started, the NMSU student chapter had eight members. Today, more than 35 active members participate in numerous community service projects including raising money for the El Caldito Soup Kitchen; participating in “The Big Event,” an Associated Students of NMSU activity that reaches out to the community to provide volunteer work; and organizing the Fall Mid-Term Bash, an event that helps students in the college come together through student organizations.

“I am very excited about the opportunities that ALPFA provides our student members,” said Bill Smith, an assistant professor in accounting and the NMSU ALPFA co-faculty adviser. Smith and Maria De Boyrie originally helped establish the ALPFA Student Chapter. “Thanks to Luis Avila, our first president, and Diana Telles, we have really taken our chapter to the next level as a recognized student organization.”

The group regularly brings professional speakers to talk with students at their meetings. These speakers provide guidance and professional development on a variety of topics such as technical presentations, the importance of networking, getting a foot in the door at a company and time management.

Nationally, ALPFA holds an annual convention where professional and student members meet. At the convention, the accounting firm KPMG sponsors an intensive case competition where students from selected universities compete on a national level to present their technical findings of actual companies. Only 25 universities are invited to compete. Because of its past performance, an NMSU team has been invited the last three years.

“The student team members have performed at a professional level that is truly outstanding. Their dedication and commitment to the team has put NMSU in the spotlight. I am very proud of their accomplishments,” Smith said. “I have no doubt these students will be very successful in their future professional careers.”
If you've ever met Patti Benzie, you probably noticed she likes cats. And, like many cat lovers, she keeps pictures of her pets (past and present) at her desk as the departmental secretary for accounting and information systems in the College of Business. She even has a cat pin on her jacket and keeps a toy stuffed cat within arm's reach of her chair.

Unlike many animal lovers, Benzie takes her commitment a step further, volunteering her time with NMSU's FCaMP (Feral Cat Management Program.) FCaMP started in 2002 as a resource to help manage the cat population on campus – then estimated to be between 200 and 250. Today the population is between 110 and 150, thanks in large part to the efforts of FCaMP volunteers like Benzie who make sure every cat on campus is neutered and up-to-date on their shots. The group currently boasts a 3.8 cumulative average.

Our ambassadors develop their leadership skills and hold prominent positions in college and university student organizations, and in Las Cruces community groups. They are the “face” of the college’s student body and speak on student panels, give campus tours, and meet with college donors and alumni. The university and the Las Cruces community are enriched with ambassador participation in strategic recruitment and retention activities, as well as community service projects.

The ambassadors had the wonderful opportunity to work with Peyton Yates, former president and CEO of Yates Petroleum. As the college's new executive in residence, Yates established a student mentoring program with a focus on leadership and ethics. Students also have been instructed by Waded Cruzado (NMSU’s former executive Vice President and Provost), Kevin Boberg (associate dean for research), McKinley Boston (NMSU athletic director) and business Dean Garrey Carruthers.

Our ambassadors gain business, life and networking skills, leadership abilities, and professionalism. The College of Business Ambassador Program prepares the student leaders of our college today to be the professional leaders of our world tomorrow.
AC Technology incubator looking for clients

Growing a small business is tough. Why not get some help? New Mexico State University's Arrowhead Technology Incubator specializes in helping small, technology-based businesses get off the ground and it is looking for clients.

“We have demonstrable success in securing funding to assist startups and setting up partnerships between them and larger, more established companies,” said Chris Kientz, Arrowhead Center's director of technology innovation.

The New Mexico Economic Development Department certified the Arrowhead Technology Incubator as the state's sixth official business incubator in September 2009. It is the only certified incubator in Southern New Mexico.

“The certification is part of a very detailed examination of our program and facilities,” said Dawn Hommer, incubation specialist for Arrowhead Center. “The certification helps us work together with other incubators around the state, lending one another advice and expertise. It also allows us to apply for state funding to grow our program.”

She said the incubator is actively seeking technology entrepreneurs at any stage of the development process and is interested in working with anyone in the region, including Southern New Mexico and El Paso.

Particularly, the incubator is looking for companies specializing in energy and natural resources, aerospace and commercial space, biosciences, digital media and national security.

Kientz said a study by the National Business Incubation Association shows more than 80 percent of businesses fail in the first five years. The same study, however, said using a small business incubator turns those numbers completely around, with 87 percent of businesses still in operation after five years.

Hommer said businesses benefit because the incubator is part of NMSU, and provides access to faculty researchers as well as students. Unique for the Arrowhead Technology Incubator is that it also works with other groups inside NMSU’s Arrowhead Center that help all stages of business.

“If you are in the early start-up stage, Arrowhead's entrepreneurship group can help,” Kientz said. “Then, once you are off the ground, you can literally walk to the next building and we can help you here at the incubator.”

He said when businesses outgrow the incubator, they are more than welcome to look at space in NMSU’s 257-acre Arrowhead Business and Research Park, designed for more established companies.

