

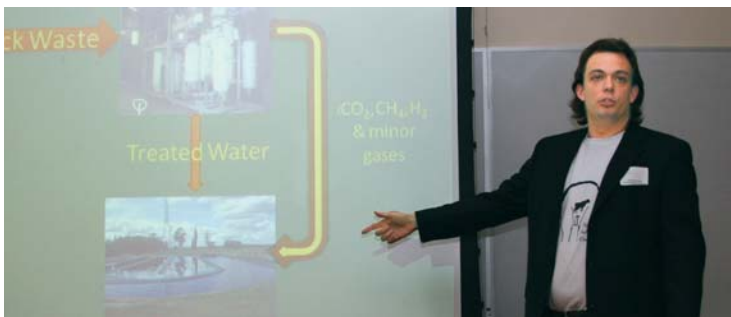


KGI is dedicated to education and research aimed at translating into practice, for the benefit of society, the power and potential of the life sciences.

Spring 2009

KGI Students Learn the Ropes of Entrepreneurship

Classroom theory is all well and good, but in the Applied Entrepreneurship course at KGI, students take a hands-on approach to creating business plans for real-world emerging technology companies.



Ben Pavlik presents the *Digested Solids Unlimited* business plan for the Applied Entrepreneurship course.

Guided by KGI professor and entrepreneur-in-residence Molly Schmid, PhD, and adjunct professor David Margolese, PhD, 35 students recently completed the latest class, culminating with presentations to an evaluation panel that included local entrepreneurs and investors.

According to Schmid and Margolese, the course teaches students how to evaluate a technology for the purpose of founding a company. This is done by looking at comparable technologies, intellectual property and regulatory issues, and collecting and analyzing primary and secondary market research data. The students learn to work in teams, negotiate a financing round, prepare a credible business plan and an investor-quality presentation, and then deliver it. *(continued on back page)*



Realistically Optimistic in Tough Economic Times

A message from
President Sheldon M. Schuster

Before the recent economic downturn we often described our outlook here at KGI as “realistically optimistic.” While we have experienced the impact of the economic downturn just like many other institutions, our team remains positive. So positive, in fact, that last month we launched KGI’s first phonathon (yes, a phonathon, in this economy). Had we waited until conditions improved, we would have missed connecting with many of our alumni, friends, and donors – many of whom chose to make a generous gift even in tough times.

We gained much more than gifts, however. The energy of our student callers and donors reminded us that KGI’s assets go beyond our endowment or balance sheet. Though total gifts to KGI will be down this year, and probably next year, our greater assets – donor relationships, talented alumni, accomplished faculty and unique programs – will again yield financial gains when the economy improves.

The stories in this newsletter offer just a glimpse of the exciting developments that make KGI a dynamic organization worthy of our donors’ support. We hope to connect with you personally in the coming months to share more. In the meantime ... if you are inspired to make a gift, we encourage you to give now. A gift to support fellowships provides our admissions team the ability to offer packages that attract the very best students to KGI and helps to launch great futures ... for us all.

Thank you donors, friends, and alumni for all that you do for KGI.

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Appointments and Grants



Steven Casper, PhD, director of KGI's Master of Bioscience program, has been awarded the Henry E. Riggs Professor of Management. The Riggs professorship was established by Stanford N. Phelps, a longtime member of the KGI Board of Trustees, to honor Henry "Hank" Riggs, KGI's founding president.



Jim Sterling, PhD, interim vice president for academic affairs and dean of faculty, and **Angelika Niemz, PhD**, associate professor, received a grant from the National Institutes of Health to develop new medical technology to detect infectious diseases faster than ever. The grant will support the development of a new device that can detect Herpes Simplex Virus in a simple, inexpensive, user-friendly format. In addition to detecting Herpes, the technology could be used to rapidly diagnose patients with HIV or influenza. The four year grant is worth \$2.3 million.



Animesh Ray, PhD, professor and director of the PhD in Applied Life Sciences program, received a grant from the National Institutes of Health in support of his research into the molecular basis of diseases. His lab is developing a database and computer tools to apply current knowledge of cells, genes and the genome to medicinal science. His research will be a driver for the design of computational tools. The grant totals more than \$400,000.



