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INTRODUCTION

The JGSB Dashboard reports on value creation by the Jones Graduate School of Business as reflected in the vision statement for the school. This dashboard will be released three times per year highlighting different elements based on the academic season and the timing of external reports that supply critical comparisons of the school’s performance relative to our peers and aspirational peers. The vision statement for the school is:

*JGSB is a premier business school honoring the legacy of Jesse Jones through big ideas creating value, enhancing learning and top talent. This vision is viewed through the lens of real value delivered to our stakeholders (knowledge creation and value-added business education) and stakeholder assessment of our value creation (student quality and demand; effectiveness of the learning process; engagement by alumni, corporations and community; and philanthropic support). Although many of Jesse Jones’ experiences were grounded in Houston, his big ideas created value globally. The JGSB will be known for thought leadership that drives action and global value creation.*

The following strategy graphic illustrates the school’s commitment to providing value to stakeholders and assessing that value, our positioning, the three strategic investments and four complementary initiatives. [business.rice.edu/forward](http://business.rice.edu/forward)
STRATEGY ROLL OUT
Following the distribution and discussion of the JGSB Path Forward in January, we have begun making strategic investments in big ideas that create value, enhancing learning and top talent. We have also been moving forward with the supporting initiatives as well as discussions and planning within higher-level teams and departments regarding the ways in which each group can align its goals and mission to support the refined school strategy.

FACULTY LEADS ON ENERGY AND HEALTH CARE INITIATIVES NAMED
Faculty leadership is crucial for the revised strategy. Under the leadership of Al Napier and through his partnership with Ed Williams, we already have a strong reputation in entrepreneurship. To differentiate the Jones School from its competitors and further capitalize on the assets and strengths of our home city, Houston, the same model of faculty leadership will be used to enhance our presence in energy and health care. Vikas Mittal will lead the energy industry initiative and Prashant Kale will lead our health care industry initiative. These appointments reflect a deliberate, long-term shift in JGSB's strategy to integrate its core discipline expertise with EHE to enhance intellectual leadership in EHE. Prashant and Vikas' research, teaching and service to the Jones School are immense and their willingness to take on these important leadership positions is another indication of their passion for and commitment to the Jones School.

The new faculty leaders will soon begin developing a strategic vision for Jones School energy and Jones School health care. They look forward to working with faculty colleagues as they shape the strategic initiatives and take steps to execute them. To coordinate initiatives across EHE, a joint steering committee will be formed, which will include EHE faculty leaders, deputy dean of academic affairs, senior associate dean of degree programs and senior associate dean of executive education. Prashant and Vikas will also work closely with the energy and the soon-to-be-formed health care committees of JGSB's Council of Overseers. In addition, they will provide the much-needed faculty leadership to engage with various external stakeholders across many fronts.

APPOINTMENT OF ACADEMIC DIRECTOR IN OPERATIONS MANAGEMENT
In keeping with our faculty leadership model across specified curricula, we also announced the appointment of Amit Pazgal as academic director of operations management. His mandate is to develop a more meaningful and measured footprint for the Jones School in this area. With his unique cross-cutting expertise in marketing, operations and economics, Amit is the ideal candidate to lead us in making important strides in curriculum design and corporate engagement in the area of operations management. Amit will collaborate with various faculty members to streamline our offerings in operations/ supply chain.

SUCCESS IN ATTRACTING AND DEVELOPING TOP SCHOLARS
Enrollment projections for all degree programs indicate that the number of students in the incoming class will not change dramatically from last year. While there has been a significant increase in full-time applications, the growth is from international markets and does not allow for appropriate growth in this segment. The Crownover Scholars Program, Military Scholars Program and McNair scholarships have been instrumental in helping us attract top domestic talent, especially as our competitive set continues to shift toward the top 20 ranked schools. All 13 finalists for the Military Scholars Program and the Crownover Scholars Program will be joining the Rice MBA program this August. Enrollment in the fully employed programs, the MBA for Professionals and MBA for Executives, is projected to be relatively flat. This is noteworthy due to the impact fully employed programs have on Jones School revenue.

