

**2010–2011
Annual Report**

THINK NEW MEXICO[®]
A Results-Oriented Think Tank Serving New Mexicans



THE FIGHT FOR REFORM IN NEW MEXICO

About the Cover

The photograph featured on the cover was taken by Russell Lee in Chamisal, New Mexico in July of 1940. It depicts the Domínguez brothers, Candido, Salomón, and Benjamín, supervised by their grandfather José Frésquez, struggling to load a mower onto a truck perched precariously across a ditch. Photograph courtesy the Library of Congress, Prints and Photographs Division (LC-USF 33-012802-M1).

Acknowledgments

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Summer Storm Over the Painted Kiva. Photo by Alex Candelaria Sedillos.

About Think New Mexico

Think New Mexico is a results-oriented think tank whose mission is to improve the quality of life for all New Mexicans, especially those who lack a strong voice in the political process. We fulfill this mission by educating the public, the media, and policymakers about some of the most serious challenges facing New Mexico and by developing and advocating for effective, comprehensive, sustainable solutions to overcome those challenges.

Our approach is to perform and publish sound, nonpartisan, independent research. Unlike many think tanks, Think New Mexico does not subscribe to any particular ideology. Instead, because New Mexico is at or near the bottom of so many national rankings, our focus is on promoting workable solutions.

Consistent with our nonpartisan approach, Think New Mexico's board is composed of Democrats, Independents, and Republicans. They are statesmen and stateswomen, who have no agenda other than to see New Mexico succeed. They are also our brain trust.

Think New Mexico began its operations on January 1, 1999. It is a tax-exempt organization under section 501(c)(3) of the Internal Revenue Code. In order to maintain its independence, Think New Mexico does not accept state government funding. However, contributions from individuals, businesses, and foundations are welcomed, encouraged, and tax-deductible.

Results

As a results-oriented think tank, Think New Mexico measures its success based on changes in law we help to achieve. Our results include:

- making full-day kindergarten accessible to every child in New Mexico
- repealing the state's regressive tax on food and successfully defeating efforts to reimpose it
- creating a Strategic Water Reserve to protect and restore New Mexico's rivers
- establishing New Mexico's first state-supported Individual Development Accounts to alleviate the state's persistent poverty
- redirecting millions of dollars a year out of the state lottery's excessive operating costs and into full-tuition college scholarships
- reforming title insurance to lower closing costs for homebuyers and homeowners who refinance their mortgages

Think New Mexico's Board of Directors

Clara Apodaca, a native of Las Cruces, was First Lady of New Mexico from 1975–1978. She served as New Mexico's Secretary of Cultural Affairs under Governors Toney Anaya and Garrey Carruthers and as senior advisor to the U.S. Department of the Treasury. Clara is President and CEO of the National Hispanic Cultural Center Foundation.



Edward Archuleta, a 13th generation New Mexican, is a consultant and activist on issues including responsible land-use planning, growth management, and sustainable development. Edward previously served as the top assistant to former New Mexico Secretary of State Stephanie Gonzales.



Paul Bardacke served as Attorney General of New Mexico from 1983–1986. Paul was Chairman of Bill Richardson's successful gubernatorial campaigns. He is a Fellow in the American College of Trial Lawyers. Paul currently handles complex commercial litigation and mediation with the firm of Sutin, Thayer and Browne.



David Buchholtz has advised more than a dozen Governors and Cabinet Secretaries of Economic Development on fiscal matters. David has served as Chairman of the Association of Commerce and Industry and was appointed to the Spaceport Authority Board of Directors by Governor Martinez. He is the senior member of the New Mexico office of Brownstein Hyatt Farber Schreck.



Garrey Carruthers served as Governor of New Mexico from 1987–1990. Garrey is Dean of New Mexico State University's College of Business and was formerly President and CEO of Cimarron Health Plan. He serves on the board of Arrowhead, an economic development center in Las Cruces, as well as on the boards of many other corporate and public organizations.



Dr. F. Chris Garcia is a former President of the University of New Mexico and is currently a Distinguished Professor Emeritus of Political Science. He is the co-author of, among other books, *Hispanics and the U.S. Political System* and *Governing New Mexico*. In 2003, Dr. Garcia received the Governor's Distinguished Public Service Award.





LaDonna Harris is Chair of the Board and Founder of Americans for Indian Opportunity. She is also a founder of the National Women's Political Caucus. LaDonna was a leader in the effort to return the Taos Blue Lake to Taos Pueblo. She is an enrolled member of the Comanche Nation.



Susan Herter served as Chief of Staff to Vice President Nelson Rockefeller and was appointed to the President's Commission on White House Fellows by Presidents Carter and Reagan. Susan was a founding board member of Common Cause, the North American Institute, and the New Mexico Community Foundation, where she also served as president.



Edward Lujan is the former CEO of Manuel Lujan Agencies, the largest privately owned insurance agency in New Mexico. Ed is a former Chairman of the National Hispanic Cultural Center of New Mexico, the Republican Party of New Mexico, and the New Mexico Economic Development Commission.



Fred Nathan founded Think New Mexico and is its Executive Director. Fred served as Special Counsel to New Mexico Attorney General Tom Udall. In that capacity, he was the architect of several successful legislative initiatives and was in charge of New Mexico's lawsuit against the tobacco industry.



Roberta Cooper Ramo is the first woman elected President of the American Bar Association and the American Law Institute. Roberta served on the State Board of Finance and is a former President of the Board of Regents of the University of New Mexico. She is a shareholder in the Modrall law firm and serves on many national boards.

