March 23, 2004

To: William Flores, Interim President
    Waded Cruzado-Salas, Dean, College of Arts & Science
    Rebecca Dukes, Vice President University Advancement
    Jill Grammer, University Major Gifts Officer, University Advancement
    Jeany Llorente, Specialist, University Communications
    College of Business Administration & Economics Faculty and Staff
    College of Business Administration & Economics Emeritus

From: Garrey Carruthers and Colleagues

Subject: College of Business & Economics Activities Report for week of March 19, 2004

Congratulations to Dr. Michael Martin for his selection as the next President of NMSU. I want to extend my thanks to Dr. William Flores for his excellent service as both Provost and Interim President for the past 8 months (which corresponds to my tenure here). Bill, you did a great job at two jobs, you have been very supportive of our efforts in CBAE, and I am personally hopeful that you continue to be a leader at NMSU.

Note: There will not be a March 26th edition of the Activities Report due to spring break.

ADMINISTRATION

- I met with Dr. Malcolm Stewart, a Dallas physician and an NMSU alum, and Ben Lucero, a pharmacy representative and formerly a local high school track star. Ben is interested in recruiting more of our students into the pharmacy industry. I have since met with Steve Salway and associates to determine how we can insure that these overtures turn into opportunities for our students. Steve Salway has convinced me that we have a good placement service but our students do not always take advantage of it. I am requesting that all students in BUSA 421 be asked to sign up for the service.
- I visited with Jo Lou Ottino – Trujillo of the Commission on Higher Education. The Governor has appointed a new task force to assess productivity of and access to higher education. We will need to pay attention to this group as they tend to generate public policy.
- I named Barry Smith the Mountain States Insurance Group Chair at a meeting of the Independent Insurance Agents of New Mexico. It was their largest attendance in some years.
- Sylvia Acosta and I met with Jim Weatherbe regarding the status of the Rolex watch he had given the College for use by students in a fund raiser. He is awaiting the results of the sale to determine if he will donate other Rolex watches and/or a mint 1957 Chevrolet convertible.
- I attended the Association of Commerce and Industry spring Board meeting at the Las Cruces Hilton. Dr. Flores addressed the group regarding the state of the campus. He was very complimentary about the College and our work on commercializing intellectual property.
- Dr. Flores, Sylvia Acosta and I met with Floyd Correa, an old friend and one of this State’s leading Native American business leaders. He is also Chairman of the Board of his nations gambling/resort interest and is looking for a University to help them develop some of their employees through distance education. We will be asking some of you to join us next week when Floyd is back in town.
- Celina Talamantes met with representatives of Admissions, Financial Aid and Indian Resource Development to discuss financial support for SIPI students who might enter our distance education program.
- Kathy Brook attended the conference “Digital Pathways: Best Practices in Distance Education for American Indians.” The conference was sponsored by the Office of Distance Education and the Sloan Foundation and provided information on distance education programs at Native American institutions and on the need for institutions serving American Indian students to be culturally sensitive.
- Kathy Brook met with Denise Alaniz, NMSU’s new distance ed coordinator in Carlsbad, to acquaint her with our degree completion program. She also inquired about the prospects for an online MBA and said that she will forward inquiries to us.
- Kevin Brook, Assoc. Dean of Research and Economic Development, met with Joseph Martin, President, and Wilfred Beaupre, Director of Business Systems, of the Southwestern Indian Polytechnic Institute (SIPI). We agreed to cooperatively pursue two funding opportunities, with the prime going to SIPI that would, in turn, subcontract with the Arrowhead Center/Bureau of Business Research & Services (AC/BBRS). The contracts, if secured, would help fund our articulation program with SIPI as well as a Native American Business Development Center.
• Dr. Boberg, along with Seamus Curran (Physics), Don Birx (PSL), and Andrew Rosenthal made presentations to Sharp Electronics, which is considering locating a photovoltaic R&D facility in NM. Dr. Boberg coordinated presentations and materials at request of NM Economic Development Department.

