

New Mexico State University (NMSU):

NMSU is a comprehensive institution dedicated to teaching, research, and service at the graduate and undergraduate level. It is the only land-grant institution that is also classified as Hispanic-serving by the federal government and ranked by the Carnegie Foundation in the top research category, Research-Extensive. The university is also home to the state's NASA Space Grant Program. With extension and research sites in every county, New Mexico State has distance-education capabilities to extend its reach to all the citizens of the state. Total student enrollment for NMSU main campus is approximately 16,000, including 3,153 graduate students. Regular faculty members on the main campus number about 700. Eighty-one percent of the full-time faculty members hold doctoral degrees. NMSU offers 76 Bachelor, 51 Master's and 22 Doctoral degrees. Classified by the *Carnegie Foundation for the Advancement of Teaching* as a Doctoral/Research University - Extensive, NMSU had research and public service expenditures exceeding \$134 million in 2003-2004.

The College of Agriculture and Home Economics (CAHE):

The College of Agriculture and Home Economics houses the expertise of over 150 faculty members housed in nine academic and five extension departments, including: Agricultural and Extension Education, Agricultural Economics and Agricultural Business, Agronomy and Horticulture, Animal and Range Sciences, Entomology, Plant Pathology and Weed Science, Family and Consumer Sciences, Fishery and Wild Life Sciences, and Hotel, Restaurant and Tourism Management. Academic degree programs include 18 Bachelor's, nine Master's and three Doctoral Degrees. Research is conducted on campus as well as in twelve off-campus Science Centers distributed throughout the State of New Mexico. The College also has 33 Cooperative Extension Service offices, one in each of the State's counties. The College's faculty members apply their disciplinary expertise to address key issues in the State of New Mexico, which include efficiently irrigated agricultural crop and animal production in an arid land environment, specialty high-value crop production, small-scale limited-resource farming, and rural economic development. Many of the faculty members have international expertise and several have worked in agricultural sector development projects in Middle Eastern Countries such as Yemen and Egypt.

Current NMSU Team Members:

Contingent on resource availability, the NMSU team could be expanded to include faculty members and specialists with expertise in most of the disciplinary and interdisciplinary fields represented within the College of Agriculture and Home Economics. At this point, however, the team's expertise focuses on agricultural sector/rural development and extension, agribusiness management and marketing, and agricultural project design and management. The current team members are:

Dr. Octavio A. Ramirez, Professor and Head of the Departments of Agricultural Economics and Agricultural Business and Extension Economics, College of Agriculture and Home Economics, New Mexico State University.

Dr. Jim Libbin, Professor, Departments of Agricultural Economics and Agricultural Business and Extension Economics, College of Agriculture and Home Economics, New Mexico State University.

Mr. Richard Phillips, Senior Project Manager, College of Agriculture and Home Economics, New Mexico State University.

Dr. Carlos Rosencrans, Associate Professor at the Department of Agricultural and Extension Education, College of Agriculture and Home Economics, New Mexico State University.

Dr. Bill Gorman, Adjunct Professor at the Department of Agricultural Economics and Agricultural Business, College of Agriculture and Home Economics, New Mexico State University.

Current NMSU Team Member Expertise and Qualifications:

Dr. Octavio A. Ramirez – is an agricultural economist with experience in the administration of research, teaching and extension units in the U.S. and developing countries. Dr. Ramirez also has extensive experience in the design and management of programs that enhance the synergy and take advantage of the interaction between higher education, research and outreach/extension efforts to aid and promote agricultural development. He has formally advised national research and extension programs and academic units at universities in developing countries on programmatic issues including curriculum development, research and extension prioritization, etc. Dr. Ramirez has conducted research and published on a variety of agricultural and natural resource development and management issues, including the transfer and adoption of technological innovations by farmers in developing countries, the expected return and risk from proposed technological innovations in agriculture, agroforestry and forestry production, and economic and policy aspects of chemical pesticide use in developing countries, among others. Dr. Ramirez's academic credentials include over thirty research articles published in prestigious refereed journals and a similar number of invited and selected research paper presentations at scientific conferences, many of them at international conferences. He has been a principal or co-principal investigator or project director in several major research and extension/external cooperation grants and contracts totaling over \$5 million.