Dear New Mexican:

Like the Domínguez brothers of Chamisal, who are captured in the iconic Russell Lee photograph on the cover of this annual report, Think New Mexico struggled over the past year to get our reform legislation out of a political ditch and on track to passage.

As we describe later in the report, neither of our reform bills passed in the 2011 session (which saw the fewest bills enacted since 1953).

The reforms in our anti-corruption legislation, which would have barred political contributions by government contractors and lobbyists, were remarkably popular among the public and the media, but wildly controversial inside the Capitol.

Meanwhile, our smaller schools reform legislation, which would have boosted New Mexico's graduation rate and student achievement, passed both of its committee assignments unanimously. However, because it was never brought up for a vote by the full Senate, the legislation paradoxically died even though not a single legislator voted against it.

Nevertheless, we continued to make progress with the implementation of some previous successful initiatives. For example, new state regulations took effect at the end of 2010 which set the stage for long overdue price competition in the title insurance industry made possible by our 2009 legislation. And last year, for the first time in its history, the state lottery delivered more than 30% of its proceeds to scholarships for New Mexico's deserving high school seniors, a direct result of our 2007 legislation.

Like the Domínguez brothers, Think New Mexico's hard-working staff and board will continue pushing for our smaller schools and anti-corruption reform legislation until we finish the job.

We hope you will join the growing ranks of 787 New Mexicans from 93 cities and towns across the state who believe in what we do and who make social investments in this unique organization. So please send in a check in the enclosed envelope and visit Think New Mexico's website www.thinknewmexico.org to learn about other ways you can become involved.

Fred Nathan

Fred Nathan

May 15, 2011

Think New Mexico's Staff



Lynne Loucks Buchen
Business Manager



Jason Espinoza
Field Director



Kristina G. Fisher
Associate Director



Fred Nathan
Executive Director



Our smaller schools legislation got off to a strong start when it was introduced as Senate Bill 2 by Senators Sue Wilson Beffort (R-Albuquerque), John Arthur Smith (D-Deming), and Cynthia Nava (D-Las Cruces). The bill did not require any new funding; instead, it revised the formula used to distribute the state dollars already appropriated for school construction – about \$200 million a year – to incentivize school districts to create smaller schools. The bill earned the support of groups from across the political spectrum, including the NEA of New Mexico, ENLACE (Engaging Latino Families in Education), the New Mexico Conference of Catholic Bishops, the New Mexico Farm & Livestock Bureau, and the Rio Grande Foundation. It passed the Senate Education and Senate Finance committees by identical 9-0 margins. It was then sent to the full Senate for approval with a month left in the session. Despite our best efforts and those of our sponsors and allies, the bill was never brought up for a vote. Although this was disappointing, the broad and growing support for smaller schools positions our legislation well for success next year.

THE LAS CRUCES **Bulletin**

February 25, 2011

Senate bill pushes for smaller schools New reform could put a dent in dropout rates

One thing that gets my blood boiling is the poor job our public schools are doing. We are failing our students and it is time to do something about it.

Currently, the graduation rate for New Mexico is 54.9 percent, compared to 68.8 percent nationally. We rank second lowest, ahead only of Nevada. In our state, high school dropouts earn only \$12,000 per year while college graduates earn \$30,000. Just this fact alone shows the incredible cost of high dropout rates. Add to this greater unemployment, higher crime rates, and other problems associated with dropouts, and the case is compelling for solving the dropout problem.

One reform that could have an impact on our dropout rates would be to reduce the size of our public schools. Senate Bill 2 would take a step in the right direction in this regard by providing incentives for school districts to build smaller schools – with no more than 400 students for elementary and middle schools and no more than 900 students for high schools.

In fact, the small-school movement is gaining strength nationwide. A wide range of research supports the shift to smaller schools including studies by the Gates Foundation, the National Association of Secondary School Principals and the Department of Education. Secretary of Education Arne Duncan is among the advocates.

Here in New Mexico, a study by Think New Mexico has pushed hard for reform. They found that the graduation rate for smaller high schools was 24 percent higher than for high schools in general in our state.

Smaller schools, in addition to being better at educating our children, are also less expensive to operate. Larger schools require more layers of administrators and more security, so they cost more. Better graduation rates and lower operating costs – there is a lot to say for small schools.

While not requiring school districts to build smaller schools, Senate Bill 2 provides powerful incentives to do so in the form of a 10-percent credit against a school district's share of construction costs for small schools. The credit would also be available for renovations that convert large schools into smaller schools.

Economic growth is becoming more dependent on high-tech industries that require a highly trained workforce. Recognizing this, our competitors, both in other states and internationally, are putting more emphasis on education. We need to improve educational opportunities for our children if they are to remain competitive in the 21st century.

Chris Erickson is an associate professor of economics at New Mexico State University. His wife is a high school science teacher and his daughter attends Mayfield High School. The views expressed here are his own and may not reflect the views of the Regents or administration of NMSU.



Saturday, January 15, 2011

3 Little N.M. Schools Worth Great Big Look

Griegos Elementary School, with a student body of 366 in a poor minority neighborhood, was recently recognized nationally for high achievement in all grades and subjects. Much of the credit goes to principal Tom Graham, who knows every student's name and so "we jump on problems."

Tohatchi Elementary School, with 227 primarily economically disadvantaged English-language learners, went from having proficiency levels in the basement to among the highest in the state. Much of the credit goes to then-principal George Bickert, who says he knew who his English learners were, which students were poor, what skills they lacked, what their test scores were.

Velarde Elementary School, with 158 primarily minority students who qualify for free or reduced-price lunch, is considered one of the best schools in New Mexico. Much of the credit goes to involved parents who have fought efforts by the Española school district to combine it with others into one larger school.

