

**RESUME**  
**(revised 12/2020)**

**J. Michael Patrick**

**PERSONAL HISTORY INFORMATION**

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**EDUCATIONAL BACKGROUND**

**College**

**Graduate Study:**

Michigan State University, East Lansing, MI  
DEGREE: Ph.D., Agricultural Economics, 1977

Michigan State University, East Lansing, MI  
DEGREE: M.S., Economics, 1976

Southern Illinois University, Carbondale, IL  
DEGREE: M.S., Community Development, 1973

**College**

**Undergraduate Study:**

California Polytechnic State University, Pomona, CA  
DEGREE: B.S., Biological Sciences, 1967

**Special Certification:**

Certified Entrepreneurship Instructor  
The National Foundation for Teaching Entrepreneurship, April 1998

## EXPERIENCE | NEW MEXICO

### New Mexico State University (6/07 – Present)

**Associate Professor**, Department of Agricultural Economics and Agricultural Business

**Associate Director**, Doctorate of Economic Development Program, jointly administered by the College of Agricultural, Consumer and Environmental Sciences and the College of Business

**Community Resource & Economic Development (CRED) Specialist**, New Mexico Cooperative Extension Service

### Extension Duties and Activities

#### **Relationship Building and Networking**

##### Objectives

- Establish, build, and maintain working relationships with county agents, Extension specialists, NMSU faculty and professional staff, local officials and community leaders, and CRED resource professionals, programs, and organizations/agencies, public and private, at the local/state/federal level.
- Link county agents and community leaders with NMSU professionals and local/state/federal CRED resources to address specific needs and opportunities.

#### **Training and Mentoring**

##### Objectives

- Train county agents and community leaders to design and conduct community needs assessments and asset inventories.
- Train county agents and community and business leaders in the use of basic economic and business analysis tools and techniques (including economic base analysis, business and industry analysis, demographic trends, workforce and manpower assessments, and economic and fiscal impact analysis) to increase their awareness and understanding of economic development opportunities and challenges in their communities and regions.
- Train county agent and community leader in CRED strategies and practices (including industry and business recruitment, local business retention and expansion, promotion of local entrepreneurial activities and new business formation) to promote economic growth.
- Train county agent and community leaders in the process of designing and implementing county and regional CRED strategic plans.

#### **Information Sharing**

##### Objectives

- Establish and maintain a ACES/AEAB website featuring CRED program services and resources available to county agents and community leaders, CRED “best practices” in New Mexico and elsewhere, and a resource directory of CRED professionals, programs, and organizations/agencies, public and private, at the local/state/federal level.
- Develop a CRED newsletter.

- Work with county agents to establish a CRED page on the county website providing area residents access to information on local and regional economic activities, trends, opportunities and resources, and a calendar of activities.

### **Technical Assistance**

#### Objectives

- Respond to requests for specific information, education and training, and technical assistance from county agents, local officials, organizations, businesses, and citizens to address identified community economic development needs and opportunities.

### **Applied Research**

#### Objectives

- Conduct applied research on local CRED needs and issues; analyze and interpret national, state, regional economic development trends, issues, challenges and opportunities that may affect local communities.

### **Economic Development Program Initiatives**

A. The *Stronger Economies Together (SET)* initiative is a USDA Rural Development program in partnership with the nation's Land Grant Institutions. The SET program seeks to address the economic development challenges that rural communities and areas face today by encouraging, facilitating and supporting efforts to design and implement multi-county economic development plans and projects that strategically build on the current and emerging economic strengths of that region. Launched in 2010, nationally SET is now in 94 regions and 32 states. New Mexico has seven active SET Regions that include 32 of the state's 33 counties, two tribes (Navajo, Mescalero Apache) and three pueblos (Picuris, San Ildefonso, Tesuque). Six of the seven New Mexico SET regional economic development plans have been certified "High Quality Plans".

I have worked closely with the USDA Rural Development state office and community leaders to establish the SET program in New Mexico and serve as liaison to the national SET office and am a member of the national SET curriculum design team. I serve as a guide and coach to NM SET regional leaders and community members in the design and implementation of a practical and viable regional economic development plan. I have been the principal instructor for a ten-month, 60-hour SET curriculum, delivered through interactive group sessions, engaging community members in interpretation of data on the region's assets and resources, current and emerging economic clusters, comparative advantages, and demographic and socio-economic trends that can advance the region's economic strategies. Across the six SET regions, over 600 leaders and community members representing various sectors (business/industry; economic development; government; education; healthcare; faith-based; non-profit; and residents) are now engaged in exploring and fashioning together the economic development future for their communities.

In 2020, I (PI) received a 2.5 year grant from the Southern Rural Development Center to implement the CREATE BRIDGES (CB) program in New Mexico's northeastern seven rural county SET region. The CB program seeks to build local capacity to strengthen the CREATE businesses related to retail, accommodations, tourism, and entertainment in the region. The CB program is designed to raise awareness of the role the CREATE businesses play in the local economy, identify the challenges and barriers negatively impacting those businesses, and develop and implement community-supported strategies to strengthen the CREATE business in the region.

B. The *Sustaining Native American Communities* initiative includes projects I (PI) established, in collaboration tribal leadership, to sustain and strengthen Native American communities and families. Projects include-

1. The Zuni High School Entrepreneurship and Business Development Program prepares graduating high school students to start and manage a business. Over the past four years, I have collaborated with Zuni high school teachers to develop and deliver culturally appropriate business development curriculum resulting in the development of over 150 business plans. I am working with the Zuni Mainstreet Program and tribal officials to establish a business incubator and revolving loan fund to support the more promising student business ideas.
2. The Navajo Farmer and Rancher Congress (NFRC) is a grassroots organization that seeks to improve the profitability and sustainability of Navajo farming and ranching operations through education and training programs and resource acquisition activities. The Congress was established four years ago through a collaborative effort between the New Mexico Cooperative Extension Service (NM CES), the Dine' College Land Grant Office (DC LGO), and Dine' Inc., a non-profit organization. Congress-sponsored farmer/rancher workshops include natural resource and rangeland management best practices, and crop and livestock production, management, marketing and financing topics taught by NMSU CES and DC LGO agriculture

The NFRC sponsored technical assistance has been provided to over 200 Navajo ranchers, to-date, to complete conservation plans required to renew their grazing permits, without which they could not apply for USDA NRCS and FSA financial and technical assistance to improve ranching operations. The Congress has sponsored education and technical assistance activities promoting the establishment of family and school based gardens and the consumption of healthy food in Navajo communities.

3. The Native American Producer Success (NAPS) Project has received funding since 2012 USDA's OAO Outreach and Assistance for Socially Disadvantaged and Veteran Farmers and Ranchers (2501) Program to conduct a range of education, training and mentoring activities designed to (1) increase the number of profitable and sustainable of Navajo farmers and ranchers and (2) increase the Navajo people's access to healthy food. Between 2012 and 2020, the NAPS project held over 140 workshops, with over 4,500 Navajo farmers, ranchers, and gardeners attending. As a result of implementing the workshops' recommendations, agricultural specialists estimate the producers have increased their sales and revenues by 12-27% and local production and consumption of healthy food (fruits, vegetables, and meat) by 25-30%. NAPS is a collaborative effort between NMSU CES, Dine' College Land Grant Office (DC LGO) and Dine' Inc., a non-profit organization

C. The *Resiliency in New Mexico Agriculture* initiative is a collaborative effort between New Mexico Cooperative Extension Service (NM CES), New Mexico Department of Agriculture (NMDA) and New Mexico First to develop, through consultation with agriculture and food interests across the state, a strategic plan for a resilient and diversified agricultural system that exhibits both a strong and growing export-oriented commodity agriculture sector and a robust

system of small to medium-sized family farms and ranches to meet the growing consumer demand for locally produced food. I serve as NM CES' project team leader and liaison to the project's partners, industry and funders. The project includes six phases to be accomplished over a two-year period (2015-2017). Phase 1: Hold regional stakeholder meetings across the state to gather information and industry insights regarding current and future challenges and opportunities facing New Mexico's agriculture industry. Over 600 farmers, ranchers, and service providers participated in the regional meetings. Phase 2: Analysis of data from stakeholder and industry surveys, meetings & interviews and the development of a background report. Phase 3: Establish a taskforce of industry experts and drafting the strategic plan. Phase 4: Hold regional stakeholder meetings to elicit feedback on the strategic plan. Phase 5: Finalize and distribute the strategic plan. Phase 6: Implementation of the strategic plan (currently underway, beginning in 2009).

To date, NM CES has initiated the following activities to meet the goals the *Resiliency in New Mexico Agriculture* strategic plan:

1. New Mexico Farm and Ranch Resource Center (NMFRRRC) (<https://aces.nmsu.edu/nmfrrc/>):

The Center, housed in the Department of Agricultural Economics and Agricultural Business (AEAB) and Extension Economics, strengthens the College of Agricultural, Consumer and Environmental Sciences (ACES) research, education and extension/outreach capacity to promote the long term profitability and sustainability of New Mexico's agriculture and food system.

The Center maintains a web-site providing farmers and ranchers, regardless of their stage of operation- beginning, scaling-up/growing, or transitioning-out/transferring ownership, access to on-line resources for increasing the competitiveness and profitability of their operations. Links to guides, research reports, webinars, videos, and on-line short courses provide science based information on "best practices" related to production, marketing, management, food manufacturing/processing, labor use, food safety, and environmental protection. Federal and state programs and other resource providers are identified.

2. New Mexico Agriculture and Food Supply Chain Atlas (<https://nmfoodchainatlas.nmsu.edu/>):

The Atlas is an online map providing location and contact information for New Mexico businesses in the agriculture and food supply chain including aggregators, processors, warehouse and dry and cold storage facilities, transportation firms, farmer's markets and commercial kitchens. The Center supports the field-based education and training activities of CES specialists and county agents with farmers and ranchers, including workshops, conferences, short courses, field demonstrations, mentoring, and individualized technical assistance.

3. NM CES Agribusiness Accelerator Demonstration and Training Farm: The goals of the demonstration and training farm, a pilot project located in Las Vegas, NM, (1) to increase the supply, accessibility, and consumption of locally produced food, (2) to increase value-added agribusiness activity, and (3) to foster entrepreneurship, business development, and job creation. The farm will train "new" farmers in the planning, production, and sale of fresh vegetables and fruits in local and regional markets. Training will include workshops, field demonstrations, and mentoring in vegetable and fruit production, marketing and sales, and business and financial planning.

4. New Mexico Specialty Crop Enterprise Budget Project: There is growing interest and activity

across New Mexico in the production of fresh vegetables and fruits to meet growing demands for locally produced food. Market opportunities include roadside stands, farmers' markets, restaurants, schools, and local grocery stores. The goal of the project is to increase the number of small-scale producers of fresh vegetables and fruits by developing and making available to the public on-line guides and cost and return budgets for a selected crops- green chile, asparagus, carrots, spinach, kale, field tomatoes, table grapes, apples, strawberries, and blackberries. This is a pilot project. Guides and budgets for additional crops will be developed in the future.

