September 20, 2004

To: Michael Martin, President
   William Flores, Provost
   Waded Cruzado-Salas, Dean, College of Arts & Science
   Steve Castillo, Dean, Engineering
   Rebecca Dukes, Vice President University Advancement
   Jill Grammer, University Major Gifts Officer, University Advancement
   Robert Peterson, 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 9/17/04

ADMINISTRATION, Garrey Carruthers

- I attended the National Center for Public Policy and Higher Education’s conference “Measuring Up 2004”, The State Report Card on Higher Education, in Washington, DC. New Mexico received the following grades:

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<th>2004 Report Card</th>
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- I played golf Friday afternoon with Tim Clifford and Rodney Ross, both graduates of the College of Business Administration and Economics. They both have an interest in contributing to CBAE but since Van Bullock and I beat them, they are requiring a rematch. During the rematch we will discuss their possible contribution of $50,000 over the next three years.

ASSOCIATE DEAN OF ACADEMICS, Kathy Brook

- Kathy Brook attended a meeting with representatives from Arts and Sciences, Education, Engineering and the Alliance for Minority Participation to discuss possible internships with the Commission on Higher Education. The internships would be unpaid but would provide opportunities for upper level undergraduates and graduate students to work on policy issues, fiscal analysis, etc.

- The Associate Deans Academic Council convened as the University Curriculum Committee and approved the course changes submitted by CBAE, including ECON 406, the Economics of Sports (3 cr.); and BA 305, Leadership Training for CBAE Ambassadors (1 cr.).

- President Martin, along with Dr. Flores, Carmen Gonzales, Kathy Brook, and others, visited Acoma Business Enterprises (ABE) and Acoma Pueblo for the signing of an agreement to provide the General Business major through distance education. One of those who spoke at the ceremony was Harold Felipe, one of the first three students in the program and an employee at ABE. Also present was Prudy Correa, an accounting graduate of NMSU, who was instrumental in bringing all parties together to initiate the program. A highlight of the trip was a tour of Acoma Pueblo.

ASSOCIATE DEAN OF RESEARCH AND ECONOMIC DEVELOPMENT, Kevin Boberg

- Met with the owner/developer of ProTRACS Asset Rental Automated Control System. Sara Pirayesh, student research, assistant will work with the company to assess the potential for the migrating the company’s software application to agriculture.
• Met with the developers of iLogBook, an electronic logging system for document control. Two student research assistants will assess the market for and feasibility of the software program in academic sponsored programs administration; particularly the intellectual property component.

• Along with Dean Carruthers and Kathy Hansen held a conference call with representatives of the New Mexico Economic Development Department to discuss the next step in the New Mexico – Asia Technology Initiative. Subsequent to the meeting a proposal was developed and submitted to the NMEDD on how the Arrowhead Center could participate in the effort.

• Along with Dean Carruthers, met with Ian Blair representing Red River Venture Capital. Two potential investment opportunities were identified. A business case is being developed for both, which upon completion with be forwarded to Mr. Blair.

DIRECTOR OF DEVELOPMENT AND PUBLIC RELATIONS, Sylvia Acosta
• “Save the Date Cards” for the Homecoming has been mailed out to alumni that have donated 100+ to the College and are graduates of 1964,1974,1984,1994,2004.

• College campaign is at 44% giving to date. Appeals are planned for all of next week. We want to have this wrapped up by September 29, 2004.

• A draft of the annual report to be sent for blue line will be completed by September 20, 2004. Tom Weiser is in charge of this project. Target date for completion is October 22 so that it can be distributed at homecoming.

• 40th Anniversary events are being planned for the year. We are working with Pat Gavin in PGM to plan a golf tournament. A speaker’s series is also planned as well as other events in cities throughout the country.

• We are working with Ken Martin and Pulte Homes on a gift to renovate the Dean’s Board Room and purchase a ticker wall, which will be placed in the Bernice Fite Willis Study Lounge. A proposal is being prepared.

