UNIQUE VOICES UNITED

Your endowed gifts help ensure UCLA’s excellence and influence — driven by ingenuity and optimism — well into the future.

Rhea Turteltaub
Vice Chancellor, External Affairs

Philanthropic partnerships work: They bring visionary donors and vibrant institutions together to aspire and inspire.

Shirley Wang ’90
Chair, The UCLA Foundation

Julie Sina
Chief Financial Officer/
Chief Operations Officer,
The UCLA Foundation

UCLA faculty and students are dedicated to improving the world. The UCLA Investment Company is making sure they have the resources to do so in perpetuity.

Srinivas Pulavarti
President and Chief Investment Officer, UCLA Investment Company
REAL-WORLD REACH

Providing financial support to high-achieving students — most of whom are offered financial packages by other top universities — is one way UCLA attracts students who rise to the top in terms of excellence, leadership potential, and a pioneering spirit. Once they come to UCLA, they continue to rise. In fact, out of 65 elite universities, UCLA ranks first in creating social mobility for its graduates, as measured by income quintiles. That's good for those graduates, the economy, and society as a whole. Endowed scholarship funds help make that mobility possible. That is one of the reasons why raising money for scholarships is a top priority during the Centennial Campaign and beyond and why the university is dedicating resources to the UCLA Chancellor’s Centennial Scholars Match to help raise funds for undergraduate and graduate student support.

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Scholarship support for UCLA helps eliminate crushing debt, attracting excellent students to the nation’s number one public university and ensuring both will continue achieving for good.

ACHIEVING FOR GOOD

 need for scholarships 2017–2018

<table>
<thead>
<tr>
<th>COST OF UCLA EDUCATION</th>
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<tbody>
<tr>
<td>$33,604 per year on-campus cost of attendance</td>
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<tr>
<td>40% of students have total family income less than $50,000</td>
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<table>
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<tr>
<th>RANK*</th>
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<tr>
<td>UCLA #1 public and #21 overall</td>
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<tr>
<td>The top 20 are all privates, including Harvard, Yale, Stanford, and Princeton.</td>
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<table>
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<tr>
<th>ENDOWMENT COMPARISONS (2016)*</th>
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<tbody>
<tr>
<td>Harvard</td>
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<tr>
<td>Yale</td>
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<tr>
<td>Stanford</td>
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<tr>
<td>Princeton</td>
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<tr>
<td>UCLA</td>
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UCLA is young, and its endowment is therefore small. It competes with the most elite universities, whose longstanding and much larger endowments enable them to meet 100% of demonstrated financial need for full-time degree seeking students receiving need-based aid. Your endowment gifts help UCLA gain needed ground.

*2018 U.S. News and World Report “Best Colleges” rankings
**2016 latest comparison data available. 2017 UCLA endowment is $4.15B
AT HOME AND GOING PLACES

There’s no place like home, and for Analisa V. Davis ’20, Los Angeles and UCLA are both home. An L.A. native, she went to school in Westchester. “UCLA was the only campus that felt like home,” she says. She wanted to be a Bruin, and she certainly had the credentials, including excellent grades and an impressive array of extracurricular and service activities. But affordability was a key factor as she considered college. Finding out that she received an Achievement Scholarship at UCLA changed everything.

“The scholarship made it possible for me to experience UCLA fully — to explore campus, engage with my peers and social groups, and pursue my studies with passion,” says Davis. “I’m extremely interested in International Studies.”

Made possible by a gift from the Dream Fund, the Achievement Scholars Fund is meant to bridge the tuition gap for admitted first-year students and transfer students with demonstrated financial need. That bridge makes it possible for students to go places, starting from the time they come to UCLA, while honing volunteering and leadership skills.

For Davis, enhancing those skills will help her achieve her goals to apply her international interests to humanitarian work. “I want to serve in the Peace Corps, UNICEF, or maybe an organization right here in L.A.,” she says. Right here at home.

ACTING FOR A BETTER WORLD

Saul Gutierrez ’20 calls UCLA “the best of both worlds.” For him, that means it’s the perfect place to pursue his passions and earn a world-class education. Receiving an Achievement Scholarship enabled him to attend his dream school.

