The Business Advisory Council meeting was an unqualified success. The dinner at La Posta, with our business advisors, was fun and informative. There were 28 members (61 with guests) of the BAC in attendance at some or all of the events. Feedback from the evening and Friday morning events was very positive. On many occasions, the business leaders talked about the high level of energy in the College. They all seemed to enjoy the interaction with the students in the classroom as well as the student project presentations which were part of Kevin’s discussion of the Arrowhead Center. My thanks to Sylvia Acosta, Cheri Coffelt, Gayle Dollarhide, Kevin Boberg, Kathy Brook, Travis Melham, department heads, and the students for making this a tremendous success!

ADMINISTRATION
- The search for a Vice Provost for Research and Economic Development is moving along smartly. The entire committee will meet the evening of April 5, 2004 to select the top 8 to 10 candidates from a pool of over 40 applicants. My take is we have a very good pool of candidates. The committee will have “airport” interviews with the candidates late next week with an expectation of bringing 4 or 5 candidates to the campus in the last week of April or the first week of May.
- We are working with Karl Hill of Communications to set up some regular opportunities to showcase our work by publishing popular pieces in the Albuquerque Journal Business Outlook, the New Mexico Business Weekly, and the Las Cruces Sun Business Outlook. Much of the work currently being done for our business e-newsletter will work for these publications. This effort is in support of our desire to be “recognized” as one of the premier business programs in the Southwest.
- I have been appointed to the U.S. Comptroller General’s Educational Advisory Committee. The Comptroller General has selected a few Deans from Universities where they like to recruit and to meet and discuss higher educational issues. I think they also want to define for us the quality and kind of students they wish to hire.
- Grant Taylor, one of our MBA students, has approached the College with the notion that we should have a CBAE Ambassadors program. He has investigated the other Ambassador programs around campus as part of his due diligence. He will soon return with a final proposal which I am eager to see and implement. This young man is impressive – for taking the initiative, doing the research, and for his willingness to commit to assisting the College in recruiting both undergraduate and graduate students. Thanks, Grant.
- The MBA with specialization in Agribusiness has been approved by the Graduate Council and we are circulating all of the paper work to implement the program. Thanks to Wayne and his committee for great work. The Graduate Council also approved an MBA with specialization in International Business, which will be offered by CBAE.

ASSOCIATE DEAN OF ACADEMICS
- The Undergraduate Committee met this week and approved a proposal to replace BUSA 422 with an upper division business elective. This item will be voted on at a faculty meeting next week.
- Kathy Brook conferred with staff from New Mexico Military Institute concerning the pricing of our distance ed program. They are concerned that it may costs NMMI students more to complete their degrees through distance ed than by coming to the main campus. Kathy has had follow-up conversations with Leland Kiehne in the NMSU Business Office and with Mark Workman in the Office of Distance Education to clarify the situation.
ASSOCIATE DEAN OF RESEARCH & ECONOMIC DEVELOPMENT