The budgets are based on a half-acre operation. The cost and return numbers are based on industry averages. The interactive feature of the budgets however allows the producer to enter alternative production cost, yield, and market price data, more reflective of local production conditions and market opportunities. Users of the budgets will need to keep in mind that differing circumstances can cause production conditions and market opportunities to vary widely among producers. The crop guides and budgets are meant to be a learning tool to be used to better understand the resource requirements, and costs and returns for small scale production of the selected crops.

5. NM CES Land Link New Mexico Project: The goal of the project (online site) is to link agricultural landowners and existing farm and ranch operators with the next generation of farmers and ranchers and land stewards.

#### **Extension Publications, Presentations, Workshops**

##### Objectives

Disseminate research results and educational information to county agents, community and business leaders through CRED website, newsletters, extension publications, articles, presentations and workshops

##### RJA

Lynch, Heidi, Mark Uchanski, Michael Patrick and Christopher Wharton (2018) *"Small Farm Sustainability in the Southwest: Challenges, Opportunities, and Best Practices for Local Farming in Arizona and New Mexico,"* Food Studies: An Interdisciplinary Journal Volume 8, Issue 2

Uchanski, Mark, John Garlisch, J. Michael Patrick, Stephanie Walker, Christopher Brown and Drey Clark (2018) *"FOOD: A Multicomponent Local Food System Assessment Tool,"* Journal of Extension Vol 56 Number 7 December

##### Extension Publications-Revised

Patrick, J. Michael and Don Blayney (2018) *"Closing Retail Sales Gaps: Boosting the Economic Fortunes of Rural New Mexico Counties"* NMSU CES Circular 652

Patrick, J. Michael and Don Blayney (2018) *"Tools for Understanding Economic Change in Communities: Economic Base Analysis and Shift-Share Analysis"* NMSU CES Circular 643

##### Extension Publications

Patrick, J. Michael (2015) *"Local and Regional Food Systems"*, Stronger Economies Together (SET) Training Module, Southern Rural Development Center

<http://diarmaid.ext.msstate.edu/set/coaching-teams/curriculum>

Diemer, Joel, Terry Crawford and J. Michael Patrick (2014) *"Agriculture's Contribution to the New Mexico Economy"* NMSU CES Circular 675

Patrick, J. Michael and Anil Rupasingha (2010) *"Closing Retail Sales Gaps: Boosting the Economic Fortunes of Rural New Mexico Counties"*, NMSU CES Circular 652

Rupasingha, Anil and J. Michael Patrick (2010) *"Rural New Mexico Economic Conditions and Trends"*, NMSU CES Circular 643B

Rupasingha, Anil and J. Michael Patrick (2009) *"Tools for Understanding Economic Change in Communities: Economic Base Analysis and Shift-Share Analysis"*, NMSU CES Circular 643A

Rupasingha, Anil and J. Michael Patrick (2008) *"Non-Farm Proprietors: New Opportunities for the New Mexico State Cooperative Extension Service"*, NMSU CES Guide Z-115

### **Extension Presentations**

#### **2020**

*"Producing for Profit and Record Keeping"* NAPS Workshop, Dine' College, Tsaile, AZ (February 7)

*"NM CBI Regional Steering Committee Orientation and Training"* NM CES Zoom Conference (September 15)

*"Job Creation and Income Growth Opportunities in Northwest New Mexico Using 2014 Data"* NM CES Zoom Conference (September 17)

*"New Steps & Closing Remarks"*, New Mexico Community Prosperity Virtual Summit, NM CES Zoom Conference (October 20)

*"NM CBI Mora County Forum"* NM CES Zoom Conference (December 10)

*"Job Creation and Income Growth Opportunities in Northwest New Mexico Using 2018 Data"* NM CES Zoom Conference (December 2020)

*"NM CBI Union-Colfax-Harding County Forum"* NM CES Zoom Conference (December 10)

*"NM CBI San Miguel-Quay- DeBaca County Forum"* NM CES Zoom Conference (December 15)

#### **2019**

*"NMSU Agribusiness Accelerator Project"* NM Legislature Conservation Committee, New Mexico Fifty-Four Legislature, Santa Fe, NM, (February 5)

*"Economic Development"*, NM CES Agent Community Development (CD) Training, NMSU CES, Albuquerque, NM, (March 5).

*"Can You Make Money in Agriculture?"* Planning for Profitable Farming & Ranching Workshop, Jacrilla Extension Office & Jacrilla Department of Agriculture, Chama, NM (March 12).

*"NM CES Support Activities for Beginning Farmers and Ranchers"* NM Legislature Economic and Rural Development Committee, NM Legislature, Las Cruces, NM, (July 1).

2018

*"Finalizing the Plan II"* Mid-Central Rural Corridor New Mexico SET Region Workshop, Bernalillo, NM (January 16)

*"Finalizing the Plan I"* Southeastern New Mexico SET Region Workshop, Portales, NM (January 31)

*"Finalizing the Plan II"* Southeastern New Mexico SET Region Workshop, Carlsbad, NM (February 28)

*"Community Economic Development Program"* Technologico de Costa Rica Workshop, NMSU CES, Las Cruces, NM (December 2)

2017

*"Connecting Community Capitals I"* East Central New Mexico SET Region Workshop, Santa Rosa, NM (January 5)

*"Community Economic Development"* NM EDGE Certified Public Manager Program, Santa Fe, NM (January 17)

*"Connecting Community Capitals II"* East Central New Mexico SET Region Workshop, Ft. Sumner, NM (January 31)

*"Finalizing the Plan I"* East Central New Mexico SET Region Workshop, Tucumcari, NM (February 15)

*"Finalizing the Plan II"* East Central New Mexico SET Region Workshop, Moriarty, NM (February 28)

*"SET Civic Engagement Forum"* Mid-Central Rural Corridor New Mexico SET Region Workshop, Albuquerque, NM (August 17)

*"SET Civic Engagement Forum"* Mid-Central Rural Corridor New Mexico SET Region Workshop, Jemez Pueblo, NM (August 19)

*"SET Overview & Exploration of Regional Data"* Mid-Central Rural Corridor New Mexico SET Region Workshop, Los Alamos, NM (September 14)

*"SET Civic Engagement Forum"* Southeastern New Mexico SET Region Workshop, Hobbs, NM (September 26)



*“SET Civic Engagement Forum”* Southeastern New Mexico SET Region Workshop, Portales, NM (September 27)

*“Evidence-Based Planning”* Mid-Central Rural Corridor New Mexico SET Region Workshop, Los Alamos, NM (October 11)

*“SET Overview & Exploration of Regional Data”* Southeastern New Mexico SET Region Workshop, Roswell, NM (October 19).

*“Evidence-Based Planning”* Southeastern New Mexico SET Region Workshop, Clovis, NM (November 8)

*“Connecting Community Capitals”* Mid-Central Rural Corridor New Mexico SET Region Workshop, Albuquerque, NM (November 9)

*“Connecting Community Capitals”* Southeastern New Mexico SET Region Workshop, Artesia, NM (December 7)

*“Planning for Profit: The Importance of Recordkeeping”* The New Mexico Sustainable Agriculture Conference: Enhancing Farmer Sustainability, Los Lunas, NM (December 13)

*“Finalizing the Plan I”* Mid-Central Rural Corridor New Mexico SET Region Workshop, Bernalillo, NM (December 14)

## 2016

*“Evidence-Based Planning”* Middle Rio Grande Economic Development Association SET Region Workshop, Los Lunas, NM (January 6)

*“Evidence-Based Planning”* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (January 11)

*“Connecting Community Capitals I”* Middle Rio Grande Economic Development Association SET Region Workshop, Servilleta National Wildlife Refuge Visitor Center, NM (February 3)

*“Connecting Community Capitals I”* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (February 8)

*“Connecting Community Capitals II”* Northern New Mexico Pueblos Economic Development SET Region Workshop, Tesuque, NM (February 11)

*“Connecting Community Capitals II”* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (March 7)

*“Finalizing the Plan I”* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (April 4)

*"Finalizing the Plan I"* Middle Rio Grande Economic Development Association SET Region Workshop, Ruidoso, NM (April 6)

*"Connecting Community Capitals II"* Northern New Mexico Pueblos Economic Development SET Region Workshop, San Ildefonso, NM (April 14)

*"Finalizing the Plan II"* Middle Rio Grande Economic Development Association SET Region Workshop, Ruidoso, NM (May 11)

*"Finalizing the Plan I"* Northern New Mexico Pueblos Economic Development SET Region Workshop, Santa Fe, NM (May 12)

*"Finalizing the Plan II"* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (June 6)

*"Finalizing the Plan II"* Northern New Mexico Pueblos Economic Development SET Region Workshop, San Ildefonso, NM (July 28)

*"SET Civic Engagement Forum"* East Central New Mexico SET Region Workshop, Santa Rosa, NM (October 6)

*"SET Overview & Exploration of Regional Data"* East Central New Mexico SET Region Workshop, Tucumcari, NM (November 21)

*"Overview & Exploration of Regional Data"* Middle Rio Grande Economic Development Association SET Region Workshop, Truth or Consequences, NM (December 2).

*"Evidence-Based Planning"* East Central New Mexico SET Region Workshop, Tucumcari, NM (December 13)

## 2015

*"Discovering Regional Assets and Barriers"* Trail of the Ancients SET Region Workshop, Shiprock, NM (January 13)

*"Discovering Regional Assets and Barriers"* Trail of the Ancients SET Region Workshop, Zuni, NM (January 14)

*"Discovering Regional Assets and Barriers"* Trail of the Ancients SET Region Workshop, Grants, NM (January 15).

*"The Cost of Doing Business and the Economics of One Unit of Sale"*, Zuni HS Entrepreneurship Program, Zuni, NM (January 19-20)

*"Financial Statements - Income Statements, Cash Flow and the Balance Sheet"*, Zuni HS Entrepreneurship Program, Zuni, NM (January 21-23)

*"Shaping the Economic Future of the Village of Questa, NM"* Village of Questa, NM (January 28).

*“Cooperatives- An Economic Development Tool”* Guadalupe County Collaborative Partnership for Energy and Natural Resources Workshop (February 9).

*“The Business Plan: Purpose and Elements – Session One”* Zuni HS Entrepreneurship Program, Zuni, NM. (February 16-20)

*“Planning for Success – Session One”* Trail of the Ancients SET Region Workshop, Shiprock, NM (February 24)

*“Planning for Success – Session One”* Trail of the Ancients SET Region Workshop, Zuni, NM (February 25)

*“Planning for Success – Session One”* Trail of the Ancients SET Region Workshop, Grants, NM (February 26)

*“Producing for Profit and Record Keeping”* Small Farm Conference (March 7), Albuquerque, NM.

*“The Business Plan: Purpose and Elements – Session Two”* Zuni HS Entrepreneurship Program, Zuni, NM. (March 16-20)

*“USDA AMS Farmers Market & Local Food Promotion Program - Grant Writing Workshop”* Albuquerque, NM (March 24)

*“USDA AMS Farmers Market & Local Food Promotion Program - Grant Writing Workshop”* Las Cruces, NM (March 25)

*“Planning for Success – Session Two”* Trail of the Ancients SET Region Workshop, Grant, NM (March 30).

*“Planning for Success – Session Two”* Trail of the Ancients SET Region Workshop, Zuni, NM (March 31).

