



**NEW MEXICO STATE UNIVERSITY BOARD OF REGENTS  
REGULAR MEETING  
October 3, 2018 at 1:00pm**

Regents Room of the Educational Services Building  
NMSU Las Cruces Campus, 1780 East University Avenue  
Las Cruces, New Mexico

**Regents of New Mexico State University**

Chair Debra Hicks, Vice Chair Kari Mitchell, Secretary/Treasurer Jerean Hutchinson, Chris Saucedo, Margie Vela

**Non-Voting Advisory Members** - Faculty Senate Chair Becky Corran, Employee Council Chair Monica Dunivan, ASNMSU President Emerson Morrow

**University Officials** - Chancellor Dan E. Arvizu, Ph.D., John Floros, Ph.D., Senior Vice President Andrew Burke, Ed.D., General Counsel Lizbeth Ellis, J.D.

**MINUTES**

The Board of Regents meeting is available by webcast through the link at <http://panopto.nmsu.edu/bor/>

**A. Call to Order, Chair Debra Hicks 1:13**

All NMSU Regents, Non-Voting Advisory Members and University Officials listed above were present in the chamber when the meeting was called to order.

**1. Introductions**

**Introduction of the Media, Associate Vice President Justin Bannister**

Algernon D'Amassa and Josh Bachman from Las Cruces Sun News were present.

**2. Confirmation of Quorum, Chair Debra Hicks**

All members of the board were present.

**3. Approval of the Agenda, Chair Debra Hicks**

Motion entered by Regent Mitchell to move Action items 1 – 5 to consent agenda with a second by Regent Hutchinson. Motion passed unanimously.

**4. Public Comment, Associate Vice President Justin Bannister**

There were no sign-ups for public comment.

**B. Approval of the Minutes, Chair Debra Hicks**

**1. Special Meeting of September 5, 2018**

Motion to approve the minutes by Regent Saucedo with a second by Regent Mitchell. Motion passed unanimously.

**2. Special Work Session Meeting of September 5, 2018**

Motion to approve the minutes by Regent Vela with a second by Regent Hutchinson. Motion passed unanimously.

**3. Confirmation of Prior Executive Session regarding performance evaluation of senior leadership on September 5, 2018 at 9:30am**

Confirmation of prior executive session was certified by roll call vote with all regents responding yes to confirm.

### C. Committee Reports

#### 1. **Audit and Risk Committee Report, Chair Debra Hicks**

The Audit and Risk Committee met on May 23<sup>rd</sup> for the Entrance Conference for the FY 18 External Audit by KPMG. This includes audits for NMSU, NMSU Foundation, Arrowhead Center, and KRWG TV and Radio.

The next meeting will be on Oct. 29<sup>th</sup> which is the exit conference where the audit plan will be presented and current audits will be reviewed. Some audit staff have changed and they are seeking to fill positions.

#### 2. **Real Estate Committee Report, Chair Debra Hicks**

The last meeting was on Thursday where NMDOT and other campus projects were discussed which are before the board on the consent agenda. NMSU branding for the underpass was mentioned as a key development discussed in the meeting.

#### 3. **Financial Strategies, Performance and Budget Committee Report, Chair Kari Mitchell**

Committee last met during a joint meeting of the RFSPBC and Student Success Committee on March 28<sup>th</sup>. A review of final budget recommendations was done by email before the May approval. The intent is to allow new leadership to develop strategic priorities and for the committee to align with those priorities and the budget cycle.

#### 4. **Student Success Committee Report, Chair Jerean Hutchinson**

Last met during a joint meeting with RFSPBC. Next week or so the committee will begin planning the next meetings to support the strategic priorities of the leadership.

### D. Recurring Reports

#### 1. **NMSU Faculty Senate Report, Chair Becky Corran**

General Education Reform is the most substantial topic being discussed right now and faculty senate is debating it this month and coming into state compliance, resulting in an overall decrease in general education credits. Within next two years, general education courses will go through recertification process.