So much for the conventional wisdom that poor minority kids will inevitably suffer from an achievement gap. And that bigger is better.

New Mexico Senators Cynthia Nava, John Arthur Smith and Sue Wilson Beffort recognize this pattern of success. Smith, D-Deming and a fiscal hawk, is vice chairman of the Legislative Finance Committee. Nava, D-Las Cruces, is chairwoman of the Senate Education Committee and Legislative Education Study Committee as well as Gadsden Schools superintendent. Wilson Beffort, R-Sandia Park, is the ranking GOP member on the Senate Finance Committee and also serves on the LFC. They are co-sponsoring SB 2, a voluntary program that does not require new appropriations or affect the current funding formula but would create financial incentives to build or retrofit smaller schools.

In light of the Griegos, Tohatchi and Velarde success stories, New Mexico's overall dismal academic performance and considering these tough budget times, incentivizing smaller schools is an initiative worth serious debate when lawmakers' first bell rings Tuesday.



Small schools bill gathers support from disparate groups

BY MEGAN KAMERICK | BSNW SENIOR REPORTER

An effort to promote smaller schools in New Mexico is picking up steam in the Legislature and has support from an ideologically diverse group.

Senate Bill 2 would amend the Public School Capital Outlay Act to give school districts an extra 10 percent state funding match from the Public School Capital Outlay Fund if they build high schools with enrollments of 400 to 900 students, or elementary and middle schools with enrollments of 200 to 400 students. Districts also could benefit from the incentive if they renovate large schools into smaller schools within schools.

The bill was cosponsored by Senators Sue Wilson Beffort, R-Sandia Park, the ranking Republican on the Senate Finance Committee; John Arthur Smith, D-Deming and chairman of the Senate Finance Committee; and Cynthia Nava, D-Las Cruces, chair of the Senate Education Committee, which passed an amended version of the bill. It's now in the Senate Finance Committee.

Supporters include the free market policy advocate Rio Grande Foundation, the New Mexico Conference of Catholic Bishops, the National Education Association-New Mexico, the New Mexico Activities Association and ENLACE (Engaging Latino Families in Education).

Think New Mexico, the nonprofit think tank in Santa Fe, unsuccessfully pushed similar legislation in 2009. It passed the Senate, but not the House. It has changed some things in the bill, including making it an optional incentive rather than mandatory policy to build smaller schools.

Think NM issued a report on smaller schools in 2008, citing reams of research that indicate smaller schools tend to have better outcomes and fewer disciplinary problems and are more cost-efficient in the long run. It cites studies that found the most efficient schools are those serving 300 to 900 students and that "diseconomies of scale" kick in above 900 students because of increased costs in bureaucracy, security and transportation.

As of 2007, more than two-thirds of New Mexico ninth graders entered high

schools with populations larger than 1,000, according to Think NM.

Albuquerque Public Schools initiated smaller freshmen academies within larger high schools in 2000, according to the Think NM report.

A 2005 evaluation of the academies found higher attendance and lower drop-out rates than in standard ninth grade programs, and more students advanced to the 10th grade.

Tom Graham, principal of Griegos Elementary in Albuquerque, said his school's smaller size has been a key reason why it has performed so well academically.

"The whole school is able to get to know everybody," he said. "So teachers know the children better, the mechanics of the school work easier, such as bus pick-up, school assemblies, tutoring, detention and recess."

The amended version of the proposed bill also added cost-saving measures, such as requiring districts to look for sites for new schools near facilities they can share, like a city-run athletic facility or a community college library.

Paul Gessing, executive director of the Rio Grande Foundation, said this is just one part of the reform that is needed to improve education, but it's an important one.

"I think it's time to move beyond these major institutions," he said. "It's kind of a big factory model that you centralize everything and put it all together, and kids kind of get lost in the mix."

They lose sight of themselves as individuals, Gessing added.

ENLACE, which works statewide to increase access and success for all students, sees this as one way to close the achievement gap, said Diana Montoya-Boyer, community relations manager.

"From our standpoint, it's also a civil rights bill," she said. "We see larger schools also happen to be the schools with higher rates of free and reduced lunch, and higher rates of minority students, so it's as though particular communities are being pushed into what Think New Mexico calls 'dropout factories.'"

Think New Mexico's initiative to bar political contributions by lobbyists and major government contractors seeks to reduce the enormous influence of special interests and to enhance the voices of everyday New Mexicans in the political process. Our bill was introduced by bipartisan sponsors and passed the House Voters and Elections Committee by a vote of 10-1. It then ran into a logjam in the House Judiciary Committee, and despite many late nights and lengthy negotiations, we were unable to get our reforms before the full House for a vote this time around (last year it passed the House 46-24). We are committed to continuing our efforts until these important reforms are enacted into law.



ALBUQUERQUE JOURNAL

MARCH 4, 2011

Panel OKs Lobbyist, Contractor Contractor Donation Curbs

Backer: Bill Would "Level Playing Field"

By SEAN OLSON *Journal Staff Writer*

Registered lobbyists and some state contractors would be banned from giving campaign contributions in New Mexico under a bill that passed its first committee Thursday.

House Bill 604, sponsored by Reps. Brian Egolf, D-Santa Fe, and Nate Gentry, R-Albuquerque, would ban all lobbyists registered with the state and contractors that have \$50,000 of business or more with the state from giving money to candidates for state government or a local political party. It would also force any group or person who participates in election advocacy to disclose their sources of funding for the advocacy.