To find out more about NMSU’s Arrowhead Center and the Arrowhead Technology Incubator, visit arrowheadcenter.nmsu.edu or call 575-646-1434.

SpacePlex 2 joins Arrowhead Business and Research Park

The newest building at New Mexico State University’s Arrowhead Business and Research Park officially opened July 2009 with SpacePlex 2, home to an expanded General Dynamics operation at the university. The facility will provide satellite tracking, telemetry and space communications.

“We’re excited,” said Pam Wood, director of the research park. “General Dynamics works with a lot of our professors and students at NMSU. They hire some of our students, too. This is an opportunity to create jobs and collaborate in securing grants and contracts.”

SpacePlex 2 is a 15,000-square-foot building located next to the original SpacePlex facility, constructed in 2001. General Dynamics is a leader in business aviation; land and expeditionary combat systems, armaments and munitions; shipbuilding and marine systems; and information systems and technologies. The company was NMSU’s first research park tenant.

“This is a significant step in the rebirth of Arrowhead Business and Research Park,” said Mickey Clute, managing member of Arrowhead Development, the company developing the park.

NMSU is in the middle of the first significant expansion of the research park. The current phase of development consists of 11 acres and will have up to seven buildings and 120,000 square feet of office and laboratory space.

“This park has a lot to offer for companies looking to expand,” said Garrey Carruthers, dean of the NMSU College of Business and vice president for economic development. “Not only is the park conveniently located between Interstates 10 and 25, it also provides a chance for companies to work with our faculty, staff and students – some of the best around.”

The next building to be constructed is in the design stage and is expected to open summer 2010. It will be 7,500 square feet and broken into smaller, 1,500-square-foot pads for businesses intending to establish themselves before jumping into larger spaces. Clute said the smaller spaces make the building more efficient and attractive to smaller businesses.

In addition to building construction, road work began on a mile-long extension of Payne Street to Sam Steel Way through the research park. Once complete, the new connection will better link the park to the rest of campus with two lanes for traffic.

Other plans for the research park include working with the Las Cruces Public School District to construct an early college high school where high school students could take college-level courses for credit.
Business Advisory Council Members

Brenda Alvarez
Owner
EMI Technologies

Leonard Armstrong
First Vice President
Merrill Lynch

Vic Arnold
Principal
Vic Arnold Consulting

Rick Baldridge
President and COO
ViaSat Inc.

Norm Becker
President and CEO
New Mexico Mutual

Randy Burge
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ProActive Tools

Martin Cabrera
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Cabrera Capital Markets Inc.

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John Carey
President
New Mexico CPA Society

Don Chalmers
President
Don Chalmers Ford

Michael Cheney
Regional President - Southern N.M.
Wells Fargo Bank

Frankie Clemons
Retired
New Mexico State University

Michael Clute
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Floyd Correa
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Laguna Development Corp.

Everett Crawford
Chairman and CEO
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Leroy Crow
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Western Refining

Julie Dill
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Union Gas

Linda Doubrava
Partner
KPMG

Robert Clay Doyle
Vice President
El Paso Electric

G. Carl Everett
Venture Partner
Accel Partners

Roy Fitzgerald
Senior Manager
Logistics Operations
Sandia National Laboratories

Ken Garrett
Partner
Grant Thornton

Brandon Haines
Principal
Meyners + Company

Justin Harper
President and CEO
Citizens Bank of Las Cruces

Mark Hettinga
Executive
Highland Enterprises Inc.

Dan Hicks
Director, US Army WSMR
White Sands Missile Range

Jerean Hutchinson
Vice President
La Posta de Mesilla

Kevin Johnson
CEO
Juniper Networks

Chris Knackstedt
Senior Vice President and CFO
St. John’s Health System

Johnny Knorr
Director of Marketing & Strategic Planning
Mac Energy Co.

Susan Long
Retired
Accounting and Finance

Edward Lujan
Retired
Manuel Lujan Insurance

Joe Lujan
Owner
Manuel Lujan Insurance

Monica Maestas
Senior Internal Auditor
Office of the Inspector General
N.M. Human Services Office

Wanda Mattiace
Owner
Adventure Travel

Greg Maxwell
Senior Vice President and CFO
Chevron Phillips Chemical Co.

Thomas McCarthy
Executive
Staubach Co.

Beverlee McClure
President and CEO
Association of Commerce and Industry

Sherman McCorkle
President and CEO
Technology Ventures Corp.

Travis Melham
Chief Financial Officer
Executive Services LLC

Terry Moss
Retired
Merrill Lynch

John Papen
Retired
Wells Fargo

Scott Smith
Retired
Merrill Lynch

Sidney Strebeck
President and CEO
Strebeck Auto Group

Jennifer Taylor
Senior Vice President
Business and Finance VP Office

Adolfo Telles
Retired
KPMG

James Wetherbe
Stevens Chair of Information Technology
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