November 3, 2003

To: Dr. William Flores  
CBAE Faculty and Staff  
Dean Waded Cruzada-Salas

From: Garrey Carruthers

Subject: Activities Report for October 31, 2003

A good Homecoming was had by all. It was a kick to see so many old friends and so many staunch supporters of NMSU at all of the events surrounding Homecoming. After watching the football game, the alums from afar can now “feel our pain”.

ADMINISTRATION

• I was down and out for a couple of days with pneumonia like symptoms. My physician gave me options – (1) take a hand full of his business cards to pass out at the office as I infected people or (2) go home for two days. I selected the latter.
• I spoke to the Association of Information Tech Professionals regarding the importance of belonging to such associations and clubs. They are a very alert group of professionals. They are advised by Dr. Jennifer Kreie. I would like to take this opportunity to thank Jennifer and all members of the faculty who advise our student groups. This is the highest form of service.
• I met with Chris Erickson to iron out the last details for the launch our College of Business Administration and Economics e-newsletter. It is a very nice piece. It will be forwarded to all of the members of the Association of Commerce and Industry, the New Mexico Oil and Gas Association and the New Mexico Automobile Dealers Association. Chris and I intend to add State Officials, members of the legislature, and members of our Advisory Committee to the mailing list. I expect our initial mailing list to include over 2,000 businesses in New Mexico. The newsletter will be issued monthly. Good job, Chris!
• I met with Ben Matta, Sam Gray, Ben Furlow, Kevin Boberg, and Kathy Brook regarding directions for the Entrepreneurship Center. I have since crafted 6 objectives for the Center which include (1) offering ENTR prefix courses for all students at NMSU, (2) including the Stock Market game as one of the Center programs, (3) sponsoring the Innoventure contest (we inherited from PSL), (4) establishing a joint venture with the College of Education to advance economic and financial literacy among teachers, principals and superintendents, (5) managing the Retired Executive Adjunct Professor program, and (6) sponsoring a University wide seminar program.
• Several of we chickens (Rebecca Dukes, Jill Grammer, Kathy Brook, Kathy Carruthers) met with Rod Barham and his father Hugh Barham regarding additional funding for the Entrepreneurship Center. Hugh Barham (91 years old and a very interesting fellow) is a dedicated Aggie who has already given $400,000 to the Center and is interested in having the Center in the family name. The discussions were very productive.
• The CBAE festivities at Homecoming were particularly well done, even if I say so myself. Special credit goes to Cheri Coffelt, Tom Weiser, Kerry Alt, Gayle Dollarhide, Celina Talamantes, Janet Green, Keith Mandaback (both from the Hospitality Department), the folks at Blue Teal Winery and Ken Martin who have gone out of their way to make sure functions are well arranged, interesting, fun and well attended. Mike Rogers seemed very pleased with all of the recognition activities and is now eager to come back and contribute to our programs.
• This will be a busy week for me. I will be attending three meetings with the President of Mexico Vicente Fox on Tuesday and Wednesday. I will fly to Florida on Thursday to attend a meeting of the Board of the Center for Public Policy and Higher Education.
• The Center for Public Utilities completed their bi-annual Practical Skills for the Changing Electric, Natural Gas, and Telecommunications Industries Course in Albuquerque, Oct 19-24. 108 participants representing electric, natural gas, and telecommunications companies and regulatory commissions were in attendance. 33 states were represented.
• Congratulations to Celina Talamantes on being selected as president-Elect of the New Mexico Academic Advisors Group.
• Celina Talamantes and Rose Byrum spent a combined four days advising transfer students from El Paso Community College. This followed Celina’s visit last week to Santa Fe Community College.
• Along with the department heads, Kathy Brook attended a meeting with representatives of Elisabeth Kay Haley, LLC, who were interested in assisting us in recruiting Navajo students. Kathy Brook also attended a meeting with Dr. Flores, Dean Cruzado, VP Dukes, Rebecca Sellars and Don Pepion concerning a proposal to develop a program in tribal administration.
• From the Arrowhead Center, Kevin Boberg along with Drs. Popp and Black met with Kamran Reihani and Al Vickers, founder of and business advisor to, Visuel, Inc. to update on project and in preparation for meeting with John Warner of TVC. Thereafter, along with Kamran and Al, Kevin Boberg made the first presentation to TVC in search of equity capital. Mr. Warner agreed to work with us, consistent with TVC’s mission, in trying get funding for Visuel, Inc.; a New Mexico-based startup.
• Kevin Boberg met with Mariann Johnston (Program Manager, Small Business Assistance Program, Sandia National Laboratories). Among many issues discussed, the most important include:
  o SNL will test and validate Visuel, Inc.’s claims to increase accuracy with its ICR product. Application pending, with tests to begin in January 2004.
  o Proposed contractual relationship between the SNL and Arrowhead Center whereby Center teams will work with technology-based entrepreneurs to develop business plans, access the services of the Small Business Assistance Program, and analyze and report upon selected technology development.
  o Proposed program beginning in Spring Semester 2004 whereby Arrowhead Center teams (students, faculty members, and business advisors) will partner with Sandia technical personnel to identify and analyze commercial opportunities of SNL technology. Not only will this help Arrowhead Center meet its goals, it also will assist SNL in its efforts
to collaborate with NMSU and to instill a great sense of entrepreneurship in the Labs.