The bill, which was developed and championed by nonprofit Think New Mexico, was approved 10-1 by the House Voters and Elections Committee.

"This bill goes to the heart of pay-to-play corruption by removing the 'pay' part of the equation," said Fred Nathan, executive director of Think New Mexico. "These reforms will level the playing field so that lobbyists are competing on the merits of their arguments and state contractors are competing on the basis of price and quality, rather than on political contributions."

SANTA FE ✚ NEW MEXICAN

Sunday, February 6, 2011

Some simple steps to cleaner elections

Any day now, the New Mexico Legislature might get a chance — yes, again — to enact some political-ethics reform. Session in and session out, the subject comes up — only to be blocked for the benefit of our state's hidden ownership.

Yet sometimes there are hopeful signs of recognition from the Roundhouse that its image needs polish; that a few sensible rules of behavior need writing.

Last year, the House of Representatives passed a bill banning campaign contributions from lobbyists and contractors; a small step toward restoring elected officials' credibility. But the action came only after eight separate hearings; there wasn't enough time left in the 30-day session for it to clear the Senate.

So the non-partisan public-policy people at Think New Mexico are trying again. The group is seeking sponsors for a bill that would take the taint out of our state's contracting process, raise public respect for lobbying — which doesn't have to be the sleazy practice that it too often is — and, for good measure, shed some light on the backroom forces behind political activism for good or evil.

That last point would be addressed by requiring nonprofit groups that engage in political activity during an election year to say who their contributors are. The U.S. Supreme Court has made that really important with its ruling last year that corporate and big-labor support of campaigns is a free-speech right that can't be limited.

That decision has opened the floodgates of influence-buying — but the good part of it is that laws demanding disclosure of who's behind what political-ad campaign would be allowed, even encouraged.

So in other words, throw all the money you want at a candidate or cause; it's your right as an American citizen, individual, corporate or union. But it's a right that should

come with rules allowing voters to know who's behind the campaign — and the often-bogus, amazingly effective advertising to carry it out.

Congress is still wrangling over disclosure rules. But New Mexico, where the courts upheld a nonprofit corporation's insistence on secrecy toward backers of a successful effort to defeat three Albuquerque legislators, has a clear chance to shine light on campaign-money supplies.

The disclosure part of Think's bill should have strong support from both parties and all legislative factions. So, too, should the part outlawing contributions from those who so obviously stand to benefit from those contributions.

Some contractors for too long have considered campaign donations part of the cost of doing business: Hand over enough money to the right candidate, then get bundles more back when the state awards contracts. Those contracts should be awarded on the bid and the ability to complete a good job — not on whose campaign you contributed to.

B-b-but that's what actually happens, comes the predictable response; we've got rules against favoritism. Indeed; rules readily gotten around. Reputable contractors should love being free of the pay-to-play morass.

Same for lobbyists: The honest ones would be free of today's suspicions about how they influence legislation and other public decisionmaking.

Approval of these contribution bans and transparency rules is more than mere political honesty; it's an excellent public-relations measure our legislators can use when next year's elections roll around.

We note with delight that our region's congressman, Ben Ray Lujan, won't accept campaign contributions from lobbyists. His example at the federal level should have state legislators scurrying to sponsor this overdue reform.



Theodore Roosevelt at a Rough Riders Reunion in Las Vegas, New Mexico 1899. As President, Roosevelt fired two territorial governors of New Mexico due to corruption. Photo courtesy Palace of the Governors Photo Archives (NMHM-DCA), #014292.

TITLE INSURANCE REFORM IMPLEMENTED

On December 31, 2010, state regulations took effect that implemented Think New Mexico's title insurance reform law, which was successfully sponsored by House Speaker Ben Lujan in 2009. Think New Mexico proposed this law in its 2007 policy report, which detailed how New Mexico's title insurance companies were prohibited from engaging in price competition and were required to follow the single rate schedule set by the Superintendent of Insurance. Under the new regulations, title insurance companies can now offer policies at lower rates, reducing closing costs for homebuyers. In addition, under Think New Mexico's reform law, homeowners who refinance their mortgages are eligible to receive an enhanced discount on title insurance simply by providing a copy of their previous title policy or closing statement.



January 19, 2011

New Regulations to Reduce Closing Costs for Homebuyers

By Gerald Garner Jr.

SANTA FE – New Mexicans who are buying or refinancing a home will likely get some much-needed savings in closing costs thanks to new state regulations, which took effect on Friday, Dec. 31, 2010.

Until last week, title insurance companies were bound by the 1985-enacted New Mexico Title Insurance Law, which required companies to abide by a single rate schedule established by the Superintendent of Insurance. The law nullified price competition by prohibiting companies from charging rates lower than the standard

established by the state's insurance boss.

However, legislation sponsored by House Speaker Ben Lujan in 2009 opened the door for competition within the market thus paving the way for potential savings for New Mexicans.

Superintendent of Insurance John Franchini said he's pleased that the new, consumer-friendly title reform regulation is now in effect.

"This is fantastic news for New Mexicans who are either buying or refinancing a home," Franchini said. "Anything that can benefit our citi-

zens during these very trying financial times is a blessing and bringing price competition back to New Mexico will help the state's economy as well as the struggling housing market."

In addition to lower closing costs, 2009 legislation also increased and extended discounts available for title insurance policies purchased with mortgage refinancings, according to Think New Mexico Executive Director Fred Nathan said. Think New Mexico was one of the champions of the 2009 title insurance reform effort.