*“Economic Development through Business Attraction”* Cibola Communities Economic Development Board of Directors Meeting (March 31)

*“Planning for Success – Session Two”* Trail of the Ancients SET Region Workshop, Shiprock, NM (April 1)

*“Measuring for Success”* Trail of the Ancients SET Region Workshop, Gallup, NM (April 2)

*“USDA AMS Farmers Market & Local Food Promotion Program – Grant Writing Workshop”* Farmington, NM (April 10)

*“USDA AMS Farmers Market & Local Food Promotion Program – Grant Writing Workshop”* Roswell, NM (April 21).

*“Writing Your Business Plan”* (April 24 & 25), Zuni HS Entrepreneurship Program, Zuni, NM.

*“Capitalizing on Local and Regional Food Resources in Your Region”* (April 27 & 28) SET 2015 Multi-State Conference, Oklahoma City, OK.

*“Community Economic Development: Practices, Tools and Resources”* New Mexico Certified County Commissioner Training Program, NM EDGE (September 14), Albuquerque, NM

*“SET Civic Engagement Forum”* Northern New Mexico Pueblos (Picuris Pueblo) SET Region Workshop, Picuris, NM (October 20).

*“SET Civic Engagement Forum”* Northern New Mexico Pueblos (San Ildefonso Pueblo) SET Region Workshop, San Ildefonso, NM (October 22).

*“SET Civic Engagement Forum”* South Central Mountain Economic Development Association SET Region Workshop, Ruidoso, NM (October 26).

*“SET Civic Engagement Forum”* Middle Rio Grande Economic Development Association SET Region Workshop, Socorro, NM (October 27).

*“SET Civic Engagement Forum”* Northern New Mexico Pueblos (Tesuque Pueblo) SET Region Workshop, Tesuque, NM (October 28).

*“SET Overview & Exploration of Regional Data”* Middle Rio Grande Economic Development Association SET Region Workshop, Truth or Consequences, NM (December 2).

*“SET Overview & Exploration of Regional Data”* South Central Mountain Economic Development Association SET Region workshop, Ruidoso, NM (December 14).

*“SET Civic Engagement Forum Recap”* Northern New Mexico Pueblos (joint session - Picuris Pueblo, San Ildefonso Pueblo and Tesuque Pueblo) SET Region Workshop, Santa Fe, NM (December 16).

#### 2014

*“What is Community Economic Development”* NMSU CES Annual In-Service Training, Las Cruces, NM (January 6-8)

*“Entrepreneurship, Business Opportunity and Strategy”* Zuni High School Entrepreneurship Program, Zuni, NM. (January 13-17)

*“What is the Stronger Economies Together (SET) Program About”* Gallup Chamber of Commerce, Gallup, NM. (January 22)

*“What is the Stronger Economies Together (SET) Program About”* Zuni MainStreet Project, Zuni, NM. (January 22)

*"Opportunities to Promote Institutional Food Procurement in New Mexico"* Farm to Table and Thornburg Foundation, Santa Fe, NM (January 28)

*"The Cost of Doing Business & The Economics of One Unit of Sale"* Zuni High School Entrepreneurship Program, Zuni, NM. (February 10-13)

*"What is the Stronger Economies Together (SET) Program About"* Dine' College, Shiprock, NM (February 25)

*"What is the Stronger Economies Together (SET) Program About"* UNM-Zuni Campus, Zuni, NM. (February 26)

*"What is the Stronger Economies Together (SET) Program About"* NMSU-Grants Campus, Grants, NM. (February 26)

*"The SET Curriculum: Review and Application"* Dine' College, Shiprock, NM. (March 4)

*"The SET Curriculum: Review and Application"* UNM-Zuni Campus, Zuni, NM (March 5)

*"The SET Curriculum: Review and Application"* NMSU-Grants Campus, Grants, NM. March 5)

*"Financial Statements: Income Statement, Cash Flow Statement, Balance Sheet"* Zuni High School Entrepreneurship Program, Zuni, NM. (March 10-13, 2014)

*"Elements of a Business Plan"* Zuni High School Entrepreneurship Program, Zuni, NM. (March 17-20)

*"Community Gardens: A Tool for Achieving Community Economic Development"* Sheep Springs Farm Board, Sheep Springs, NM. (March 27)

*"Profiling Your Region"* SET Workshop, Dine' College, Shiprock, NM (April 29),

*"Profiling Your Region"* SET Workshop, UNM-Zuni Campus, Zuni, NM (April 30)

*"Profiling Your Region"* SET Workshop, NMSU-Grants Campus, Grants, NM (May 1)

*"Building a Strong Regional Team I"* SET Workshop, Dine' College, Shiprock, NM (May 28)

*"Building a Strong Regional Team I"* SET Workshop, UNM-Zuni Campus, Zuni, NM (May 29)

*"Building a Strong Regional Team I"* SET Workshop, NMSU-Grants Campus, Grants, NM (May 29)

*"Building a Strong Regional Team II, SET Workshop, Navajo Technical University, Crownpoint, NM (June 26)*

*“Introducing Entrepreneurship Training into the High School Curriculum: The Youth Entrepreneurship Summer (YES) Camp”* Silver City Consolidated School District, Silver City, NM (July 9)

*“Focusing on Regional Competitive Advantage”* SET Workshop, Dine’ College, Shiprock, NM (July 22)

*“Focusing on Regional Competitive Advantage”* SET Workshop, UNM-Zuni Campus, Zuni, NM (July 30)

*“Focusing on Regional Competitive Advantage”* SET Workshop, NMSU-Grants Campus, Grants, NM (July 31)

*“Regional and Local Food Systems – The Importance of Addressing Our Food Systems in Today’s Society”* Luna County Healthy Kids, Healthy Communities Council Deming, NM (August 18)

*“Exploring Strategies for Enhancing the Regional Economy I”* SET Workshop, Dine’ College, Shiprock, NM (August 19)

*“Exploring Strategies for Enhancing the Regional Economy I”* SET Workshop, UNM-Zuni Campus, Zuni, NM (August 20)

*“Exploring Strategies for Enhancing the Regional Economy I”* SET Workshop, NMSU-Grants Campus, Grants, NM (August 21)

*“Community Economic Development – Practice, Tools and Resources”* The New Mexico County Commissioners Designation Program, NM EDGE, Albuquerque, NM (September 11)

*“Exploring Strategies for Enhancing the Regional Economy II”* SET Workshop, Shiprock Chapter House, Shiprock, NM (September 24)

*“Navajo Farmer and Rancher Assessment Exploratory Project Update”* Extension Risk Management Education Western Region Annual Meeting, Albuquerque, NM (October 14)

*“Producing for Profit and Recordkeeping”* Farm to School Project, Shiprock, NM (October 16)

*“Developing Your Vision and Goals I”* SET Workshop, Dine’ College, Shiprock, NM (October 21)

*“Developing Your Vision and Goals I”* SET Workshop, UNM-Zuni Campus, Zuni, NM (October 22)

*“Developing Your Vision and Goals I”* SET Workshop, NMSU-Grants Campus, Grants, NM (October 23)

*“Developing Your Vision and Goals II”* SET Workshop, Dine’ College, Shiprock, NM (November 18)

*“Developing Your Vision and Goals II”* SET Workshop, UNM-Zuni Campus, Zuni, NM (November 19)

*"Developing Your Vision and Goals II"* SET Workshop, NMSU-Grants Campus, Grants, NM (November 20)

*"Developing Your Vision and Goals III"* SET Workshop, UNM-Gallup Campus, Gallup, NM (December 17)

### 2013

*"Connecting Local Growers with the Albuquerque Metropolitan Market"* State of Local Food, Mid-Rio Grande Council of Governments, Albuquerque, NM, (November 13)

*"Native American Producer Success Project"* Regional Projects Review Meeting, Christian Foundation, Flagstaff, AZ (October 24)

*"Watershed Planning"*. Community Meeting/Workshop, Tsaille/Wheatfields Water Users Association, Tsaille, AZ, (September 26)

*"Stronger Economies Together Initiative"*. Quarterly Meeting, Trail of the Ancients Byway, Zuni, NM, (September 16)

*"Stronger Economies Together Initiative"* Annual Meeting, Regional 1 Tourism Coalition, Gallup, NM (September 11).

*"Developing a Business Plan"* Starting a Food Business Workshop, New Mexico Cooperative Extension Service, Deming, NM (August 16)

*"Developing a Business Plan"*. Starting a Food Business Workshop, New Mexico Cooperative Extension Service, Silver City, NM (August 15)

*"Developing a Business Plan"*. Starting a Food Business Workshop, New Mexico Cooperative Extension Service, Las Cruces, NM (June 18)

*"Developing a Business Plan"*. Starting a Food Business Workshop, New Mexico Cooperative Extension Service, Truth or Consequences, NM (June 5)

*"Developing a Business Plan"*. Starting a Food Business Workshop, New Mexico Cooperative Extension Service, Albuquerque, NM (May 7)

*"Developing By-laws, Organizational Chart and Strategic Planning"* Water Development Workshop, Tsaille/Wheatfields Water Users Association, Tsaille, AZ (March 2).

*"The Basics of Strategic Planning"* San Miguel County/Las Vegas Economic Development Leadership Council, Las Vegas, NM (February 19)

*"Roles and Responsibilities of Officers, Board Members and General Members"* Water Development Workshop, Tsaille/Wheatfields Water Users Association, Tsaille, AZ (January 26)

## 2012

"*Establishing a Farmers Market: Key Considerations*" Silver City Farmers' Market Association Workshop, Silver City, NM (February 15)

"*Guidelines for Conducting Agribusiness Project Feasibility Analysis*" Land Grant Office/Dine' College Workshop, Tsale, AZ (June 20)

"*The Business of Artisan Cheese*" Artisan Cheese Making Workshop, New Mexico Cooperative Extension Service, Socorro, NM (July 19)

"*SWOT Analysis & Market Research Basics*" NMSU-CES & Land Grant Office/Dine' College Workshop, Corona, NM, (August 13)

"*For Profit & Not-for-Profit Organizations: A Comparison*" Tsale/Wheatfields Water Users Association Workshop, Tsale, AZ (October 13)

"*Cooperatives - The Basics*" Dine' Inc. Workshop, Flagstaff, AZ, (October 24)

"*The Business of Artisan Cheese*" Artisan Cheese Making Workshop, New Mexico Cooperative Extension Service, Las Cruces, New Mexico (November 8)

"*Teaching Entrepreneurship to Young People*" Small Business Resources Workshop, Western Rural Development Center, Salt Lake City, Utah. (November 28)

## 2011

"*Your Regional Vision & Goals*" SET Workshop, Southwest New Mexico Economic Development Partnership, Glenwood, NM (January 12)

"*Exploring Regional Assets & Barriers*" SET Workshop, Southwest New Mexico Economic Development Partnership, Deming, NM (February 9)

"*Your Regional Vision & Goals*" SET Workshop, Northeast New Mexico Economic Development Organization, Raton, NM (February 23)

"*Examining Current Demographic Features of Your Region*" SET Workshop, Southwest New Mexico Economic Development Partnership, Silver City, NM (March 9)

"*Exploring Regional Assets & Barriers*" SET Workshop, Northeast New Mexico Economic Development Organization, Cimarron, NM (March 23)

