

Investing in the Yale School of Management



Yale SCHOOL OF MANAGEMENT

som.yale.edu

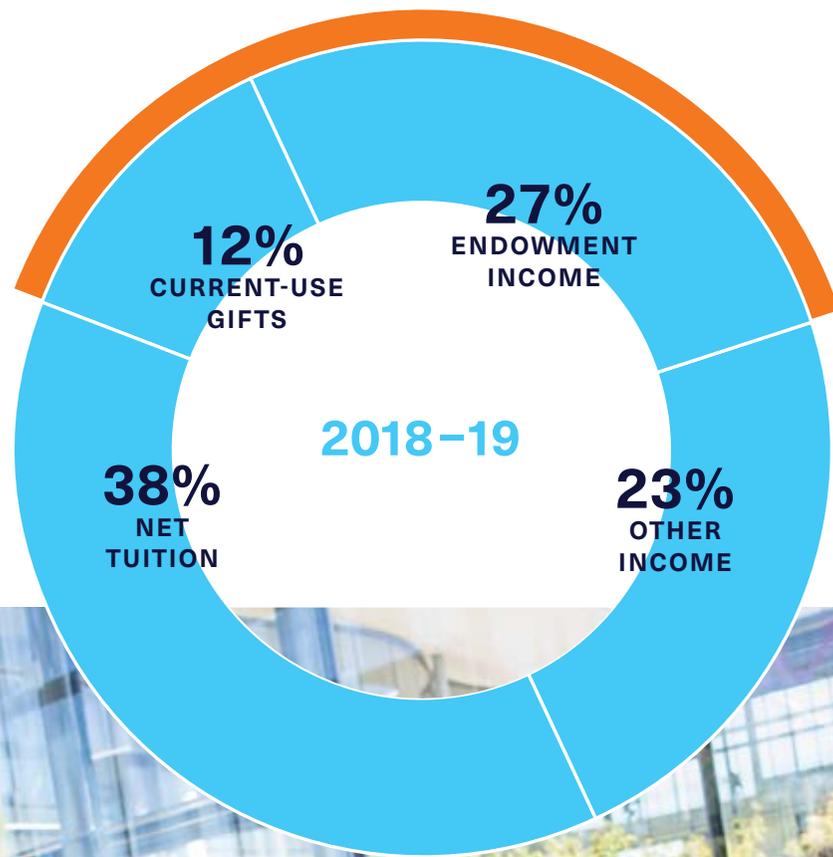
alumni.som.yale.edu

FALL 2019

School Funding

As a financially self-sufficient Yale professional school, Yale SOM relies on your gifts to pursue its mission. Philanthropy makes up 39% of the school's annual budget, supporting classroom innovation, professorships, scholarships, faculty research, and student programs.

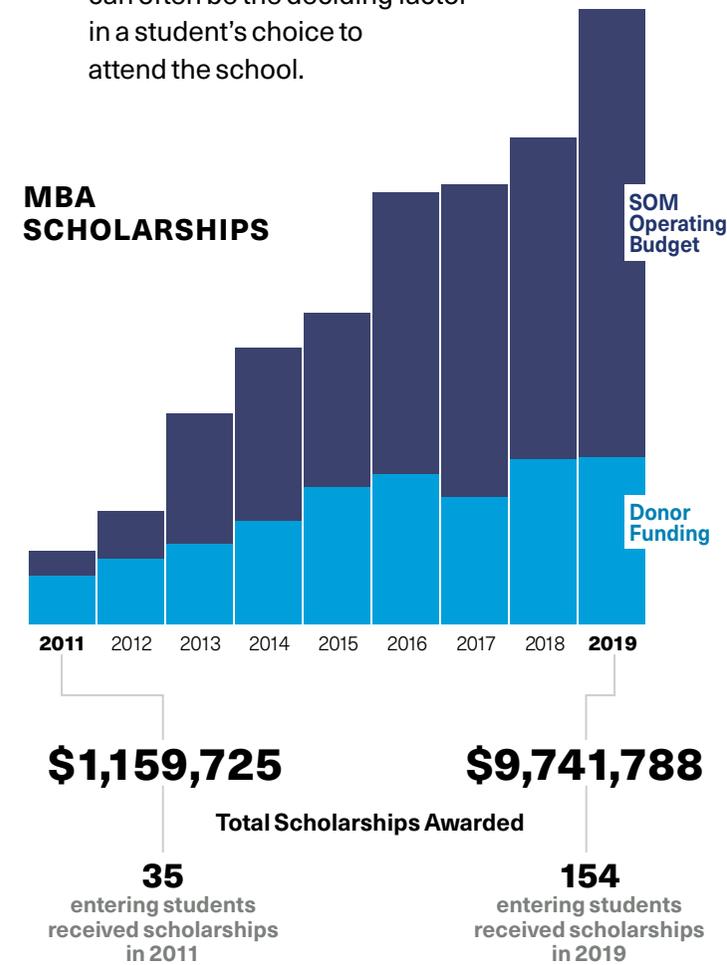
39%
PHILANTHROPY



SCHOLARSHIP SPENDING

Over the past eight years, Yale SOM has expanded its support for scholarships, which can often be the deciding factor in a student's choice to attend the school.