Five years ago, the full-tuition college scholarship fund supported by the New Mexico state lottery was projected to face an \$18 million deficit by 2011. The lottery was delivering only about 24% of its revenues to the scholarship fund, a percentage that was projected to decrease to 22% by this year. In 2006, Think New Mexico published a policy report entitled “Averting the Crisis,” which recommended reforming the law to require the state lottery to cut its administrative costs and deliver a minimum of 30% of its revenues to the scholarship fund. In 2007, Senate Majority Leader Michael Sanchez sponsored Think New Mexico’s legislation and the reform was enacted into law. The results are in: in 2010, the lottery delivered a record-breaking 30.37% of its revenues to the scholarship fund, totalling \$43.6 million.

ALBUQUERQUE JOURNAL

August 14, 2010

\$43.6M for Lottery Scholarships

Agency Posts 4th Highest Revenues

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Albuquerque Journal

By **CHARLES D. BRUNT**
Journal Staff Writer

Despite a stubbornly lackluster economy, the New Mexico Lottery sent a record \$43.6 million to the state's scholarship fund and posted its fourth-highest revenues since selling its first scratch-off ticket in April 1996.

Lottery players spent \$143.6 million in Fiscal Year 2010, which ended June 30. That's up by more than \$1 million from

the previous year, an increase of just under 1 percent.

Chief Executive Officer Tom Romero told the seven-member Lottery Authority board this week that the lottery boosted the amount it puts into the state's Legislative Lottery Scholarship fund by \$2.8 million over the previous year.

Romero said holding the line on expenses, adding the multistate Mega Millions game, enrolling more lottery retailers, and increasing sales of Roadrunner Cash, Pick 3 and Hot Lotto tickets helped the lottery's bottom line.

Sales of Powerball and scratch-off tickets, however, declined by more than \$2 million apiece compared with last

year, he said.

Romero said the lottery managed to surpass its legislative mandate to send at least 30 percent of its gross revenues to the Legislative Lottery Scholarship program, which pays tuition for qualifying students to attend state-supported colleges and universities.

During its first decade, the lottery had contributed an average of 23.4 percent of its gross revenues to scholarships, while spending nearly that much on administrative and operating costs.

The \$43.6 million the lottery sent to the scholarship fund for fiscal 2010 represents 30.37 percent of its gross revenues — the highest ever.

2011 LEADERSHIP INTERNS SELECTED

Think New Mexico has selected three outstanding summer interns for 2011: **Arik Burakovsky**, a Los Alamos native studying political science and journalism at the University of California San Diego; **Alicia Leger**, a Las Vegas, NM native who graduated from the United World College of South East Asia in Singapore and is now a sophomore at Clark University; and **Faye Zhao**, who grew up in Santa Fe and interned at the Santa Fe Institute before earning a degree in mathematics from Yale. In addition, **Sarah Zager**, an Albuquerque native and Williams College sophomore spent last January volunteering with us, and **Emma Hamilton**, a junior in the Honors College at New Mexico State University who has previously interned with us, came back in May. The interns are actively supervised by Associate Director Kristina Fisher, who manages Think New Mexico's leadership development program.



2010 Summer Interns (l-r) Gregory Gonzales, Arik Burakovsky, Sydney Weydemeyer, and Emma Hamilton with Kristina Fisher (left front) and Maria De Anda Hay (right front). The internship program is supported in part by the Peter Hay Public Service Fund. Photo by Jason Espinoza

INTERN ALUMNI ACCOMPLISHMENTS

Since one of the goals of Think New Mexico's internship program is to prepare students to become New Mexico leaders, we're delighted that some of them are already making a difference in state policymaking. **Jacob Candelaria**, who interned with us in 2008, has gone on to serve as a Program Evaluator for New Mexico's Legislative Finance Committee and as a Leadership Analyst for House Speaker Ben Lujan. **Jake Wellman**, a fall 2010 intern, was nominated by Governor Martinez and confirmed by the state Senate as the Student Regent serving on the governing board of the University of New Mexico. He was also selected as New Mexico's 2011 Harry S. Truman Scholar.

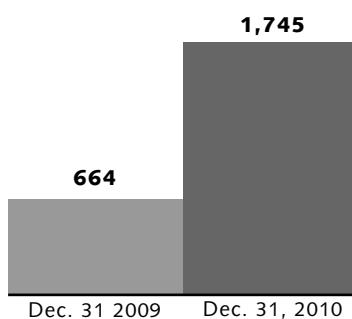


Jacob Candelaria and Jake Wellman.

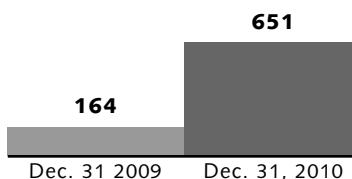
ONLINE COMMUNITY CONTINUES TO GROW

Last year, the number of people following Think New Mexico on social networking sites grew at a remarkable pace: our Facebook community increased by 163% and our Twitter readership expanded by 297%! Similarly, the number of New Mexicans receiving our email Action Alerts grew from 36,972 at the end of 2009 to 50,693 at the end of 2010, an increase of over 37%. These New Mexicans make a difference by contacting their elected officials about important policy reforms. We encourage you to become a part of this active social network by signing up through our website at www.thinknewmexico.org.

Number of Facebook Fans



Number of Twitter Followers



Intern Profile: Sarracina Littlebird



When Sarracina (Cina) began interning with Think New Mexico in the fall of 2010, her first project was to research historical corruption scandals in New Mexico. The way that her research unfolded like a bestselling crime novel only reaffirmed Cina's conviction that there was plenty of room for reform in her home state.

Born and raised in Santa Fe to an Anglo mother and a father of Laguna and Santo Domingo Pueblo heritage, Cina has always felt deeply rooted in New Mexico. She grew up dancing, attending feast days at the Pueblos, hiking, and rafting, when not devouring books in the classroom.