Our first students to complete their Ph.D. studies in marketing successfully defended their dissertations. Tod Cox will be joining the marketing faculty at Stetson University’s School of Business Administration. Alex Chaudhry has accepted an assistant professor position in the Rawls College of Business at Texas Tech University. We are proud of their achievements as well as our role of developing influential thought leaders in the world of business and education.
RICE BUSINESS PLAN COMPETITION APPROACHES $3 MILLION IN PRIZES AND INVESTMENTS

The Rice Business Plan Competition was held in early April and nearly $3 million was awarded at what Fortune magazine deems “the Super Bowl and World Series of business plan competitions.” The 2014 contest brought 42 graduate-school university teams from across the globe to pitch their new technology businesses to more than 270 venture-capital and investor judges. This year’s competition also marked the first time an international team won the competition: Medical Adhesive Revolution of RWTH Aachen University, Germany, who developed a high-strength biodegradable surgical adhesive that can be used inside the human body to seal wounds within seconds scored the big win, while the Jones School’s own team, A-76 Technologies, came in second with development of a corrosion inhibitor initially targeting customers in the oil in gas industry and plans for future expansion in transportation, marine, utilities, and infrastructure. They walked away with more than $550,000 in investment, cash and prizes.

BIG WIN FOR REEP

The Rice University Education Entrepreneurship Program (REEP) was announced as the 2013 winner of the MBA Roundtable Innovator Award. The MBA Roundtable is a global association of business schools that promotes MBA curricular and programmatic innovation. A diverse panel of representatives from academic institutions and corporations served as judges for the Innovator Award, which acknowledges creative initiatives in MBA education and the institutions that are driving change in the field.

The award recognizes the Jones School for MBA curricular innovation with the delivery of REEP, a highly selective program that combines an elite business school education with a K-12 leadership and entrepreneurship practicum. The goal is to equip campus leaders with leadership principles and management tools. Finalists for the award included schools such as the University of Washington and Yale University.

RANKINGS

The foundation of our strategy is creating value for our stakeholders. Several outlets released rankings this spring that allow us to measure our performance on core metrics that reflect value creation. Like all performance measurements, the rankings show us where improvement is needed as well as where we excel.

Value to Stakeholders

Knowledge Creation

- Top 20: Faculty research and intellectual capital rankings (Businessweek, Financial Times)

Value-Added Business Education

- No. 2: Salary percentage increase—Full Time and Executive (Financial Times)
- No. 6: Percent earning raises while in the program—Professional (Businessweek)
- No. 6: Salary three years out—Executive (Financial Times)
- No. 7: Percentage of Graduates Employed 3 Months After Graduation—Full Time (U.S. News)
- No. 25: Total Salary/Bonus of $115,693—Full Time (U.S. News)

Stakeholder Assessment

Effectiveness of the Learning Process

- No. 13: Entrepreneurship – specialty ranking—Full Time (U.S. News)
- No. 18: Overall ranking—Professional (U.S. News)
- No. 33: Overall ranking—Full Time (U.S. News)
Student Quality and Demand

- Remained among the top 20 part-time programs-Professional (U.S. News)
- Remained among the top 25 most selective schools in admissions-Full Time (U.S. News)
- No. 3: Current Job Satisfaction-Full Time (Forbes)
- No. 8: Most satisfied MBA graduates-Full Time (Forbes)
- No. 34: Peer Assessment-Full Time (U.S. News)
- No. 43: Recruiter Assessment-Full Time (U.S. News)

We will continue to work toward building our reputation by focusing on the creation of value — both through developing talent and generating new knowledge.

SPRING HIGHLIGHTS

The Jones School continuously engages with its stakeholders, on a quest to provide the most value to our students and alumni as well as across Rice and the community at large. Several events and activities this spring illustrate our commitment to providing programming that shares thought leadership across campus and beyond.

