

Biographical Sketches for BVA Officers

Dr. Darlene D. Collins, Ph.D. is a highly recognized leader, consultant and small business mentor. She is Owner and President of Allied Performance Consulting which focuses on holistic management consulting, executive coaching, and training workshops. She brings a great deal of business management and human development experience to the BVANM organization. She's Dessert Storm veteran who spent 11 Years in the USAF as a supply officer and a training officer.

Dr. Collins is a published author of a self-help book, *The Real Illusion of Fear*; and her dissertation, *Entrepreneurial Success: The Effect of Fear on Human Performance*. A part of her thriving business is providing coaching and workshops as an expert in fear management to assist others in living prosperous and fearless lives.

In addition to growing her business, Dr. Collins is a casual instructor at the Community College of New Mexico and University of NM. She is a Certified Performance Technologist (CPT) and Achieve Global Facilitator. She is also a small business mentor for Sandia National Labs supplier chain. She held an Adjunct Instructor position at ITT Tech and worked at Intel for 5 years doing training program management, instructional design and change transition management. Prior to Intel, she spent 6 years as the COO of a local marketing firm. She has a B.S. in Education (IU, Indiana) and an M.S. in Management (Webster U, Missouri). She earned her PhD in Education from Capella University (Minnesota).

She is active in the community as Commander of the NM Black Veterans' Association, Commander of the NABVETS of NM, past VP of Programs for NM ISPI, a member of the Women Vets of NM, Business Professional Women's (BPW) and a member of three chambers of commerce (AACC NM, AICC, and AHCC).

Blending her enthusiasm with a strong desire to help others, Darlene is committed to helping business employers maximize their results through strategic planning and people development. Darlene is a competitive member of the local power lifting team and holds four state and four world records. She has a large blended family of seven children and lives with her husband, Ray, in Rio Rancho, New Mexico.

John E. Lewis is well known as a dynamic people connector. Lewis is a Retired Army Gulf War veteran and has repeatedly been recognized for his long and dedicated service to our country and his ongoing efforts in helping veterans with their disability claims.

As a native New Mexican, Lewis went to high school in Gallup and Albuquerque, and played football for Highland University. He also completed 2 years of college at Central Texas University. He has a passion for sports and continually seeks ways to engage kids in the community through team and sporting events.

Lewis is a member of Tom Udall's veteran Counsel for the US Senate to help veterans across the country with their disability claims. He was also a key coordinating member of the NM Legislative Veterans Day committee and was recently recognized for his successful lobbying efforts as NM Legislative Liaison for the BVANM in getting 100% of the veteran bills passed (3 out of 3). These bills passed both the NM house and senate with unanimous support which was a remarkable feat by itself. The Lewis championed the following veteran legislation:

- 1) Worked with Bimoda, Inc. in 2006 to get \$300K and \$1.3M in 2007 for veteran lung cancer detection for the Tobacco Settlement Program Fund administered by the Veteran Services Department and available for up to 2,500 New Mexico Veterans.
- 2) Worked with Diego Guillen at IB Inc. an organization focused on Traumatic Brain Injury (TBI). The NM National Guard Brain Assessment appropriated \$1 million to the Department of Health using advanced technology to conduct baseline assessments of brain function of NM National Guard Personnel and spouses prior to war zone deployment. The services are available for up to 2,500 New Mexico Veterans.
- 3) Championed the Buffalo Soldiers Memorial Bill which provides \$100,000 (GF) for a monument to honor all New Mexicans who served as Buffalo Soldiers following the Civil War.

Darry R. Cross is a true hearted entrepreneur who spent five years as a dynamic supervisor for MCI often doubling sales production. He was selected for an elite position to help open the Albuquerque office. Subsequently, he entered the car sales market in 1983 working for one of the largest dealerships in the area ABQ Nissan. Only Black-owned dealership in NM Corley Lincoln-Mercury and became the Finance Manager within 4 months.

Mr. Cross established a family-owned and operated business in 2000, Cross Oxygen Delivery, LLC providing oxygen primarily to elders and the infirmed at the pueblos in the Greater Albuquerque area reaching from Isleta Pueblo to Acoma. COD was awarded a federal contract to provide this service to our community as well as working with local medical facilities to provide oxygen for Medicare and Medicaid. Mr. Cross expanded his entrepreneurship to Ubiquity Product Distribution in 2006 to provide more exotic imported products for NM.

Cross became affiliated with the BVA NM in 2006 as the Financial Secretary and then moved up to the Financial Officer position. He is known for his stance on transparent and ethical money management which is a tremendous asset to the organization. He brings stability and level headedness and takes his duties seriously. BVA will benefit from officers who can take in money, account for it properly, and be responsible in the spending and disbursement. Cross's holds a conservative position on managing money whether it is group spending or investment.

Cross was born in Virginia, and grew up in NY and went to East NY HS in NYC. He spent three years in the Army as a Vietnam era veteran. Cross earned his BA in Accounting from Hustion-Tillotson College and currently lives in Albuquerque with his wife, Kimberly and four children.

Ray Collins, BSEE and MA, is a math and electronics faculty instructor at ITT-Tech. He is an accomplished writer and published authored a diverse selection of works. He is a self-educated historian who has traveled throughout the American west. His writing covers a spectrum from mostly Western and historical fiction to Christian children's education and high-tech business operations.

Mr. Collins has successfully held a variety of positions to include being a key faculty member of the Air Force Officer Training School, working in several financial organizations and engineering design firms, as well as commercial retail operations.

Mr. Collins has excelled in both management and teaching positions in the government and corporate worlds. He brings strong leadership experience, exceptional organizational and documentation skills along with a get-r-done cheerful disposition to the BVA command council. He is a member of the Southwest Writer's Association. He earned a BS from the University of Texas in engineering and an MA in education from Capella University. He retired from the US Air Force after completing a long and distinguished 23-year career with honors. He is cofounder of APC Services, a training and business consulting firm based in Albuquerque, New Mexico.

Ray is a Christian educator and has been writing since the age of fourteen. His novels include mysteries, detective/police/crime, Westerns, and fantasy. He has a collection of short fiction and western poetry. Mr. Collins lives in Rio Rancho, New Mexico with his wife, and children