- Kevin Boberg met with Christina Chavez Kelley (Assistant to the President), Dr. Jerry Schickedanz (Dean, CAHE), and Bruce Kite (NMSU General Counsel) to discuss NMSU’s Flight Training Center. Dean Schickedanz agreed to consider various options for capitalizing and operating the Center.
- Through efforts of a recent graduate (Gabriella Aguilar; (915) 771-6400; Gabriela.aguilar@expiditors.com), three students received offers for employment from Expeditors International. Expeditors is one of the most successful U. S. – based international freight forwarders and international logistics service providers. Even prior to the current hires, Expeditors has hired about six NMSU students in the past few years, and is looking to hire an additional three to four before the end of the calendar year.

ACCOUNTING AND BUSINESS COMPUTER SYSTEMS

- Mary Jo Billiot, Rusty Calk, Sherry Mills, and Ed Scribner attended the Annual Colloquium on Change in Accounting Education, held in Albuquerque, this year, on October 29, 30, and 31. This is a major, national conference which studies issues relating to improving accounting education.
- Richard Oliver and Bryan Ormand (Scholarly Technology) met with Del Najera of El Paso Community College to evaluate four of their courses for possible articulation agreement with NMSU’s BCS 110G, 122, and two upper-division courses (possible upper-division credit). Recommendations will be made to Dean Brook after a careful review of the courses by our BCS faculty.
- Ed Scribner attended the New Mexico Society of CPAs annual banquet, “Pride in the Profession,” on Friday. At this banquet, the five NMSU accounting students receiving NMSCPA scholarships will be recognized, as well as other members of the profession receiving awards. The latter category includes Brenda Shannon, NMSU Audit Services, the Outstanding Member in Government Practice. Following the banquet, Ed will attend the Society’s Board of Directors Meeting, of which he is a member.

ECONOMICS/INTERNATIONAL BUSINESS

- Michael Ellis met with Octavio Ramirez from Ag Econ, the representatives from the Deans Office in Ag, and the VP for Research Office regarding a joint research proposal with Economics, Agricultural Economics and Texas A&M. We are plotting our course through all the proper channels on campus to include it on the Federal Initiatives list.
- Michael Ellis and the other department heads in CBA&E met with three members of the firm of Elizabeth Kay Haley. This a consulting and planning firm that specializes in work on the Navajo Reservation. The topic for discussion was whether or not the firm could be of assistance to the CBA&E in it’s quest to increase the numbers of Native American students here.
- Michael Ellis met with Susan Cardenas, a faculty member from Health Science and a current PhD student in Education Administration. She will be doing the ground work for any possible collaborative degree programs between CBA&E and the College of Health and Social Services. We will meet with Dean Carruthers and Dean Brandon next week.
FINANCE

- Barry Smith met with Edward Lujan, Jill Grammar and Rebecca Dukes to discuss further fundraising activities. The following companies are being targeted for future solicitations – Kemper Insurance, CNA Insurance, Safeco Insurance, New Mexico Mutual Casualty and Blue Cross/Blue Shield. In addition, individual independent agents in the state are being solicited and RL Regulatory Consultants should be formally making a $300,000 commitment shortly.

MANAGEMENT

- Marketing faculty held a lunch meeting Wednesday to finalize PHD comp exams and discuss the results of a focus group with PHD students which is to be used for strategic planning purposes.
- Dr. McQuitty agreed to put together a sports marketing course to be offered when he returns from sabbatical in Spring 2005.
- Friday morning Dr. Hampton attended a breakfast in honor of Mr. Rogers, the CBAE Distinguished Alum and also on Friday attended the CBAE Scholarship Luncheon to participate in thanking donors and students.
- Dr. Peterson published an article in the *Journal of Commerce Banking and Finance*. 