Hosted by the Rice chapter of the National Association of Women MBAs, the 14th annual Women in Leadership Conference, titled “A View from the Top,” sold out with 260 registrants, who included leaders and managers from Houston-area businesses. The annual event aims to educate, empower and connect MBA students with women who have demonstrated success in their industries, professions and personal lives. It also provides a forum for the exchange of ideas among attendees, panelists and speakers.

Big data analytics, multi- and omni-channel campaigns, customer-centricity and social media were among the hot marketing topics addressed at the seventh annual Rice Marketing Symposium held on March 21. This year’s symposium, “Evolutionary Marketing Strategy,” featured four marketers from the real estate, retail and computer hardware industries sharing their winning strategies and present-day challenges with an audience of 230 marketing professionals and students.

In April, the Rice Veterans in Business Association hosted an event featuring Brigadier General Peter M. Dawkins, USA (Ret.). More than 200 people attended the presentation. Dawkins, senior advisor to Virtu Financial, the world’s largest electronic market making firm, and one of Time Magazine’s “Top 50 Leaders in the U.S.,” discussed business leadership and success.

It has indeed been a busy spring for the Jones School. And we look forward to developments in the Department of Economics, as the new chair, renowned economist Antonio Merlo, takes the helm July 1. Merlo, who has also been named the George A. Peterkin Professor of Economics will also be director of the Rice Economics Initiative, a new multiyear plan to enhance economics research and teaching at Rice. The appointment of Merlo heralds an opportunity for greater collaboration between the economics department and the Jones School as well as potential reputational increase for both.

We continue to discuss and further implement our refined strategy based on our commitment to providing value that matters to our stakeholders, assessing that value and remaining accountable every step of the way.
VALUE TO STAKEHOLDERS

KNOWLEDGE CREATION

FACULTY PROMOTIONS

Faculty tenure and promotion decisions are likely the most important decisions that premier academic institutions make in their journey toward achieving excellence. For the Jones School, they are the building blocks for enabling us to be at the forefront in generating big ideas and providing the intellectual stimulation that permeates all facets of management education, research and outreach. At Rice University, promotion/tenure requires more than a year-long, multi-stage process of review of scholarship excellence, culminating in the approval by the board of trustees. A very important element of the tenure process is the review of faculty scholarship by leading, independent scholars from other top-tier research institutions. Having undergone this extensive review process this year, two Jones School professors were honored with promotion/tenure as recognition of their outstanding scholarship in advancing management thought founded on rigorous, evidence-based research. Professor Erik Dane, assistant professor of organizational behavior, received his tenure and was promoted to associate professor. Professor Haiyang Li, tenured associate professor of strategic management and innovation, was promoted to full professor.

Haiyang Li, whose research examines issues pertaining to business strategy and technology entrepreneurship with special focus on using data from Chinese businesses, joined the Jones School in 2005 as an assistant professor after four years at Texas A&M and two years at Lingnan University of Hong Kong.

Li studies how firms gain strategic advantages when operating in an environment with substantial institutional and economic transitions. His first research stream addresses the question of how technology ventures respond to resource constraints and lack of institutions to gain strategic advantage when facing dynamically evolving institutional arrangements. His second research stream examines key issues regarding knowledge spillovers and innovations when multinational corporations enter emerging markets. Finally, Li has begun exploring the trade-offs that Chinese firms face when expanding into global markets to gain technology and management skills while facing a burgeoning domestic market with significant economic opportunities of its own.

Li’s service and contribution to his field is extensive. He has served on the editorial boards of nine journals, including the prestigious Academy of Management Journal (since 2006) and the Strategic Management Journal (since 2011). He has published 28 articles in refereed journals, which are peer-reviewed by expert readers. He has written and co-written seven chapters of books and five books in his field and has numerous papers under review and in progress.

Li teaches in the MBA and Ph.D. programs in the Jones School, covering topics such as strategic innovation and sustainable competitive advantage, managing innovation and growth, and competitive strategy. His International Business Briefing – China course is open to all Rice MBA students and consists of an overseas trip featuring lectures by host university faculty and site visits to companies where students can meet with executives to discuss opportunities and challenges of doing business in the country.

