With both the Marlins and the Aggies winning, it was a great week for underdogs. It does give one hope!

ADMINISTRATION

- I attended the fall Board meeting of Think New Mexico in Santa Fe. Think New Mexico is the think tank organization that pushed full day kindergarten and, more recently, abolition of the food tax in policy circles. The organization is now coalescing around the idea of a Water Trust where private water rights are purchased and reserved for more difficult times, such as drought and the silvery minnow.
- Kevin Boberg and I visited with the Regents at New Mexico Tech regarding their potential involvement in the Arrowhead Center. Drs. Lopez and Romero seemed very inclined to participate but some Board members wanted Tech to develop their own capacity to commercialize intellectual property. Kevin is preparing a proposal for Tech. I believe Tech will become very active members of the Center. (FYI, I have the impression that Tech Board meetings rarely last more than two hours.)
- I spoke to the employees of the Citizens Bank regarding the importance of strategic planning. Justin Harper, Jerry Laws and Hotch Manning of the bank are all good friends of the College and are seeking ways they can be helpful to us.
- I spent most of the day on Wednesday interviewing applicants to be the first Secretary of Education in New Mexico. Of the 42 candidates, the committee forwarded 5 names to the Governor for his consideration. None are from higher education. There was a strong public school presence on the committee.
- I spoke to the Santa Fe Foundation’s Council of Benefactors regarding educational reform efforts. Also on the program was Gloria Rindone, the Superintendent of the Santa Fe Public Schools. Most in the audience were very wealthy part time residents of Santa Fe.
- I had a conference call with New Mexico First officials and Jim Manatt regarding the upcoming Town Hall meeting on Small and Emerging Business that the College has taken a lead role in staffing. Paul Shirley and Mike Skaggs of Next Gen Economy and Jim Manatt will join our team on November 14th (1:00 to 4:00 pm) to scope the project. All members of the Committee, please note the time. Meeting will be held in the Dean’s Conference Room.
- I Co-chaired (with Lt. Governor Diane Denish) the Governor’s Progress Agenda (GPA) group, also referenced as the Century Committee because it is made up of over 100 good New Mexicans. A lot of creativity in the room. The Governor spoke and asked for most of the work to be completed in the next 90 days. Dean Bob Moulton co-chairs the committee on higher education. Kathy Kinzer of the College of Education is also on the committee.
- After five long and fruitful years, I chaired my last meeting of the New Mexico Business Roundtable. This is the business group that has pursued educational reform doggedly for the past five years. The new leader is Mike de Witte of Sandia Laboratory. Much
of the credit for success goes to Jacki Riggs, our President and one of the “go to” folks on all educational issues in this state.

- Remember, this is the week we applaud and celebrate our alums. Please attend all of the functions so we can properly appreciate the successes of our students. Thanks.

- Kevin Boberg, along with Kimberly Coffman, student research assistant, met with Vice President Ferris Palmer of the Mescalero Apache Tribe. Also in attendance was Jon Cooley, Director of the Southwest Tribal Fisheries Commission (SWTFC). This was the kick-off meeting for the $200,000 grant (secured by the CBAE on behalf of the Tribe) to develop a comprehensive operating plan for the Mescalero Tribal Fish Hatchery. The most immediate deliverable affecting the CBAE/NMSU is a planned summer training program in Mescalero about hatchery operations and management. The target audience is college students from each member tribe of the SWTFC. Instructors would come from the U.S. Fish and Wildlife Service, CAHE (NMDA, aquaculture), and CBAE, the latter primarily for general business management issues not specific to aquaculture.

- Kevin Boberg and Dr. Janice Black attended TVC’s annual Pre-Application Seminar for those entrepreneurs that are considering applying to present on-stage at the Equity Capital Symposium in May. Also Kevin was able to arrange for Elvin Vickers, business mentor to VisuelRobotics (Arrowhead Center’s first client) to attend the seminar; unfortunately, Kamran Reihani (entrepreneur behind VisuelRobotics) was not able to attend. During the meeting, we were able to nail down two follow up items:
  - Reihani, Vickers, and Boberg will travel to TVC on Thursday 30 October 2003. The primary purpose is to introduce the key personnel at VisuelRobotics to John Warner, TVC’s point of contact (POC) for NMSU. In addition, we will make a brief presentation to Mr. Warner, and perhaps others, about the business opportunities for VisuelRobotics. This is the first step in securing seed money for Mr. Reihani.
  - Mr. Warner and others from TVC will be on campus the week of November 3rd to interview candidates for TVC’s representative in southern New Mexico, to be housed in the Arrowhead Center. We will need to provide office space during the visit. When asked, Mr. Warner and Sherman McCorkle said they were still considering contracting options for hiring this person, with a decision to be made shortly.

