



**NEW MEXICO STATE UNIVERSITY BOARD OF REGENTS
SPECIAL MEETING
August 14, 2023, at 10:30 AM**

The online meeting will be Webcast at the following address: <https://regents.nmsu.edu/regent-meetings/>

Regents of New Mexico State University

Chair Ammu Devasthali, Vice Chair Christopher T. Saucedo, Secretary/Treasurer Garrett Moseley, Dina Chacón-Reitzel, Deborah Romero

Non-Voting Advisory Members - ASNMSU President Citlalli Benitez, Faculty Senate Chair Gaylene Fasenko, Ph.D., Employee Council Chair Susanne Berger

University Officials - Interim President Jay Gogue, Ph.D., Provost Alan Shoho, Ph.D., Associate General Counsel Scott Field, J.D.

Minutes

A. **Call to Order**, *Chairwoman Ammu Devasthali*

Chairwoman Devasthali called the meeting to order at 10:30 am.

Chief of Staff, Adam Cavotta confirmed all Regents present and do have a quorum.

B. **Approval of the Agenda**, *Chairwoman Ammu Devasthali*

Regent Mosely moved to approve the agenda.

Regent Saucedo seconded; all were in favor.

Motion passed to approve agenda.

C. **Consent Items**, *Chairwoman Ammu Devasthali*

1. **None.**

D. **Action Items**, *Chairwoman Ammu Devasthali*

1. **Corporate Partnership Tuition Rate**, *NMSU Global Chancellor Sherry Kollmann and Community College Chancellor Mónica Torres*

NMSU Global Chancellor, Dr. Sherry Kollmann, “Madam Chair, Board of Regents, I bring forth a request for a \$250.00 per credit hour request for partnership organizations, the first partnership being Amazon. Dr. Torres and I were contacted by Amazon asking if this was something we would entertain, and part of that is going into partnership with Amazon. As I have discussed previously, one of the things that you do when you are building an online global campus is there are 3 parts to it, first is working directly with students and we’ve done that, second part is building an international focus we are starting to do that as well, third is building partnerships with corporations, and that provides us volume and recognition. One of the things that folks in higher education do or have done recently is they have been partnering with an organization called The Guild Association.”

“The Guild Association is an organization that partners with universities to provide different programs. But one of the things that they do for organizations is that they do the business operations for their tuition

reimbursement. So, they do all that operation piece, but what they do is reduce the price point for credit hours for these organizations. We are not as big of an institution as some of these mega universities are so like Southern New Hampshire University, LSU, Purdue Global, those are the institutions that get the partnerships with The Guild Association. We do not get those types of operations until we get much larger. So, one of the things that Monica and I are bringing to you today, is looking at the \$250 per credit hour so that we can compete in this market. But the advantage of that is we get to build those partnerships organically, and we get to have those partnerships one on one, with organizations versus us being one of many. Because with The Guild Association, you are competing against all these bigger universities that have lower price points, and they can reduce their tuition amount quite a bit differently than we can. As an example, when I was at Southern New Hampshire University and we started partnering with The Guild Association, we were bringing in about \$200/credit hour and so with what I am proposing and what Monica is proposing today would be \$250/credit hour. That also aligns with what we are doing for veterans, and what we are doing for law enforcement officers as well. And so, it does give us a higher price point for that as well. Before I add any further commentary, I wanted to turn it over to Dr. Torres to see if she wanted to add anything to this.”

Community College Chancellor, Dr. Monica Torres, “Members of the board and Sherry, thank you. It is an exciting opportunity to collaborate with Amazon, it is a collaboration between the college’s computer tech program and Amazon, it is a diversity initiative for Amazon to increase the number of underrepresented minorities in the field, particularly women in computer science. And so, it just checks a lot of boxes in terms of what we are trying to do as a college as well. This tuition fits with the tuition model that we use at the community college, all these students would be out of state so from our perspective this kind of parallel to what we would charge out-of-state students. We are incredibly happy to be collaborating with Amazon and happy to be collaborating with NMSU Global. This is our first collaboration with NMSU Global, so it gives us an opportunity to build in that area as well. Thank you.”

NMSU Global Chancellor, Dr. Sherry Kollmann, “In addition to that, there are a couple other pieces to this that I think, for your consideration, is one, we are a system; we do not always operate as a system, and we need to start operating as a system. This is one way that we can put our foot forward in that. Because, as Dr. Torres and I spoke before, this would be more of an NMSU Global at DACC, NMSU Global at Alamogordo, NMSU Global at Grants. And so, we can begin to build off this and provide them and opportunity to also expand another geographic region. They have tremendous faculty, that understand the first-generation population, and that can actually service our students with quality wrap around services, and also, just the teaching aspect of it. It’s no secret that I have said before that the community college does an exceptional job at the first-year experience for students. So, we are equally as delighted to be moving this forward and partnering with the community colleges under Dr. Torres’ leadership.”

“Before I take any questions, the last thing I wanted to share with all of you is that as of this morning, NMSU Global is at 1,968 students, so we will reach our enrollment goal of 2,000 tomorrow and that is just the beginning for us. I stand ready for any questions you may have.”

Chairwoman Devasthali, “Thank you Dr. Kollmann, and congratulations, that’s a good number.”