"*The Region's Economic Foundation and Development Opportunities*" SET Workshop, Southwest New Mexico Economic Development Partnership, Lordsburg, NM (April 13)

"*Examining Current Demographic Features of Your Region*" SET Workshop, Southwest New Mexico Economic Development Partnership, Santa Rosa, NM (April 26)



*"Planning for Success"* SET Workshop, Southwest New Mexico Economic Development Partnership, Glenwood, NM (May 18)

*"The Region's Economic Foundation and Development Opportunities"* SET Workshop, Northeast New Mexico Economic Development Organization, Springer, NM (May 25)

*"Planning for Success"* SET Workshop, Northeast New Mexico Economic Development Organization, Mosquero, NM (June 29)

*"Promoting Business Development in New Mexico Rural Communities: Opportunities for the New Mexico Small Business Development Center and NMSU CES Extension Offices to Collaborate"* Annual New Mexico SBDC Directors Meeting, Belen, NM (June 30)

*"Measuring for Success"* SET Workshop, Southwest New Mexico Economic Development Partnership, Silver City, NM (July 6)

*"New Mexico State University Cooperative Extension's Community Economic Development Program"* Western Rural Development Center (WRDC) Community Development Extension Specialists Workshop, Logan, Utah (July 25-26)

*"Measuring for Success"* SET Workshop, Northeast New Mexico Economic Development Organization, Angel Fire, NM (August 28)

## 2010

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Las Cruces, NM (January 16)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Silver City, NM (January 23)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Silver City, NM (January 23)

*"Business Planning for Profitable Farming"* South Valley Economic Development Corporation Workshop, Albuquerque, NM (February 3)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Los Lunas, NM (February 6)

*"The Business of Artisan Cheese"* Artisan Cheese Making Workshop, New Mexico Cooperative Extension Service, Las Cruces, New Mexico (February 25)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Farmington, NM (March 20)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Clovis, NM (February 27)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Espanola, NM (March 13)

*"Producing for Profit"* Improving New Mexico Small Farm Sustainability through Farmers Market Project Workshop, Farmington, NM (March 20)

*"Community Economic Development – Practice, Tools and Resources"* The New Mexico County Commissioners Designation Program, NM EDGE, Albuquerque, NM (April 26-29)

*"Regional Development 101"* SET Workshop Southwest New Mexico Economic Development Partnership, Silver City, NM (November 17)

*"Regional Development 101"* SET Workshop Northeast New Mexico Economic Development Organization, Santa Fe, NM (December 2)

*"Building a Strong Regional Team"* SET Workshop Southwest New Mexico Economic Development Partnership, Rodeo, NM (December 8)

*"Building a Strong Regional Team"* SET Workshop Northeast New Mexico Economic Development Organization, Las Vegas, NM (January 26)

#### 2009

*"Funding Opportunities under the American Recovery and Reinvestment Act of 2009"* Grant County Extension Office Workshop, Silver City, NM (April 21)

*"New Mexico Farms in 2007: Selected Characteristics"* New Mexico Food and Agriculture Council Annual Meeting, Las Cruces, NM (September 29)

*"YES Camp Program and Youth Entrepreneurship Training Program"* Las Cruces Optimist Club, Las Cruces, NM (November 19)

#### 2008

*"NMSU CES Community Resource & Economic Development Program"* NMAC Midwinter Conference, Santa Fe, NM (January 15-16)

*"Elements of an Extension Community Economic Development Program"* NMSU Extension In-Service Training, Las Cruces, NM (April 7-11)

*"Youth Entrepreneurship"* NMSU Extension 4-H In-Service Training, Albuquerque, NM (February 25-28)

#### 2007

*"Connecting Farmers, Community and the Land"* New Mexico Small Farm Conference and Trade Show, Moriarty, NM (November 2-4)

*“NMSU CES Community Resource & Economic Development Program”* New Mexico Small Business Development Network Centers Directors Annual Meeting, Alamogordo, NM (November 14)

### ***Extension Facilitated Workshops***

#### **2020**

##### *Native American Producer Success Project*

- Schedule F (January 20) – Dine’ College
- Producing for Profit (February 7) – Dine’ College
- The Economics of Beef Production (February 7) – Dine’ College
- Livestock and Crop Market Alternatives (February 7) – Dine’ College
- Noninsured Disaster Assistance (NAP) Program (February 7) – Dine’ College
- Dine’ Bich’iyya Summit (February 27&28) – Dine’ College
- Soil and Irrigation (March 20) – Dine’ College
- New Mexico FSA Program Updates (June 3) – Webinar
- USDA Agroforestry Programs: Overview of Programs – Part 1 (June 23) – Webinar
- USDA Agroforestry Programs: Overview of Programs – Part 2 (June 25) – Webinar
- Natural Resource Conservation Service Programs (June 25) – Webinar
- Navajo Tribal Ranches Program (June 30) – Webinar
- Economics of Tribal Rangeland Management (July 14) – Webinar
- Conservation Planning – Part 1 (August 5) – Webinar
- Conservation Planning – Part 2 (August 12) – Webinar
- Conservation Planning – Part 3 (August 19) – Webinar
- Conservation Planning – Part 4 (August 26) – Webinar
- New Mexico Beef Council (October 27) - Webinar
- Equine Management (November 18) - Webinar
- Artificial Insemination (December 2) - Webinar
- Cattle Preg Check (December 3) - Webinar

#### **2019**

##### *Native American Producer Success Project*

- Seed Selection, Planting, and Harvesting (October 2) – Twin Lakes Senior Center
- Seed Selection, Planting, and Harvesting (October 8) – Mexican Springs Senior Center
- Fall Livestock Workshop and Field Day (October 25) – Shiprock Chapter House
- Sheep Management (November 20) – Nageezi Chapter House
- Sheep Management (November 20) – Manuelito Chapter House
- Winter Cattle Management (December 27) – Becenti Chapter House
- Beef Production and Markets (March 12) – Ramah Chapter House
- Marketing and Value Added (November 6) – Mexican Springs Senior Center
- Seed Selection, Planting, and Harvesting (November 8) – Newcomb High School
- Harvesting and Seed Selection (November 8) Newcomb Middle School
- Irrigation, Water Conservation, and Food Safety (November 14) Newcomb Middle School
- Marketing and Value Added (November 15) – Chooshgai Community School
- Marketing and Value Added (November 18) – Sanostee Day School
- Irrigation, Water Conservation, and Food Safety (November 21) Newcomb Middle School
- Planting the Seeds of Family Nutrition (November 21) – Newcomb High School

- Record Keeping (December 12) – Newcomb High School
- Planting the Seeds of Family Nutrition (December 18) – Navajo Technical University

## 2018

### *Navajo Ranchers Sustainability Project*

- Livestock Markets/Marketing Options (January 16) – Huerfano Chapter House
- Livestock Markets/Marketing Options (January 17) – Baahaali Chapter House
- Livestock Markets/Marketing Options (January 17) - Huerfano Chapter House
- Livestock Markets/Marketing Options (March 6) - Pindale Chapter House
- Ranchland Management and Conservation Planning (March 7-8) – Crownpoint Chapter House
- Conservation Planning and Wool Quality (April 12) – Manuelito Chapter House
- Rangeland Management and Beef Marketing (April 20) – Crownpoint Chapter House
- Herd Health Management (May 17) – Nageezi Chapter House
- Conservation Planning and Wool Quality (May 24) – Standing Rock Chapter House
- Strategic Farm and Ranch Planning (May 31) – Window Rock Chapter House
- Agriculture and Natural Resources Fair (June 5) – Chinle Chapter House
- Agriculture and Natural Resources Fair (June 6) – Ft. Defiance Chapter House
- Agriculture and Natural Resources Fair (June 7) – Shiprock Chapter House
- Ranchland Management, Herd Health Management, and Conservation Planning (June 27) – Manuelito Chapter House
- Ranchland Management, Herd Health, and Conservation Planning (June 28) – Becenti Chapter House
- Conservation Planning and Rangeland Management (July 19) – Crownpoint Chapter House
- Rangeland Management (July 20) – Ft. Defiance Chapter House
- Equine Management (July 30) - Crownpoint Chapter House
- Conservation Planning and Rangeland Management (August 15) – Pueblo Pintado Chapter House
- Conservation Planning, Herd Health Management, and Fencing (August 29) – Pinedale Chapter House
- Conservation Planning and Rangeland Management (August 15) – Pueblo Pintado Chapter House
- Conservation Planning, Herd Health Management, and Water Management (September 27) – White Rock Chapter House
- Conservation Planning, Herd Health Management, and Fencing (September 28) – Nageezi Chapter House

## 2017

### *Navajo Ranchers Sustainability Project*

- Rangeland Management and Monitoring (May 22) - Standing Rock Chapter House
- Rangeland Management and Monitoring (May 23) - Nahadishgish Chapter House
- Rangeland Management and Monitoring (May 24) - Crownpoint Chapter House
- Rangeland Management and Monitoring (May 25) – Standing Rock Chapter House
- Sheep Shearing (June 5) – Sheep Springs Chapter House
- Sheep Shearing (June 6) – Naschitti Chapter House

- Equine Management (July 20) – Twin Lakes Chapter House
- Equine Management (July 30) – Chichiltah Chapter House
- Agriculture and Natural Resources Fair (July 5) – Chinle Chapter House
- Agriculture and Natural Resources Fair (July 6) – Shiprock Chapter House
- Agriculture and Natural Resources Fair (July 7) – Crownpoint Chapter House
- Head Health Management (July 20) – Twin Lakes Chapter House
- Head Health Management (August 16) – Manuelito Chapter House)
- Head Health Management (August 24 – Whiterock Chapter House
- Head Health Management (August 29) – Crownpoint Chapter House
- Equine Management (August 30) – Chichiltah Chapter House
- Improving Wool Quality and Billy Goat Selection (September 18) – Crownpoint Chapter House
- Improving Wool Quality and Billy Goat Selection (September 19) – Huerfano Chapter House
- Livestock Recordkeeping (September 20) – Nahodishgish Chapter House
- Equine Management (October 19) – Shiprock Chapter House
- Head Health Management (October 20) – Ft. Defiance Chapter House
- Equine Management (October 25) – Klagetoh Chapter House
- Livestock Recordkeeping, Bull Selection, and Livestock Vaccinations (November 13) – Huerfano Chapter House
- Ranchland Management and Conservation Planning (November 21-22) – Tsaile Chapter House
- Livestock Markets/Marketing Options (November 2) – Whitehorse Lake Chapter House
- Livestock Markets/Marketing Options (November 29) – Nahodishgish Lake Chapter House
- Livestock Recordkeeping, Bull Selection, and Livestock Vaccinations (December 21-22) – Tsaile Chapter House

## 2016

### *Navajo Farmers and Ranchers Resource Conservation Planning and Management Project*

- Rangeland Management and Monitoring (April 20) – Manuelito Chapter House
- Rangeland Management and Monitoring (April 21) – Ojo Encino Chapter House
- Rangeland Management and Monitoring (May 9) – White Rock Chapter House
- Rangeland Management and Monitoring (May 10) – Huerfano Chapter House
- Rangeland Management and Monitoring (July 18) – Standing Rock Chapter House
- Rangeland Management and Monitoring (July 19) – Thoreau Chapter House
- Rangeland Management and Monitoring (July 20) – Nageezi Chapter House
- Rangeland Management and Monitoring (July 21) – Whitehorse Chapter House

## 2015

### *Navajo Farmers and Ranchers Resource Conservation Planning and Management Project*

- Rangeland Management and Monitoring (July 21-22) – Tsaile Chapter House

## **External Funding**

### Objectives

Secure funding to support county and regional CRED research, projects and activities.