#### 2. **Associated Students of NMSU Report, President Emerson Morrow**

President Morrow and the executive team have planned an ambitious goals for the year, highlighting the hiring of a diverse staff that are reflective of the student body in both graduate and undergraduate students from all colleges. Partnered with every diversity program for events and programming. Record number of applications for Roadrunner Intern program was reported (125 applicants for 25 available spots). Voting initiative has been a primary focus, working with the County Clerk's office to have Corbett Center be an early voting location. For National Voter Registration Day, ASNMSU partnered with on and off campus groups and registered over 100 Aggies to vote. Good attendance at welcome back events, tailgates, and monthly meet and greet events. Candidates have come to campus to talk with students. Keep State Great had over 1,600 registrants signed up to help take care of the campus and make it look great for homecoming. President Morrow noted the Keep State Great organizer, Ryan May, who was in attendance at the meeting and received a round of applause. President Morrow also reported record student attendance at the Domenici Public Policy Conference and a poll is going out to students to determine student needs, contribute to naming the new residents hall, as well as policy matters that affect students. ASNMSU met with UNM and UTEP and NMSU has enviable access to senior leadership on campus. Updated contracts, including free roundtrip airport shuttle for students. Funding for hurricane Maria recovery effort (to rebuild suspension bridge) was recently passed.

**3. NMSU Employee Council Report, Chair Monica Dunivan**

Chair Dunivan introduced Chair-elect, Sonia White, who has worked at Doña Community College for 16 years in the Virtual Learning and Instructional Technology Department. Chair-elect White recently presented at the Community College Roundup as a way to involve community colleges in Employee Council. Employee Council now participates in New Employee Orientation to recruit members. The annual Employee Appreciation Picnic will be on Oct. 19<sup>th</sup> from 11 AM – 1 PM at Preciado Park, behind O'Donnell Hall on the NMSU Las Cruces campus.

**4. Aggie Development Inc. Report, President & CEO Scott Eschenbrenner**

Bill Sheriff has stepped down from the board after serving for 6 years and a new appointment is being considered in consultation with administration. Mr. Sheriff has agreed to continue to advise the board to help move significant projects forward, such as Aggie Uptown. At the August 7<sup>th</sup> meeting of the ADI board, Regent Chair Debra Hicks and College of Business Dean James Hoffman were reappointed to the board for a three-year term. Working with Dekker, Perish, Sabatini and Bohannon Huston Engineering on Aggie Uptown and the final infrastructure plans have been submitted to City of Las Cruces. Infrastructure improvements include water, sewer, gas, and electric work. Work will be done on Telshor and University intersection, Terrace Court, and a multiuse trail and extensive landscaping work along University Avenue. President Eschenbrenner thanked the city for a good working relationship on this project. Should have plans back in about two weeks and have permit ready to go out to bid. Pre-qualified contractors will be invited to bid and best price will determine award. The construction period is estimated at three months. Start anticipated mid-November and completed by sometime in February. Talks ongoing with two community healthcare developers. Business plan presented in August 7<sup>th</sup> meeting, will be presented to Board of Regents as it develops. Working with NMSU Foundation on a build to suit lease, which the Regents took action on in March.

**5. NMSU Foundation Report, Interim Vice President Tina Byford, Ph.D.**

Vice President Byford provided a presentation slide regarding giving rates (in the electronic binder for this meeting). This year was flat as graduating classes increase and the denominator grows, affecting the giving percentage. Some analysis is underway, peer data is expected and an evaluation will reveal what measures need to be taken to get better results. Endowment performance was presented in a chart, noting 2009 low and the largest amount ever in current endowment pool. Also waiting on peer data on this, which will be available in January. Scholarship impact was discussed, with 3.1 million in support for students in the 2017-2018 aid year. 1.1 million was from current use fund and this is an increase and a part of the goal of a taskforce that was formed last year by Deputy Provost Fant. 3,803 scholarships awarded, which is about a 6% increase from last year. Campaign report summary provided. The campaign will close December 2019 and as of September 25 we have reached 81% of our goal. November 27<sup>th</sup> is Giving Tuesday and matching money is an important element of this event.