“First of all, will this agreement be for any corporation that comes on board?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “Madam Chair that is right.”

Chairwoman, “Does it also include international?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “Madam Chair, for any student that does the hybrid model, it does not include the \$250, but for any Hybrid program that we bring forth as we move forward, they will get the Global rate. If we have an organization say in Hyderabad, and they are a corporation, they will also receive the \$250 price point.”

Chairwoman Devasthali, “Thank you. Also, having NMSU Global at DACC, Alamogordo, Grants, are these

separate agreements that you have with each one of them?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “Madam Chair, no, this is something that Dr. Torres and I spoke about so that we could do this as a collective.”

Chairwoman Devasthali, “Ok, thank you. Are there any other questions for Dr. Kollmann?”

Regent Saucedo, “Dr. Kollmann, can you talk more about the relationship with Amazon and how that came about and what that will actually look like?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “Madam Chair, Regent Saucedo; this came about from a former student regent, Margie Vella. She reached out to us as she transitioned from NMSU to Amazon, one of her initiatives was building women in STEM fields. Initially we were going to market this as NMSU as a whole, but we could not due to the negative press recently, corporations will not partner with institutions in a negative light. So, we worked to get it branded at NMSU Global at DACC and that is the path that we have taken and how it has come to fruition. The other piece to that is we are and HIS, MSI and Margie, being in a diversity and equity position at Amazon, wanted to highlight what we can do here at NMSU. I commend her for wanting to bring her alma mater to the table so that we could start these conversations. Since we have been a career choice partner with them, we have already enrolled three students outside of the women in technology initiative, because NMSU becomes part of their university list that anyone can participate in. Given that Amazon is in Albuquerque, El Paso and another coming to Arizona, it really lends itself to Amazon employees seeking education with NMSU.

“The last thing I will say is, the first step is our partnerships with Amazon, the second piece to that is, when you are an Amazon employee, and do not have a baccalaureate degree, they give you \$5,250.00. That is very consistent with organizations due to taxes. They want to make sure that employees do not have to pay out of pocket, which is why Dr. Torres and I spoke about what that ideal price point would be, that is how the \$250.00 price point came up. So that we can compete with some of these larger institutions. The other piece to that is when you get your baccalaureate degree, Amazon does not have a tuition reimbursement model in play, but they will pay for micro credentials and micro learning. So that is the second phase of this partnership that we are developing.”

Associate General Counsel Scott Field, J.D., “Madam Chair, the word partnership has been used throughout this conversation and the word to use is collaborations not partnerships.”

Dr. Kollmann and Dr. Torres stated that it was noted to use collaborations rather than partnerships.

Regent Chacón-Reitzel, “Can you please tell me what courses we are teaching through Amazon?”

Community College Chancellor, Dr. Monica Torres, “It is in our computer tech program, and our computer tech program is networking, cyber security. These are folks that get a certificate or a degree and go right into the workforce or are already in the workforce and will enhance their skills. But it is in that computer technology area and it is a very specific certificate that I cannot recall the name at this time but will get it to you.”

NMSU Global Chancellor, Dr. Sherry Kollmann, “To add to that, once they get done with the associate degree, they will then come to the baccalaureate degree in the Bachelor of Information and Computing Technology with NMSU Global.”

Regent Moseley, “With the collaboration with Amazon, is there a timeframe for them to participate in this collaboration?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “So there is no set time for that agreement. If you are referring to the Career Choice Agreement that we have, that just extends, there is no end date to that. But as far as the program itself, we have made the associate degree program through DACC a little less than two years and

then they will come over to NMSU Global, which will then be a little less than two years as well. So, the whole idea is that they will be able to finish their baccalaureate degree in less than four years.”

Faculty Senate Chair Gaylene Fasenko, “Does this collaboration have any restrictions to it, and how long is the collaboration?”

NMSU Global Chancellor, Dr. Sherry Kollmann, “There is no set time for the collaboration and there are no restrictions and there is not exclusivity.”

Regent Chacón-Reitzel moved to extend the \$250.00 cost per credit hour to the corporation partnership for NMSU Global and DACC as presented.

Regent Saucedo seconded the motion; all were in favor and the motion passed.

E. Informational Items

1. None

F. Closed (Executive) Session

1. Close meeting to discuss pending litigation and limited personnel matters in accordance with NMSA Section 10-15-1 H(7) and NMSA Section 10-15-1 H(2) of the New Mexico Open Meetings Act.).

G. Adjournment, Chairwoman Ammu Devasthali

Chairwoman Devasthali moved that the Board of Regents adjourn and go into closed session to discuss pending litigation and limited personnel matters in accordance with NMSA Section 10-15-1 H(7) and NMSA Section 10-15-1 H(2) of the New Mexico Open Meeting Act.

Regent Moseley seconded the motion.

Chief of Staff, Adam Cavotta conducted a roll call vote of yes or no to go into closed executive session.

Regents Romero, Chacón-Reitzel, Saucedo, Moseley and Devasthali all voted yes. Meeting adjourned at 10:48am.

Meeting Minutes Approved on March 28, 2024 by the New Mexico State University Board of Regents.



Ammu Devasthali
Board of Regents Chair



Garrett Moseley
Board of Regents Secretary/Treasurer