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

OUR VALUES:
Our collaborative culture is based on the five core values of innovation, impact, collaboration, integrity and risk-taking.

OUR FUTURE:
In our 14 years, our students and alumni have developed over 150 companies to benefit others and impact the innovation economy in our region, state, country and the world. With your support we will continue to recruit top faculty, attract leading student scholars and create a climate for innovative business and research collaborations.
At the Rady School of Management, we believe that our impact lies in the realization of ideas—intellectual discovery making its way to the marketplace to bring about positive change. Providing world-class entrepreneurial education to our students is core to our mission and would not be possible without your continued investment in the Rady School. A year of wide-ranging accomplishments, 2017 brought notable advances in philanthropic support, academic achievements and the continued successes of our alumni.

For the third year in a row, the Rady School was named the top MBA program in San Diego by U.S. News & World Report and Bloomberg Businessweek. Our commitment to entrepreneurial education garnered recognition on The Princeton Review’s list of “Top 25 Graduate Schools for Entrepreneurship.” These rankings chart the course for the future success of our students, as does the caliber of our truly outstanding faculty. Five new, talented faculty members joined us in Fall 2017.

Strength in numbers—Fall 2017 saw 497 graduate students (116 Full-Time MBA, 111 FlexEvening, 57 FlexWeekend, 135 Master of Finance, 54 MS in Business Analytics and 24 Ph.D.s) and over 4,200 undergraduates enrolled in Rady courses. In 2016-17, 35% of all UC San Diego graduates took at least one Rady class during their undergraduate career!

Rady School alumni achieved a remarkable milestone—150 operational startup companies have been founded since the school’s first MBA class graduated in 2006! This achievement is a strong testament to not only the effectiveness of our MBA program and accelerators, but to your belief in and support of these transformative experiences for our students.

We deeply appreciate your commitment to our students and are pleased to share the impact of your investment in the Rady School of Management.

ROBERT S. SULLIVAN
DEAN, RADY SCHOOL OF MANAGEMENT
STANLEY AND PAULINE FOSTER ENDOWED CHAIR
A Rady School MBA translates student talent into impact—by way of new business creation, increased job opportunities and commercialization of life-changing discoveries. As the Rady School continues to educate the next generation of innovators, private fellowship support offers prospective students immediate assistance in financing their MBA and making the decision to attend the Rady School.

Your contributions have had immeasurable impact in the development of entrepreneurs and business leaders whose work contributes to building a strong and sustainable economy. This year’s fellows come from a wide breadth of disciplines and are pursuing fields ranging from biotechnology and pharmaceuticals to alternative/renewable energy and data analytics.

FELLOWSHIPS FOR THE FUTURE
The strength of collective giving is powerful! Support from the entire Rady School community—285 alumni, students, faculty, staff and friends—raised funds to endow Fellowships for the Future. This generosity opens doors to intellectual growth and life-changing opportunities for future Rady School students in perpetuity. The first fellowship was awarded in Fall 2017.

THE BARBARA AND HARRY MARKOWITZ ENDOWED FELLOWSHIP
Nobel laureate and Rady School professor Harry Markowitz committed $4 million as a legacy gift to establish an endowed fellowship and ensure support of Rady students for generations to come. The fellowship will be awarded to the most outstanding students in the area of the decision sciences, including mathematics, finance and operations research, who have demonstrated a financial need.
Additional fellowship support in the amount of $916,992 was provided through the Stanley and Pauline Foster Endowed Chair fund at the behest of the donor.

**TOTAL GIFTS TO SUPPORT FELLOWSHIPS SINCE THE FOUNDING OF THE RADY SCHOOL**: $7,987,772

**6 ENDOWED FELLOWSHIPS**

**266 FELLOWSHIPS AWARDED SINCE 2008**

**$14,992 AVERAGE FELLOWSHIP AWARD**

**$331,200 PRIVATE FELLOWSHIP AWARDS TO 32 STUDENTS IN 2017**

“The Rady MBA program has already made a tremendous positive impact on my personal development. Without my fellowship, I would not have had this incredible opportunity. I am inspired every day by the entrepreneurial atmosphere and passion in this institution. Thank you for supporting me and affording me this invaluable experience.”

—Chelsea Moorman, MBA ’19

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1Additional fellowship support in the amount of $916,992 was provided through the Stanley and Pauline Foster Endowed Chair fund at the behest of the donor.
ALUMNI

Rady alumni are indeed entrepreneurial. In the past decade, the Rady School’s students and alumni have founded 150 operational startups. Over 70% of those companies remain in San Diego, contributing to the local and national economy. The startup companies span industries including biotech, technology, consumer products, medical devices, healthcare and consulting. Many of these companies have received industry awards, secured funding and commercialized. In fact, in the first half of 2017, Rady MBA startups raised over $75 million in financing.

