ACTIVITIES

- In April, Prof. Tim Query and six NMSU students attended the Risk and Insurance Management Society (RIMS) annual conference in Boston. One of the students, Brenda Rios, was selected as an Anita Benedetti Student Involvement Program participant. This is a nationally competitive program that awards only 30 conference scholarships nationwide to deserving students.

  Appreciation is extended to the Rocky Mountain RIMS Chapter for their financial assistance in sending students to RIMS.

  The Rocky Mountain RIMS Chapter also made a gift of $1000 towards a scholarship for a risk and insurance student.
The Spencer Educational Foundation has awarded a grant for $2,750 to the Risk Management and Insurance Studies Program at NMSU. The grant will be used to fund expenses for the “Risk Manager in Residence” program. This fall's visiting risk manager will be Douglas J. Borg of Duke University. Mr. Borg is the current President of the American Society for Healthcare Risk Management (ASHRM) and is the Director of Insurance, and Associate Director of the Duke University Health System.

The Risk Management and Insurance Studies Program at NMSU received $10,000 toward student scholarships from the IIANM/New Mexico Mutual Scholarship Golf Tournament. Given that tuition was raised 8 percent for next fall, this financial support for our students is especially timely and appreciated.

Amanda Henry, Finance major and Risk & Insurance minor, was recognized at the Honors College Graduation ceremony. Her thesis, "An Examination of the Behavior of Insurance Companies during Recessionary Periods" was supervised by Tim Query.

GAMMA IOTA SIGMA

The Beta Beta Chapter of Gamma Iota Sigma (GIS) hosted Steven May ('08) of Northwestern Mutual Financial Network. While a student at NMSU, Steven was the sixth most productive intern out of 2,500 nationwide at Northwestern Mutual. He now operates his own agency for the company in Las Cruces. GIS also hosted Melissa Nowalk ('08) of Scottsdale Insurance. Melissa gave an informative presentation on the actuary profession that was also well attended by faculty and students from the Math department. We have now identified 5-6 students who are currently thinking of pursuing, or actively pursuing, a career in actuarial science. GIS members also raised money for and participated in the American Cancer Society’s NMSU Relay for Life.
STUDENT PLACEMENT

JOBS

Daniel Armendariz – Farm Bureau Financial Services, Deming, NM

Issac Martinez – Farm Bureau Financial Services, Los Alamos/Santa Fe, NM

Raul Pulido – State Farm Insurance, El Paso, TX

INTERNSHIPS

Jose Tarango – State Farm (El Paso)

Gabriel Varela – Northwestern Mutual (Las Cruces)

Steven Monjares – State Farm (Albuquerque)

Mark Krone - IHS Inc. (Denver)

Stephen Walton – C.F. Jordan Construction (El Paso)

Jing Gao – New Mexico Association of Counties
ALUMNI UPDATE

The Risk Management and Insurance Studies Program has built enough of a “history” that we now have a growing number of alumni. In an effort to encourage continuing communications with our alums, we now have a group set up at the professional networking web site www.linkedin.com. To join the group, enter “NMSU Insurance Alumni.” If you have positions available that require at least a year or two of experience, we would be glad to post that information for the group.

Updates on our alums (some of whom graduated before the Risk Management & Insurance Minor was available) include:

Tara Murr is now an agency recruiter in a suburb of Seattle, Washington for State Farm.

Valerie Aguilar is with Burke Insurance Group in Las Cruces.

Erika Melendez is working at the Betty Solis Agency for Farmers Insurance in Las Cruces.

Tyrell Allaire is a risk manager currently based in Chandler, AZ for B&D Industries, Inc. of Albuquerque.

Carin Bennett and Kara Brooks are both at Pat Campbell Insurance in Las Cruces.

Clay Kearney and Sasha Ogas are both working for Farm Bureau Financial Services in Las Cruces.

Brenda Enriquez is an adjuster for Custard Insurance Adjusters in El Paso.
Two of our students are pursuing careers as actuaries. Melissa Nowalk is at Scottsdale Insurance in Scottsdale, AZ and Anna Krylova is with Mountain States Insurance Group in Albuquerque.

Jared Kaufman is selling commercial insurance at the family’s Kaufman Agency in Lakewood, CO.

Colorado Casualty has a couple of NMSU alums working in claims. Mike McGonigle and Nick Wiegel are both working for the company in the Denver area.