Regent Mitchell asked about Alumni giving rate and why there has been such a long period of with flat results. VP Byford said staffing is an important consideration. Call center performed poorly last year and the contract has been cancelled and downsized to allow funds for other uses. While the number of potential alumni donors has increased, recent alumni are not as likely to give. Student Foundation, started last year, has about 50 members and crowd funding will continue. Regent Mitchell followed up to ask about pipeline development plans. VP Byford explained that eleven programs have been started with different segmentations, Aggie Welcome and Orientation and partnerships with ASNMSU were discussed. Overall, a change in culture to instill an expectation in students to give back, whether it be financially or in some other way, such as writing thank you cards for donors. Types of recognition for student giving were discussed, such as shirts and meals,

and ASNMSU spoke to the continuing relationship with Foundation to promote activities.

Regent Hutchinson asks about peer institution comparisons. NMSU has adopted best practices from other institutions and evaluates them for fit based on resources and results. Programs that start the first day students arrive on campus are seen to be the most successful. Freshman Academy course (e.g. University 150 course) that has been discussed by the Regents Student Success Committee was discussed. Learning the Fight Song and teaching students about what it means to be part of NMSU should be part of future student success initiatives.

**6. Arrowhead Center Inc. Report, Director & CEO Kathryn Hansen**

Startup sprints program discussed. Funding by New Mexico Gas Industry. Diverse set of entrepreneurs. GreenAI received \$20,000 investment. NM FAST program received an award for the fourth year. It is a State and Federal program for innovation-based R&D to lead to commercialization. Intended to serve underserved populations. K-12 Innoventure, which is a long-standing program adapted to find students where they are. Building a product that would help your community was the theme of the most recent competition. Winners were from Aton Chico Middle School who developed an irrigation system. LAUNCH program, which is an IP accelerated program developed in collaboration with VPR, is accepting applications. Applications open in November. The Hunt Center for Entrepreneurship provided funding to support a \$20,000 project that focused on getting technology ready for licensing and five participants are eligible to compete. The 2018 winning team developed a prosthetic sleeve liner including co-inventors Reza Foudazi, an NMSU Assistant Professor in the College of Engineering, and Robyn Marks from the Burrell College of Osteopathic Medicine. Studio G was discussed and is Arrowhead's business incubator and is in 14 sites throughout the state. Aggie Shark Tank, patterned after the popular TV program, will be held tomorrow with local 'sharks' Lou Sisbarro, Royal Jones, Beto Pallares, and Todd Bisio who will be joining for the first time this year.

**7. New Mexico Department of Agriculture, Cabinet Secretary & Director Jeff Witte**

Dam inundation mapping program discussed. Last year the legislature appropriated 1 million dollars to NMDA to do a dam inundation mapping study. Estimates were that 7 – 10 sites could be completed based on funding, but 24 sites were done including 13 incident action plans, in part due to attracting additional funding. NMDA received the Western Region Award of Merit nominated by the Dam Safety Bureau. Secretary Witte recognized Julie Maitland for her leadership in helping to bring this positive attention to NMDA. New Chef Ambassador program announced with John Hartley from ACES and Rocky Durham being named Chef Ambassadors to promote and integrate New Mexico ingredients into everyday cooking by touring the state and nation to share their knowledge. Veterinary diagnostic lab received accreditation (ISO-17025) for the first time and this is a major accomplish as this standard is the "cream of the crop". On Oct 20<sup>th</sup> Ag Day will be held ahead of football game with over 50 booths that highlight agriculture and fun activities. The Hemp rule hearings are scheduled starting next week in Las Cruces, Espanola, Albuquerque, Portales, and Carlsbad. Lots of interest in this rule and stakeholder outreach has already begun. Potential challenge in relation to Farm Bill, which may change and the rule needs to be administered under both. Repeal water conversation district election rules which are now covered under the election act and there is no longer a need to administer those rules in NMDA. 2018 homegrown activity event scheduled for November (near black Friday) at New Mexico Farm and Ranch Museum. Oct 24<sup>th</sup> is the presentation of the Rounders Award in Santa Fe for recipients Robert "Shoefly" Shufelt and Irvin Trujillo. The award is given to those that exemplify the Western way of life. Secretary Witte was named President of the National Association of State Department of Agriculture. Will lead U.S. delegation to Mexico in coming weeks as part of this role.