15% RADY MBA GRADS ARE OPERATING A SUCCESSFUL STARTUP
13% of the founders are women

OPERATIONAL STARTUP COMPANY STATS

30 BIOTECH COMPANIES
28 TECHNOLOGY COMPANIES
28 CONSUMER PRODUCT COMPANIES
7 MEDICAL DEVICE COMPANIES
8 HEALTHCARE COMPANIES
17 CONSULTING COMPANIES

Founded by Alum Richard Castle (MBA ’13), Cloudbeds provides a web-based, integrated management solution for businesses in the hospitality industry. The very first alumni company funded through the Rady Venture Fund, Cloudbeds was named CONNECT’s “Most Innovative New Product” in 2015. Since its founding in 2012, Cloudbeds has been through two financing rounds, acquired two companies and driven billions in revenue for more than 17,000 properties. Today, the company is in more than 120 countries and growing.

“Rady taught me how to focus my passion for entrepreneurship into a marketable idea rather than just an idea.”
—Richard Castle, MBA ’13

For Alumna Amy Bernal (MBA ’14), the impact of her Rady MBA on her career was transformational, enabling her to change industries as well as functional areas. Having embarked on her Rady MBA with the goal of becoming a marketing professional, Amy recently completed the journey when she became Vice President of Customer Experience at Aira.io, a local startup founded by fellow Rady alum Suman Kanuganti (MBA ’14). Amy credits Rady for her career progression from nonprofit healthcare to technology, as Senior Program Manager at Intuit, and now to the startup sector with Aira.io.

“You get an MBA to connect yourself to the best and the brightest; the Rady School offers deep, meaningful connections and resources that I would never achieve on my own.”
— Amy Bernal, MBA ’14

“The Rady School’s approach is to support startups from ideation and development to the successful launch and growth of a company”
— Dean Robert S. Sullivan
NEW FACULTY APPOINTMENTS

The Rady School welcomed five new, talented professors for the 2017-18 academic year. They join our current top-ranked faculty and bring expertise in Accounting, Finance, Innovation, Technology and Operations, and Marketing. They come to the Rady School by way of some of the most prestigious universities in the world: Baruch College, City University of New York, Columbia Business School, Harvard Business School and the Smith School of Business at the University of Maryland.

EDWIGE CHEYNEL
Assistant Professor of Accounting
Ph.D. Carnegie Mellon University
Research area: Relationship between disclosure, financial markets and the cost of capital

WILLIAM MULLINS
Assistant Professor of Finance
Ph.D. MIT Sloan School of Management
Research area: Empirical banking, corporate finance and entrepreneurship, with a focus on bank lending to smaller firms

UMA KARMARKAR
Assistant Professor of Marketing/ITO
Ph.D. Graduate School of Business at Stanford University
Research area: Factors that influence how people make decisions, and the ensuing implications for marketplace practices

MICHAEL MEYER
Assistant Teaching Professor of Design
MBA Harvard Graduate School of Business Administration
Renowned industry expert in product design and development and former Batten Fellow at the Darden Graduate School of Business

Names listed in order photographed, left to right.

Remembrance
JEFFREY B. REMMEL
Distinguished Professor of Mathematics

In 2017, the Rady School lost one of its early architects, Jeff Remmel. Passionate about furthering interdisciplinary research and education at UC San Diego, Remmel contributed substantially to the founding of the Rady School and was an active adjunct professor here, while also being a leader in the Division of Physical Sciences. Involved with the Rady School from its origins, Remmel was critically instrumental in the school’s creation and its successes. He truly was among Rady’s founders and will be deeply missed.
"The Zable Endowment has been instrumental for me in undertaking new research projects, such as the CREDA initiative—an ambitious long-term academic collaboration with other leading universities including NYU, UNC and MIT."

— Ross Valkanov, Zable Endowed Chair in Management Leadership

ENSURING FACULTY EXCELLENCE

The Rady School’s reputation for excellence is grounded in our corps of distinguished faculty. Endowed chairs are integral to the school’s ability to attract and retain internationally recognized thought leaders in their fields. Providing an enduring source of income to support the research, teaching and service of distinguished faculty, endowed chairs also facilitate student educational experiences to grow the next generation of ethical, entrepreneurial leaders who make a positive impact.