- Kathy Crawford, Lynne Mijerez, Kathy Brook, and Virginia Arias completed efforts to provide office space for Al Vickers in BC 243. Mr. Vickers recently was hired by TVC as their southern NM representative, a company operated by Lockheed-Martin, to commercialize technology ventures arising from R&D funded by and through federal laboratories, universities, and others throughout the state. The contribution and partnership, acknowledged via letter from Sherman McCorkle, President of TVC, greatly assists the Arrowhead Center.
- Dr. Charles Johnston, Chair of the Department of Chemical Engineering proposed co-sponsoring two graduate students with the CBAE/AC. The proposed cooperation, accepted by the CBAE/AC, will combine technical expertise from Chemical Engineering with MBA students in vetting proposals coming through the Arrowhead Center.
- Benjamin Furlow and Michelle Garcia, both student research assistants in the Bureau of Business Research and Services, report that Innoventure is going well. The total number of teams competing in the technology-based business plan competition has increased from last year and, more significantly, two collegiate teams have joined the competition. No college teams participated last year. Due to Mr. Furlow’s, Ms. Garcia’s, and others’ efforts, private sector firms have expressed an interest in sponsoring the competition in the future; perhaps up to $1 million per annum.
- MBA student team working with Medical Lifting Devices (Pete Guzman, President), and its advisor (Al Vickers, TVC) met to discuss how best to proceed on commercializing the company's product. All agreed that the students would develop a business case for the product to be presented to potential investors, identify procedures for and assist in getting the company's product UL certified, and identify procedures for and assist in getting the company’s product covered by Medicare and Medicaid.
- Dean Carruthers and Dr. Chris Erickson developed plans to take best advantage of our cooperative relationship with a prominent university in Taiwan. In addition to faculty and student exchanges, the first being Dr. Erickson teaching in Taiwan during the summer, the plan calls for cooperatively incubating ideas and companies through the Arrowhead Center.
- Floyd Correa (President, ASRC Communications) met with Kathy Hansen and Steve Hottman (both of PSL) on how best to cooperate on federally funded research into and development of UAV that eventually could be commercialized in NM through the Arrowhead Center.
- As presented by Richard Hills, Vice Provost for Research, to the NM Economic Development Department, the Arrowhead Center is the chosen vehicle for commercializing technology developed by the Center for Integrating Security Technology and Decision Analysis, a proposed joint venture of public and private interests established through the Advanced Technology Center program initiative of NM. As proposed, the venture would provide up to $40 million for R&D over the next five years and establish a venture capital fund with a market cap of up to $50 million for the purpose of commercializing technologies arising from the collaborative R&D efforts. (NOTE: Realize that is vague, but intentionally so at the request of NMEDD.)
- As indicated by several requests for information, all of which were responded to on a timely basis thanks to Kathy Hansen and Lynne Mijarez, Arrowhead Center seems to be a top priority for many members of NM federal delegation.
- Department Chairs and individual faculty members graciously re-arranged class schedules to permit seven members of the Business Advisory Council to speak with students during regularly scheduled classes. Early indications, at least from Council members, were that the efforts were well worthwhile.

DIRECTOR OF DEVELOPMENT AND PUBLIC RELATIONS

- Hosted a successful Business Advisory Board Meeting. We now have 45 members that have accepted to be on the board. We will be hosting the next meeting during homecoming.
- Worked with Pat Gavin and finalized the agreement for the Henry Gutierrez scholarship. Pat Gavin is taking the lead on raising the 10k for the endowment.
- Set up meetings for Floyd Correa with Ag College and with Distance learning. Also set up meetings for him to visit with PSL department and with Arrowhead Center. We are looking at establishing a partnership with his company that is a win-win for the College and Mr. Correa.
- Awaiting the approval of the fund use for the Hank Willis Gift. The Board of Regents must approve the naming of the student lobby before we can put it in the agreement. I will call Mr. Willis and explain the delay.
• The College case statement is in the Dean’s office for edit and approval. The Funding priority descriptions from the departments and the dean’s office were incorporated into the document.
• Need to visit with Jim Wetherbe regarding our use of the watch.
• Working with University Communications to send out press releases for the Visiting Professors Program and the naming of the department head for Finance.
• Visited with Jeany Lorente on the pitch for the BAC meeting as a Visiting Professor Program for CBAE. Business leaders will be asked to speak in classes on the morning of the 1st of April. I am currently working on coordinating that with the faculty members teaching during the morning hour’s 8:30-11:20 so that they can be prepared for possible guest speakers. An email will be sent to CEC and faculty members regarding the Visiting Professor Program.
• Met with Mr. Tom Weiser for his comments on the Communications Manager position description.
• We are setting up a photo shoot for the Frankie Clemmons brochure with University Communications. I am still working on a process for the handling of nominations for awards from CBAE.
• I have set up a meeting with Susan Johnson at the Foundation for the development of the annual giving program at the College of Business Administration and Economics.
• Met with Monica Martinez from our Santa Fe office regarding alumni outreach programs for our College of Business graduates.