That was a big win for Gutierrez and UCLA. A theater major from Sacramento, California, Gutierrez is hitting the mark on stage and making his mark on campus and community. As a member of UCLA’s Hooligan Theater Company — an entirely student-run theater company on campus — he is acting and teaching theater to middle and high school students around Los Angeles.

Gutierrez believes in theater with a purpose. Having grown up in a diverse neighborhood where he was taught to accept others and strive for social justice, he naturally approaches his art as a tool toward that end.

“I have always participated in theater that presents a diversity of voices,” he says. “I want to make theater that is meaningful and influential.” In fact, one of the qualities he most appreciates at UCLA is that he can participate in theater with people from all walks of life and with a plethora of perspectives.

Philanthropic support for scholarships helps create that diversity, enhancing the experience of students at UCLA, the public university in the heart of culturally rich Los Angeles.
REAL-WORLD REACH

FIRMLY PLANTED TO SERVE THE PLANET

Born on Earth Day, graduate student Emily Marino, MPH/MURP ’18, nurtured a love for nature her whole life, from receiving the first gift her mother gave her — a book about the planet — to celebrating her birthday with beach clean-up parties. Having majored in environmental science as an undergraduate, she knew that further study would help her build a better world and ensure equality for people living in it.

Marino set her sights on UCLA as the perfect place for realizing her goals. After getting accepted, Marino eagerly envisioned how she could contribute at the university and beyond. But tuition and the cost of living in Los Angeles presented an overwhelming challenge.

Enter philanthropy, rooted in the enthusiasm of fellow environmental advocates. Filmmakers Laurie and Bill Benenson support sustainability through various ventures, including documentaries on the ways diverse peoples interact with their environments. Continuing their commitment, they gave $1 million to endow the Laurie and Bill Benenson Environmental Health Fellowship, which covers tuition and room and board for Fielding School of Public Health students who share their passion for preserving the natural world. Benenson Fellows and their benefactors will become powerful agents for protecting our planet.

Becoming the first Benenson Fellow cleared Marino’s path to UCLA, where she is pursuing joint master’s degrees in public health and urban and regional planning. As she researches air quality, she keeps her feet firmly planted on the ground, conducting community-based studies and volunteering with local environmental justice coalition STAND-LA.

“Thanks to this fellowship, I have already been introduced to so many new concepts, connections, and opportunities for hands-on learning,” Marino says. “UCLA is the best place for me to be because of the community, the culture of environmental and health consciousness, and the faculty who are helping me develop as a student and, eventually, as a professional.”

For Marino and countless others to come, the Benensons’ generosity opens opportunities to advance their careers and the causes they cultivate.
It’s physically impossible to see light escape a black hole. But for one of astrophysics’ brightest scholars, the massive object at the Milky Way’s center shines with the promise of dynamic discovery.

Arriving at UCLA in 1994, Dr. Andrea Ghez focused on one question: Is there a supermassive black hole at the center of the galaxy? Years of work with the Keck telescopes in Hawaii produced evidence for its existence, but the findings opened a new world beyond the initial inquiry. “We discovered things that we didn’t even think to ask,” says Ghez.

Further research takes further resources — and generous donors stepped up their support. Ghez holds the Lauren B. Leichtman and Arthur E. Levine Astrophysics Chair, established in 2006 by a couple as committed to going above and beyond in their giving as Ghez is in her research. The two recently pledged additional funds to create the Division of Physical Sciences’ first centennial chair, a $5 million endowment that will enhance UCLA’s astrophysics research and ensure cutting-edge imaging technology.

Because the donors’ passions transcend disciplines, they give to myriad areas at UCLA, including athletics, cardiovascular research, and women’s health. Similarly, their gift transcends its cash value.

“Endowing a chair is more than writing a check,” says Levine ’73, MBA ’76. “It signals to the world that this community believes in the research being done in a given field — and the potential of that research to push the boundaries of knowledge.”

