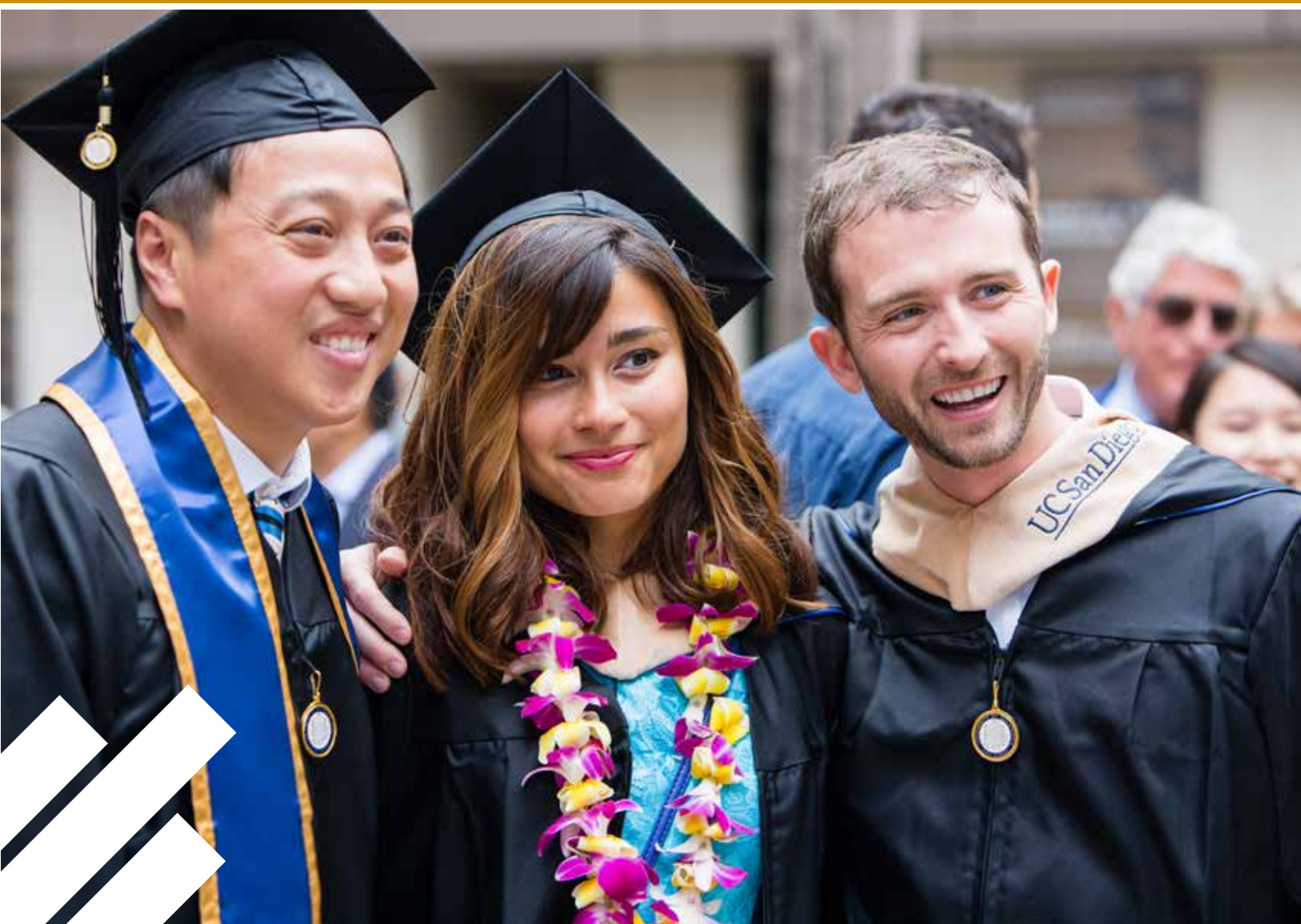


GIVING IMPACT 2018-19

PRESENTED WITH GRATITUDE TO OUR DONORS



AN UPDATE ON YOUR SUPPORT TO THE RADY SCHOOL OF MANAGEMENT

MISSION

The Rady School of Management develops ethical and entrepreneurial leaders who make a positive impact in the world through innovation, collaboration, and knowledge.



MESSAGE FROM THE DEAN

Summer 2019 marked 16 years since the Rady School of Management's founding. As I consider the school's achievements — six master's programs, four undergraduate minors, 182 alumni-founded operational companies, six IPOs, \$2 billion impact on the economy — I am struck by the generosity and engagement that helped Rady get to such an inspiring start. A strong foundation through dedicated community relationships, alumni, and partners has led to significant philanthropic investment, bringing to life the mission of the Rady School. I am humbled and inspired by this support.

