ANNUAL IMPACT REPORT

A look back at the first decade of the Rady School of Management, which you have made a successful reality.
You are holding this report because you made something important possible: the Rady School of Management at the University of California, San Diego. This celebration of our first decade of accomplishments is a tribute to every student, professor, alum, and community member who represents a block in a foundation that is now strong and steady.

We’ve built a remarkable school together. The community presented the University with a request for a new, region-specific business school. San Diego was changing rapidly, driven by new industries and newer ones ahead, many spawned in this premiere academic research institution. The community was rich in science, engineering and technology, and it was time to take it to market. That was our School’s charter and, like any good entrepreneur, we jumped in. I feel truly humbled by the people who have made the Rady School a center for innovation and excellence.

I am exceedingly proud of the accomplishments of everyone who has touched and been touched by the learning, research and creative application of principles and practices that have emerged from our beautiful School. It has been my great pleasure to serve the Rady School, exceeded only by the pride I have watching it and our students flourish and become the next great leaders in the innovation economy of tomorrow.

Given our exceptional and growing family of innovative students, alumni, faculty, community members and industry, we will continue to soar. Thank you. You have been and will continue to be a vital partner in the Rady School.

Robert S. Sullivan
Dean

MISSION
The mission of the Rady School of Management is to educate ethical leaders for innovation-driven organizations. Our collaborative culture is based on the five core values of innovation, impact, collaboration, integrity and risk-taking. You, too, have chosen to live these values by supporting this community of students and educators where science, technology, and business have come together to create an environment of integrity and academic excellence.
As we celebrate the 10 Year Anniversary of the Rady School of Management, we are truly grateful for the supporters who have believed in our mission and values in order to provide opportunities for our students, the School—and the community at large. Because of you, Rady School students, alumni and faculty are making a measurable impact on our community.

IN 10 YEARS...

820
student leaders have graduated from the School

more than
60 & 100
“INTRAPRENEURIAL” companies and services have been launched by students & alumni

OVER $1.8 million
awarded
students have been awarded private fellowships, counting those who are currently receiving support

2011
the School earned the prestigious accreditation from the Association to Advance Collegiate Schools of Business

2012
construction of the Rady School Campus was completed

3
MBA cohorts
Our degree offering has expanded to

2013
October
Launched
6
TEAMS began the inaugural semester of the StartR accelerator program for Rady students and alumni.

US-Israel Center on Innovation & Economic Sustainability

IN 10 YEARS...

...and we’re just getting started
RADY SCHOOL FELLOWSHIPS

Why fellowships? An outstanding school is built on standout students and attracting such stars requires more than an excellent reputation; it takes financial support that enables candidates to select the Rady School at UC San Diego over peer campuses vying for their enrollment. To date, over $1.8 million has been distributed to 120 Rady students thanks to the many community members and corporations that have understood the need for financial assistance through private fellowships:

- Anklesaria Family Foundation Fellowship
- Brown Fellowship
- Burnham Fellowship
- Foster Fellowships
- Koret Foundation Fellowship
- Krieger Fellowship
- Latham & Watkins LLP / Wolfe Family Fellowship
- McQuown Fellowship
- Nice Guys, Inc. Fellowship
- Rady Family Foundation
- Serrano Fellowship
- Stone Fellowship
- Wachovia Fellowship
- Weil Family Foundation Fellowship

These students bring a broad range of professional experience and unique career objectives to the Rady community. In addition to these private fellowships, the annual Rady Golf Classic has enabled us to make great strides in raising the critical fellowship funds needed to bring the most talented students to the Rady School. The Rady Golf Classic has awarded over $84,000 in fellowship support to a total of 16 graduate students. Thank you to our many sponsors and the community members who participate in our Golf Classic each year. To learn more about the Rady Golf Classic and our sponsors, please visit rady.ucsd.edu/invest/golf-classic/.
In 2010, the Rady School launched a campaign to raise funds for a graduate student fellowship endowment. This fellowship, Fellowships for the Future, would exist in perpetuity, earning annual interest income to be awarded as financial support to Rady students. During the construction of Wells Fargo Hall, we invited alumni, students, faculty, staff and community members to create a physical legacy at the School by purchasing a paver stone to support this endowment. The response was tremendous, particularly from Rady alumni, who made up nearly 65% of the donor base, with alumni commitments counting for over 75% of all contributions to the endowment.

Today, the Fellowships for the Future endowment stands at $194,000 and growing. When the fund reaches $250,000, we can begin awarding this annual support to standout students who will leave their mark on this outstanding school, its widening alumni network and the industries they influence. The Rady School’s ability to provide sustainable financial support to students would not be possible without your commitment.

The Rady Venture Fund

We are a school that produces entrepreneurs, and providing them with real-world experience in venture finance, investment analysis and venture capital fund management is part of the process of ensuring their success. The Rady Venture Fund, a donor-supported, student-assisted venture capital investment fund, was established to provide experiential learning for Rady MBA and UC San Diego graduate students by making investments in seed or early-stage companies each year. Students work side by side with experienced investment professionals as they generate leads, screen potential investments, and invest in these start-ups.

The Rady Venture Fund students and advisors have invested so far in these three companies:

- **Savara Pharmaceuticals**, which is developing an inhalable antibiotic to treat cystic fibrosis patients with lung infections. [http://savarapharma.com/](http://savarapharma.com/)
- **GroundMetrics**, a UC San Diego alumnus-run company that focuses on enhanced oil recovery technology. [http://www.groundmetrics.com/pages/about.php](http://www.groundmetrics.com/pages/about.php)

In 2011, Rady Venture Fund students and advisors made their first investment in AnaBios. In March of 2013, the Rady Venture Fund made its second investment by participating in a $16 million Series B raise in startup Savara Pharmaceuticals. Later that year, the student investors became angels for GroundMetrics. “We are delighted to be a small part of the Rady vision to provide hands-on experience to the Rady MBA students,” said Rob Neville, CEO of Savara. “Industry leaders participated alongside students in a real deployment of investment capital, providing an excellent teaching opportunity. Savara has greatly benefited from the experience as well as access to the Rady network.”