Jessica Morales has her own Allstate agency in Santa Teresa, NM.

Regina Serna is in Albuquerque working in claims/underwriting for New Mexico Property and Casualty Company.

Ryan Stoltzfus is client service director for JDW Insurance in El Paso.

Mike Waller is a claims representative for State Farm in Albuquerque. Arjelia Baeza is also with State Farm in El Paso.

Morgan Wright is a financial advisor for First Command Financial Services in El Paso.

Alan Umstead is an agent for The Senior Group in Mesilla Park, NM.

These are the alums that we are aware of working in the industry. If others are missing, let us know and we will include them in the next newsletter.
INDUSTRY GUEST SPEAKERS

One of the best ways to encourage students to consider a career in insurance or risk management is to bring in guest speakers who are enthusiastic about their jobs. This semester we had a number of industry professionals visit with either our classes or speak to a meeting of Gamma Iota Sigma:

- Heather Fortner of AVI and Genevieve Kluckman with Benefit Solutions, president and president-elect, respectively, of the Young Agents of New Mexico
- Gilda Dorbandt, N. Compass Group
- David Sell, Farm Bureau Financial Services
- Steve May, Northwestern Mutual Financial Services
- Melissa Nowalk, Scottsdale Insurance
- Gus Gandara, State Farm Agent
- Shane Butler, Farm Bureau Financial Services
The Life/Health/Employee Benefits class also took a “field trip” to Pat Campbell Insurance (pictured). Patty Padon, Employee Benefits Specialist, provided the students with a lot of information regarding the industry as well as the future of employee benefits.
RESEARCH-RELATED ACTIVITIES

- A working paper co-authored by Tim Query and Jin Park titled, “Institutional Investor’s Short-term Equity Trading Practice: Evidence from Property-Liability Insurers in the U.S.” has been accepted for presentation at The World Risk and Insurance Economics Congress. The "World Congress" is held every five years, and was established to stimulate corporate awareness and interest in risk-related research and to provide a forum for networking among academics and industry and government professionals worldwide. The Asia-Pacific Risk and Insurance Association (APRIA), the American Risk and Insurance Association (ARIA), European Group of Risk and Insurance Economists (EGRIE), and The Geneva Association jointly organize the meetings. The 2010 Meeting will be held in Singapore in late July.


- “The Impact of Bank Mergers on Liquidity Creation,” (with Elisabeta Pana and Jin Park), presented at the Midwest Finance Association meeting, Las Vegas, NV (February 2010).

- Quoted in the Las Cruces Bulletin, article on “why new health care reform has entrepreneurs feeling skittish (2010).”

- Tim Query reviewed a manuscript for the CPCU Journal. Tim is a member of their editorial review board.

- Tim Query served as the Graduate Dean’s Representative for the Oral Examination of a graduate student in Mathematical Sciences.
CURRENT FUNDING NEEDS

There are a number of ongoing opportunities to financially support the growth of the Risk Management and Insurance Studies program at NMSU. We award scholarships annually based upon academic achievement and demonstrated interest in insurance. An endowment of $50,000 (funded over 5 years for $10,000 a year, for example) will provide an annual scholarship in the name of the donor of $2,000 per year. This makes a big difference to a college student. In addition to endowments we are always happy to accept a donation of any size for a one time scholarship. Donors are honored at our scholarship luncheon held each year in the fall.

We currently have one endowed chair at NMSU, the Mountain States Insurance Group Chair. The earnings from this endowment are used to supplement faculty salaries for our insurance professors. The salaries at NMSU are below salary levels at our peer institutions. Without this endowment it is difficult to attract top quality faculty. In order to grow our program we need to endow a second chair or professorship in insurance.

There are also a number of opportunities to send students to industry conferences. Giving the students an opportunity to see the insurance industry “come alive” and the chance to interact with industry professionals has been an important component for the success of student recruitment. Currently, we send a few students each year to the IIANM Convention and to the RIMS Annual Conference. We would like to send more students to these meetings as well as add additional meetings in the future.

Setting up a fund to create a memorial for an individual, or perhaps recognize a long-time employee upon retirement is another way to give back to the industry. Please contact Tim Query or Al Berryman for more information on financially supporting the program.

Al Berryman  
alberry@nmsu.edu  
(575) 646-5195

Tim Query  
tquery@nmsu.edu  
(575) 646-5253