Erik Dane joined the faculty as an assistant professor in 2007, after graduating from the University of Illinois at Urbana-Champaign. His promotion is a reflection of the deep impact he made on the field of organizational behavior through his prolific research, service to his field and excellent teaching record. Dane is highly regarded by his peers as a creative thinker and original researcher. His research focuses on topics such as mindfulness and attention in the workplace, the tradeoffs between decision speed and decision accuracy, the nature of intuition, when intuition is effective and ineffective, and when time-consuming and more analytical approaches to decision-making might be inferior to intuition. His research on intuition and its role in management is novel, groundbreaking and internationally recognized.
Dane is an editorial board member of the Academy of Management Journal and Academy of Management Review (AMR) and has been an ad hoc reviewer for 13 additional journals. He has published 12 articles in peer-reviewed journals and, in 2007, co-authored an article on intuition’s role in managerial decision making that won the AMR's Best Paper Award. In 2013, Dane won the AMR Outstanding Reviewer Award. He also won the Jones School Scholarship Excellence Award, an award honoring JGSB assistant professors, last year and this year.

His dedication to excellence in scholarship extends to his teaching as well. Dane teaches in every program throughout the Jones School, from full-time, professionals, executives and in the Emerging Leaders Program of Executive Education. He teaches managers evidence-based approaches (as opposed to mere management folklore) in order to help them make effective management decisions, motivate and lead employees, and understand social interactions in organizations. His students consistently score him highly on teaching effectiveness.

**BIG IDEAS IN ACTION**

A major strategic investment of the Jones School's refined strategy is our emphasis on creating and sharing the big ideas of our faculty. Communicating that and enhancing the understanding of Jones School faculty leadership in such research is the primary purpose of publicizing and making big ideas accessible. Faculty continue to publish new research, and several faculty findings have been cited in various outlets as they relate to recent business stories.

**Ajay Kalra**, Herbert S. Autrey Professor of Marketing, co-authored research that will be published in the Journal of Marketing Research. Using data from a major online hotel reservation site, the study examined the quality of the hotel that consumers chose for their vacations and subsequently how satisfied they were with their stay. They found that consumers who traveled farther and made reservations during business hours were more likely to select higher quality hotels but were less satisfied after their stay. His research highlights the importance of understanding how retail service customer buying habits influence their ultimate satisfaction. The results of the study have important implications for service providers to tailor their retailer customer experiences to ensure that disparate customer expectations match with actual service experience. Kalra's research was widely cited in online news and traditional publications, including the Washingtonpost.com and Smithsonian.com.

**Vikas Mittal**, the J. Hugh Liedtke Professor of Marketing, co-authored research published online in the Journal of Service Research and forthcoming in an upcoming print edition. It investigated the moderating role of mergers, using satisfaction data spanning from 1995 to 2003. The research determined that merging companies that focus on a dual-goal emphasis of simultaneously enhancing efficiency and customer satisfaction show the highest increase in long-term financial performance. This dual-emphasis is difficult to achieve. The study suggested that “managers need to be prepared with a realistic timetable and implementation plan” to be successful at integrating the success of both efficiency and customer satisfaction.

Additional faculty research highlighted this spring:

- News alerts featuring quotes from George R. Brown Professor of Management Bob Hoskisson and Professor of Strategic Management Anthea Zhang connecting their research on IPO pricing and decision-making and the upcoming Alibaba IPO and Assistant Professor of Finance David De Angelis’s research about the variance in performance measures for CEOs. Zhang was subsequently quoted in a front-page article in the New York Times on the subject.

- Stories featuring Professor of Marketing Amit Pazgal’s research on competitive pricing strategies and the possible decision-making related to the Amazon Fire TV launch and Professor of Management Utpal Dholakia’s research about consumer decision-making and Apple’s iBeacon geo-tracking service.