#### 2020 [\$300,000]

PI, \$300,00 "CREATE BRIDGES: Celebrating Retail, Accommodations, Tourism, and Entertainment by Building Rural Innovations and Developing Growth Economies", Southern Rural Development Center, Mississippi State University, 2020

#### 2019 [\$49,685]

PI, \$19,907 "Native American Producer Success VI Project (NAPS VI)", Dine' Inc., Flagstaff, AZ, 2019 2019

PI, \$29,778 "Navajo Agriculture and Natural Resources Sustainability Project", Western Extension Risk Management Education Center, Washington State University, 2019

#### 2018 [\$80,700]

PI, \$10,700 "Navajos Cultivating Success Project", Navajo Transitional Energy Company Benefit Fund, Farmington, NM, 2018

PI, \$5,000 "Navajo Cultivating Success Project", Navajo Pride Benefit Fund, Farmington, NM, 2018

PI, \$65,000 "NMSU CES Farm and Ranch Resource Center", Thornburg Charitable Foundation, 2018

#### 2017 [\$111,687]

PI, \$47,880, "Navajo Rancher Sustainability Project", Western Extension Risk Management Education Center, Washington State University, 2017

PI, \$19,907 "Native American Producer Success V Project (NAPS V)", Dine' Inc., Flagstaff, AZ, 2017

CoPI, \$12,000 "Dine' College Sheep and Cattle Research and Outreach Program", Dine' College, 2017

PI, \$31,900 "Stronger Economies Together" (Mid-Central Rural Corridor New Mexico EDA and Southeastern New Mexico EDA) USDA RD/Mississippi State University, 2017

#### 2016 [\$271,945]

PI, \$113,138, "New Mexico Family Farm Project", Thornburg Charitable Foundation, 2016

PI, \$50,000, "Resilience in New Mexico Agriculture Project", Kellogg Foundation, 2016

PI, \$62,500, "Resilience in New Mexico Agriculture Project", Thornburg Charitable Foundation, 2016

PI, \$26,400, "Stronger Economies Together" (East Central New Mexico EDA), USDA RD/Mississippi State University, 2016

PI, \$19,907 "Native American Producer Success IV Project (NAPS IV)", Dine' Inc., Flagstaff, AZ, 2016

2015 [\$290,284]

PI, \$50,000, "Resilience in New Mexico Agriculture Project", Kellogg Foundation, 2015

PI, \$37,500, "Resilience in New Mexico Agriculture Project", Thornburg Charitable Foundation, 2015

PI, \$54,699, "Navajo Farmer and Rancher Market Connect Project" USDA RD, 2015

PI, \$42,535, "Navajo Farmers and Ranchers Resource Conservation Planning and Management Training (NFR-RCMT) Project", Western Extension Risk Management Education Center, Washington State University, 2015

PI, \$21,350, "Native American Producer Success (NAPS) III Project", Dine' Inc, 2015

PI, \$79,200, "Stronger Economies Together" (Northern New Mexico Pueblos EDA, South Central Mountain EDA, Middle Rio Grande EDA), USDA RD/Mississippi State University, 2015

PI, \$5,000, "Farmers Market and Local Food Promotion Program Grant Writing Workshop", USDA AMS/Pennsylvania State University, 2015

2014 [\$199,136]

Co-PI, \$13,286, "Food System Sustainability in the Southwest: Developing a Strategy to Enhance Resilience, Livelihoods, and Food Security across New Mexico and Arizona", USDA AMS/Arizona State University, 2014

PI, \$13,397, "Navajo Farm to School Project", Western Extension Risk Management Education Center, Washington State University, 2014

PI, \$44,503, "New Mexico Institutional Food Procurement Project", Thornburg Charitable Foundation, 2014

PI, \$2,867, 'Gila Region Food Hub Feasibility Study", National Center for Frontier Communities, 2014

PI, \$6,000, "Sheep Springs Community Garden Project", Northwest New Mexico Council of Government, 2014

PI, \$21,850, "Native American Producer Success (NAPS II)", Dine Inc., 2014

PI, \$4,236, "Zuni High School Entrepreneurship and Business Development Portfolio Project", Zuni Public School District, 2014

PI, \$26,794, "Navajo Farm to School Project", Western Extension Center for Risk Management Education, Washington State University, 2014

PI, \$2,000, "Navajo Farmer and Rancher Resource Assessment Exploratory Project", Extension Risk Management Education Center, Washington State University, 2014

PI, \$44,503, "New Mexico Institutional Food Procurement Project", Thornburg Charitable Foundation, Sponsoring Organization, 2014

PI, \$19,700, "Stronger Economies Together" (Northwest New Mexico Trail of the Ancients Regional Network), USDA RD/Mississippi State University, 2014

2013 [\$5,017]

PI, \$5,017, "Zuni High School Entrepreneurship and Business Development Portfolio Project", Zuni Public School District, 2013

2012 [\$91,521]

PI, \$53,519, "Native American Producer Success (NAPS I)", Dine' Inc., 2012

PI, \$4,352, "Zuni High School Entrepreneurship and Business Development Portfolio Project", Zuni Public School District, 2012

PI, \$33,650, "Hidalgo County Food Security Feasibility Study", Hidalgo County Medical Services, 2012

2011 [\$598,371]

Co-PI, \$310,252, "Zuni Federally-Recognized Tribes Extension Program" USDA/NIFA/FRTEP, 2011

Co-PI, \$263,478, "Jicarilla Federally-Recognized Tribes Extension Program" USDA/NIFA/FRTEP, 2011

PI, \$8,500, "Zuni Youth Agriculture Enterprises: Planning for Success" Western Center for Risk Management Education, Washington State University, 2011

PI, \$16,141, "The Feasibility of Establishing a Regional Wholesale/Retail Produce Market Facility in Central NM", NMDA, 2011

2010 [\$33,000]

PI, \$16,500, "Stronger Economies Together" (Northeast Economic Development Organization-New Mexico), USDA RD/Mississippi State University, 2010

PI, \$16,500, "Stronger Economies Together" (Southwest New Mexico Economic Development Partnership)", USDA/Mississippi State University, 2010



2009 [\$10,000]

PI, \$10,000, "Revitalizing Traditional Zuni Agriculture II" Rural Education Division, New Mexico Public Education Department, 2009

2008 [\$44,641] + [\$16,056,596]

PI, \$11,000, "Revitalizing Traditional Zuni Agriculture I" Rural Education Division, New Mexico Public Education Department, 2008

PI, \$33,641, "Improving New Mexico Small Farm Sustainability through Farmers Markets" Extension Risk Management Education Center, Washington State University, 2008

Co-PI, \$16,056,596 "New Mexico State University's Afghanistan Water, Agriculture and Technology Transfer Program (AWATT)", US Agency for International Development (USAID), 2008

**Teaching** (Doctorate of Economic Development Program)

AEEC 520 – International Trade

AEEC 528 – International Development

ECDV 668 – Economic Development Finance

ECDV 682 – Rural Development

ECDV 692 – Entrepreneurship and Economic Development

**Academic Committees**

Chair, AEAB Department Faculty Search Committee (Economic Development position)

Member, AEAB Department Faculty Search Committee (2 Agribusiness positions)

Member, Joint-College (ACES & COB) Doctorate in Economic Development Curriculum Committee

Member, Joint-College (ACES & COB) Doctorate in Economic Development Admission Committee

Member, Extension Family Resource Management Specialist Search Committee

**Special Awards**

Western Rural Development Center Fellow, 2013

Distinguished Extension Award, New Mexico Cooperative Extension Service, 2012

**EXPERIENCE | PRE-NEW MEXICO**

**Texas A&M International University (8/93 – 5/07)**

**1. 1/05 – 5/07**

Texas A&M University System **Regents Professor**

**2. 6/06- 5/07**

**Director**, Small Business Development Center (SBDC). The SBDC serves a 3 county urban/rural area comprised predominantly of small family-based businesses.

**3. 6/03 - 6/04**

**Interim Dean**, College of Business Administration; responsible for three departments, Department of Accounting, Economics and Finance, Department of Management, Marketing, and International Business, Department of Management Information Systems; undergraduate, MBA, and Ph.D. programs; 32 faculty members.

**4. 9/99 – 5/07**

**Director**, Texas Center for Border Economic and Enterprise Development (Texas Center). The Texas Center works with the University of Texas-El Paso and Texas A&M International University to promote economic development along the Texas-Mexico border through partnerships and joint initiatives with the public and private sector.

**5. 8/93 – 5/07**

**Professor of Economics**, Department of Accounting, Economics and Finance, College of Business Administration and Graduate School of International Trade and Business Administration Texas A&M International University. Courses taught include graduate and undergraduate courses in economics, economic development, international trade, and entrepreneurship

**6. 1/01 – 12/09**

**Editor**, *Journal of Borderlands Studies (JBS)*. The JBS is a publication of the Association of Borderlands Studies. The JBS is peer reviewed and published semi-annually. The JBS has distinguished itself as a leading forum for borderlands research, widely consulted by educators, practitioners, and researchers.

**7. 6/97 – 5/07**

**Founder and Director**, Youth Entrepreneurship Summer (YES) Camp. The program is designed to give area high school students the opportunity to explore their entrepreneurial talents, as well as increase their understanding of the role that free enterprise plays in achieving economic growth, community renewal, and individual success.

**8. 6/04 – 5/07, 7/98 - 2/01**

**Editor**, *International Trade Journal*. The *ITJ*, a leading journal in the field of international trade published quarterly by Taylor & Francis.

**9. 7/98 - 2/00**

**Director**, Center for the Study of Western Hemispheric Trade (CSWHT). Responsible for developing and managing a portfolio of activities including faculty research, faculty exchange, and community awareness (conferences, seminars, distinguished speakers, etc) on Western Hemispheric trade and development issues. The editorship of the *International Trade Journal* is housed in the CSWHT.

**10. 9/95 - 9/99**

**Chair**, Department of Economics and Finance; responsible for two BBA degree programs (Economics and Finance), one MBA degree program (International Banking), and ten faculty members.

#### 11. 8/93 - 8/95

**Director**, Institute for International Trade (IIT). The Institute functions as the research arm of the Graduate School of International Trade and Business Administration. In accordance with the University's mission, the IIT focuses its activities on global business, economic and trade issues that impact the state of Texas, particularly the U.S.-Mexico border region. The Institute for International Trade (IIT) was merged into the CSWHT in 1996.