Regent Mitchell thanked Secretary Witte for the report and congratulated him for the appointment to the National Association of State Department of Agriculture. Regent Mitchell asked Sectary Witte to share his

itinerary with the Chancellor and President to take advantage of windows of opportunity that may arise from shared interests. Regent Mitchell also requested that the board to be briefed on Hemp rule in advance of the meeting where action will be taken, cautioning that enforcement, and costs related to it, are also considered.

Regent Saucedo asked about the oversight of hemp and medical marijuana. Secretary Witte responded that the Department of Health and Department of Agriculture oversee different aspects of medical use of Marijuana and industrial Hemp cultivation respectively. Secretary Witte also mentioned that changes to Federal legislation that have been introduced would change the drug classification schedule of hemp would have a ripple effect on state laws across the nation concerning hemp. Percentage of THC less than .3% would be under NMDA prevue as industrial Hemp. Regulating essential oil is different and more challenging to regulate.

**E. Consent Items, Chair Debra Hicks**

Per previous motion items F-1 – F-5 were moved to the consent agenda from action items. Regent Saucedo entered a motion to approve the consent items as amended and Regent Mitchell seconded the motion. Motion passed unanimously.

1. **Approval of doctoral program in School Psychology, President John D. Floros, Ph.D.**
2. **Warranty Deed for Property Transfer on Triviz Drive, President & CEO Scott Eschenbrenner**
3. **Approval to name room 236 in Devasthali Hall as the Serafino Student Collaboration Room, Interim Vice President Tina Byford, Ph.D.**
4. **Disposition/Deletion of Property, Senior Vice President Andrew Burke, Ed.D.**
5. **Temporary Investments Report for the Quarter ended 06/30/2018, Senior VP Andrew Burke, Ed.D.**
6. **NMSU Las Cruces: Biology Annex Roof Replacement, Associate VP Glen Haubold, University Architect Heather Watenpaugh**

**F. Action Items, Chair Debra Hicks**

1. **NMSU Las Cruces: Central Utility Plant Air Compressor Replacement, AVP Haubold, Architect Watenpaugh**  
*MOVED TO CONSENT AGENDA BY MOTION OF THE BOARD*
2. **NMSU Corona Ranch: New Dormitory Facilities, AVP Haubold, Architect Watenpaugh**  
*MOVED TO CONSENT AGENDA BY MOTION OF THE BOARD*
3. **NMSU Las Cruces: Engineering Complex I Roof Replacement, AVP Haubold, Architect Watenpaugh**  
*MOVED TO CONSENT AGENDA BY MOTION OF THE BOARD*
4. **NMSU Las Cruces: Campus-wide Tunnel System Repairs Phase V, AVP Haubold, Architect Watenpaugh**  
*MOVED TO CONSENT AGENDA BY MOTION OF THE BOARD*
5. **NMSU Carlsbad: Computer Science Building Fire Suppression System, AVP Haubold, Architect Watenpaugh**  
*MOVED TO CONSENT AGENDA BY MOTION OF THE BOARD*
6. **Athletics FY20 RPSP Request, Athletics Director Mario Moccia**

Director Moccia provided an overview noting the count of all NMSU sports and student athletes. Moccia continued by touting the academic accolades of student athletes involved in the athletic programs.

Moccia explained that athletics is here today to request an increase to the previous Research and Public Service Project (RPSP) request for athletics to be used to increase the health, safety, and student athlete experience and to help meet basic operational needs. The requested funding would be used to improve the safety and quality of travel provided to the teams and to help offset a portion of the current deficit reduction plan. This would also result in being able to reinvest funds into operations which would enhance the student athlete experience for all teams.

Director Moccia explained logistical challenges with transportation as it currently exists. Bus transportation would be safer than vans and would give the coaching staff and students more time during travel to work and study.

Allegiant air is seen as a lower cost and lower quality provider, noting several safety and logistical issues that the NMSU teams have faced in the past using this carrier. Fundraising was needed just to cover travel expenses and parents funded meals for athletes for away games. It was noted that there seemed to be some support for this request from legislators with whom the director spoke.