ACCOUNTING AND BUSINESS COMPUTER SYSTEMS, Pete Dillaway
• The College was well represented at Thursday’s membership drive for the El Paso Chapter of the Association of Latino Professionals in Finance and Accounting (ALPFA). The meeting, sponsored by KPMG, Desert Distributing Company, New York Life, and Robert Half, was held at the historic La Hacienda restaurant, on Paisano Drive, in El Paso. Among the guests were Sylvia Acosta, Director of Development, Maria de Boyrie, Assistant Professor of Finance, Pete Dillaway, Department Head of Accounting and BCS, Bill Foster, Professor of Accounting, Ed Scribner, Professor of Accounting, and Bill Smith, College Assistant Professor of Accounting.

ECONOMICS AND INTERNATIONAL BUSINESS, Mike Ellis
• Professors Jim Peach and Rick Adkisson spent last weekend in Albuquerque in an administrative meeting of the Executive Board of the Western Social Sciences Association. The annual meetings will take place in Albuquerque in April 2005.

• Professor Bill Gould has had two papers accepted, one in the international journal Wildlife Biology, and the other in the Southwestern Naturalist. He also co-presented a paper at the American Ornithological Union meetings.

FINANCE, Liz Ellis
• The Finance Department reached the goal of 100% participation in the College Internal Giving Campaign.

• Ken Martin was accepted into Leadership Las Cruces. The program is sponsored by the Las Cruces Chamber of Commerce.

• Ken Martin attended Coronado Ventures Forum in Santa Fe. Coronado Ventures Forum educates investors and entrepreneurs on the process of early-stage, private equity funding, and provides a gathering point for these two communities to come together and network.

• The NMSU student chapter of the Financial Management Association held its Fall kick-off meeting on Sept. 16, under the able leadership of Dr. Greg Roth. Wells Fargo Financial sponsored this meeting by providing free pizza and had representatives speak about career opportunities at Wells Fargo. One of our recent graduates, Melissa Crausby, who is now employed by Wells Fargo, was instrumental in arranging this meeting and indicated that Wells Fargo is hoping to hire 10-15 graduating students from the College of Business.
• Ken Martin presented "Linked: Building Connections to Support Innovation U." at the meeting of the Council of Research Center (CORC) directors September 13.
• Hari Sankaran’s article "Management Compensation and Project Life" was published in the NM Business Outlook, September edition.

MANAGEMENT, Peter Dorfman
• The management and marketing departments worked to consolidate the “method” courses in our respective PhD programs. We will attempt to offer doctoral method courses that satisfy both programs and therefore create a more efficient delivery mechanism. A subcommittee composed of members from both departments will develop the structure and content of these combined courses.
• Dr. Bishop and colleagues had an article accepted in the Journal of Business and Psychology titled “At risk behavior and safety attitudes: A social capital approach.”

MARKETING, Jerry Hampton -- No report

MBA, Wayne Headrick
• Wayne Headrick and Eva Winans took part in the Recruitment Seminar put on by the Graduate School. During the seminar, updates on the recruiting efforts that have been made by Graduate School personnel and the schedule of upcoming recruiting events that they will be attending were presented. In addition, a number of college representatives were asked to provide information on their recruiting efforts.
• Wayne Headrick attended the regularly scheduled General Education Task Force meeting. At the meeting, attendees were asked to provide feedback on a draft “New Mexico Report on Articulation and Transfer” being prepared by the New Mexico Association of Community Colleges. I have provided Cynda Clary with comments on a number of issued raised within the draft report, including each of the thirteen “recommendations.”
• Along with Richard Oliver, Wayne Headrick met with Brandon Storment, president of Cautela, Inc. regarding the possible use of BCS student interns to help staff a local office of his cybersecurity oriented organization. Since the organization is still in the initial stages of development, we expect to have further discussions on this in the future.