September 22, 2003

To: Dr. William Flores
   CBAE Faculty and Staff

From: Garrey Carruthers

Subject: Activities Report for September 19, 2003

All in all, it was a good week for the enterprise:

ADMINISTRATION

• Kevin Boberg and I joined Secretary Rick Homans and staffer Rebecca Rizzuto of the Economic Development Department for a presentation to Carter-Burgess, a relatively large Ft. Worth company that makes site location recommendations for a number of national firms. To wit: this firm recommended the location of the Wal Mart Distribution Center at Los Lunas. They are also very involved with building construction for both Los Alamos and Sandia Labs. Our contact at Carter-Burgess was B.G. Clark, one of Kevin’s former students who gives much of the credit for his success in the business to directed learning experiences with Dr. Boberg. Kevin gave an outstanding presentation on the history and promise of locating firms in southern New Mexico. The high level officials we met with expressed an interest in visiting NMSU, local leaders, and the Governor in the near term. A very successful trip.

• Dr. Barry Smith has tendered his resignation as the Finance Department Head effective July, 2004. Barry will be committing full time to his newest project – the development of a Center for Insurance Studies. Barry will soon be named the holder of the Mountain States Insurance Group Chair, which was recently announced by the Company and NMSU.

• I attended and spoke briefly at the Katie Sepich memorial last week. We are remembering Katie through donations to a scholarship in her name at the NMSU Foundation. The scholarship will be for graduate students in marketing. Her parents have dedicated $10,000 from her life insurance to the scholarship.

• I chaired the Medicaid Advisory Committee on Monday. Just as a sign of the times, the Secretary of Human Services Department has been asked by the Governor to take $65,000,000 of general fund out of the budget for next year. This may mean co-pays, premiums, and reduced benefits for Medicaid beneficiaries. I think the next 30 day session is going to be a tough one financially, unless the Tax Special Session does some magic.

• I will meet with the Executive Committee of the Tax Commission on Friday of this week and then we will vote on options the following Monday and Tuesday. We are searching for folks who would like their taxes increased. The only ones we have found are those who like the status quo or who want their taxes reduced. Look for some simplification of the system but nothing really dramatic.