Chancellor Arvizu indicated that athletics is important and it's time to pay more attention to the program, emphasizing the academic role is primary and athletics is a strategic asset for enrollment and retention. Athletics has done more with less, but there are realities that push the envelope of risk and we can use the additional resources in a prudent and constructive way. President Floros added that we need to do right by our student athletes and dedicate resources to enhance the safety of our team members. President Floros touted student athletes as an example of good academic performers, including some sports with 100% graduation rate.

Regent Hutchinson noted the debt repayment extension and asked if the yearly debt payment of approximately 489 thousand represents that extended debt repayment schedule, which Director Moccia confirmed. Regent Hutchinson thanked the department for balancing their budget eight out of nine years. An endowment for athletics was proposed. Perhaps look to the state for matching endowment funds.

Regent Vela expressed her broader concern about travel and asked the institution to consider a corporate Travel card system and asked if the Regents' Financial Strategies Performance and Budget Committee could examine this issue. Regent Mitchell asked Vice President Burke to add it to agenda.

Regent Saucedo asked what changed in the last month that the request would need to be resubmitted? Director Moccia indicated that the department, based on past practice, wasn't sure what they could ask for in the request process. In the past, the amount they could request was told to them, rather than being asked about their priorities.

Regent Mitchell asked why we were remiss in requesting the funds the first time, also noting that the approved debt restricting was to result in some funds to reinvest in athletics to address needs and the board is still waiting on information about how those funds have been used. Regent Mitchell expressed concerns that the additional RPSP request was not part of a more broad-based strategy to coordinate all university requests for academics and athletics.

Is this partly due to UNM requests? What about the academic side of the house in making additional

requests?

Moccia responded that the UNM ask did play a role in making a new request. Regarding the debt restructure, there were six items that were identified for investment including two assistant football coach's salaries and fringe, football staff retention, men's basketball head coach and staff retention, and football recruiting enhancement money. Two issues haven't been acted on, one was the new development officer and there is an agreement on how to move forward. The other is a new ticket system which is currently being negotiated. New departmental charge back expenses weren't anticipating which ate up some savings from debt restructuring.

Chancellor Arvizu noted that these are the asks for things that we need. The timing is important and it is in line with our priorities.

Regent Mitchell asked if reinstating programs, such as equestrian, was considered. Director Moccia briefly recounted the decision process regarding the equestrian program, noting that athletics would get double the cuts to address budget reduction priorities that would result in the loss of a sport.

Regent Hutchinson asked for clarification regarding the additional funding for the development officer. Director Moccia indicated that the funding is there, but development is centralized with Advancement and they are looking for an athletics development officers, which was originally more difficult to negotiate. Discussions currently underway with Advancement are going well.

President Floros commented that we are not putting academic before athletics and athletics is being discussed in the state and this is an opportunity. When asked about the needs, it was determined that the needs were fundamental.

Chair Hicks stated that NMSU has 391 student athletes compared to 440 at UNM and when compared dollar to dollar, UNM spends \$94,000 per student athlete and NMSU spends about \$74,000 per student athlete.

Motion to approve the department of athletics FY 2020 RPSP request submitted by Regent Mitchell with a second by Regent Saucedo. Motion passed unanimously.

**7. Performance Management - Objective Statement, Chancellor Dan E. Arvizu, Ph.D., President John Floros, Ph.D.**

Chancellor Arvizu discussed new tagline, "BE BOLD. Shape the Future." and talked about foundation of the plan being in the Vision 2020 strategic plan and this proposal describes how we are going to achieve the goals of the plan. We are not on a trajectory now that is going to change unless we do something different.

Discussion of the mission and purpose noting the mission is not going to change. The difference is the purpose statement, which will be the precursor of the new vision. Discussed strategic objectives and how they align with the mission and purpose.

President Floros noted that performance metrics intended to improve financial stability, rankings and value proposition. President Floros explained performance metrics overview, noting that placement rates don't have reliable measurements at this point and this is something that will be worked on over time. Diversity and Inclusion metrics will also be brought before the board at a later time. The Leadership and Organizational Effectiveness measures and Board Relations measure are qualitative in nature.

An Enrollment Projection graph was discussed which used multiple models to predict enrollment. Enrollment expected to continue to decline, no matter what model was used.