All can all be found in the **News and Noteworthy** section of the Jones School site.
EDITORIAL BOARD POSITIONS

Many of our faculty have roles on editorial boards of journals in which ground-breaking research is published and ideas that will shape business thought in the future first appear before academic peers and the public. Achieving publication in such journals is a rigorous and challenging process, and participation on editorial boards of such publications is a prestigious honor that often involves reviewing and critiquing the work of other highly esteemed academics at top-tier institutions. Those who hold action editor positions at scholarly journals have the further responsibility of accepting or rejecting the publication of an article or paper.

The Financial Times includes only 45 high-impact journals in compiling business school research rankings. The following lists JGSB faculty who currently hold editorial board positions with those journals. (*Denotes action editor position with decision authority.)

**Accounting**

Karen Nelson, Harmon Wittington
Professor of Accounting
The Accounting Review

Brian Rountree, Associate Professor of Accounting
The Accounting Review

Shiva Sivaramakrishnan, Henry Gardiner Symonds Professor of Accounting
The Accounting Review

*Production and Operations Management, “Interface between POM and Accounting” subsection

**Marketing**

Utpal Dholakia, Professor of Management
Journal of Consumer Psychology
Journal of Marketing Research

Ajay Kalra, Herbert S. Autrey
Professor of Marketing
Marketing Science

Wagner Kamakura, Jesse H. Jones
Graduate Professor of Marketing
Journal of Marketing Research

Vikas Mittal, J. Hugh Liedtke
Professor of Marketing
Journal of Consumer Research
Journal of Marketing
Journal of Consumer Psychology

Amit Pazgal, Professor of Marketing
Marketing Science
*Production and Operations Management

**Organizational Behavior**

Erik Dane, Assistant Professor of Management
Academy of Management Journal
Academy of Management Review

Jennifer George, Mary Gibbs Jones
Professor of Management and Professor of Psychology
Academy of Management Journal
Journal of Applied Psychology
Academy of Management Review
Organization Science
Organizational Behavior and Human Decision Processes

Scott Sonenshein, Jones School Distinguished Associate Professor
*Academy of Management Journal
Academy of Management Review
Organization Science

Jing Zhou, Houston Endowment
Professor of Management and Psychology
*Journal of Applied Psychology
Academy of Management Review
Intellectual Contribution
Rank of Full-Time MBA Programs
*Financial Times (U.S. Rank)*

*Ranking only includes articles listed in the 45 journals tracked by Financial Times
**Financial Times periodically changes the number of journals included in this metric.

The Average Citation Index, represented by the solid line, is an average number of citations per member of faculty beginning with a benchmark year of 2003. Each individual year is also represented by total number of citations in JGSB research. Both trends are very positive and reflect the growing impact of the JGSB faculty.

Faculty Research Citations
Average Citation/Faculty and Total
**VALUE-ADDED BUSINESS EDUCATION**

The following graphs highlight the direct value we create for our students in terms of helping them reach their financial and professional goals. A steady improvement in the percentage increase in students’ salary from matriculation to three years post graduation can be seen in the data, starting with the class of 2008. This upward climb likely reflects the launch of new curriculum for this class. There is also a steady upward climb in salary and bonus as well as aims achieved for our full-time MBA students.

**Salary Percentage Increase**

3 Years Post Graduation* for Full-Time MBA

*Salary percentage increase from entry into MBA program until three years post graduation.

**Average Salary and Bonus**

at Graduation for Full-Time MBA

*U.S. News Ranking*
STUDENT RECRUITMENT

Spring internship recruiting season for our students began the first week of January, with banking and financial services firms coming to campus. The class of 2015 had 13 students accepting investment banking offers (annual average is seven), often considered the most competitive functional area in MBA recruiting. Also, four students accepted offers in private wealth management and three in diversified financial services firms.

Energy and consulting firms rounded out this season. BP extended six internship offers to our students; EY, McKinsey and BCG also extended offers, with one student accepting offers from each.

On-campus recruiting activity continued to increase, with 14 companies hosting information sessions and 46 holding interviews. This compares to nine and 44 at this time in the spring of 2013, respectively. New companies coming to campus include: Murphy Oil, Coca Cola, BP, NRG and Humana.