#### University of Texas-Pan American (1/86 – 7/93)

1. **Associate Professor of Economics**, Department of Accounting & Economics, School of Business Administration, University of Texas - Pan American. Courses taught include graduate and undergraduate classes in economics, economic development, international trade, and small business development.
2. **Co-Founder and Director**, Center for Entrepreneurship and Economic Development (CEED). The Center for Entrepreneurship and Economic Development serves as a catalyst for economic growth, income and jobs in South Texas. As Director, I was responsible for developing and implementing all CEED programs including the operations of the National Rural Development and Finance Corporation's loan program, outreach programs to identify and assist new entrepreneurs, economic development research projects, programs for local governments and municipal officials and staff personnel, information dissemination programs, and all non-credit seminars, workshops and courses related to seminars, workshops and courses related to economic development and entrepreneurship.
3. **Director**, Small Business Development Center (SBDC). The Small Business Development Center (SBDC) funded by the Small Business Administration, promotes and supports the region's small business community by providing assistance to owners and managers in dealing with financial, marketing, production, organization, engineering, technical, and other problems. Assistance is also provided to small business operators in developing feasibility studies, business plans, cash flows and financial statements.
4. **Director**, Texas Center for Border Economic and Enterprise Development (TCBEED). The Texas Center for Border Economic and Enterprise Development (TCBEED) works with the University of Texas-El Paso and Texas A&M International University to promote economic development along the Texas-Mexico border through partnerships and joint initiative with the public and private sector. The TCBEED established and spun-off to the department of political science the Center for Local Government Assistance.

#### Texas A&M Agricultural Extension Service (11/81 – 12/85)

1. **Economist/Community Development Specialist**, Texas Agricultural Extension Service, Texas A&M University, responsible for education, research and program development activities to stimulate and support economic and community development in South Texas, including:
  - a. Research to evaluate alternative economic development strategies for South Texas communities.

- b. Design of projects to contend with the high rates of unemployment and poverty along the U.S.- Mexico border.
- c. Design and management of programs to assist communities to cope with quality of life issues related to their changing (declining and increasing) populations.
- d. Programs to assist businessmen, chambers of commerce and local economy.

**United States Agency for International Development (9/80 – 10/81)**

1. **Agricultural Economist**, USAID/Panama, responsible for:
  - a. Design and management of the Mission's \$12.9 million Employment Planning and Generation Project. The project's goal is to increase employment, productivity and income levels in Panama by strengthening the Government of Panama's capability to analyze, develop, and evaluate employment policies and evaluate employment policies and programs, and by stimulating private investment in employment generating activities.
  - b. Develop the Mission's strategy for identifying and developing employment generation projects over the next several years.
  - c. Provide general economic analysis support for the development of Mission policies and projects. In the agricultural sector, I was responsible for
    1. studies and economic analysis related to Panama's production, distribution, and consumption of food, fiber, and other agricultural products.
    2. forecasting trends in production and consumption levels and the effects on agriculture of proposed policies, legislation, and programs.
    3. carrying-out analyses and preparing documentation for future projects in the agriculture sector.

**2. 1/80 - 9/80**

**Consultant**, USAID/Panama, responsible for:

- a. organization of plan of work and initiation of studies that lead to the USAID/Panama - Government of Panama Employment Planning and Generation Project.
- b. economic analysis for the Missions' integrated rural development project

**University of Georgia Cooperative Extension Service (8/77 – 6/80)**

1. **Coordinator**, Community Development and **Assistant Professor**, Agricultural Economics, Rural Development Center for University of Georgia, responsible for research and program development activities to meet the needs (e.g. employment, housing, health services, transportation, community facilities) of rural communities in Georgia. A sample of my activities include:
  - a. research to determine: the feasibility of establishing light industries in several rural communities; the feasibility of a multi-country rural transportation systems; the feasibility of establishing contractual arrangements between small businesses and military complex for the provision of various goods and services.

- b. establishment of training and demonstration farms (feeder pigs and Christmas trees) for small farms as a means for transferring technical knowledge and improving management and production skills.
- c. design of a pilot project, funded by the National Science Foundation, to develop stable organizational structures and processes that could provide timely and understandable scientific and technical assistance to rural communities. The focus of the project was on citizens and citizen groups that normally lack access to scientific information including members of minority groups, the poor, and those with little formal education.
- d. development of training programs for county extension small farm program assistants (para-professionals).
- e. organization of a multi-state Conference of Citizen Participation and Rural Development.
- f. manager for the Cooperative Extension Services Federal Assistance Program Retrieval System (FAPRS).

In carrying out these activities and others, I worked closely with county extension agents, district and state extension specialists, state and county officials, regional development authorities, federal officials and private citizens and citizen organizations.

While with the Georgia Cooperative Extension Service, I also served as a consultant to research and training projects in Latin America sponsored by the University of Georgia and South-East Consortium for International Development. I was the principal investigator in a research effort with the Inter-American Development Bank in selected Latin American countries (Colombia, Costa Rica, Guatemala, Honduras) to determine the appropriateness of agro-mechanical technologies presently in use for improving the productivity and overall welfare of small scale producers in the region.

### **Michigan State University (3/73 – 8/77)**

#### **1. 3/73 - 8/77**

**Graduate Assistant**, Department of Agriculture Economics, Michigan State University. While completing my graduate program for a Ph.D. in Agricultural Economics at Michigan State University, I had professional experience in both research and teaching, including:

- a. Research: I was the principal investigator in a joint university (Michigan State) Federal government (ERS, USDA) effort to analyze current transportation adjustment problems and opportunities in rural Michigan, as an aid to public and private policy-makers and planners. My specific responsibilities included identification and analysis of forces and circumstances contributing to the decline of rail service in rural Michigan; evaluation of alternatives policies and programs that local and/or state governments could implement to improve the quality and profitability of rail service in rural Michigan; and analysis of alternative actions individual firms and groups of firms might undertake to improve the reliability of available rail transportation services in rural Michigan.
- b. Teaching: I taught an undergraduate course - Introduction to Community Economics. The course focused on the identification and analysis of problems faced by public decision makers in managing public revenues and services and governing private resource use. My

responsibilities included development of course materials, class instruction, and evaluation of student performance. I also served as a teaching assistant for a graduate course in Public Program Analysis. The course focused on the application of benefit cost analysis to public programs of resource development. My responsibilities included grading and holding help sessions for students.

### **Southern Illinois University, Carbondale (3/70 – 1/73)**

**1. 6/71-1/73**

**Director**, Mobilization of Volunteer Effort (Move), Office of Student Activities, Southern Illinois University Carbondale. As Director of the program, I worked with thirty different social service agencies and programs in six Southern Illinois communities, placing student volunteers (over 200) in areas of housing, health care, tutoring, the elderly, legal aid, day care, family planning, recreation, handicapped children, and economic development. I also was responsible for coordinating and directing the activities of five staff members in program development, volunteer recruitment, training, and field support.

**2. 3/70 - 6/71**

**Graduate Assistant**, Department of Community Development, Southern Illinois University, Carbondale, IL. While completing my graduate program for an M.S. in Community Development at Southern Illinois, I had professional experience in both research and extension, including:

- a. **Research:** My research sought to identify factors responsible for the large persistent population of low income households in southern Illinois. Direct interviews with low income households served as the primary source of information. Computer analysis of secondary data was used to supplement primary data. Based on the research results selective programs and policies were analyzed for their impact on improving the well being of low income residents.
- b. **Extension:** I became directly involved in a number of extension-outreach activities aimed at implementing many of the program ideas coming from my research.

### **Illinois Migrant Council (7/70 – 3/73)**

- 1. Consultant**, Illinois Migrant Council, Cobden, Illinois. I held a number of positions with the Illinois Migrant Council, including membership on the State Board of Directors, Secretary, Delta Regional Migrant Council, and membership on the Southern Illinois Economic Development Board. My work with the Illinois Migrant Council involved the development and evaluation of a number of economic development activities (a vegetable coop, a feeder-pig coop, a housing construction corporation) designed to improve employment opportunities for low income residents in southern Illinois. I also was involved in the development of social service programs to meet various needs—housing, health care, etc.

## **United States Peace Corps (7/67 – 10/69)**

- 1. Peace Corps Volunteer, Brazil.** I served as a Peace Corps Volunteer in rural development project in Bahia, Brazil. I worked with a number of small vegetable farms to improve their production and marketing practices. I also worked with local fishermen in establishing a fishing coop. I helped organize literacy, health, and garden projects. I worked closely with leaders to reorganize and rejuvenate a community association representing many of the interests of the poorer residents in the community and surrounding areas. I assisted association leaders in writing a project proposal for a grant from the regional Alliance for Progress office for the construction of a school/community center. I worked closely with the community association leaders in administering the grant. While in Brazil, I served as member of a six-person team that planned, organized and administered a six-week in-country (Brazil) training program for twenty new Peace Corps volunteers. The training program included community development theory, and historical aspects of northeast Brazil.

### **SPECIAL AWARDS**

Distinguished Extension Award  
New Mexico Cooperative Extension Service, 2012

Zaffirini Leadership and Scholarship Award, 2006  
Texas A&M International University

Regents Professor, 2005  
Texas A&M University System

Sam Walton Fellow, 2004  
Texas A&M International University

USDA-HSI Fellow, 2003  
Texas A&M International University

Outstanding Faculty Award - Research/Scholarship, 1992  
The University of Texas - Pan American

President's Excellence Award - 1989  
The University of Texas - Pan American

Outstanding Faculty Award Service, 1988  
The University of Texas - Pan American

### **LANGUAGES**

Spanish (working knowledge)  
Portuguese (working knowledge)

### **PROFESSIONAL ORGANIZATIONS**

Academy of International Business – Southwest U.S.  
American Association of Agricultural Economics  
Association of Borderlands Scholars  
Business Association of Latin American Studies  
International Trade and Finance Association  
Rio Bravo Association  
Small Business Institute Directors Association  
Southwest Council of Latin American Studies  
Southwestern Society of Economists  
Western Social Science Association

### **JOURNAL EDITOR**

Journal of Borderlands Studies (past)  
International Trade Journal (past)

### **BOARD MEMBERSHIP**

Board of Directors, New Mexico Rural Development Response Council  
President, Laredo Development Foundation  
Board of Directors, Laredo Development Foundation  
Board of Directors, Laredo Manufacturers Association  
Board of Directors, Association of Borderlands Scholars  
Board of Directors, Zapata County Chamber of Commerce  
Board of Directors, Co-Chair, Education Committee, Junior Achievement of Laredo

### **PUBLICATIONS, PRESENTATIONS, REPORTS, PUBLIC TESTIMONY**

#### **Extension Publications**

2006 – Strong Year for the Laredo Economy, Vision 2006: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2007

Is the Port of Laredo Ready? Vision 2006: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2007

Laredo's Economy Posts Steady Growth in 2005. Vision 2005: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2006

Laredo: National Leader in Job Growth. Vision 2005: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2006

Neighborly Ties: Laredo's Business Cycle Mirrors the Mexican Economy but Diversification is Underway. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, September/October 2005

Bullish Outlook: Steady Growth Patterns and Strong Economic Development Bode Well for Laredo's Future. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, July/August 2005



Raising the Bar: U.S. Mexico Trade Rebounded in 2004. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, May/June 2005

Laredo's Economy Shows Strong Growth in 2004. Vision 2005: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, February 2005

Laredo's Leads State in Job Growth. Vision 2005: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, February 2005