A chart of twelve performance metrics was displayed and discussed that outlined current, projected, and target metrics.

A table showing the performance metrics and potential lead indicators was displayed and discussed. There needs to be engagement within the university to help identify lead indicators.

Performance metrics for community colleges were displayed and discussed. There is less data regarding community college metrics and there will be a similar process followed with the community colleges to collect input.

A timeline for strategic direction and performance management implementation was displayed and discussed.

Chancellor Arvizu closed noting that the approval being requested today is for the overall strategic direction, conceptual design, and performance targets in the table presented. In reference to contract language, there is a requirement to present to the board the metrics used for personal evaluations. Arvizu noted that where we are today is the baseline, even though the projections suggest that we are going to see continued decreases in revenues, we are not satisfied that there would be credit given for continued declines and what President Floros and Chancellor Arvizu agreed to is that unless there are real, tangible, measurable additional revenues that are a result of our interventions, above where we are today, that we would suggest that would be our threshold for any kind of payout on any kind of award to be paid out. We expect by next year this time we will have stabilized our financial condition and performance while making other changes to position us to grow in the future. There is time needed to engage the rest of the enterprise in achieving the outcomes. By January a more comprehensive plan will be available.

Chair Hicks thanked leadership and staff for the effort in providing the strategy and metrics.

Regent Vela noted slide 13 which displayed a graph of enrollment counts from 2009 projected through Fall 2019 asking why the 2017 to 2018 decline is so large given the past declines. What is driving such a steep decline? President Floros responded indicating that it is what the data shows. All models project a decline. The reasons for decline haven't moved the retention rate in the right direction. While freshmen have increased, we are also graduating more students. Regent Mitchell noted past enrollment projects were underestimated in the past, which caused some planning issues. Over time, we have been closer on enrollment projections because of what was studied and learned, and we are better off estimating lower enrollment projects than higher enrollment projections. Regent Vela went on to note that her concern relates to the baseline for performance evaluation and that we are using sophisticated tools and methods to calculate the trends and not just Excel. President Floros noted that we may have a similar outcome as UNM regarding enrollment prediction because both institutions have seen an increase in graduation rates.

Regent Hutchinson noted that current enrollment is her understanding of the baseline and the board acted to bring on new leadership to improve the metrics, rather than just stabilization. When will we see the six pillars metrics improve and we should see growth out for several years in the plan rather than just next year? President Floros responded that they are trying to be as aggressive in their projections as possible and actions have already been taken, but this is not something that can change within a year. Metrics for next ten years have been developed, which can be shared with the board.

Regent Mitchell commented that this process, to establish performance-based incentives, is a direction that has happened at other institutions and something that this board has worked toward. Regent Mitchell commended the administration efforts to get to this point, which is the most significant work done on this matter to date. Regent Mitchell also noted that a low baseline can be a problem for the incentive, but she was reassured by the payout program stipulations whereby rewards are not determined by the baseline, but by headcount growth. The baseline is as sufficient for now. Regent Mitchell asked that the Regents Financial Strategies Performance and Budget Committee and Student Success Committee be part of the conversations and have mid-point reviews before presented again in January. Multi-year growth plan is important to see for investments. Peer comparison should be part of the discussion as well. Regent Mitchell indicated that she is accepting of the conceptual design as laid out on slides 1 – 11 of the presentation and the incentive compensation program generally meets expectations, however more refinement of targets and revenue are desired.

Regent Saucedo commented that the projected baseline is appreciated, and he recognizes the challenges of forecasting. Regent Saucedo proposed a tiered set of metrics, with the first tier being the expectations for bottom line metrics, and other tiers for more significant progress to aspirational goals. The proposed tiered structure would tell us what the metrics look like over the next two to three years.

President Floros stated that there is no expectation to receive incentive compensation unless there is true improvement of the financial situation and results should be due to their efforts, not increased tuition or state funding. Some stretch goals have been developed. We are looking at past performance and we are providing our best guess.