The Jones School continues to support the class of 2014 in the students’ full-time job search process. As of the end of April, 104 students are seeking employment; from those, 72 percent have received and 63 percent have accepted offers.
STAKEHOLDER ASSESSMENT
STUDENT QUALITY AND DEMAND

Inquiries regarding admission have been slightly higher than last year across all programs, while following a similar trend line. The peaks in inquiries tend to occur near application deadlines.

Applications to the full-time MBA program have increased 24 percent compared to last year, and with one application deadline remaining, the total volume this year should hit a 10-year high. Based on conversations with other schools and a review of the Graduate Management Admission Council’s preliminary application trend survey, our full-time application growth appears above average.

While our full-time applications are up, India and Asia are fueling the volume increase. Applications from these countries have increased 71 percent and 25 percent, respectively. As of the end of March, 70 percent of application volume is from international students, compared to 65 percent last year.

Competition for the shrinking pool of domestic candidates continues to intensify. We are using a combination of high-touch outreach and strategic scholarship awards to secure top talent for the full-time Rice MBA program.

As of the reporting date, enrollment numbers are flat compared to last year and down slightly compared to the previous five-year average because of a timing change in deposit deadline date. At the end of March we hosted an event titled Preview Jones for all admitted students through round two. We have not held such an event since 2006 and expect that it will have a positive impact on yield, particularly in the highly competitive segments. We anticipate a full-time class of approximately 115 students with comparable GPA, GMAT and work experience to prior class years.

Application volume for the MBA for Professionals program is flat year to date. Enrollments are also flat, though slightly above the previous five-year average (since the advent of the weekend section). Event attendance at fully employed events has increased more than 50 percent compared to last year. We anticipate comparable quality and size to our more recent classes with a total enrollment of 135 students.

It is still early in terms of the application timeline for MBA for Executive candidates. That said, application volume is up slightly compared to last year. The number of enrollments is up year to date, with six deposits last year compared to 12 by reporting time, but given the insignificant volume, no meaningful conclusions can be drawn from this. We are engaging in outreach, including a newly launched Discover Rice program, to thoroughly promote the re-design of the MBA for Executives curriculum.

Across all three programs, we will not know final enrollments until August. We are firmly committed to our first priority of maintaining or improving student quality in all programs, so enrollment revenues remain a significant risk factor.
DEMAND FOR NON-DEGREE CUSTOM AND OPEN ENROLLMENT PROGRAMS

The third quarter also has been an extremely busy one for Executive Education, which has seen additional delivery of established Custom and Open Enrollment programs. New cohorts of key programs for NOV have begun in manufacturing leadership and finance leadership.

As we move into the final quarter of the year our delivery tempo remains high as we look to enrollment of our final Open Enrollment Programs of the year. Business development continues with new and positive discussions. We’ve received commitment from Newpark Resources and are conducting ongoing discussions with Drill-Quip, AIG and Repsol.
Rice Executive Education Accrued Custom Program Revenue

Rice Executive Education Accrued Open Enrollment Program Revenue
INTEREST IN THE JONES SCHOOL BRAND
Brand impressions are compiled from published circulation of print media, verified impressions for outdoor, cumulative listenership of radio and precise data from online efforts. The Jones School is on pace to equal or out-perform the number of brand impressions for FY2014. We have reached a cumulative 596,509,144 impressions since July 1, 2013. These impressions represent each recordable instance our various audiences have seen or heard the Rice MBA or JGSB brand through print, broadcast or online. We are currently 6 million impressions ahead of where we were at the end of April 2013. Below is an illustration of cumulative brand impressions for the last three fiscal years.