In these pages, we share a few of the many stories of generosity and impact from the 2018–19 academic year. These stories showcase the critical role of philanthropy in our school's development of leaders for organizations driven by constant innovation and in industries that are profoundly transforming the world.

As we move forward, Rady is distinctly poised to deliver on our purpose. Most recently, we were proud to announce that we achieved 60 percent female enrollment across our six master's programs, and Rady soared to 10th in the United States for entrepreneurship according to *Bloomberg Businessweek*. I am proud that we are engaging vital exchange through our border initiative and that our students are embracing sustainability through innovation and entrepreneurship.

There is no limit to what our students can achieve here in San Diego and around the world. On behalf of all of us at Rady, thank you.

A handwritten signature in blue ink, reading "Lisa Ordóñez". The signature is fluid and cursive, with the first name "Lisa" and the last name "Ordóñez" clearly distinguishable.

Lisa Ordóñez
Dean, Rady School of Management

FACULTY EXCELLENCE

Through their teaching and research, faculty facilitate innovation and economic impact and are critical to the success of the Rady School and its students. In this regard, endowed faculty awards are vital to ensuring faculty excellence at the Rady School. In 2018–19, the Rady School gained an endowed faculty chair and three endowed faculty fellowships, expanding the school's ability to retain and recruit outstanding faculty and realize its teaching and research mission.

The Wolfe Family Presidential Endowed Chair in Life Sciences Innovation and Entrepreneurship synthesizes the Rady School's leadership in life sciences innovation with UC San Diego's dynamic access to the biotechnology and life sciences communities. Envisioned by Bill Wolfe and Scott and Cecilia Wolfe, the new chair is the first at Rady to focus on research representing the vanguard of organizational innovation around life sciences topics such as innovation in genomics, the microbiome, use of computational biology, and life sciences company formation.

The Rafael and Marina Pastor Chancellor's Rady School of Management Endowed Faculty Fellowships support the research, teaching, and programs of faculty affiliated with the US-Israel Center on Innovation and Economic Sustainability. The faculty fellowships were created through a \$1 million gift from Rafael and Marina Pastor, matched by the UC San Diego Chancellor's Faculty Fellowship Challenge. The Pastors' generous gift also endows two faculty fellowships at the School of Global Policy and Strategy to focus on analyzing the challenges and solutions to international commercial diplomacy and economic governance.

The Phyllis and Daniel Epstein Chancellor's Endowed Faculty Fellowship, also created as part of the UC San Diego Chancellor's Faculty Fellowship Challenge, will support the recruitment and retention of junior level, newly tenured faculty. The Phyllis and Daniel Epstein Chancellor's Endowed Faculty Fellowship, along with two existing endowed chairs in management leadership, exemplify the couple's leadership in generosity and steadfast commitment to the Rady School of Management.



GIVING BACK TO INSPIRE

Nobel Laureate **Harry Markowitz** is renowned as the father of modern finance for his pioneering work in the theory of financial economics. Here at the Rady School, Harry's continuing quest for knowledge and unceasing efforts to impact young minds is legendary.

In November 2018, motivated to encourage a spirit of exploration and excellence in the entire university community, Harry placed his 1990 Nobel Prize in Economic Sciences in the UC San Diego Library. His medal joins the distinguished collections housed in Special Collections & Archives, which also holds the papers and medals of two other Nobel Laureates: physicist Maria Goeppert Mayer and chemist Harold Clayton Urey. The display of Harry's extraordinary achievement elevates the unique collections for students and scholars and will have a positive impact on all who view it.

Harry has had a significant and positive impact at UC San Diego. In addition to his critical contributions to the establishment and quality of the Rady School, Harry has also dedicated himself to securing the future of the Rady School and its students through his and wife Barbara's generous \$5.6 million estate gift, which will create fellowships for Rady students.



INVESTING IN PEOPLE: FELLOWSHIPS

In fall 2018, San Diego-based company Lytx committed \$100,000 to create the Lytx Graduate Fellowship for Business Analytics.

The Lytx Fellowship supports students in the rapidly growing field of business analytics who have demonstrated a commitment to the advancement of women and underrepresented groups. Over the course of Lytx's five-year commitment to the fellowship, a total of ten Master of Science in Business Analytics (MSBA) students will benefit from the fellowship program. In its first year, the Lytx Graduate Fellowship supported two students in the Rady School's one-year intensive MSBA program.