After graduating from Santa Fe Preparatory School, Cina attended Columbia University with the assistance of scholarships from the Kiwanis Club of Santa Fe and the LANL Foundation. She graduated *Cum Laude* with a B.A. in Environmental Biology and Dance and received the prestigious Harry S. Truman Scholarship in Leadership and Public Service.

Coming from a culture that so values community, Cina was committed to returning to New Mexico and working in public service.

As an intern, Cina completed numerous policy research projects, observed the advocacy process during the legislative session, and provided invaluable assistance to Think New Mexico's staff with the less glamorous tasks that keep the office running, like grant-writing, filing, and database management. She found the internship to be a good way to get up to speed on current events, New Mexico history, and the policymaking process at the state level.

"As someone who has long been familiar with Think New Mexico's impressive track record of formulating and realizing practical solutions for many of New Mexico's challenges, I have been overjoyed by the opportunity to participate in this meaningful work," Cina says.

When not at Think New Mexico, Cina can be found performing and touring with the nation's only all-indigenous contemporary dance company, Dancing Earth. In the long term, she plans to earn a law degree and work as an advocate for New Mexico's Pueblos. In the meantime, Cina has been selected as a Fulbright Scholar and she is headed to Thailand for a year to teach English and learn more about the survival of indigenous cultures in Southeast Asia.

Statement of Income and Expenditures

INCOME

Businesses	11,081
Foundation Grants	261,750
Individuals	166,414
Interest & Miscellaneous Income and realized gain on sale of securities	22,278
Total Income	\$461,523

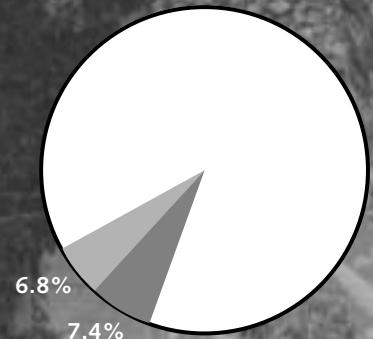
EXPENDITURES

Audit/Accounting	5,567
Benefits-Health, Dental & Disability Insurance	61,800
Benefits-Pension Plan & Fees	27,100
Computer Consulting & Website	1,147
Depreciation	2,041
Educational Outreach	2,750
Graphic Design	In-kind
Insurance	2,807
Internship Pay	14,479
Investment Management Fees	1,210
Legal Fees	0
Marketing	0
Online Vendor Processing Fee	36
Payroll Taxes	18,045
Postage	12,266
Printing & Bulk Copying	19,105
Professional Fundraising	0
Rent/Utilities Expense	26,038
Research	107
Salaries	232,570
Security/Janitorial	570
Stewardship/Board Expenses	334
Supplies	2,075
Telephone & Internet	3,093
Training/Subscriptions/Dues	2,039
Travel	520
Total Expenses	\$435,699

Note: These financial statements do not include in-kind contributions of services or materials from 2010, which were valued at \$10,612 and \$5,046 respectively. They also do not include 2010 unrealized investment appreciation of \$53,809.

Think New Mexico's fundraising expense as a percentage of income in 2010 was 6.8%. Think New Mexico's administrative overhead ("management and general"), as a percentage of income in 2010 was 7.4%.

**Administration & Fundraising
as a Percentage of Income: 2010**





FINANCIAL SUMMARY

Year Ended Dec. 31, 2010

Balance Sheet

ASSETS

Cash and Cash Equivalents	457,930
Endowment Funds	108,476
Grants Receivable	56,156
Investments	474,694
Prepaid Expenses	2,925
Property and Equipment, Net of Accumulated Depreciation	3,402
Total Assets	\$ 1,103,583

LIABILITIES

Accounts Payable	2,800
Accrued Expenses	3,247
Total Liabilities	\$ 6,047

NET ASSETS

Unrestricted	987,259
Temporarily Restricted	110,277
Total Net Assets	\$ 1,097,536
Total Liabilities and Net Assets	\$ 1,103,583

Source for pages 14–15: Financial Statements for the year ended December 31, 2010 and Think New Mexico's IRS Form 990 for 2010. Independent auditors: Bishop and Loggains, LLC CPA.



FOUNDATION PARTNERS

(JANUARY 1, 2010 —MAY 1, 2011)

The Abeles Foundation

**The Arcadia Fund of the New Mexico
Community Foundation**

Bolene Charitable Trust

Brindle Foundation

Caprock Fund of the Tides Foundation

Sidney & Sadie Cohen Foundation

Feinberg Foundation

Ford Foundation

The Foster Foundation

Frost Foundation

Furth Family Foundation

**Peter Hay Public Service Fund of the
Santa Fe Community Foundation**

**Killin Endowment Fund of the
Albuquerque Community Foundation**

LEF Foundation

The Linton Foundation

Livingry Foundation

Lumina Foundation for Education

McCune Charitable Foundation

Marlene Nathan Meyerson

Family Foundation

Roy R. & Marie S. Neuberger Foundation

Oppenheimer Brothers Foundation

**Para Los Niños Fund of the
Albuquerque Community Foundation**

Proteus Foundation

**Sage Fund/Bienvenu Family of the
Santa Fe Community Foundation**

Santa Fe Community Foundation

SB Foundation

Scandia Foundation

Simon Charitable Foundation

The Donald Stone Foundation

The James H. Stone Foundation

The Sulica Fund

Thornburg Charitable Foundation

Edith M. Timken Family Foundation

Doris Goodwin Walbridge Foundation, Inc.

