

Paul H Gutierrez, New Mexico State University

PROFESSIONAL PREPARATION

University of Wyoming, Laramie, Wyoming	Agricultural Economics	B.S., 1980
New Mexico State University	Agricultural Economics	M.S., 1982
Oklahoma State University, Stillwater Oklahoma	Agricultural Economics	Ph.D., 1985

APPOINTMENTS

2010-Present	Professor and Extension Agricultural and Business Management Extension Specialist , Department of Agricultural Economics and Agricultural Business, New Mexico State University
2008-2010	Vice-Provost for University Outreach and Engagement . New Mexico State University
2006- 2008	Vice Provost for University Outreach and Associate Dean and Associate Director New Mexico State University Cooperative Extension Service, New Mexico State University
2003-2006	Associate Dean and Associate Director , New Mexico State University Cooperative Extension Service, Las Cruces New Mexico
1999-2003	Chair , Washington State University Cooperative Extension King County, Renton Washington
1994-1999	Diversity Resource Leader for Colorado State University Cooperative Extension, Fort Collins Colorado
1985-1999	Professor and Extension Agricultural and Business Management Specialist , Department of Agricultural and Resource Economics, Colorado State University, Fort Collins Colorado

PERSONNEL AND PROFESSIONAL BACKGROUND

Gutierrez is a Professor and Extension Economist in the Department of Agricultural and Extension Economics at New Mexico State University in Las Cruces, NM. Born in Grants, New Mexico, Dr. Paul has served at three land grant universities, Colorado State University, Washington State and University and New Mexico State University. Dr. Gutierrez is one of twelve children who grew up together on the family ranch near Grants.

Specialization and Relevant Experience: Over 30 years of experience with Extension, at three Land Grant Universities—including 12 years Extension Administration and 19 years Extension Faculty/Specialist. Prior to his current assignment, Dr. Gutierrez served as Vice Provost for NMSU University Outreach and Engagement, and Associate Dean and Associate Director of New Mexico State

University Cooperative Extension. As Director of Cooperative Extension at New Mexico State University, Dr. Gutierrez focused leadership on evolving NMSU Cooperative Extension into a highly accessible and responsive organization reflecting the diversity of the communities that it serves while remaining cognizant of distinct social and cultural diversity that characterizes New Mexico.

Dr. Gutierrez research and extension areas of concentration include curriculum and educational development in agriculture, business, and applied community economic development. The primary focus of research and extension programs include applied community development and agricultural and business management and beef cattle production economics. Specific teaching and learning goals included developing the student's/communities critical thinking and analytical skills, both as individuals and as teams. At every opportunity students/clientele are encouraged to take on a greater responsibility for their learning by providing critical evaluation of their performance in the class or community. The ultimate value that guides my extension work is the belief in the development of people.

RELATED PRODUCTS AND/OR PUBLICATIONS

Gutierrez, P., REINU Professional Development, Mexico Government, SAGARPA, New Mexico/Las Cruces, "Extension 101, Developing Extension Leadership Capacity In Mexico", Scope: International, published elsewhere. (May 9, 2016).

Vela, M., & Gutierrez, P. (2017). The Hispanic Population and Hispanic Serving Institutions. *eJEP: eJournal of Education Policy*. Retrieved from: <https://nau.edu/COE/eJournal/Fall-2017/>

Blayney, D., Heerema, R., Gutierrez, P. H. (2017). *Pecan Prices and Grades* (vol. Guide Z-502). aces.nmsu.edu/pubs/_z/Z502.pdf, Date Accepted: August 1, 2017, Item applies to Promotion and Tenure criteria: Extension, Scholarship and Creative Activity.

Blayney, D., Lillywhite, J. M., Gutierrez, P. H. (in press). *International Trade in Pecans.*, Date Accepted: July 1, 2017, Item applies to Promotion and Tenure criteria: Extension, Scholarship and Creative Activity, Extension, Scholarship and Creative Activity

OTHER PRODUCTS AND/OR PUBLICATIONS

Gutierrez, P., NMSU Extension Climate Change Training, SAGARPA, Mexico, Las Cruces, "Extension Program Development and Plans of Work", Scope: International, (December 5, 2016).

Gutierrez, P., XIX Symposium on Feedlot Cattle Production, University of Nuevo Leon, Monterey Mexico, “Factors Affecting Cost of Production in Feedlot Cattle”, Scope: International, published in proceedings, (October 11, 2016).

Gutierrez, P., Indian Livestock Days, NMSU Cooperative Extension, Abq, “Cost of Owning a Cow”. (February 12, 2016).

Gutierrez, P., NMSU/SAGARPA, Mexico, SAGARPA, Mexico City, Mexico, “REINU Extension Leadership Development Training”, Scope: International, published elsewhere,. (March 8, 2016).