MBA SCHOLARSHIPS



A Mission-Focused Community

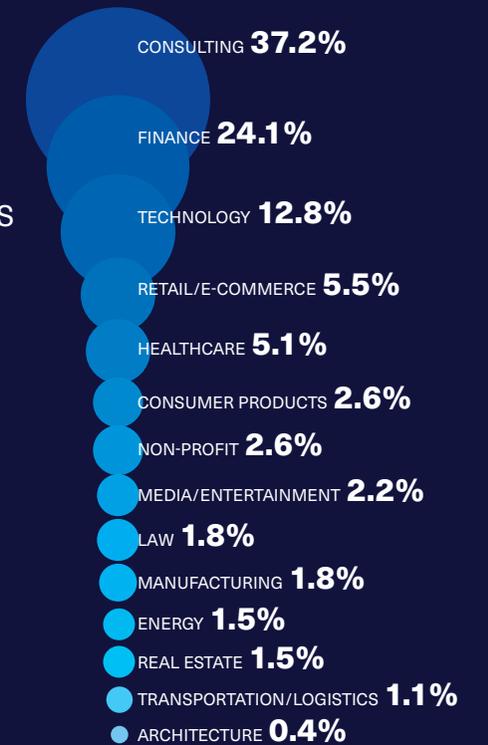
9,178

Yale SOM alumni

55

Global Alumni Chapters

CURRENT INDUSTRIES OF ALUMNI



\$47 million

raised since 2010 to support **academic centers and programs**, including:

- Entrepreneurship Program (launched 2014)
- Yale Program on Financial Stability (launched 2013)
- International Center for Finance
- Center for Customer Insights
- Center for Business and the Environment
- Program on Social Enterprise

935

students in MBA, EMBA, MMS, and MAM programs

50+ student clubs, including:

- Internship Fund
- Black Business Alliance
- Design and Innovation Club
- Women in Management
- Global Social Enterprise
- Greater China Club

15+ student conferences, including:

- Net Impact Case Competition
- Philanthropy Conference
- Education Leadership Conference
- Healthcare Conference
- Private Equity / Venture Capital Symposium

Annual Giving: The Defining Difference

Giving each year to the Yale SOM Alumni Fund is a proud part of SOM culture. Consistent and broad-based support from our alumni strengthens nearly every effort at the school, and enables us to respond to urgent needs and strategic developments.

Gifts from alumni and friends...



...designated for a variety of purposes...

- DEAN'S PRIORITIES
- ENTREPRENEURSHIP PROGRAM
- FACULTY RESEARCH
- LOAN FORGIVENESS
- SCHOLARSHIPS
- CURRICULUM AND CASE DEVELOPMENT
- MASTER OF ADVANCED MANAGEMENT SCHOLARSHIPS
- MBA FOR EXECUTIVES PROGRAM

...and put to work at the school

Scholarships
Last year gifts of \$100 and under totaled \$100,000, enough for four average-sized merit-based scholarships for all degree programs.

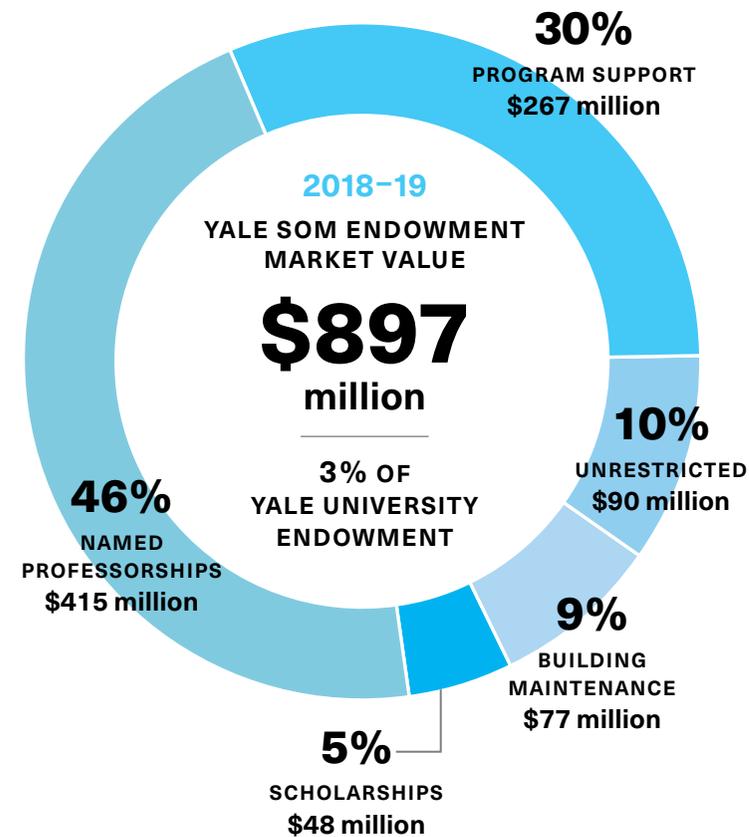
Entrepreneurship Program
There were approximately 750 enrollments in entrepreneurship classes at SOM this past academic year. This is 8x higher from the inception of the program.