Jimmy Anklesaria Presidential Chair in Innovation and Entrepreneurship
Fulfillment pending

Atkinson/Epstein Chair in Management Leadership
Allan Timmermann

Arthur C. Brody Chair in Management Leadership
Yuval Rottenstreich

Epstein/Atkinson Chair in Management Leadership
Uri Gneezy

Stanley and Pauline Foster Endowed Chair
Dean Robert S. Sullivan

Jacobs Family Chair in Management and Engineering Leadership
Fulfillment pending

Jerome S. Katzin Chair in Corporate Governance
David Schkade

Carol Lazier and Family Endowed Chair in Social Innovation
Fulfillment pending

Dr. Harry M. Markowitz Endowed Chair in Finance and Investing
Fulfillment pending

Duane A. Nelles Jr. Endowed Chair in Corporate Governance
Fulfillment pending

Sheryl and Harvey White Chair in Management Leadership
Viswanathan “Vish” Krishnan

Zable Endowed Chair in Management Leadership
Rossen Valkanov

#1 FULL-TIME MBA in the U.S. for Intellectual Capital by Bloomberg Businessweek 2014

Impact Report 2017
SELECTED FACULTY ACHIEVEMENTS

Our faculty are doing exemplary work, and that excellence was reflected in a number of prestigious honors in 2017. Examples include:

• Rady School faculty garnered nearly $1 million in grants and awards, a substantial increase over previous years, to support research in the areas of information systems discipline, use of incentives to improve community college effectiveness, the environmental impact of messaging on energy consumers and mobile salary payments in Afghanistan, among others.

• Associate Professor Terry August received the Sandra A. Slaughter Early Career Award from the Information Systems Society (ISS). The award recognizes and honors early career individuals who are on a path towards making outstanding intellectual contributions to the information systems discipline.

• Professor Uri Gneezy was named a 2017 Highly Cited Researcher by Clarivate Analytics, the global leader in trusted insights and analytics that accelerate the pace of innovation. Gneezy received the honor by conducting research that ranks among the top 1% of most cited works in economics during its year of publication, earning the mark of exceptional impact.

• Michael Melvin, Executive Director of the Master of Finance Program, and a colleague from the Warwick Business School, UK, have developed a new model that offers insights into currency carry investing. The research will be helpful for investors, policymakers, central bankers and government officials because currency exchange rates affect many things—tourism, foreign investments and the price of imports and exports.

“Our faculty are internationally acclaimed for their research and the increase in grants and awards is a testament to the quality of research they produce and the impact that they are making throughout the world.”

— Dean Robert S. Sullivan
“It’s always an honor for us to support the Rady School’s golf tournament as a way to say ‘thank you’ for the powerful impact the school has on so many different levels. Each and every student who passes through this noble institution has the opportunity to not only learn, grow and launch to their next life chapter, but also to pay it forward in ways that will enrich so many others’ lives. Thank you for the opportunity to play a part in that, and to celebrate Ernest Rady’s 80th birthday this year.”

— Matt Newsome, vice president & general manager, Western Region, Cubic Transportation Systems, UC San Diego Alumni Board – Past President
“My Rady Golf Classic Fellowship has enabled me to further my education without sacrificing the quality of my academic experience.”
— Arielle Golden, MBA ’19

$167,025
IN FELLOWSHIP SUPPORT RAISED BY GOLF CLASSIC SPONSORS SINCE 2008

HAPPY 80TH!
The 2017 Rady Golf Classic marked a very special milestone—our champion Ernest Rady’s 80th birthday! Thanks to all who came out to celebrate Ernest and honor him for his service and contributions to the San Diego community!
Experiential learning is at the core of all programs at the Rady School of Management, providing students the opportunity to graduate with both an education and applied experience. Thanks to your support, the Rady School’s Centers of Excellence and Institutes enhance the school’s culture of innovation by providing educational opportunities with profound impact.