Chair Hicks stated that higher education is going toward performance metrics and that this is a best practice for governing boards around the country which as a way to achieve and measure success to make NMSU once again among the top universities in the country. It is up to the leadership to determine how this will be used throughout the university and there is understanding that this is something that will need to be worked on with the rest of the university. Chair Hicks recommended engaging that the Financial Strategies Performance and Budget Committee and the Student Success Committee in working with administration in Work sessions that will generate some consensus around the proposal and be brought to the board for consideration.

Several different motions were discussed to move forward regarding the action item.

Regent Mitchell moved to approve the conceptual design of the plan as presented on pages 1 – 11 of the presentation. Regent Saucedo seconded the motion. Motion failed 5-0 with all regents voting against the motion.

Regent Mitchell moved to approve the strategic direction conceptual design and performance evaluation elements from pages 1 – 11 of the presentation. Second by Regent Saucedo. Motion passed unanimously.

Additional discussion occurred about another motion that would give the chair latitude to move forward in negotiations with the Chancellor and President.

Regent Mitchell moved to approve the chair to enter into negotiations with the chancellor and the president regarding a reasonable extension of time for fulfillment of contract terms and that the ultimate proposed terms would come back to the board at the conclusion of the negotiation with negotiations not to extend beyond the end of January. Second by Regent Saucedo. Motion passed unanimously.

Chancellor Arvizu stated President Floros and I will do our very best. It will take time and the Chancellor is optimistic that great things can happen. Chancellor Arvizu requested latitude to make the decisions that are necessary for us to do in order to be successful.

Chair Hicks noted that we are all in this together and the regent's committees are there to support the Chancellor and President and she expects that they will be involved with the committees in follow-up discussions.

Regent Mitchell noted that today's vote is a vote of confidence in our leadership.

## G. Informational Items, Chair

### 1. Student Success, Vice President Renay Scott, Ph.D.

Vice President Scott discussed the complex schematic layout of Student Engagement and discussed the last 30 days and activities and meetings that occurred.

Emerging theme was discussed. Alignment of resources with priorities, the curriculum, with the Catalog, with the Banner system, and the Web site. Branding and value-added messaging refinement is a need. Schedule management that helps students get the courses they need in a timely manner. Ad Astra is an important tool to help make this work. Data silos are with enterprise applications (not people). Procedural delays and rigidity were another theme of what she has learned in the past thirty days.

VP Scott discussed NMSU being a "student ready and student friendly campus" looking at navigation from the students' perspective.

Completed activities discussed including recruiter assignments to territories. Marketing efforts are being realigned to help generate lead measures. Housing has implemented "residential life curriculum" and lead measures are being identified. Data analysis for recruitment and retention is ongoing.

Recommendation for next 30 days include data strategy with common data sets across entire student journey. Student need and student demand should drive scheduling.

Regent Hutchison asked if we are we evaluating all time blocks? Multiple dimensions of time blocks were discussed. Use of Platinum Analytics was discussed in relation to demand for sections, which are reports sent to deans.

Deploy technology to support student success, such as a CRM that can be used across student life cycle, management curricular process by catalog software, and Banner non-credit module discussed as source of recruitment prospects.

Recommendations for next 60 days includes leadership outcomes through co-curricular, student and residential life offerings. Develop pathway for 4-h and agricultural extension with help from partners in Extension. Chartered enrollment management committee proposed. Workgroup for master's accelerated program proposed. VP Scott proposed working with UAR to review best practices.

Recommendations for next 90 days included proposal for hiring an international student recruiter, a process and procedure audit, predictive analytics solutions, and mobile device (app) to create on-stop access point for students.

Regent Hutchinson asked if Mobile technology includes degree mapping. VP Scott indicated that it would include degree mapping is part of it, but alignment is part of making sure this will work for students.

Regent Vela asked about the mobile app to support taking attendance? VP Scott wasn't sure. Check I'm here may be an option and it's currently being explored to see if it will work for this purpose. Regent Mitchell asked about the impact of holds because it was not mentioned. VP Scott indicated that holds are still an ongoing issue. Regent Mitchell asked about the \$300,000 increase in staffing for four recruiters. Four recruiters have been interviewed and hiring is close to completion.