Curriculum Development
The Global Virtual Teams course provides students with hands-on, real-world experience navigating the cultural and technological issues that arise with global teamwork.

Colloquia
Each year dozens of global leaders and decision makers visit campus to share insights and engage with students and faculty.

Yale SOM Endowment: Funding for Long-Term Priorities

Endowment spending ensures Yale SOM's long-term excellence and mission focus. Most endowment spending is designated for professorships, scholarships, and program support, with a small amount available for unrestricted spending.



PART OF YALE UNIVERSITY'S WORLD-CLASS ENDOWMENT

Gifts to Yale SOM's endowed fund are managed alongside the rest of the university's endowment by David Swensen and the Yale Investments Office (YIO). Our endowment's value has grown thanks to generous support from friends like you and the investment expertise of the YIO. Swensen's innovative approach—dubbed the “Yale model”—has driven an impressive 13% average return over the last three decades.



Responsible Stewardship

Yale's endowment spending is conservative, to allow for swings in market value. Each year, the university sets the spending level based on a long-term target rate of 5.25%, applying a smoothing rule determined by the returns of previous years. Yale SOM also maintains a rainy day fund, invested alongside the endowment. Our disciplined budget process has helped us avoid dipping into this fund and allowed it to grow steadily.

Alumni Fund Key Facts

#1

Yale SOM's participation rate is consistently the best for any school at Yale, including Yale College.



Over 50% participation for the past 5 fiscal years

MEDIAN GIFT:

\$150

AVERAGE GIFT:

\$1,033

Frequently Asked Questions

Why does Yale SOM ask alumni to give every year?

Our economic model depends on annual giving by alumni and friends. Current-use gifts, such as gifts to the Yale SOM Alumni Fund, are immediately put to work to support core priorities such as expanding student scholarships, launching curricular innovations, bolstering the entrepreneurship program, and addressing other urgent needs that are directly linked to the school's excellence. Annual gifts account for about 12% of the school's operating budget and ensure that Yale SOM can carry out its mission of educating leaders for business and society.

Why does Yale SOM need my money when Yale has so much?

Within Yale University's budget structure, Yale SOM is classified as a "self-support school," which means we are financially self-sufficient and don't receive funding from the university. The school employs a disciplined budget process and has had a balanced budget for 11 consecutive years.

Tuition covers only 38% of the budget, so Yale SOM relies on philanthropy to ensure the school's continued excellence. Our graduates are applying their Yale SOM education as they lead across sectors and regions and tackle complex issues facing both their organizations and society. Our faculty members are pursuing cutting-edge research and making an impact inside and outside of the classroom. All of these efforts depend on financial support from alumni and friends of the school.

Do smaller gifts make a difference? Where do they go?

Yes! Gifts of all amounts enable the school to stay at the forefront of business education. Most gifts from alumni go to the Yale SOM Alumni Fund, the school's annual fund. Smaller donations given to the Alumni Fund add up in a big way. For example, last year, gifts under \$1,000 added up to just under \$700,000—roughly equivalent to 28 merit scholarships, or to the income Yale would receive from a \$14 million endowed fund. In addition, a high rate of participation in annual giving sends a strong signal to prospective students that the Yale SOM alumni community is invested in the school's success and demonstrates alumni confidence in the school's mission.

What is the difference between endowed and current-use gifts?

Current-use gifts are available for immediate use, providing flexible funding to advance the school's strategic plans and help ensure that it maintains a balanced budget in the short term. Most current-use gifts from alumni go to the Alumni Fund.

Endowed gifts are designated for the school by donors who want to provide long term support. Endowed gifts are permanently invested in the Yale University endowment and only the income they generate is available for spending. SOM's endowed funds comprise 3% of the Yale endowment and the majority of the school's endowed funds are restricted to specific uses, such as faculty support and endowed scholarships.

Giving Landmarks

Generous gifts from alumni and friends have helped define the culture and trajectory of the Yale School of Management. Continued support at all levels enables the school to pursue its mission to educate leaders for business and society.

1971

Yale University receives a bequest from the estate of Frederick W. Beinecke PhB 1909, which is used for the creation of a program in management. Two years later, the Yale Corporation approves the creation of a School of Organization and Management.

1978

The first Alumni Fund gifts are received from the Class of 1978.

2014

Edward P. Evans YC '64 makes a milestone gift to name and construct Evans Hall, the new home of the Yale School of Management, which opens in 2014.

Shanna and Eric Bass '05 make a gift to endow the director of entrepreneurship position, helping to expand entrepreneurship programming.

2014-15

Yale SOM reaches over 50% Alumni Fund participation, a benchmark it has continued to consistently surpass.

2016

Indra K. Nooyi '80 endows the deanship at the Yale School of Management.