JGSB Brand Impressions

QUALITY OF LEARNING PROCESS
With final faculty approval in place, marketing of the redesigned MBA for Executives program has begun and we are enjoying recruiting the EMBA Class of 2016. As we look to launch the program this fall, faculty and staff are working together to identify opportunities for streamlining student processes, customizing content and skill delivery where appropriate and leveraging the new channels for an enhanced experience. Faculty and staff are focused in particular on the four intensive Executive Forums that bookend each academic year and the Executive Seminar series that runs throughout the program. The forums allow us to set the stage for transformative experiences for each student while the seminars facilitate an integration of functional material from day one and provide the time, woven throughout the program, for executive skills, such as negotiations and communications, and sensibilities, such as a framework for ethical decision making.

As we wrap up this academic year and assess both our wins and losses, we are implementing many small programmatic and operational changes that, taken on the whole, can add up to a big impact on the overall student experience. These range from the mundane (e.g. featuring a standard course template in our Owlspace Learning Management System), to the more significant (e.g. a complete review and rationalization of our elective offerings across all of the programs), to the transformative (e.g. recasting the delivery of our energy and health care specializations). We are introducing online leveling upon enrollment across all of the programs, we are extending our common reading initiative across the programs and we are expanding our hybrid tutorial program, offering tutoring sessions in-person and online for our Executive and Professional students. The degree program staff will continue to work with student clubs to produce important co-curricular programming, such as the Rice Energy Finance Summit and the Women in Leadership Conference, both of which had record attendance this year.
ENGAGEMENT BY CORPORATE AND ALUMNI COMMUNITY

We’ve deepened both our school-wide and university-wide efforts to engage with the corporate community this spring. A reception was held at the president’s house on March 12. Both Jones School Dean Bill Glick and Rice University President David Leebron addressed 75 corporate guests, discussing Rice’s commitment to providing value to the corporate community and appreciation for their role and relationship to the university and the Jones School. The attendees included representatives from existing and target companies, as well as members of the campus and Jones School community.

Two Jones Partners Thought Leadership Series were held this spring: Co-founder and Chairman Emeritus of the Container Store Garret Boone and Professor of Management and Psychology Al Napier presented on entrepreneurship, and President of Chevron Africa and Latin America Exploration and Production Company Ali Moshiri and James A. Baker III and Susan G Baker Fellow in Energy and Resource Economics Kenneth B. Medlock III, Ph.D. presented on global dependence on energy. Professor of Finance Alex Butler presented during a RoundTable Series on Translating Academic Research to the Real World: Applications in Political Corruption, Media Bias and Corn Farming. A RoundTable Series audience member commented, “Professor Butler gave us a great overview of his research and how Rice is working on big ideas that matter in the world.”

Additionally corporate giving year-to-date is on track with the last two years. We are excited about the work being done with the university-wide Presidential Partners strategic teams, including Chevron, Shell, GE, Schlumberger, IBM and Statoil.
**Spring Alumni Reunion**

On April 25 and 26, we embarked on a new endeavor, the Jones School Spring Alumni Reunion, which celebrated the classes of 2013, 2009, 2004, 1999, 1994, 1989 and 1984. Last fall we built a committee of alumni from these class years to work with the external relations team to plan the weekend. The weekend consisted of either a reception or dinner for each class, two executive education sessions and a panel of faculty outlining their research and concluded with an alumni family partio. To give an idea of the scope, we served more than 500 Jones School participants at the family partio, more than 300 alumni at the happy hours and dinners, and 50 alumni participated in the executive education sessions and faculty panel. In honor of their 30-year reunion, the class of 1984 created the Jones Graduate School Class of 1984 Endowed Scholarship, spearheaded by John and Lynn Elsenhans. Although there was no fundraising aspect to this year’s reunion, fundraising is under consideration for implementation as we begin planning for 2015.

Overall alumni giving participation is where we expect it to be; we will see jumps as we normally do in May and June as we finish out the fiscal year.
PHILANTHROPIC SUPPORT

Philanthropic giving is where it is expected to be as we completed the eight-year Centennial Campaign on November 30, exceeding our goal of $65 million. The post-campaign priorities are currently being assessed with the development committee.

The class of 2014 has been enthusiastic in their participation in the Jones Fund class gift challenge, with participation across all graduating classes at 94 percent.

Cumulative Commitments to JGSB

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Millions