**2. Informational Report Summarizing Revisions to the Administrative Rules and Procedures of NMSU (ARP) for the period 04/11/18 through 08/14/18, General Counsel Lizbeth Ellis, J.D.**

General Counsel Ellis referenced a report of changes made to policies and rules since last reported in a regular meeting. Counsel Ellis noted the support that her department can provide to the Chancellor, President, and VP Scott regarding policy changes to improve student success initiatives discussed previously. Regent Mitchell asks for more clarification regarding the nature of the changes in reference to tailgating. NMSU Police Chief Stephan Lopez indicated that the policy change reflected current practice and changed process for approving tailgate events to stipulate that consensus of the four member committee is needed for approval.

**H. Comments and Announcements, Chair**

Chair Hicks noted that we will be looking for a new ADI board member and also noted the University Ave. and Interstate 25 intersection will include roundabouts and there are plans for a monument at that location.

Chair Hicks noted a previous meeting with LFC Director David Abbey where they discussed performance metrics that will be requested from all higher education institutions. There will be a meeting on October 22<sup>nd</sup> where this will be presented.

Chair Hicks noted that a joint meeting with the DACC Advisory Board was held earlier today and we had an engaging conversation and some outcomes to work toward that she will report at a future meeting.

ASNMSU President Emmerson Morrow noted that the process for student Regent selection is underway and information will be available on the ASNMSU Web site.

**1. "Gun's Up" – Good News for NMSU!**

Chair Hicks gave praise to Amy Lanasa, an Academic Department Head in Creative Media, is to participate in a television academy Seminar program.

Regent Vela praised the Raising K-9s guide dog training program and NMSU Dean Enrico Pontelli for being awarded a 20 million dollar grant for a Smart Grid Center and 1.3 million for the INCLUDES program, and another NSF program grant.

ASNMSU President Emmerson Morrow applauded the Chancellor and President for updating their voter registration.

Regent Hutchinson applauded the recent books published by NMSU alumni Jennifer Cervantes, Sylvia Acevedo, and Dr. Kelley Coffeen, who teaches in ACES.

Regent Saucedo gave praise to ASNMSU about the voter registration drive, candidate visits, and early voter site designation.

Regent Mitchell congratulated the Chancellor and President on their first 100 days ASNMSU President Morrow

on the voting initiatives, and VP Scott on her early progress.

**2. Upcoming Board of Regents Meetings**  
November 2018 TBD

**I. Adjournment, Chair**

Regent Saucedo moved to adjourn and second by Regent Hutchinson. Motion to adjourn passed unanimously at 5:24 PM.

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**MINUTES - Aggie Development, Inc. Annual Membership Meeting**

**1. Call to Order**

Chair Hicks called the meeting to order at 5:25 PM

**2. Approval of the Agenda**

Motion to approve the agenda entered by Regent Mitchell with a second by Regent Saucedo. Motion passed unanimously.

**3. Reading and Approval of the Minutes**

Chair Hicks read the minutes of the ADI Annual Membership Meeting held on August 1<sup>st</sup> 2017.

Motion to approve the minutes as submitted by Regent Saucedo and motion seconded by Regent Mitchell. Motion passed unanimously.

**4. Election of Board Members**

As a result of serving in his capacity as Chancellor of NMSU, Chancellor Dan Arvizu will serve as an ADI board member. Also, Dr. James Hoffman and Debra Hicks were nominated for another three-year term.

Motion to elect ADI board members by acclamation entered by Regent Mitchell with a second by Regent Saucedo. Motion passed unanimously.

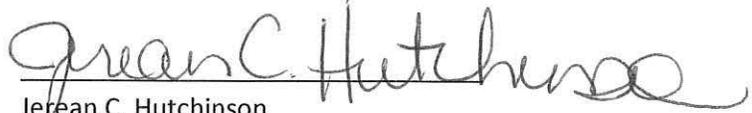
**5. Adjournment**

Motion to adjourn entered by Regent Saucedo with a second by Regent Mitchell. Motion passed unanimously. Meeting adjourned at 5:28 PM.

Meeting Minutes Approved on November 29, 2018 by the New Mexico State University Board of Regents.



Debra P. Hicks  
Board of Regents Chair



Jerean C. Hutchinson  
Board of Regents Secretary/Treasurer