The 2018–19 fellowship recipients had the opportunity to tour the Lytx campus and connect with CEO and UC San Diego alumnus Brandon Nixon '85. In addition to sharing about their Rady experience and post-graduation plans, the Lytx fellows learned firsthand about Lytx and why the company is the video telematics and analytics pioneer of the fleet management services industry.

The Rady School is grateful for the vision of our donors who make gifts to fellowships, expanding student opportunities and fostering potential.

\$667K
TOTAL FELLOWSHIP
AWARDS

30
STUDENT FELLOWSHIP
RECIPIENTS

TRANSFORMATIVE POWER OF RESEARCH

Long Family Foundation Gender Equity Award

Olivia Jurkiewicz is a second-year Rady School PhD student studying psychology and management. Olivia was selected as the inaugural recipient of the Long Family Foundation Gender Equity Award for her research project, Maladaptive Outcomes of Social Regulation for Women in Professional Settings. The award will provide Olivia with the financial resources to further her research on the important topic of gender equity and the creation of equitable workplace environments.

This award is an integral component of a broader initiative to fund an institute focused on diversity, equity, and inclusion in the business sector, advancing women's leadership across industries.



"The skills and experiences I will gain from running a large project, in which I have total decision-making control, will enable me not only to uniquely contribute to the field with my own perspectives, but to become a more sophisticated and skilled scientist."

Olivia Jurkiewicz
Rady Doctoral Student

"There is a social crisis looming in the future: the lack of adequate retirement incomes for a massive wave of retirees. Academic research has not focused on this issue, yet has the right expertise to contribute to the social good and improve living standards for retirees. The Pacific Center for Asset Management will support independent, high quality academic research that will help pension funds meet the future needs of their beneficiaries."

Michael Melvin
Executive Director, Master of Finance program

Pacific Center for Asset Management

For the first time at UC San Diego, academia will collaborate with the asset management industry to address topics of concern to asset owners. The Kroner Family Foundation, directed by Ken and Jennifer Kroner, launched the Pacific Center for Asset Management (PCAM) with a \$1 million lead gift to provide unbiased, in-depth research to assist in financial decision making. Chair of the Campaign for UC San Diego, Ken leads the university-wide comprehensive fundraising effort, which recently surpassed its \$2 billion fundraising milestone three years ahead of schedule and which will continue through 2022.



Kenneth F. Kroner, PhD '88

PCAM is a project of the Rady School of Management in collaboration with the Division of Social Sciences. The center is co-directed by Michael Melvin, executive director of the Master of Finance program at the Rady School, and Graham Elliott, professor and chair of the Department of Economics in the Division of Social Sciences. Based at UC San Diego, the center will work with academic affiliates at many other campuses across the University of California and other institutions in the western U.S.

To learn more: pcam.ucsd.edu

INTERSECTIONS OF CHANGE THROUGH INNOVATION AND BUSINESS

Border Innovation Challenge

The newest business competition presented by the California Institute for Innovation and Development (CIID) at the Rady School of Management, the **Border Innovation Challenge**, was conceptualized in partnership with the Smart Border Coalition. The competition aims to address border issues — related to transportation, commerce, and security — through innovation. A partnership of the Rady School and Jacobs School of Engineering, with support from the Smart Border Coalition, the inaugural challenge was sponsored by Baker McKenzie, The Burnham Foundation, El Florido, Gustavo de la Fuente, Sempra Energy, SENTRE, and Vesta.

The challenge brought together bright minds to explore ideas for a better functioning border across the San Diego-Tijuana region and beyond. Open to students, staff, and faculty from UC San Diego as well as Mexican universities and tech hubs, this event was the first step toward utilizing resources on both sides of the border to improve traveler and cargo flows at our ports of entry. The grand prize was awarded to Curbside Labs, founded by UC San Diego alumnus Cheslav Versky '95, which creates border efficiencies using dynamic data. Other high-potential ventures pitched addressed emergency care and patient transport and freight efficiency, among others.

Please join us in spring 2020 for the next Border Innovation Challenge.

To learn more: rady.ucsd.edu/centers/ciid/border-innovation-challenge



Triton Innovation Challenge

Founded in 2012, the **Triton Innovation Challenge** spotlights commercially promising, environmentally focused technologies and social innovation ideas from the UC San Diego community. A partnership of the Rady School of Management, Scripps Institution of Oceanography, and Jacobs School of Engineering, the competition provides teams with a rigorous four-week startup prep program.

The 7th annual challenge in December 2018 saw six finalist teams pitching ideas to a panel of judges made up of San Diego entrepreneurs and investors. The teams competed for cash prizes and the opportunity to compete for investment funding from the Rady Venture Fund and Triton Technology Fund. First place went to audience favorite Bevea, a sustainably sourced beverage startup led by Rady alumni Kabir Gambhir, MBA '10, and Renan Sallai Iwayama, MSBA '19.