Steady Trends: A Wavering National Economy, Shifting Trade Patterns, Still Construction and Employment Trends Reflect Strength and Stability at the Local Front. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, October 2004

Laredo's Economy: Regaining Momentum. Vision 2004: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2004

U.S. Visit: A Preliminary Economic Impact Assessment on Border Metropolitan Communities. Vision 2004: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2004

Against the Odds: Laredo's Economy Continues to Grow. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, August/September 2003

Laredo's Economy: Growth Continues. Vision 2003: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, May 2003

FTAA: An Opportunity for Laredo. Vision 2003: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, May 2003

The Events of September 2001: Impact on the Laredo Economy. Vision 2002: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2002

Laredo: Port of Choice. Vision 2002: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2002

Border Employment in the 90s. Vision 2001: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2001

Deregulation of the Electricity Industry. Vision 2001: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, April 2001

Heavy Load: NAFTA Places Heavy Burden on Border Transportation Infrastructure. INLANDPORT, The Laredo Chamber's Business and Trade Magazine, December 2000

Laredo: Bursting at the Seams After a Decade of Growth. Vision 2000: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2000

The Texas Border Region Enjoys a Decade of Strong Growth. Vision 2000: Economic Outlook Report, Laredo Chamber of Commerce and Texas A&M International University, March 2000

Laredo Speaks/Habla Laredo: Laredo Quality of Life Survey, Texas Center, Texas A&M International University, 2006

Zapata County Quality of Life Survey, Texas Center, Texas A&M International University, 2006

Laredo Housing Survey, Texas Center, Texas A&M International University, 2005

Middle Rio Grande Housing Survey, Texas Center, Texas A&M International University, 2005

Webb County Community Service Centers Assessment Study, Texas Center, Texas A&M International University, 2004

Webb County El Aguila Rural Transportation Services Assessment Study, Texas Center, Texas A&M International University, 2004

Laredo Downtown Merchants Survey, Texas Center, Texas A&M International University, 2004

Laredo Manufacturers Needs Assessment Study, Texas Center, Texas A&M International University, 2004

Laredo/Webb County Colonia Business Needs Assessment, Texas Center, Texas A&M International University, 2004

Eagle Pass Business Needs Assessment, Texas Center, Texas A&M International University, 2004

Laredo Community Foundation Feasibility Study, Texas Center, Texas A&M International University, 2003

Profile of South Texas Regional Economy, 1990-1999, Texas Center, Texas A&M International University, 2003

Profile of Middle Rio Grande Regional Economy, 1990-1999, Texas Center, Texas A&M International University, 2003

Economic and Industrial Development Opportunities in the Texas Border Region, Texas Center, Texas A&M International University, 2003

The Texas Border: Infrastructure Needs in the 21<sup>st</sup> Century. Report prepared for the Texas Border Infrastructure Coalition, Texas Center, Texas A&M International University, June 2000

#### **Refereed Journal Articles**

Pisani, Michael J., Chad Richardson, and J. Michael Patrick "Economic Informality on the U.S. Mexico Border: A (Re)View from South Texas," Journal of Borderlands Studies, Vol. XXIII, No.2, Fall 2008

Pisani, Michael J., and J. Michael Patrick, "A Conceptual Model and Propositions for Bolstering Entrepreneurship in the Informal Sector: The Case of Central America," Journal of Developmental Entrepreneurship. Vol..7, No. 1, April 2002

Patrick, J. Michael, "The Impact of the Peso Devaluation on Texas Border Cities," Rio Bravo: A Journal of Research In Issues. Vol. 6, No. 1, Fall, 1996

Patrick J. Michael, "The Impact of NAFTA on the Texas Border Economy: A Preliminary Assessment," Journal of Borderlands Studies. Vol. VI, No. 2, Fall, 1996

Patrick, J. Michael and Bill Renforth, "The Effects of the Peso Devaluation on Cross Border Retailing," Journal of Borderlands Studies. Vol. VI, No. 1, Spring, 1996

Minor, Michael S., J. Michael Patrick, and Wann-Yik Wu. "Conglomerates in the World Economy: Comparing Keiretsu, Chaebol, and Grupos." Cross-Cultural Management: An International Journal. Vol 2, Number 4, 1995

Patrick J. Michael and Armando Alonso, "Improving Living Conditions in Colonias in the Rio Grande Valley of South Texas." Rio Bravo: A Journal of Research Issues. Vol. II, Spring 1993, No. 2.

Taube, Paul Michael and J. Michael Patrick, "Business Credit Availability in the Rio Grande Valley: An Analysis of Business Needs and Banking Lending". Journal of Borderlands Studies. Vol. V, Fall 1990.

Patrick, J. Michael, "Maquiladoras and South Texas Border Economic Development." Journal of Borderlands Studies, Vol. IV, Spring 1989.

Ellard, Charles J. and J. Michael Patrick, "Changing Land Use Patterns in the Lower Rio Grande" Journal of Borderlands Studies, Vol. III, Fall 1988.

Patrick, J. Michael and L. Harlan Davis, "Is Mechanical Technology 'Appropriate' for Central America's Small Farmer." APPROTECH. International Association for the Advancement of Appropriate Technology for Developing Countries, Inc. The University of Michigan, Vol. 4, Nos. 3 and 4, September-December 1981.

Patrick, J. Michael and Stanley R. Thompson. "The Potential Responsiveness of Selected Michigan Rail Users to Improvements in Rail Freight Service." North Central Journal of Agricultural Economics, Vol. 1, Number 2, July, 1979.

### **Book Chapters**

Patrick, J. Michael, "The Economic Cost of Border Security: The Case of Texas-Mexico Border and the U.S. VISIT Program, in European and North American Border Security Policies in Comparative Perspective. Edited by Emmanuel Brunet-Jailley, University of Ottawa Press. 2007

Patrick, J. Michael and William Renforth, "Peso Fluctuations and Cross-Border Retailing" in Basic Border Econometrics, Edited by Martha Patricia Barraza de Anda and Thomas M. Fullerton, Jr., Universidad Autonoma de Ciudad Juarez, 2006

Patrick, J. Michael, "Expanding Western Hemispheric Trade and Integration: The Case of Chile." Chapter in The New World Order: Internationalization, Regionalism, and the Multinational Corporations. Edited by Khosrow Fatemi, Oxford, UK: Elsevier Science, 2000

Patrick, J. Michael, "The Employment Impact of Maquiladoras Along the U.S. Border." Chapter in The Maquiladora Industry: Economic Solution or Problem? Edited by Khosrow Fatemi, New York: Praeger, 1990.

### **Proceedings (selected)**

Texas Border Communities in the NAFTA Era. Campo y Ciudad: Borderlands in Transition, XI Annual Conference of the Rio Bravo Association, Texas A&M University-Kingsville, March 30-April 1, 2000

Small and Micro-Enterprise Development in Colonias and Urban Barrios. Campo y Ciudad: Borderlands in Transition, XI Annual Conference of the Rio Bravo Association, Texas A&M University-Kingsville, March 30-April 1, 2000

Las Cinco Dimensiones de La Internacionalizacion de Las Escuelas de Administracion de Empresas. XXXII Annual Assembly of CLADEA, Monterrey, Mexico, October 8-10, 1997

Trade Diversion, Investment Diversion and Welfare Effects of NAFTA on the Central American Countries. International Trade and Finance Association's Fifth International Conference. San Jose, Costa Rica. May 17-20, 1995

Central America's Exploding Urban Informal Sector: Turning a Problem Into an Opportunity. 1995 Business Association of Latin American Studies (BALAS) Conference. Washington, D.C. April 6-8, 1995

The Status of Small Businesses in Central America. 19th Annual Meeting of Small Business Institute Directors Association. Nashville, Tennessee. February 8-11, 1995

Non-Traditional Agricultural Exports: A New Development Strategy for Central America? Business Association of Latin American Studies (BALAS) 1994 Annual Conference, Miami, Florida, April 6-9, 1994.

Economic Revitalization and Development in Central America. Academy of International Business Southwest Regional Meeting, Dallas, Texas, March 3-6, 1994.

Addressing the Colonia Problem in the Rio Grande Valley of South Texas. 5th Hispanic Symposium on Businesses and the Economy, South Padre Island, Texas, February 7-9, 1991.

The Possible Impact of a U.S. Mexico Free Trade Agreement on Agricultural Employment in the Rio Grande Valley of South Texas. 5th Hispanic Symposium on Business and the Economy, South Padre Island, Texas, February 7-9, 1991.

Production-Sharing (Maquiladoras) On the South Texas-Mexico Border: A Factor Regional Economic Development. Business Association of Latin American Studies (BALAS) 1989 Annual

#### **Articles (selected)**

Patrick, J. Michael, "NAFTA and Chile". Twin Plant News. Vol. 12, Number 12, July 1997

Patrick, J. Michael, "Study Identifies Opportunities for Suppliers of Maquiladoras". Twin Plant News, Vol. 4, Number 5, December 1988.

Shaffer, James D. and J. Michael Patrick, "Rail Users' Association as a Means to Branchline Viability". Transportation Re-Regulation and Agriculture: Nature of Regulation and Potential Impacts. Office of Technology Sharing, USDOT, 1981.

Patrick, J. Michael and Bernie Ferres, "Railroad Reorganization in Michigan". Michigan Farm Economics, July 1976.

#### **Presented Seminars (selected)**

The Impact of North America Free Trade Agreement on the U.S. - Mexico Border. United States Diplomado Program, Instituto Tecnológico y de Estudios Superiores de Monterrey, Monterrey, N.C. Mexico, April 24, 1992.

#### **Presented Papers-Academic (selected)**

The Economic Cost of Security: The Case of Laredo, Texas and the U.S. Visit Program, 2005 Association of Borderlands Studies Annual Meeting, Albuquerque, New Mexico, April 13-16

Shopping on the Border: The Mexican Peso and the U.S. Border Communities (with James Gerber), 2001 Association of Borderlands Studies Annual Meeting, Reno, Nevada, April 18-22, 2001

The Impact of NAFTA on Texas Border and Non-Border Metropolitan Areas: Partial Evidence. Southwestern Society of Economists, SWFAD, New Orleans, Louisiana, February 27 - March 3, 2001

Economic Diversification in the U.S.-Mexico Border Region, 1985-1998. Association for Borderlands Studies, Annual Meetings, San Diego, California, April 26-29, 2000

Expanding NAFTA and Western Hemispheric Trade. International Trade and Finance Association Meetings. San Diego, California. May 22-25, 1996

Changes in the Structure of Economic Activity in the U.S.-Mexico Border Region. Association of Borderlands Scholars. Western Social Sciences Association Meetings. Reno, Nevada. April 17-20, 1996

The Impact of NAFTA on the Texas Border Economy: A Preliminary Assessment. 1996 Business Association of Latin American Studies (BALAS) Annual Meeting. Monterrey, N.L., Mexico. March 27-30, 1996

Conglomerates in the World Economy: Comparing Chaebol, Grupos, and Keiretsu. The Pacific Basin Interface: The Second Annual Conference on Global Business Environment and Strategy. Sun Valley, Idaho, August 12-15, 1994

NAFTA One Year After Implementation: A Preliminary Assessment of Selected Impacts. Academy of International Business-Southwest U.S. Region, SWFAD 22<sup>nd</sup> Annual Meeting, Houston, Texas, March 1-4, 1995

CEED: An Integrated Approach to Multi-Dimensional Synergy In Action. South Western Business Administration Association Meeting, SWFAD, Houston, Texas, March 13-14, 1991.