Witkin Family Fund

Individual Social Investors (JANUARY 1, 2010 — MAY 1, 2011)

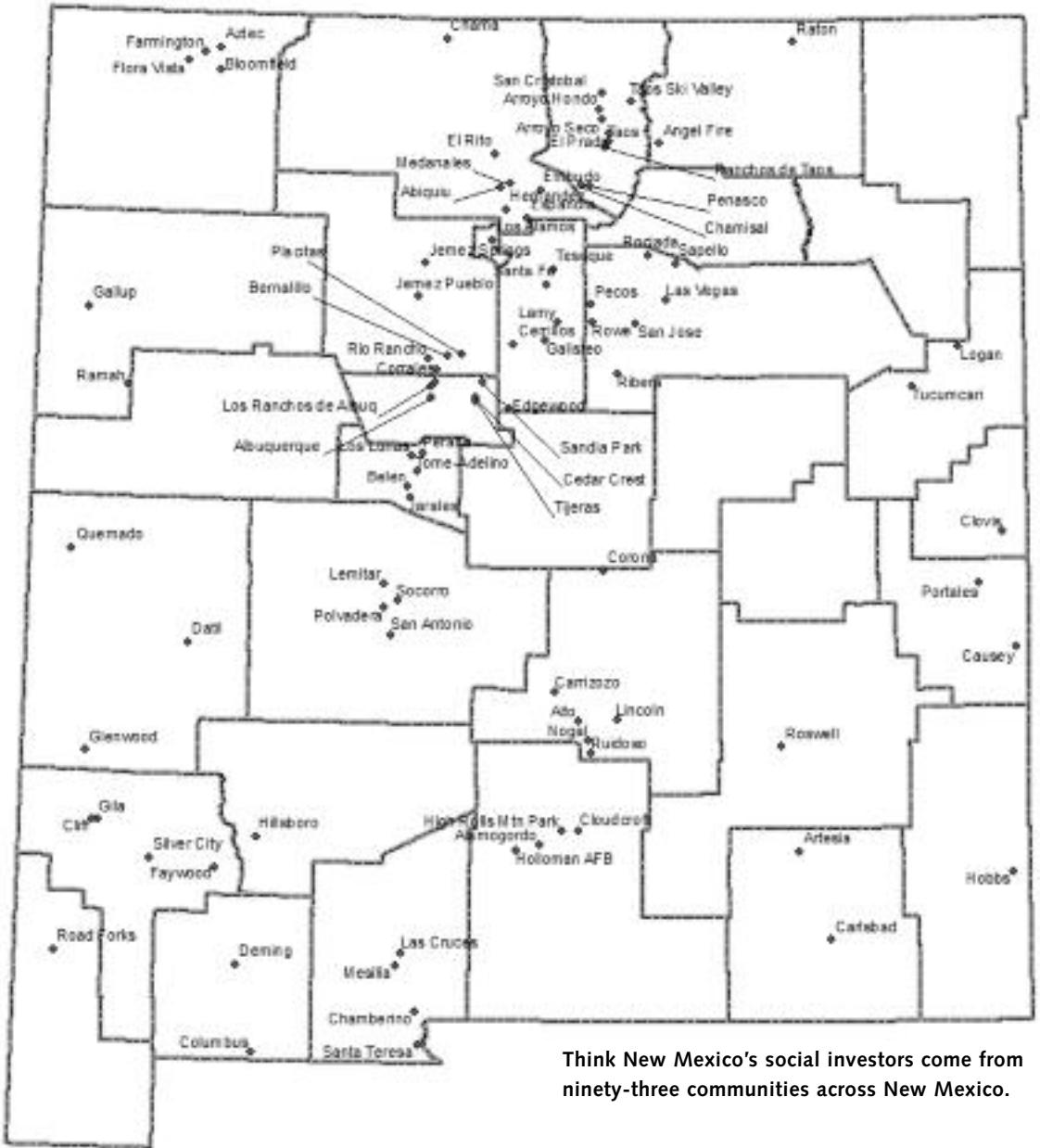
Anonymous (21)	Meleah Artley	George & Jane Bingham
Erik Aaboe	Michael Aster & Bobbi Lurie	Sallie Bingham
Thomas & Carol Aageson	Drs. Boudinot & Louise Abel Atterbury	Susan Binneweg & Owen Jones
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Judith & Bill Alger	John Becker	Leann & Brad Bradbury
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Robert B. Anderson	Reed & Melinda Benson	Peter Brill
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Sheryl Arndt	Marylou & Bob Best	Cornelia Bryer & Herman Siegelaar
Frieda Arth	Yetta H. Bidegain	
	Paul & Ellen Biderman	
	John & Sarah Bienvenu	

What's a "Social Investor?" We call our contributors "social investors" because we believe that nonprofits should be evaluated based on the social return they produce each year. For example, because Think New Mexico's 1999 income was \$109,499, the \$135 million appropriated annually for full-day kindergarten means that our investors continue to receive social dividends of approximately \$1,230 for every \$1 invested in Think New Mexico's initial full-day kindergarten project.

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Vickie Gabin
Mrs. Helen C. Gabriel
Kelly Gallagher
Susan Gallaher
Kenneth Gallard



Think New Mexico's social investors come from ninety-three communities across New Mexico.