ACCOUNTING & BUSINESS COMPUTER SYSTEMS
• Merrill Lynch’s RMA Group from Albuquerque, represented by Scott Reynolds, Vice President and Senior Financial Advisor, made a presentation in the Hilton, Las Cruces, on Thursday. Also presenting was Ben Bishop, a 1995 accounting graduate from NMSU. In attendance were former Lieutenant Governor Walter Bradley, NMSU Business Advisory Council member and marketing graduate, Joseph Semprevivo, and NMSU faculty members Barry Smith, Cindy Seipel, Tony Popp, Larry Tunnell, Ken Martin, Ed Scribner, and Pete Dillaway.
• Friday morning alumni guest-lecturers from the NMSU Business Advisory Council in accounting classes were Chris Knackstedt, President of Mountain West Health Insurance, and Joseph Semprevivo, founder and CEO of Joseph’s Lite Cookies.
• BCS professors Bobbie Green and Richard Oliver are capable of more than key strokes. Both are members of the University Masterwork’s Choir. They will be performing, in conjunction with the University Singers and other groups, Carl Orff’s Carmina Burana on April 23 and 24.

ECONOMICS & INTERNATIONAL BUSINESS
• Rick Adkisson spent the last 10 days in Costa Rica as part of an Agribusiness Study Tour. He helped Octavio Ramirez (Dept Head/Ag Econ) lead the trip that was organized by Ramirez and Professor Connie Falk. They visited several businesses, agricultural organizations, educations institutions, and ecotourism sites. There were 16 students involved.
• The Economics Department is still recruiting and is in the process of bringing another two candidates to the campus.
• Mark Lautman, an economic development specialist and part of our Business Advisory Council, spoke to Chris Erickson’s Economic Development class about his work with Rio Rancho and several other communities in the southwest.

FINANCE – no report

MANAGEMENT
• Judy Weisinger attended Digital Pathways: Best Practices in Distance Education for American Indians Conference in Las Cruces.
• Terry Adler submitted a grant proposal titled “High Performance Collaboration at Sandia National Laboratories/California” in the IBM Center for The Business of Government Endowment program. Notification of grant winners will be made by the end of April.
• The 14th annual International Academy of Business Disciplines met in San Antonio TX for its conference meeting last week. Five Ph.D. students from the Management department presented their research. Their work appears in the conference refereed proceedings. David Boje is incoming conference President. Grace Ann Rosile presented her narrative analysis of cheating behavior.
• Terry Adler, David Boje, and Janice Black had their paper "Strategic social theatre: More than ‘Just Doing It’ in the emergent implementation process," accepted for presentation in the
Business Policy and Strategy (BPS) Division at the 2004 Academy of Management Meeting in New Orleans, Louisiana.

MARKETING
- Dr. Hampton participated in the activities sponsored by the College of Business and Economics for the Business Advisory Council – meetings and activities included Thursday dinner and Friday golf.
- Dr. Peterson delivered a paper, “Utilizing Long-Range Forecasts in Small Business,” at the annual conference of the Association of Small Business & Entrepreneurship.
- Dr. Sautter was nominated for Professor of the year by the department.
- Dr. Hyman completed several manuscripts for a special issue of *European Journal of Marketing* and *Journal of Business and Industrial Marketing*.
- Dr. Hyman agreed to serve as co-editor for a special issue of the *Journal of Academy of Marketing Science* on the interface between marketing and finance. This journal is recognized as a top-five academic journal in marketing.

MBA PROGRAM
- The CBAE faculty approved the Agribusiness Specialization proposal for submission to the NMSU Graduate Council, and both the International Business and Agribusiness Specialization proposals were subsequently approved by the Graduate Council. We are now preparing to develop a brochure for use in advertising the International Business Specialization, and we are also working with the folks in the Department of Agricultural Economics and Agricultural Business to develop a marketing strategy for the Agribusiness Specialization.
- I made significant progress on the development of two concept papers, one for a 3+2 BS/MBA degree program for NMSU undergraduate engineering students and one for bringing selected Nirma University post-graduate program in management (PGPM) students to NMSU to complete their MBA degrees here. Both concept papers should be ready for presentation to Dean Carruthers and Associate Deans Boberg and Brook within the next week.
- I worked with my co-authors (Abdulrahman Al-Sharjabi and Mark Hillon) on the final revisions of our “Quantifiable accountability in educational systems” article that will be published in the Proceedings of the Pan Pacific Conference XXI in May 2004.
- Eva Winans took part in the Intercollegiate Floral Judging and Design competition in Ft. Collins, CO (essentially the NCAA Finals in Floral Judging and Design). With 10 teams in the competition, all of our design competition participants (including Eva) scored in the top five in their individual categories.