Those aren’t the only boundaries their chairholder pushes. An advocate for diversity in STEM fields, Ghez is the first woman to win the Royal Swedish Academy of Sciences’ prestigious Crafoord Prize. “When I was studying, there weren’t a lot of girls studying math, science, and engineering,” she says. “It’s really been a priority to bust that concept — that it’s not just boys who do science; it’s girls.”

As Ghez continues breaking barriers in society and space, she appreciates Leichtman and Levine’s increased support. “Lauren and Arthur have always understood what it takes to make the biggest leaps in science and astronomy,” she says. Their gift will enable her to use the latest technology to track stars approaching the black hole, shedding light on a new question: How does gravity work?

It’s a quest that will take Ghez and astrophysics far into the future, fulfilling the donors’ desire that the combined forces of faculty and philanthropy “yield important discoveries long after we’re gone.”
INSPIRING PROGRESS

Few things breathe new life into one’s outlook more than undergoing a life-saving lung transplant.

For Randall Tamura, his successful lung transplant at UCLA made him even more aware of his already demonstrated desire to give back to his community and to society in general. It also made him want to become an informed patient, and what he learned about pulmonary research at UCLA inspired Tamura and his wife, Mari Tamura ’73, to endow the Mari and Randall Tamura Pulmonary Research Fund in the UCLA Division of Pulmonary and Critical Care Medicine.

“Because of my transplant,” says Tamura, “I developed an interest in immunology, and I discovered that the work being conducted on transplant tolerance at UCLA is key to eliminating rejection in transplant patients.”

In fact, UCLA lung transplant outcomes are exceptional, with survival rates regularly ranking among the highest in the country. Endowed support provides the transplant program at UCLA the resources and experience necessary to offer life-saving therapy even to patients turned away by other programs. In 2016, for instance, UCLA accepted a 24-year-old cystic fibrosis patient in need of a lung transplant whose surgery had been deemed too risky by other programs.

“Given her youth, her determination, and the fact that we have the resources and experience at UCLA to offer this life-saving therapy, we felt it was our obligation and duty to provide this patient with a chance for transplant,” says Dr. Abbas Ardehali, surgical director of the UCLA Heart and Lung Transplant Program. The transplant saved her life.

The Tamuras and UCLA share a goal: to eliminate organ rejection following lung transplantation. “The research that the Tamuras support could significantly bolster the ability to diagnose and treat some of the main limitations to long-term survival earlier and more effectively,” says pulmonary disease specialist Dr. John Belperio.

A commitment to humanity and ongoing innovations makes UCLA the perfect target for philanthropists interested in making tangible progress possible. “This is why Mari and I support UCLA pulmonary research,” says Tamura.
INVESTMENT AND ACCOUNTABILITY

STEADY GROWTH

In fiscal year 2016–17, donors contributed $166 million in endowment gifts to The UCLA Foundation and the UC Regents to support UCLA’s mission of education, research, and service while furthering their philanthropic passions.

2016–2017 saw a respectable growth for The Foundation endowment, which gained 15.81 percent. That translates into a $291.3 million gain in investment returns. The endowment also benefited from new cash inflows of $113.7 million, and the portfolio experienced an outflow of $146.2 million in the form of payout and other withdrawals. The net result is that the endowment grew by $258.8 million for the fiscal year ending June 30, 2017.

The UC Regents Investment team manages contributions designated for the UC Regents. You can find more information here: ucop.edu/investment-office/investment-reports/annual-reports.

“My scholarship has been the biggest blessing to me, my family, and everyone back home rooting for me in my educational goals. I have seen so many friends turn down the option of going away to college because the expenses that come with it seem impossible. That is why I so appreciate those who gave to this scholarship fund.”

Shannel Miranda ’20

“The Tannas endowment is enabling me to enrich education at UCLA Engineering and enhance research that will help create more energy efficiency. I am impressed by the donors’ vision.”