- CBAE has been asked to “host” a visit by business leaders to the NMSU campus on Wednesday 14 November 2003 being coordinated by the NM Economic Development Department and the Las Cruces Office of Senator Jeff Bingaman. A group of 30 business leaders from Chihuahua manufacturing concerns—including Siemens, Visteon, Delphi, and others—is interested in R&D collaboration with, internship opportunities for, and recruiting from NMSU. In addition, the visit may provide us a good opportunity to assess the interest of manufacturing concerns in the proposed manufacturing management degree option. (NOTE: Gayle Dollarhide has been instrumental in coordinating this meeting with Rebecca Rizzuti [who started the program while with NMEDD and will continue upon joining the staff of Senator Bingaman].)

- Kathy Brook worked with Peter Dorfman, Kevin Boberg and Rebecca Sellars to develop appropriate wording for a proposal to General Motors concerning a potential program for front line managers.

- Kathy Brook met with Steven Pietsch, an alum of NMSU, concerning Business Week’s program which supplies students with a one-year subscription and access to 12 years
of Business Week archives for about $25 per student. He would be very pleased if NMSU would participate in the program.

- Kathy Brook met with Advising Center staff, representatives of the Registrar’s Office, ICT and Institutional Research to discuss the mechanics of placing our lower division students in majors and at the same time retaining the ability of the Advising Center to track those students. We think we have a method that will satisfy all parties. It will be tested this weekend. If all goes well, it will be implemented by late January 2004 at which time we will banish “pre-business” from our vocabulary. We also discussed changing the name of the Associates degree to eliminate the “Pre” from the title.

ACCOUNTING AND BUSINESS COMPUTER SYSTEMS
- Accounting students and faculty attended the Dona Ana Chapter of CPAs Annual Accounting Student Breakfast in the Corbett Center Ballroom, Thursday morning, from 7:00 to 8:30. This breakfast is a fundraiser by the Chapter. All of the proceeds in excess of the costs are set aside for accounting student scholarships. The breakfast drew a large turnout. More than 20 individuals and organizations sponsored tables for the event. Guest speaker was Alvin Romero, CPA, CFE, an NMSU Accounting graduate from 1974. Mr. Romero is the new Director of the Tax Fraud Investigations Division of the New Mexico Taxation and Revenue Department. Until recently, Mr. Romero served as an IRS Special Agent. He was recognized by the New Mexico Society of CPAs as the Outstanding Member in Government in 2000.
- Richard Oliver and Bryan Ormand attended a meeting with El Paso Community College officials on Friday to study their information technology programs and to begin discussions which are intended to open the way for an articulation agreement which will ease the way for EPCC students in our BCS program. They will report the results of this meeting to Dr. Brook.
- Jennifer Kreie took five of our Association of Information Technology Professionals (AITP) student chapter members to a competition at the Region 3, AITP Conference in Natchitoches, LA, on October 10 and 11. All five placed in the competitions: Dustin Whitener, 2nd in Database Design and 3rd in Web Design; Felipe Scobell and Jeremy McBurney, 2nd in Web Design; and Celine Rimbert and Robert Vickrey 4th in Database Design. They were against a large field of students from schools in Texas, Louisiana, Oklahoma, Arkansas, and Mississippi. Congratulations are in order for these students and their BCS mentors.
- Mary Jo Billiot and Rusty Calk presented a paper on Thursday at the 11th Annual Southwestern Business Administration and Teaching Conference in Houston: “The Use of Supplemental Learning Materials in the First Accounting Course.”
- Ed Scribner represented the Department at the 27th Annual Meeting of the Federation of Schools of Accountancy (FSA), in Denver, October 16 and 17. This is the organization of AACSB accredited accounting programs. Ed made a report on the proceedings to our faculty. Of particular interest was a session on maintenance of accounting accreditation under the AACSB’s new standards, adopted in April 2003. (Note. Separate accounting standards are still being revised, due to opposition by accounting academics and professionals to the draft of new standards available at the April AACSB Meeting.)