• I will travel to New Mexico Military Institute on October 1st to begin discussions on their proposed leadership program which will result, I hope, in more transfers from NMMI to NMSU. They are very interested in entrepreneurship programs. Cadets who graduate from NMMI are commissioned second lieutenants but can
not go on active duty until they finish their bachelor’s degree. Thus the
opportunity to recruit them to NMSU.
• I have received the proposal from Agricultural Economics and Agricultural
Business regarding our offering an MBA with emphasis in Agribusiness. The
devil is in the details but Ag Econ seems very flexible with respect to how the
offering would be managed. This is the first proposal received of the two or three
opportunities to work with other departments to expand our graduate offerings.
The proposal will be forwarded to the MBA Policy committee for comment.
• I visited with Jill Johnson, a consultant for a company evaluating the prospects of
building housing for seniors and retirees in Las Cruces. My visit was in response
to a request from MVEDA.
• My friends at First State Bank of Albuquerque have called and want to set up
dates to visit the campus and our students regarding opportunities with their
company. I serve on their Community Advisory Board (I am the token Aggie
among a bunch of Lobos). This bank has expanded rapidly over the last ten
years, mostly in Albuquerque and, by acquisition, in Colorado and Utah.
• Kevin and I plan to visit with officials of Technology Ventures Corporation (TVC)
and New Mexico Tech this Friday with respect to the Arrowhead Center. TVC is
planning on hiring a full time person for Las Cruces who can help us with venture
capital connections.
• I visited with Charles Whitehead of TRC (the recently coined research
consortium) regarding the mission of TRC. He may suggest to UNM that we be
invited to become participants in a Kaufman Fund grant request which would be
used to promote entrepreneurship. Both UNM and UTEP have planning grants
to develop their request for the really big Kaufman bucks.
• I have been advised that the Dean (that would be me) has the right – privilege-
option to designate 6 parking places out back for restricted use. Two or more
should be held for visitors to CBAE and the others can be assigned. I am
seeking faculty and staff input on how we should manage this scarce resource.
Please email me at garreyc@nmsu.edu if you want to get your oar in the water.
• Kathy Brook met with the Student Recruiting, Retention and Advising Committee
to discuss elements in the college’s response to the university’s strategic
directions. We will obtain a list of high school counselors and write to them prior
to the Principals/Counselors Conference in November.
• Kathy Brook met with the advising staff several times to discuss recruitment and
retention ideas: we agreed to explore an early warning system where faculty in
lower division business courses such as BCS 110G, ECON 251-252G and ACCT
251-252 report on students in academic trouble with follow-up from advising.
• Kathy Brook met with the College Curriculum Committee to discuss the
possibility of a freshman level business course as well as evaluation of our
curriculum in the context of the new AACSBS standards.
• Kevin Boberg stated that Erin Ward has been invited by the Ambassador of the
United States of America in Mexico, Antonio O. Garza, Jr., to a reception on 25
September 2003 honoring the Border Trade Alliance’s 2003 Mexico City
International Conference.
• Kevin Boberg also stated that Chris Erickson finalized details of our MOU with
National Chung Hsing University. The broadly worded agreement is the first step
in what hopefully will be a vigorous faculty and student exchange program. To
start, Dr. Erickson will teach a short course on the campus of NCHU in
December.
Kevin got further embroiled with the folks from Adventure Aviation. At their request, attended their meeting with Christina Chavez Kelly. Subsequently, Christina, Rebecca Dukes, and I discussed the matter. Tentative decision is to ask CAHE to at least consider an RFQ.

DEPARTMENTAL REPORTS

MBA PROGRAM

- I also met with members of the General Motors campus recruiting team on two occasions. The first was to recognize current MBA and engineering scholarship/co-op scholarship recipients. The second was to continue discussions with GM regarding the possible development of a “manufacturing supervision” major or option within the Management Department. This second meeting included Peter Dorfman, Bonnie Daily, Kevin Boberg and Rebecca Sellars from NMSU, several GM managers who were on campus to participate in the Career Expo and other GM managers in Michigan via speakerphone.

- I visited with Gloria Cano and one of her associates from the General Accounting Office to help generate ideas about how to recruit more Accounting, Business Computer Systems and MBA students into the GAO. Among other recommendations, I suggested that it would be to their advantage to attend the upcoming “Public Service” career fair being planned by Placement & Career Services.

- I met with Dean Carruthers and Kevin Boberg to review the history of our relationships with Chiang Mai University, Chiang Mai, Thailand, and to discuss the invitation that Dean Boonsawart of the Faculty of Business Administration has extended to Dean Carruthers to visit their campus. Kevin and I both believe the opportunities for cooperation between the schools are great, and that a visit by Dean Carruthers would allow him and Dean Boonsawart to explore those opportunities.

- Kevin Boberg, Janice Black and I met to discuss the future direction of the BA 502 – Professional Paper and Presentation capstone MBA course to help ensure that its structure would enable us to make use of it to support various Arrowhead Center and other intellectual property commercialization projects. We believe that the opportunity to be involved in such projects will be of great benefit to our MBA students, and that there will be no problems using BA 502 as a vehicle to promote that involvement.

ECONOMICS/INTERNATIONAL BUSINESS

- Jim Peach and Rick Adkisson attended a meeting of the Executive Board of the Western Social Science Assn. in Denver. Jim has been nominated (which generally means confirmed) for president-elect next year. This is an important association for Economics since the Association of Borderlands Scholars holds its annual meetings within the same program each April.