Yang Yang

Carol and Lawrence E. Tannas Jr. Endowed Chair in Engineering
Operating income compared to FY16 operating loss of $17 million (an income increase of $25 million)

Private gifts of permanent endowments (a 1% increase)

$71M

Endowed investment pool return

15.81%

Total FY17 endowment payout available to the campus and affiliated entities increased by $3.5 million (a 4% increase)

$86.7M

*Excludes contributions managed by The Regents, additions to permanently endowed funds, and endowed or conditional pledges

ENDOWED INVESTMENT POOL ASSET MIX

The UCLA Foundation’s support of the university remains strong thanks to increased donor contributions. The Foundation’s net position increased to $2.7 billion. Total assets increased by 14% ($361.6 million) to $3 billion while total liabilities increased by only 7% ($20.6 million) to $304 million.

Net position, comprising total assets in excess of total liabilities and deferred inflow of resources, increased by $341 million (14%)

$2.7B

Total assets (a 14% increase)

$3B

Total liabilities (a 7% increase)

($304M)

Revenue in the form of donor contributions (a 22% increase)*

$287M

Gift fund distributions (an 11% increase)

($249M)

Operating income compared to FY16 operating loss of $17 million (an income increase of $25 million)

$8M

Non-operating revenues compared to FY16 non-operating expenses of $62 million (a revenue increase of $324 million)

$262M

Private gifts of permanent endowments (a 1% increase)

$71M

Endowed investment pool return

15.81%

Total FY17 endowment payout available to the campus and affiliated entities increased by $3.5 million (a 4% increase)

$86.7M

*The equity exposure is 58.4% after including the notional exposure of the equity derivatives.

**The cash balance is 13.4% when including collateral for equity derivatives.
FIGURE 3:
In fiscal year 2016–2017, The UCLA Foundation’s endowed pool experienced strong returns. The endowed pool returned 15.81% for the fiscal year ending June 30, 2017, outperforming its benchmark by 2.52%.

FIGURE 4:
The UCLA Foundation has more than doubled its payout over the last 10 years as a result of increasing levels of donor support and prudent investment management. The Foundation has been able to meet its objective of providing a stable source of funding to the university. The payout rate was 4.50% for the fiscal year ending June 30, 2017.
LEADERSHIP

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*With gratitude, UCLA remembers a loyal and generous friend. 1930-2017

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Tritia Toyota, MJ ’70, PhD ’04
Thomas R. Weinberger
Kenneth Ziffren, JD ’65
Richard Ziman
**Beginning Market Value**
Market value of the endowment as of July 1, 2016

**Contributions**
Gifts deposited in the endowment during the July 1, 2016, through June 30, 2017, reporting period

**Gift and Bank Fees**
One-time administrative fee applied to all new gifts and any credit card processing fees, providing essential support to UCLA’s overall operation

**Transfers**
Monetary transfers that include one or more of the following transaction types:
- Reinvestment of payout
- Expenses incurred (e.g., legal fees)
- Invasion of quasi-endowment principal to cover monetary transfers
- UCLA Foundation fund-to-fund transfers and adjustments
- Transfers from donor-advised funds to outside charities

**Net Investment Gain/(Loss)**
Endowed investment pool returns allocated to the endowment, including:
- Income
- Realized gain/(loss)
- Unrealized gain/(loss)
- Endowed cost recovery fee
- Investment-related expenses

**Payout**
Money made available to spend from the endowed investment for the July 1, 2016, through June 30, 2017, reporting period. Payout is based on an investment spending rate approved annually by The UCLA Foundation Board of Directors.

**Ending Market Value**
Market value of the endowment as of June 30, 2017

**Available Balance**
Money available for the benefitting department(s) to spend

**Pending Payout**
Accumulated payout at the end of a reporting period not yet available for expenditure

This glossary corresponds to the financial report in the front pocket of this brochure.
“As a proud Bruin, I am delighted to give back to the university and the department that gave me the foundation for my success.”
Myung Ki (Mike) Hong ’59

“UCLA is about creating opportunity for the faculty, the students, and the community. It’s about building for the future, whether in astrophysics, medicine, or sports.”
Lauren Leichtman

“For those of us who benefited from our own experience within the UC system, we have the responsibility to help perpetuate this opportunity for current and future generations.”
Lowell Milken, JD ’73
Thank you for investing in the future through endowed funds at UCLA. We hope you will consider increasing your support.

To learn more, contact Donor Relations at 310.794.2447 or donorrelations@ucla.edu

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