• Dr. Boberg held several conference calls with business prospect referred to the AC by Regent Anaya. The principals have developed a water purification device that cost effectively filters arsenic from water. Tests to establish technical feasibility will be conducted elsewhere on campus (TBD), while the Arrowhead Center will develop a business plan.

• Dr. Boberg met with Al Vickers, the newly hired representative for Technology Ventures Corporation (TVC) in southern New Mexico. We identified areas of collaboration between TVC and the Arrowhead Center. We also reaffirmed our commitment to provide office space and other appropriate support from the Arrowhead Center.

• Dr. Boberg met with Joseph Semprevivo (President, Joseph’s Lite Cookies). Upon Mr. Semprevivo’s initiative, we agreed to establish cooperative education placements for students in: (1) POM/Logistics, (2) HRM, (3) food technology, and industrial engineering. The latter two to be coordinated with the appropriate departments in the College of Agriculture and Home Economics and the College of Engineering.

• Along with representatives from the College of Arts and Sciences and the College of Engineering, met with the representatives from the Office of the Vice Provost for Research to outline NMSU’s institutional-level proposal for an NSF grant in Innovation Partnerships. Securing the grant will substantially contribute to our collaborative efforts with other colleges for technology-based economic development through collaborative, experiential learning.

• Syliva Acosta, Dir. of Development, finalized the agreement with Hank Willis on the Charitable Gift Annuity for 15k unrestricted for the Dean.

• Ms. Acosta received a commitment for 100K from Hank Willis for an endowment for the Dean’s Excellence Fund. The information for the establishment of the endowment will be finalized and sent next week.

• Jeany Lorente and Ms. Acosta interviewed Ed Lujan for his profile which will be in an article in the Philanthropy World Magazine July 2004 issue.

• Ms. Acosta is working on visiting (by phone) with Andres Gutierrez to discuss a family endowment that he is interested in establishing. He already has a scholarship endowment established with almost $500,000 through a deferred gift. That scholarship is in support of student scholarships and technology improvements. He has shown an interest in both the College of Education and the College of Business.

ACCOUNTING & BUSINESS COMPUTER SYSTEMS

• Pete Dillaway attended a monthly meeting of the Dona Ana Chapter of CPAs on Thursday. The chapter voted in favor of funding four scholarships of $1,250 each. Two of these are NMSU scholarships, selected by our scholarship committee. The other two are New Mexico Society of CPAs scholarships reserved for Dona Ana County residents, selected by that organization’s Scholarship Committee. In addition, the Chapter voted to give $750 to Beta Alpha Psi for their golf tournament fundraiser on May 8, and $500 for the Department of Accounting and BCS for faculty development. Thank you for your generosity, members of the Dona Ana Chapter of CPAs.

• Kerry Alt and Richard Oliver recently met in Santa Fe with Max Johnson, Training and Exercise Section Chief of New Mexico’s Emergency Management Center. They, along with other members of New Mexico’s Homeland Security team, will develop plans and identify participants for the First Responder Training that Alt and Oliver are conducting here in July under their Department of Justice/Homeland Security grant.

• Bill Smith coauthored a paper (with GD Isaacs and ME Hutton, also from NMSU), “Boundaryless Leadership Behavior: A Cross Cultural Analysis of Leaders, Followers, and Job Satisfaction,” presented by Gabriel Isaacs at the Southwest Academy of Management 46th Annual Meeting, Orlando, March 3-6. The complete paper is included in the Proceedings.