ECONOMICS/INTERNATIONAL BUSINESS
- Economics faculty finished up their Regulated Utilities seminar in Albuquerque. Gegax, Smith, McGuckin, Blank and Walters plus assorted graduate students were involved in the seminar that taught the “Basics” and practical skills to understand the
issues in regulated utilities for over 135 participants from utility companies nationwide.

- Michael Ellis attended the first of a series of meetings of the “Honors College Planning Committee.” The purpose of the group is to chart the course from an Honors Program to an Honors College.

**FINANCE**

- Maria De Boyrie left on Wednesday to attend the Consortium of Universities for International Studies Advisor's Conference which will take place in Asolo, Italy.
- Liz Ellis continues to work with the General Education Task Force and has solicited input from the college faculty and staff.
- Nancy Oretskin and Estela Guerra, on behalf of the Conflict Resolution Center (CRC), met with Edgar Carrasco Carrasco from the Foreign Trade Department of the State of Chihuahua and Lic. Emmanuel Garcia Uribe from PYMEXPORTA de Juarez on October 23, 2003 in the CRC office. The purpose of the meeting was to discuss opening an affiliate office of the CRC at Universidad Autonoma de Chihuahua.
- At its meeting of October 20, the Financial Management Association hosted Sharon Stewart, Chuck Widger, and Donna Stryker from First New Mexico Bank. The bankers discussed their jobs and their experiences in the banking industry. In addition, they highlighted the skills students need to be successful in a banking environment.

**MANAGEMENT**

- Vice President Ben woods has “enthusiastically supported” the 2004 Leadership Service Leadership Institute program developed by the management department. The leadership program has been developed to provide assistance to first-line supervisors in the Office of Facilities and Services. Management doctoral students, under the direction of Dr. Boje, will present seven leadership modules, each concerning a different leadership skill area.
- Janice Black attended the Entrepreneurial Development Conference held by TVC in Albuquerque on Wednesday, October 22. Contacts were made for future MBA projects. Kevin Boberg was also in attendance.
- Recently, Dr. Bishop and researchers from Loyola University Chicago and Mississippi State University met with the compensation managers from a number of international firms, including Abbott Laboratories, Boeing, Borg-Warner Automotive, Household International, International Truck & Engine Corp., McDonald’s Corporation, Motorola, RR Donnelley & Sons Company, Sara Lee Corporation, United Airlines, USG, and Wm. Wrigley Jr. Company. The mission is to study compensation practices as they related to job performance and team work.
MARKETING

• Marketing faculty held a lunch meeting to discuss a number of issues, including the BUSA courses, PHD comp exams, and a sports marketing emphasis in the marketing major.

• Dr. Hyman and Jing Hu had a paper accepted to the 2004 American Marketing Association Winter Educators’ Conference.

• Dr. Hyman, in his role as editorial review board member for seven journals, completed manuscript reviews for seven journals.

• Dr. Hyman held a focus group with the PHD students – results to be discussed next week at a faculty meeting before submitting to the college planning committee.

• Dr. Kelly completed a manuscript for journal submission.

• Dr. Bruce Huhmann wrote an article, “Congress Considers Taxes on Internet and Mail-Order Sales,” for the second issue of CBAE’s new electronic newsletter.

• Dr. Peterson had a manuscript, “Management Student Professor and Recruiter Perception of Objectives for Gateway positions: An Assessment,” accepted for publication in the Journal of Business Education.

• Dr. Peterson’s paper, “Forecasting Methods and Uses for Demand Deposits of U.S. Commercial Banks,” published in the Journal of Commercial and Finance.

MBA

• Dr. Wayne Headrick is currently in Italy attending the Consortium of Universities for International Studies, Asolo, Italy. He will return Oct. 31.