- **THE ATKINSON BEHAVIORAL RESEARCH LABORATORY** conducts research on the personal decision-making process around finance and economics.
- **THE BEYSTER INSTITUTE** works to advance the understanding and practice of employee ownership as an effective and responsible business model.
- **THE CENTER FOR SOCIAL INNOVATION AND IMPACT** combines rigorous business thinking and social innovation to solve grand challenges.
- **THE CALIFORNIA INSTITUTE FOR INNOVATION AND DEVELOPMENT** coordinates enrichment programs and mentors entrepreneurs in the early stages of their companies through four unique accelerators.
- **THE CENTER FOR BUSINESS ANALYTICS** offers students hands-on experience with large-scale data resources to thrive in contemporary business analysis.
- **THE INSTITUTE FOR SUPPLY EXCELLENCE AND INNOVATION** provides crucial insights and education to industry partners, executives, policymakers and the greater community in supply chain, logistics and operations.
- **THE U.S. - ISRAEL CENTER ON INNOVATION AND ECONOMIC SUSTAINABILITY** promotes collaboration among students, businesses, entrepreneurs, researchers and communities in Israel and San Diego, enabling new global market opportunities.
- **CENTER FOR EXECUTIVE DEVELOPMENT** educates highly skilled, ethical leaders for innovation-driven organizations. It offers a comprehensive portfolio of courses in the areas of leadership, team building, project management, finance, marketing and business strategy.

UC San Diego was designated a Changemaker Campus by Ashoka U for its role as a leader in social innovation education, an area in which the Rady School shines.

The Changemaker network, in conjunction with the Rady School’s Center for Social Innovation and Impact, will allow us to leverage valuable expertise and experience, enhance cross-campus collaboration and partnerships, strengthen existing initiatives and catalyze innovation, and continue to develop our robust campus ecosystem for changemaking.
The Rady School's entrepreneurship initiatives are largely coordinated through the California Institute for Innovation and Development (CIID), which provides innovative educational opportunities to accelerate the development of entrepreneurs through mentorship and engagement with industry leaders and investors.

**MISSION**
Inspire startup dreams for Rady School and UC San Diego students and alumni
- Foster innovation, encourage our students and increase success rate of startups.
- Increase diversity in startups.

**VISION**
A vibrant entrepreneurial ecosystem and successful companies in San Diego.

**STRATEGY / TOOLS**
- Project-based training for innovators interested in transitioning toward commercialization.
- Strategic partnerships with companies and incubators in San Diego specializing in entrepreneurship and innovation.
- Mentorship and engagement with industry leaders and investors, and additional resources for early-stage companies.

**LOOKING AHEAD**
To provide the best practical training to our students and increase their chances of moving their discoveries to global markets, CIID will:
- Double its accelerator activity with the addition of two new programs (Veteran Ventures and Social Ventures);
- Introduce a suite of new mentorship services, and;
- Continue to grow current programs through research and development.

$41 MILLION IN CAPITAL RAISED
56 PARTICIPATING COMPANIES SINCE 2013
33 COMPANIES HAVE BEEN INCORPORATED

The mystartupXX accelerator continues to attract students across campus. Jacobs School of Engineering and mystartupXX alumna Sneha Jayaprakash ’16 developed mobile app Giventure to engage students with volunteerism and social issues.
TIMELESS GENEROSITY

On October 13, 2017, the Rady School community came together to celebrate Dr. Harry M. Markowitz’s 90th birthday and honor him for his impact on our students through his teaching and generosity. Over 200 colleagues, friends, alumni and students attended, many traveling from across the nation.

An adjunct professor of finance since the earliest days of the Rady School, Markowitz’s distinguished career spans seven decades, from the development of his seminal Modern Portfolio Theory to the creation of computer models for manufacturing and operations.

In 2017, Markowitz committed a $4 million legacy gift to establish the Barbara and Harry Markowitz Endowed Fellowship to support students at the Rady School of Management through the Markowitz Fellows program. In addition, Markowitz will donate to the Rady School his prestigious medals, including the Nobel Prize, the Wharton-Jacobs Levy Prize and the John von Neumann Theory Prize. In an especially touching gift, Markowitz will also donate his Hamilton “Traffic Special” pocket watch, purchased in 1950, which he has used to track time during his illustrious career.

In recognition of Markowitz’s considerable contributions, in 2016 the Rady School established the Dr. Harry M. Markowitz Endowed Chair in Finance and Investing. Funded through an estate gift from the Rady Family Foundation and cumulative gifts from many donors, the endowed chair was the first step in establishing Markowitz’s lasting legacy at the school.

“I am delighted that my legacy will live on at the Rady School.”
— Harry M. Markowitz

“We are indeed fortunate to not only have one of the world’s most renowned financial economists on our faculty, but also to be able to call Harry Markowitz a friend. His continued quest for knowledge and impact is an inspiration to all.”
— Dean Robert S. Sullivan
THANK YOU

The Rady School of Management’s excellence is due to the generous support of friends like you who believe in our mission. Together with your philanthropic support, new generations of business leaders and social entrepreneurs will innovate for the greater good, creating limitless possibility in San Diego and around the world.
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