**THANK YOU** to our major supporters: Arthur Brody, The Farrell Family Foundation, The Jewish Community Foundation and Miriam and Jerry Katzin as well as many other community supporters whom without, the Rady Venture Fund experience would not be possible.
The Rady School is dedicated to attracting the best faculty to shape its future. Faculty help shape the economy and business industries with their research and work as well as grow the next generation of business leaders. To recruit and retain these scholars, Rady must be able to offer market-competitive packages. By creating a reliable source of annual support for the academic and research efforts of distinguished faculty, endowed chairs are integral to the School’s ability to attract internationally-recognized experts who are leaders in their fields.

Our six current endowed chairs are:

- **Arthur C. Brody** Chair in Management Leadership, fulfillment pending
- **Atkinson/Epstein** Chair in Management Leadership, currently held by Allan Timmermann
- **Epstein/Atkinson** Chair in Management Leadership, currently held by Uri Gneezy
- **Jerome S. Katzin** Chair in Corporate Governance, currently held by David Schkade
- **Sheryl and Harvey White** Chair in Management Leadership, currently held by Viswanathan “Vish” Krishnan
- **Zable** Endowed Chair in Management Leadership, fulfillment pending

Our endowed faculty chairholders have had many accomplishments in the last academic year.

- **Uri Gneezy** coauthored “THE WHY AXIS”, a book about economics with Professor John List from the University of Chicago.

- **Allan Timmermann** conducted research on a book on forecasting of economic and financial time series, specifically work on the stability of predictive models for variables such as interest rates and inflation, evaluation of forecasting performance, and the use of Bayesian methods in forecasting economic variables. Allan has also started new research on how network effects matter to return performance among pension fund managers.

- **David Schkade** published a paper and gave research talks at other universities, including Columbia. David also taught a PhD course on research methodology and an MBA course in Negotiation, both of which received excellent student reviews.

- **Viswanathan “Vish” Krishnan** made a significant push in the area of improving human creativity and strategies for mitigating procrastination. His goal in this research is to identify actionable approaches to improve human performance. Vish’s results show that simple psychological interventions can help improve creative and operational performance. Vish was also honored to receive the Most Valuable Professor award from our executive MBA students.

These accomplishments were made possible thanks to the financial support from their endowed chairs.
Founded in 2013 by a group of Rady School MBA students working on an independent study project, StartR is a nonprofit accelerator for Rady School students and alumni funded entirely by philanthropy. StartR is a free, six month-long program providing early-stage companies and teams with mentoring, workshops, co-working space, connections to funding sources and access to the innovation ecosystems at the Rady School, UC San Diego and across the San Diego business community. At the conclusion of the program, StartR accelerator teams are given an opportunity to pitch to investors and industry experts. The program was launched through a generous contribution from the Foundation for Enterprise Development.

StartR focuses on technology commercialization, including life sciences and biotech, mobile health, high-tech, communication, media, and technology-driven consumer products, as well as social ventures. Over thirty teams applied to the program’s inaugural semester (October 2013) and six were selected. Each of this semester’s teams focuses on delivering products and solutions for various medical and biotechnology needs. StartR hugely advances the Rady School’s efforts to develop entrepreneurial leaders and provide resources to spur innovation and the creation of new startups locally and across the globe.

The U.S.-Israel Center on Innovation and Economic Sustainability, supported in part by the Jewish Community Foundation of San Diego’s Israel Studies Fund, was established in 2012 to promote collaboration between businesses, entrepreneurs, researchers and the diverse cultures of Israel to enable the translation of technology into new global market opportunities. It also serves to facilitate interactions between the respective innovation communities of the U.S. and Israel.

The Innovation Immersion Program has been a major focal point of the Center in the past year. The inaugural Israel Immersion Program took place December 9-21, 2012. The group consisted of seven Rady alumni, 12 Rady MBA students, three Cornell undergraduate engineering students and four staff members. The group visited three universities, one college, seven companies, one entrepreneurial project and several cultural sights in a total of nine cities, one village and one Kibbutz. A second trip occurred this past December, 2013.

In addition to the annual trip to Israel, the Center also hosts Israeli students here at the Rady School. The inaugural San Diego Immersion Trip for Israeli partners was held from February 4-8, 2013. This trip included roundtable discussions with venture capitalists, local philanthropists and business founders; eight company visits and one lab tour; seminars on innovation, behavioral economics and social entrepreneurship; and a panel discussing the cross-border region. The second immersion trip of Israeli students here at the Rady School occurred in February, 2014.

We are thrilled about this unique opportunity for our students to collaborate intercontinentally and we are looking forward to the many opportunities this program will continue to provide to our students.
The past decade has been filled with accomplishments by hard-working, creative individuals who together, believed in our mission, innovators who imagined what our program could be and strived to build our program and campus from the ground up. Our success has been possible because of the dedicated people who believed in the Rady School’s idea. As innovators we could not have accomplished our campus and our ever-growing programs without your support. Rady School students, alumni and faculty are making a measurable impact on our community and we are truly grateful for supporters that have believed in our mission and values in order to provide opportunities for our students and the School. It is because of friends like you that we have had such remarkable success and we envision an even greater future as we move into the next decade.

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