The William and Kathryn Scripps Family Foundation Inc. has championed the challenge since its inception, providing critical funding every year. Recently, the foundation took a step further, making a generous seed gift of \$500,000 to establish an endowment to provide funding for the competition in perpetuity. With its fundraising goal of \$2.5 million, the Triton Innovation Challenge endowment will nurture the creative entrepreneurial drive of dedicated students and researchers seeking to make the world a better place through innovation and talent.

To learn more: rady.ucsd.edu/centers/ciid/triton-innovation-challenge



RADY GOLF CLASSIC

August 27, 2018

The Rady Golf Classic is the Rady School of Management's signature fundraising event and has raised over \$225,000 in fellowship support for 49 exceptional MBA candidates since 2008. Thank you to all of our 2018 sponsors, teams, donors, attendees, and volunteers.

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In Kind Sponsors

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Rady School of Management Center
for Executive Development
La Jolla Playhouse
Snake Oil Cocktails Co.
UC San Diego Athletics
UC San Diego Challenge Course

"The Rady Golf tournament is one of our favorite events of the year. It's the perfect blend of camaraderie with fellow Cubic, San Diego, Rady, and UC San Diego friends and colleagues while all for the benefit of graduate student fellowships. We are proud to be presenting sponsor of such a great event."

Matt Newsome '91

Vice President and General Manager, Cubic Transportation Systems
UC San Diego Alumni Board, Past President

ALUMNI

Rady School alumni are a supportive, cohesive community that spans the globe and endures for a lifetime. Alumni stay connected and give back to the school through volunteering, mentoring, and donating critical financial resources to advance programs, fellowships, and services.

Through their varied contributions, alumni ensure the Rady School's ability to lead in management education and preserve the school's culture of excellence for future generations of students. To leverage the power of alumni giving, the Rady Alumni Board philanthropy committee will seek alumni perspectives on priorities for giving back to the Rady School and identify areas where alumni would like to see the most impact.

An Innovative Way to Give Back

Rady School alumni are innovators and entrepreneurs. In this spirit, they have established a unique giving opportunity: a fund to donate illiquid stocks. Named the Sullivan Fund after founding dean Robert S. Sullivan, the illiquid stock donation program is managed by the San Diego Jewish Community Foundation. Inaugural donors Sergey Sikora, MBA '06, president and CEO of CardioCell, and Haytham Allos '96, MBA '06, chief technology officer of RealStir, recognized that Rady School alumni startup founders required a different type of philanthropy. Through the Sullivan Fund, alumni who have startup ventures or other assets can give back in a way that invests long-term in the school without a cash donation.

UC San Diego Giving Day

Thank you to all of the Rady School's generous supporters — alumni, friends, faculty, and staff — who made a remarkable impact on UC San Diego's very first Giving Day in 2019. During the 32-hour campaign, the university raised an astounding \$662,156, including \$6,160 in gifts to the Rady School.

From fellowships to innovation and entrepreneurship initiatives that fuel Rady student and alumni success, Giving Day is a chance to fund what matters to you. Join us on May 14, 2020, to support the unique experience that helps our students translate talent into impact.



To learn more: ugive.ucsd.edu.

HONORING A LEADER'S LEGACY

Dr. Robert S. Sullivan concluded his 16-year tenure as founding dean of the Rady School of Management in August 2019. We continue to reflect on the transformative impact of his expertise, leadership, and passion and are grateful for the gifts made in honor of his legacy to name the Sullivan Institute for Innovation and Development (SIID).

Through Dr. Sullivan's visionary leadership, the California Institute for Innovation and Development (CIID) was founded to support and catalyze the University of California's innovation leadership and entrepreneurship initiatives. The institute's new name will serve as an enduring tribute to Dr. Sullivan's profound influence on the Rady School and the region's entrepreneurial spirit.



THANK YOU

The Rady School of Management is profoundly grateful to all of our generous donors for not only ensuring excellence in higher education today, but also contributing to the Rady School's future growth, innovation, and success.



Help us continue the nontradition

At the University of California San Diego, challenging convention is our most cherished tradition. Your gift to the Rady School of Management also supports the Campaign for UC San Diego — our university-wide comprehensive fundraising effort concluding in 2022. Together with our philanthropic partners, we will continue our nontraditional path toward revolutionary ideas, unexpected answers, life-saving discoveries and planet-changing impact.

The Campaign For
UC San Diego

campaign.ucsd.edu