Dr. Jim Libbin – is an agricultural economist with extensive extension, teaching, consulting, and research experience in farm and ranch-level production and financial records systems; production economics applied to farm and ranch businesses; the process for developing cost and return estimates for farm and ranch commodities; and agricultural accounting, agricultural finance, and firm-level agribusiness management issues. The bulk of Libbin's 25-year career at NMSU has been dedicated to analysis of the economics of agricultural crop and livestock production under arid (including furrow, sprinkler, and drip irrigation), semi-arid (dryland), greenhouse, and rangeland conditions. He has worked with agronomic crops, high-value specialty, orchard, and potential new crops, as well as with value-added processing. Libbin has conducted many extension workshops on crop cost control, production economics, financial management, new technology assessment, and alternative crop and livestock production opportunities. He has short-term international development experience in Venezuela, Mexico,

and Yemen and has traveled to South Africa in a consulting role and has published over 200 publications including three textbooks, articles in academic journals, extension and experiment station reports, and popular press articles. He has been the principal investigator of a long-term project to develop and update cost and return estimates of commercially-grown and potential agricultural crops in New Mexico and principal investigator of New Mexico Chile Task Force projects and several other projects, as well as co-investigator of Agricultural Experiment Station and grant-funded projects dealing with value of land and water, economic impact of technology, government farm programs, farm lease rates, enterprise adjustments, and risk evaluation. Total external funding for research and extension projects exceeds \$2,500,000.

Mr. Richard Phillips – is a senior project manager for the Dean of the College of Agriculture and Home Economics where he advises on project management and strategic planning. He is a Certified Project Manager (PMP) with technical expertise in forestry, horticulture, and agribusiness. For 12 years he was manager/superintendent of one of NMSU's Agricultural Experiment Station's Ag Science Centers, a facility that serves as a resource for agricultural research, teaching, and extension outreach. Mr. Phillips is bi-lingual in English and Spanish. His international experience includes developing and managing horticulture and reforestation training and applied research projects throughout Latin America. He was the project specialist for the IALC/NMSU Yemen project, where he provided strategic planning and project management training and consulting. His expertise includes building multi-disciplinary economic development teams with members such as: university researchers and extension specialists; business leaders; and other state, federal, and non-governmental organizations. The U.S. Secretary of Agriculture has recently appointed Mr. Phillips to the USDA Technical Advisory Committee for Fruits and Vegetables and International Trade. Mr. Phillips has also coordinated the university's efforts to respond the changing trends in specialty crop production in the Southwestern U.S. He coordinated the strategic planning for the formation of an industry-university partnership for the New Mexico chile industry. His leadership and management responsibilities have included the coordination of major projects, including: development best management practices for chile production; agricultural engineering of appropriate technology, chile breeding for quality and pest management; and agribusiness/marketing. He has successfully competed for federal, state, and private funding. The task force's regional efforts are helping a 300 million dollar industry adapt to a changing global business environment. This task force model has been recognized by the U.S. Congress for its innovative interdisciplinary approach

Dr. Carlos Rosencrans – is presently an associate professor in the Agricultural and Extension Education Department with 21 years experience at NMSU in various entities. He teaches six undergraduate courses in agricultural technology and three graduate courses: Problem-Solving Approach to Teaching, Youth Program Development and Management, and New Mexico Water Issues as well as summer workshops in Windmill Technology and Trailer Construction. Carlos has in-depth training and experience in cooperative extension programs. He served four years as a county extension agent in central New Mexico where he focused in areas of economic development, urban water conservation and small farm crop production programs. He has also been very active in programs supporting the growth and development of urban/rural youth. Dr. Rosencrans worked for three years in Yemen where he developed and implemented an instructional farm for technical agricultural assistance at the Ibb Secondary Agricultural Institute. He provided technical in-service training programs for Yemeni staff and faculty and assisted

with laboratory practical training and local extension demonstration programs. He also has lifelong experience in both farming and ranching in New Mexico.

Dr. William Gorman – is an agricultural economist with extensive applied agricultural business and marketing experience worldwide. He has served as a consultant for agricultural businesses and agricultural governmental agencies numerous times. He also has experience designing and conducting short-term training programs for foreign nationals focusing on improved marketing and agricultural business practices. Dr. Gorman has over 35 years experience in marketing specialty crops. Much of his research at NMSU has been in doing research on the feasibility of producing, processing and marketing high value crops including Christmas trees, pecans, pistachios, wine grapes and wineries, sweet onions, apples, potatoes and catfish. His current research effort deals with the feasibility of growing and marketing Chinese Medicinal herbs in the United States. Dr Gorman is recognized as one of the leading experts in global world food systems. He is one of the founding members of the International Food and Agribusiness Marketing Association (IAMA) and has lectured and conducted research in over 20 countries. He has served as a consultant on specialty crops production and marketing for several government agencies and American Indian tribes. He is a co-author of a text book titled "Introduction to Food and Agribusiness Management.