EXAMPLES OF RELEVANT PROFESSIONAL EXPERIENCE

1. Gutierrez, P. (Co-PI), Rene Villalobos (PI). Foundation for Food and Agriculture Research. *Integration of Small Growers into Technology-enabled, Rapid-response Fresh Food Supply Chains*. This project, a partnership between Arizona State and New Mexico State Universities and several small business and grass root organizations in Arizona and New Mexico, seeks to develop market intelligence and supply chain planning and coordination tools for fresh produce. The vision is that these tools will set the basis for the emergence of efficient, rapid-response supply chains that will help small growers capture a significantly higher portion of the value chain associated with these products, particularly in the new market conditions of growing customer direct sell practices, while at the same time reduce food waste throughout the supply chain.
2. Gutierrez, P. ©-PI), Sonja Koukel (PI). USDA NIFA AgrAbility-Assistive Technology Program for Farmers with Disabilities, Proposal No. 2018-04240, *New Mexico AgrAbility Project*. The New Mexico AgrAbility Project is a collaboration between NMSU Extension and partners to address the lack of programming available to increase the likelihood that people with disabilities can be engaged or remain engaged in successful production agriculture. The project uses education as a means to enhance competencies in accommodating disability and avoiding secondary injuries for people with disabilities working in agriculture; including educating farmers, agricultural professionals, health care professionals, and others.
3. Gutierrez, P. (Co-PI), Nancy Flores (PI). USDA NIFA Food Safety Outreach Competitive Grants Program, Proposal No. 2018-05183, *Online Food Safety Training for New Mexico Food Manufacturers*. The Project Team expects to train approximately 150 farmer-processors and 200 food manufacturers. We also expect to develop curricula available to food companies and PCQI trained CES agents to use across New Mexico and the FDA Western Regional Center as well. The certification of farmer-processors and food manufacturers FSMA GMP (21CFR 117) for manufactured food facilities improve sustainability of producers and develop a food safety culture. New Mexico farmer-processor and food manufacturing operations are fully capable to implement a food safety plan to assure a safe food supply.
4. Gutierrez, P. (Co-PI). USDA NIFA Foundational Program: Program Code A6101 Proposal No. 2016-11192. \$15,000,000 5yr project with University of Arizona PI.

Sub-award to NMSU \$434,647 Co-PI: *Sustainable Bioeconomy for Arid Regions*. The Sustainable Bioeconomy for Arid Regions (SBAR) COE proposes a coordinated plan to develop a systems approach for feedstock development, production, and delivery in the Southwest U.S. to ensure a sustainable regional bioeconomy. Specifically, our approach is through basic, applied and adaptive research to optimize the production of **guayule** and **guar** to enable the Southwest U.S. to significantly impact the biofuels and other high-value product markets.

5. Gutierrez, P. (Principal), Steele, C. M. (Co-Principal), USDA NIFA Proposal Number 2016-11172, "*Managing for Climate Change: Climate Masters Outreach and Extension (CMOE)*", Sponsoring Organization: USDA/NIFA/ Agriculture and Food Research Initiative, (September 30, 2016 - October 1, 2019). Our primary long-term goal is to conduct a meta analysis of best practices for climate change communication and to develop a model program that utilizes a volunteer culture of Climate Masters to increase climate literacy and support both adaptation and mitigation activities, for *different and diverse groups*.
6. Gutierrez, P. (Principal), Uchanski, M. E. (Other), Sponsored Research, "Improving the Competitiveness of Limited Resource Farmers and Ranchers (LRFR) in Southern New Mexico through the Adoption of Organic Practices Project", Sponsoring Organization: US Department of Agriculture/National Institute of Food and Agriculture NIFA (September 1, 2014 - August 31, 2017). The goal of this project is to assist the Limited Resource Farmers and Ranchers (**LRFR**) in Southern New Mexico to build knowledge, skills, resources, and relationships that will improve their competitiveness through the successful adoption of organic farming and ranching practices.
7. USDA NIFA Stronger Economies Together (SET) program. Six set awards from 2012 to 2019. SET curriculum and training enables communities and counties in rural New Mexico to work together in developing and implementing an economic development blueprint for their multicounty region that strategically builds on the current and emerging economic strengths of that region \$156,000.
8. Ward, F. A. (Principal), Heerema, R. (Co-Principal), Gutierrez, P. (Co-Principal), Sponsored Research, "Sustainable Water Management for Irrigated Agriculture in a Desert River Basin Facing Climate Change and Competing Demands: From Characterization to Solutions", Sponsoring Organization: University of Texas at El Paso, Sponsoring Organization Is: Other, (March 1, 2015 - February 28, 2017).
9. RISE Graduate Student Program Research. Advisor. Access to water and educational attainment: Is there a relationship? The research project seeks to quantify the impact of water infrastructure on access to education and economic viability of a growing rural community. One single data set of disaggregated census data for Sunland Park, NM will be analyzed through a chi-square distribution and test for normality. The project is divided into three specific aims:
 - a. *Aim 1: Determine the influence of water infrastructure on access to education*

and healthcare, and the economic viability of the community- Using multinomial regression modeling to identify the nexus between water infrastructure, access to healthcare and education, and economic viability. This study will discover critical economic information that can guide policy choices for future infrastructure programs for communities such as Vinton.

- b. *Aim 2: Perform cost benefit analysis to guide water infrastructure investments-* conduct a retrospective cost benefit analysis to determine and assess past colonia water infrastructure investments.
10. Gutierrez, P. (Principal) International Extension Initiatives: Goal: In partnership with Mexico's secretariat for agriculture, livestock, rural development, fisheries and nutrition (*Secretaría de Agricultura, Ganadería, Desarrollo Rural, Pesca y Alimentación - SAGARPA*), the objective of this initiative is to help to address rural poverty in Mexico by engaging Mexican universities in these communities, while leveraging knowledge, information and technologies in order to provide enhanced and sustainable opportunities within rural communities, in partnership with government and business and industry.