Small Business Development Fund: Catalyst for Economic Growth, Business Development, and Job Creation in the Lower Rio Grande Valley of South Texas. Presented at 31<sup>st</sup> Annual Conference of the Western Social Science Association, Albuquerque, New Mexico, April 26-29, 1989

The Economic Impact of Maquiladoras on Border Development: A Rio Grande Valley Case Study. Presented at the 29th Annual Conference of the Western Social Science Association, El Paso, Texas April 1987.

The Role of Agriculture in Development of the Lower Rio Grande Valley. Presented at the Southwest Society of Economists, SWFAD, Dallas, Texas, March 1986.

The Changing Agriculture and Urban Land Use Patterns in the Rio Grande Valley. Presented at the Western Social Science Association Meetings, Fort Worth, Texas, April 1985.

A Study of Appropriate Mechanical Technologies on Small Farms in Selected Latin American Countries. Paper presented at Symposium on Technology Appropriate to Underdeveloped Countries, Universidad Centroamericana Jose Simeon Canas, San Salvador, February 19-23, 1979.

Improving Michigan Rail Services Through Group Action. Contributed Paper Sessions, American Agricultural Economics Association Summer Meetings, 1976, Pennsylvania State University, August 15-18, 1976

#### **Presented Papers-Community (selected)**

Economic Outlook: Economic Report for the South Texas Region. Vision 2000 Conference, Laredo, Texas, March 23, 2000

Laredo: A Decade of Solid Growth. Vision 2000 Conference, Monterrey, N.L., Mexico, October 21, 1999

Mexico's Maquiladora Program: A Historical Overview. Sixth Annual Conference on Western Hemispheric Economies in the 21<sup>st</sup> Century. Asuncion, Paraguay, September 27-28, 1999

Socio-Economic Profile of the U.S. Border Region with Mexico. Bi-National Conference on Urban Planning and Development on the U.S.-Mexico Border. Nuevo Laredo, Tamps., Mexico/Laredo, Texas, USA. April 19-20, 1999

NAFTA and Its Impact on the U.S. and Mexican Economies and the U.S.-Mexico Border Region VI Symposium de Relaciones Internacionales: Siglo XXI: Conflicto o Cooperacion? ITESM, Monterrey Campus, Monterrey, N.L., Mexico, April 15, 1999

NAFTA and the Texas Border Region. 40<sup>th</sup> Anniversary Celebration of SDSU-Imperial Valley Campus, Calexico, California, April 8, 1999

El Impacto de la Devaluacion del Peso de 1994 en las Ciudades de la Frontera de Texas. Foro de Analisis: Experiencias de Investigacion Urbana e Historica en Nuevo Laredo. Nuevo Laredo, Tamps., Mexico, 18 de Febrero de 1997

Status of the North American Free Trade Agreement. Presented at National Minority Business Development Week, Brownsville, Texas, September 10, 1992.

The Texas Border With Mexico. Presented at Fourth Annual Texas-Mexico Conference on Higher Education, Edinburg, Texas, March 18-20, 1992

El Impacto Del Tratado De Libre Comercio Estados Unidos - México En Las Comunidades De La Frontera Tejana. Coloquio: NUEVAS RUTAS, NUEVOS RETOS: EL NORESTE ANTE LA APERTURA. H. Matamoros, Tamps., México. 12 de Agosto de 1991.

Economic Profile of Hidalgo County and the Rio Grande Valley. Presented at Community Leaders Task Force, Hidalgo County Extension Service Long Range Extension Program, McAllen, Texas, April 19, 1990.

Investigación Sobre La Economía Frontera de México - Tejas. Presentation, Universidad de Las Americas, Puebla, México. 29 de Octubre 1989.

Local Community Development Issues Facing U.S. - Mexico Border States. Presented at the 12th Annual Conference of State Community Affairs Agencies, San Antonio, Texas, September, 1986.

Trends in the U.S. Texas and Valley Economies. Presented at the Family Outlook-2000 Conference, Hidalgo County Extension Office, McAllen, Texas, March 1985.

## Reports (selected)

Promoting and Sustaining Small and Micro-Enterprise Development in the Colonias and Barrios of Webb County and Laredo, Texas. The Texas Center and The Department of Economics and Finance. Texas A&M International University. August 1999

The Texas Border with Mexico: Opportunities and Challenges. Institute for International Trade. The Graduate School of International Trade & Business Administration. Texas A&M International University. October 1994

The Impact of NAFTA on U.S.-Mexico Agriculture. Institute for International Trade. The Graduate School of International Trade & Business Administration. April 1994

The Impact of NAFTA on Border Maquiladoras and Industrial Activity. Institute for International Trade. The Graduate School of International Trade & Business Administration. April 1994

U.S.-Mexico Trade Patterns Under NAFTA. Institute for International Trade. The Graduate School of International Trade & Business Administration. March 1994

Ford Foundation/Pan American University Rio Grande Valley Colonia Project Report. Center for Entrepreneurship and Economic Development. School of Business Administration. University of Texas-Pan American. February 1991

South Texas Maquiladora Suppliers Project. Center for Entrepreneurship and Economic Development. School of Business Administration. University of Texas-Pan American. February 1989

The State of the Rio Grande Valley Economy with an Economic Forecast to the Year 2000. School of Business Administration. University of Texas-Pan American. February 1986

The Jobs of South Texas: Still Frozen. Texas Department of Agriculture. March 1985

An Analysis of Growth and Change in Aransas County. Texas Agricultural Extension Service. January 1985

Employment Planning and Generation: Panama Project Paper. AID/LAC/P-077. USAID/Washington, D.C. August 1981

Agro-Mechanical Technologies in Latin America: A Survey of Application in Selected Countries. Inter-American Development Bank. August 1978

## Public Testimony

Constraints on Economic Development in the Rio Grande Valley. Testimony before the Interim Task Force on Border Economic Development, Austin, Texas, January 22, 1986.

Economic Development, Education and the Future of the Rio Grande Valley. Testimony before the Select Committee on Higher Education, Harlingen, Texas, March 11, 1986



Small Business Investment Fund: Catalyst for Border Economic Development. Testimony before the Interim Task Force on Border Economic Development, Edinburg, Texas, April 3, 1986.

U.S. - Mexico Economic Integration and Border Development. Testimony before the International Trade Commission, McAllen, Texas, April 7, 1986.

### **Funded Projects**

Colonia Development Project. The project seeks to empower *colonia* residents with the knowledge, skills, and motivation necessary to lift themselves out of their substandard living conditions and incorporating them as productive members into the community's mainstream economic and civic activities. The project focuses on raising *colonia* family incomes through enterprise development. Project activities include: an assessment of current and potential business opportunities in the *colonias*, business performance reviews, business start-up workshops, business development workshops on specific topics including-- financing, management, marketing, record keeping, and taxes, individual counseling and technical assistance. The project was funded with a \$150,000 two year grant (October 2001-September 2003) under the United States Department of Housing and Urban Development Hispanic-Serving Institutions Assisting Communities Program (HISAC).

The WaterShed/La Cuenca del Rio Program. This is a bi-national pilot project focused on working with selected grades in Laredo and Nuevo Laredo public schools to increase understanding of water quality, water conservation, and environmental issues in the mid-Rio Grande/Rio Bravo basin and watershed. The project involves students in classroom instruction and field based experiences. The project was funded with a \$15,000 grant from BorderPACT and the Consortium for North American Higher Education Collaboration (CONHEC).

Small and Micro-Enterprise Development Project. The project seeks to establish on-going activity to provide small and micro-enterprise businesses in the *colonias* and *barrios* of Webb County and Laredo with management education, technical and financial assistance that will strengthen their business operations. Phase I of the project was funded with a \$5,000 grant from The Tomas Rivera Policy Institute-Department of Government, The University of Texas at Austin.

Youth Entrepreneurship Summer (YES) Camp. The program is designed to give area high school students an opportunity to explore their entrepreneurial talents and interests. Students also increase their understanding of the role that free enterprise and enterprise development in achieving economic growth, community renewal, and individual success. Since its first year (1998), over 200 Laredo area high school students participated in TAMIU's YES Camp. The students concurrently enroll and receive three hours of academic credit. The project cost (approximately \$20,000/yr) is paid for by contributions solicited from local community organizations.

Alliance for Youth Career Development. The project was a partnership between The Academy of Global Business and Advanced Technology at United South High School, the Department of Economics and Finance at TAMIU, and area banks. During the June and July, 1998, twenty high school students from United South High School received classroom instruction and experienced first hand, through paid internships, the world of banking, business, and entrepreneurship. The project was funded by a \$30,000 grant from the South Texas Workforce Development Board. Participating area banks funded internships.

Integrated Rural Economic Development Project. The project involved the design and implementation of a state of the art technical training facility for emerging industrial jobs along the South Texas border, a business incubator and an industrial park site. The project was funded by a \$600,000 grant from the Webb Consolidated Independent School District.

South Texas Maquiladora Suppliers Project. The purpose of the project is to create jobs, diversify and strengthen the Rio Grande Valley economy of South Texas through the development of the areas manufacturing sector to supply components, parts and material to the in-bond (maquiladora) plants operating along the Texas-Mexico border. The project was funded by a \$78,000 grant from the Economic Development Administration in the U.S. Department of Commerce.

Rio Grande Valley Colonia Policy Project. The purpose of the project was to identify legislation, policies and innovative programs that will contribute to the resolution of substandard rural subdivisions (colonias) in South Texas. The project was funded by a \$70,000 grant from the Ford Foundation.

Employment Planning and Generation Project for Panama. The project developed procedures and programs for the expenditure of \$12.9 million to increase employment, productivity and income levels in Panama by strengthening the Government of Panama's capability to analyze, develop and evaluate employment policies and programs; and, by stimulating private investment in employment generating activities. The project was funded by USAID.

Science for Citizens Project. The project identified alternative organizational structures and process to provide timely and understandable scientific information and technical assistance to rural communities in South Georgia. The project was funded a \$25,000 grant from the National Science Foundation.

### **Classes Taught**

*At University of Texas – Pan American & Texas A&M International University*

#### Undergraduate

Survey of Economics  
Principles of Macroeconomics  
Principles of Microeconomics  
Intermediate Macroeconomics  
Money and Banking  
Managerial Economics  
Business Logistics Management  
Urban and Regional Economics  
Latin American Economic Issues  
International Economics  
Economic Development  
Public Finance  
Entrepreneurship  
Regional Economic Integration  
International Economic Policy and Strategy  
Special Issues in Economics

Graduate

Economic Concepts

Macroeconomics

Entrepreneurship

International Trade Theories and Policies

International Logistics

International Political Economic Relations

International Economic Geography

Special Issues in Economics

**Academic Committees**

*At University of Texas-Pan American & Texas A&M International University*

College of Business Administration Committees

Tenure and Promotion

Curriculum

Accreditation (SACS, AACSB)

Teaching and Research Enhancement

Student Retention and Placement

University Committees

Tenure and Promotion

Community Outreach