• Jim Nelson and Maria de Boyrie (Finance) were awarded an EPA grant, funded through the Southwest Center for Environmental Research and Policy, for research on “Economic Analysis to Determine the Competitiveness of Environmental Land Application of Treated Wastewater to the Chihuahua Desert Environment.”
ECONOMICS/INTERNATIONAL BUSINESS

- Professor Blank is leaving this week for the Philippines where he will meet with university officials about NMSU's involvement with his AID sponsored program to provide in-country training to utilities managers.
- Professor Adkisson (and Justine) left today for Costa Rica. He has been there before and although this was supposed to be "student accompanied vacation" it has turned into more work than play, as the original hostess professor has turned to Rick for help with the venture.
- Professor Doug Gegax and Jeanette Walter will travel to Santa Fe to take part in a regulated utilities seminar. A central theme of their work there will be to match up prospective employers with some of our graduate regulated utilities students. This exposure to utilities executives is priceless for our grad students.

FINANCE

- On Monday night, March 15, Barry Smith was the guest speaker at the student Financial Management Association (FMA) meeting. He spoke about the new Finance degree option in Insurance and Financial Services and also summarized the various certificate and designation programs that are available in the insurance industry.
- On Friday, March 19, Barry Smith chaired the first meeting of the newly formed Insurance Program Advisory Council in Albuquerque.

MANAGEMENT

- Grace Ann Rosile received an official acceptance notice for the Academy of Management's August meeting for her participation in a panel which is co-sponsored by 3 divisions and additionally has been chosen as an All Academy "SHOWCASE" Symposium. Her paper, titled "Antenarrative Theory," is co-authored with David Boje and Carolyn Gardner.
- David Boje will present his paper "Antenarrative Theory" (co-authored with Grace Ann Rosile and Carolyn Gardner) as part of an All-Academy Showcase Symposium at the Academy of Management's annual meeting. The symposium is titled "Actionable Knowledge as the Power to Narrate."

MARKETING

- Dr. Michelle Torres, the department’s new faculty member, visited this week. She met with Dr. McQuitty, Dr. Hampton, and Ms. Virginia Quintana. Dr. Torres recently defended her dissertation at the University of Houston.
- Dr. Peterson is scheduled to attend the annual conference of the Association of Small Business & Entrepreneurship to report on the status of the Journal of Business & Entrepreneurship.
- Dr. Sautter at the request of Dr. Flores and Rebecca Dukes coordinated an independent studies project examining customer service at Sunland Park Racetrack and Casino.
- Dr. Hyman and Jing Hu submitted a manuscript, “Faculty Beliefs about Skills Required for Marketing Jobs,” to the Journal of Marketing Education.
- Dr. Huhmann had a paper accepted in the Marketing Track of the 2004 Conference of the Administrative Sciences Association of Canada.

MBA

- Wayne Headrick, Director, announced that both the International Business and Agribusiness Specialization proposals have been approved by the Graduate Council’s sub-committee on Specializations and are scheduled to be on the agenda of the Graduate Council's upcoming April 1, 2004 meeting. Both the CBAE and AEAB Graduate Committees have given their approval of the Agribusiness Specialization proposal. Of course, formal approval of the proposal by the CEC and CBAE faculty must still be gained prior to the proposal being presented to the Graduate Council. Even so, he is still hopeful that the proposal will have the necessary approvals by the Graduate Council’s April 1 meeting, and he will continue working toward that goal by gathering up the requisite letters of support that must accompany the proposal when it is presented to the Graduate Council.
- Dr. Headrick made a presentation to the Delta Sigma Pi business fraternity on a wide range of MBA-related topics, including what an MBA should do for you, how to evaluate the options that are available, how to pick the program that fits your needs, and when you should enroll. Although he used the MBA program to illustrate how particular answers to many of the questions that should be asked when selecting a program, the overall presentation was not designed to be an overt sales pitch.
Dr. Headrick met with representatives of Argo Data Resources, a Dallas-based banking software development firm that hires MBA graduates who have technical backgrounds as well as Business Computer Systems and Computer Science undergraduates. We discussed their future hiring plans, the product lines they currently have on the market, the directions our MBA and undergraduate BCS degree programs are taking, and what we can do to help each other in the future.