- Herb Ortega and Michael Ellis met with Vice Provost Eggington regarding a visit by a representative of El Salvador. He was on campus in a quest for advanced “certificate Programs” or “Diplomados” for his faculty from Latin America. Vice Provost Eggington agreed that several issues are coming together on campus to help with that effort.
  - A new director of the Center for Latin American Studies Center.
A new direction and name perhaps for the Center for Latin American Studies having more to do with the U. S.-Mexico border.

- Perhaps housing the university I-DOC in that center and directing it more toward border studies.
- An increase in collaborative certificate and degree programs offered by the CBA&E with institutions in Mexico.

**MANAGEMENT**

- The management department was presented with a check for $2,000 as a gift from the Target retail store. This rapidly growing company has been a friend of the department for several years. Besides providing financial support, they have hired a number of NMSU business students who have been very successful as evidenced by Janice Moya, a MBA graduate who is currently the HR director in Las Cruces. The money will be used to purchase a laptop computer to be used by faculty and doctoral students when traveling to conferences.
- Drs. Phil Benson, Jim Bishop, Peter Dorfman, and Judy Weisinger attended the 19th annual employment law update presented by Kemp Smith of El Paso. These updates are critical for Human Resource faculty as the field changes rapidly.
- The management department held its annual party where it was announced that Lei Wang received the outstanding doctoral student research award and Gabriel Isaacs received the outstanding doctoral student teaching award.
- Dr. Rosile is producing a dramatic reading of the play “The ties that bind” by Stephan Taylor. It is a humorous view of academia. The performance will be Thursday, September 25, 5:15-6:30 Hardman 112. All are invited.

**ACCOUNTING/BUSINESS COMPUTER SYSTEMS**

- NMSU’s Delta Lambda Chapter of Beta Alpha Psi (The National Accounting Fraternity) hosted its “Meet the Firms Night” on Monday evening in the courtyard of the NMSU Museum. The purpose of this event is to kick off the college recruiting season with an informal meeting between accounting students and prospective employers. There were more than 30 representatives from accounting firms, businesses, and government agencies. The organizations represented included: Accounting and Consulting Group, Agilent Technologies, Barracough & Associates, ConocoPhillips, Ernst & Young, FBI, Grant Thornton, Intel, Johnson, Miller & Co., KPMG, Lauterbach, Borschow & Co., Meyners + Company, Pulakos & Alongi, Ltd., Sandia National Labs, and U.S. General Accounting Office.
- Leona Silva received notification of her selection for the President’s Star Award on Tuesday from Dean Carruthers. Recipients of this classified staff award will be honored at a dinner in the President’s residence on October 1. Leona performed magnificently during the summer and fall of 2002 while the Accounting Program prepared its self evaluation report and subsequent responses to questions for the October visiting team from the AACSB. In addition, there were many arrangements that needed to be booked prior to and during the team’s visit. Leona served the Department flawlessly, and presented our Program in the best possible light.
- Ernst & Young partner Darin McNelis, from that firm’s Austin office, hosted a lunch for faculty members Kevin McNelis (his brother), Cindy Seipel, Larry Tunnell, and Pete Dillaway. Also attending were Beta Alpha Psi officers Alan Gattis (president) and Minkyung Smith (secretary). Darin informed us about his
firm’s fifth year scholarship program for minority accounting students. This program enables selected students with a four-year degree to accept employment at Ernst & Young after completion of a master’s degree in accounting, funded by the firm, at either Notre Dame or the University of Virginia. Kevin reports that Darin was genuinely impressed after meetings with NMSU students.

FINANCE/BLAW

- Greg Roth has had the following paper accepted in The Financial Review, “Bank Mergers and Insider Non-Trading”. This paper is co-authored with Tom Madison and Andy Saporoschenko.

MARKETING

- Professor Kelly Tian is working with the MBA policy committee on ways to increase enrollment and revise the curriculum.
- Mike Hyman was re-appointed to the review board of the Journal of the Academy of Marketing Science – it is one of the top five marketing journals.