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Fridolf & Linda Kellerup
Bill Kellie
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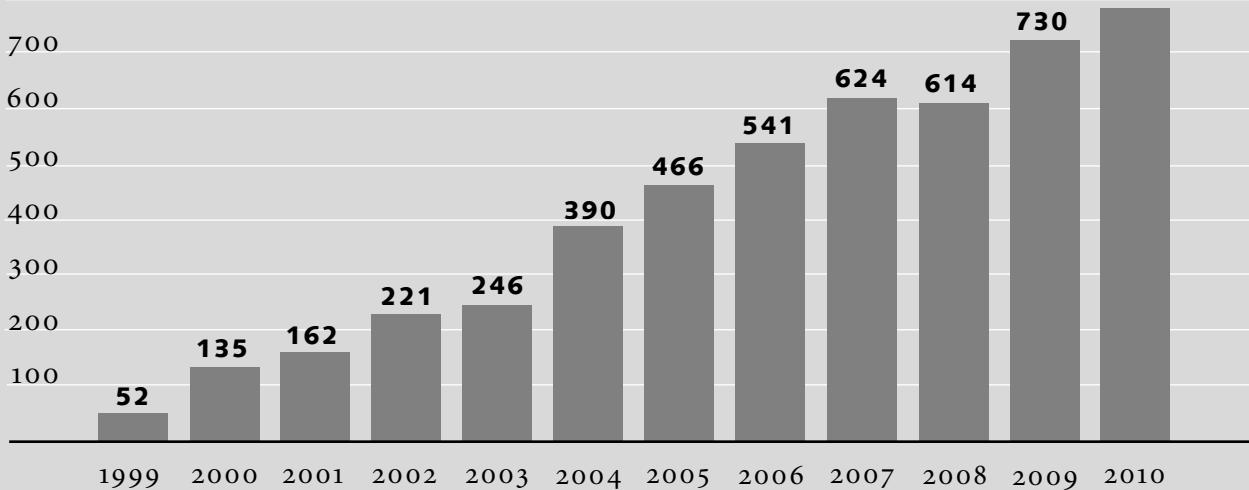
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Many thanks to longtime social investor and tireless volunteer **Elizabeth Clearwater**. In December, Elizabeth held a Medicine Song Benefit Circle (participants shown here proudly wearing their Think New Mexico caps) to raise donations for Think New Mexico.



Think New Mexico's Individual Social Investors 1999–2010

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 Priscilla Logan
 Ruth Lommel
 Conchita L. Lopez
 Ramon & Nance Lopez y Familia
 Dr. Beryl & Sue Lovitz
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 Candace Martinez
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 John McAndrew
 Pam McBride
 Tracy McCallum
 Marnie & Bill McCarthy
 Michael McGarrity
 Michael McGonigle &
 Wendy Dunaway
 James McGrath
 David & Jane McGuire
 Michael McKay
 John McKean
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 Jean McKinney
 Dorothy McKissick &
 Donald Brannan
 Annmarie McLaughlin
 George & Tiia McLaughlin
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 Joyce McLean
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 David Mehlman
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 Dr. Ruth Shore Mondlick
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Sarah Sisk
Bill & Amy Sisneros
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Gordon Smith
Morgan & Julie Smith
Philip M. Smith

Sylvia C. Koerber (1919–2010), one of the first women to serve in the Women’s Army Corps in WWII, first contributed to Think New Mexico in 2006 in support of our campaign to reform the state lottery. When she passed away in December 2010, we were honored to learn that she had included a bequest to Think New Mexico in her estate planning, making our ongoing work a lasting part of her legacy.

- | | | |
|--|---|---|
| Rita Snyder | William Allen Thurwachter &
Donna M. Viera | Charlotte T. Whaley |
| Stacey Somppi & Jerry Lott | Marty Timken | The Honorable Mike &
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| Garrett Thornburg &
Catherine Oppenheimer | | |
| Jennifer Thorne Lehman | | |
| Russel D. Thornock | | |
| Martin & Laura Threet | | |

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Lynne & Jerry Buchen
Dr. Elizabeth Hinds

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JOE JOINER
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Molly & Richard Madden
James McGrath
Roberta Cooper Ramo &
Dr. Barry Ramo

Gifts in Honor of:

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Paula & Neal Devitt, MD

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Howard A. & Matilda Rubin

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AVIVA NATHAN**
Deborah & Sheldon Rubin

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Jane Shreffler
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Helen Wagner
Sarah Zager

Join Us!

We hope you'll consider joining the hundreds of New Mexicans listed on the previous pages by becoming a supporter of Think New Mexico. There are many ways to do so, including mailing a check in the enclosed yellow envelope, visiting our website and using your credit card to donate online, and including a bequest to Think New Mexico in your estate planning. Visit our website to learn more about these and other ways to support Think New Mexico.

Support Think New Mexico with a Donation From Your IRA

If you own an IRA and are over age 70½, you are eligible to receive tax benefits if you transfer up to \$100,000 directly from your IRA to Think New Mexico. The donation will count toward fulfilling your required minimum distribution from your IRA and can be excluded from your gross income for tax purposes. You do not need to itemize your taxes to benefit from the distribution (however, if you do itemize, then you may not also take the distribution as a deduction). To take advantage of this opportunity, just give us a call at 505.992.1315 and we'll give you all the information you need to make the transfer.

Donate a Car, Truck, Boat or Other Vehicle

You can also support Think New Mexico by donating a vehicle you no longer want – whether it's running or not! Think New Mexico works with the Center for Car Donations to accept your generous gift. They will arrange to come pick up the vehicle, sell it at auction, and forward the proceeds to Think New Mexico. If you have any questions, or would like to donate your car, just call us at 505.992.1315 or the Center for Car Donations at 1.877.411.3662 (and be sure to tell them that your donation is for Think New Mexico!).



Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has. – Margaret Mead