Ian Phillips, PhD, Norris Professor of Applied Life Sciences, received two grants from the US Department of Defense in support of his medical research to reduce battlefield fatalities. To date, Phillips has received \$323,000 from the Defense Department in support of his research.

New Faculty at KGI

KGI welcomed four new additions to its faculty in the fall semester, including two full-time members and two adjunct professors.



Jim Osborne, PhD, who serves as corporate vice president of the Advanced Technology Center for Beckman Coulter, Inc., joined KGI as an industry professor of biophysical chemistry. Currently working on creating a Center for Biomarker Research at KGI, Osborne will also be introducing topics in medical devices and in vitro cellular diagnostics into a variety of KGI courses.

Daniel Byrd, PhD, who joined KGI as an assistant professor, will teach courses on bioscience business strategy and managing strategic networks. Prior to joining KGI, Byrd taught at Stanford University, MIT and Emory University.

Christopher MacDonald, an associate professor of philosophy at Saint Mary's University in Canada, joined KGI as an adjunct professor to teach bioethics. His primary research is in business and professional ethics and health care ethics, and has a strong interest in biotechnology.

Gerard Jensen, director of development and technical services at Gilead Sciences, is serving as an adjunct professor teaching pharmaceutical development and small-molecule regulatory affairs. Jensen was a company advisor for two Team Masters Projects on RAMAN Wand technology, sponsored by Gilead Biosciences.

By Rachelle Fryd



An Interview with Admissions Dean Daniel Chatham

Since joining Keck Graduate Institute in April 2008, Daniel Chatham has implemented a number of important changes to the Admissions Department. The current Dean of Admissions and Financial Aid sat down with Noel Brinkerhoff, Director of Communications, to discuss what's new.

BRINKERHOFF: Why have you restructured the admissions office since joining KGI?

CHATHAM: We realized that we weren't capable of providing high quality customer service throughout the admission cycle to those interested in attending KGI. High quality customer service starts from the minute we meet somebody or learn that they're interested in KGI and it continues until they enroll. We didn't have the staff structure in place to support that level of quality, so we reorganized the office and created a new position: Admissions Counselor. While this position is responsible for supporting recruitment and outreach activities, it is primarily tasked with providing that first-person contact with potential students. This way each candidate has a point of contact that they work with exclusively, all the way through the process. We're trying to create very strong relationships with the candidates while they're in that recruitment phase so they better learn how KGI fits with their goals.

BRINKERHOFF: So who makes up the admissions team now?

CHATHAM: There are two admissions counselors: Shannon Braun and Ryan Huynh. They are both new to KGI. The other position that we created is Assistant Director of Recruitment, and we've just hired Jinny Ki to fill this role. She will be responsible for helping to create the outreach schedule, to coordinate not just logistics but to make a lot of those initial contacts with organizations and schools that we want to do recruitment with. We also have Sofia Loaiza, our Director of Admissions.

BRINKERHOFF: How is the application process different now from what it was before, when you first started?

CHATHAM: It's more streamlined. Sofia's first major initiative after coming on board was to go through the

application process with a fine tooth comb, eliminate inefficiencies, restructure the form more appropriately to meet our needs and make it friendly for applicants. She's done a great job and has received kudos from the vendor that supports our online application. They've actually called it one of the best they've seen. It wasn't bad to begin with, but there were opportunities for improvement and efficiencies that really make us more effective in serving students and making the applicant experience less cumbersome. The last thing we want to do is to create more barriers for candidates, so we're trying to knock those down where we see them.

Last year, we had rolling admissions. We had an application deadline each month from December until about June. This year we have two defined rounds of admissions: 1) a Priority Round deadline that was December 15; and 2) a final deadline in early March. And that's it. The only rolling admissions this year are for late applicants. What we're trying to do is to be more efficient about how we process the applications and keep everybody in the same phase as they go through the process. It was very difficult to maintain high customer service when everybody in the application cycle was in a different place, simply because they submitted documentation at different times. This new process allows us to do a better job of matching student applications with the financial aid that's available for fellowships and to create the strongest class composition possible.

We are also introducing a need-based financial aid program this year as a supplement to the traditional merit-based fellowships. Most professional schools don't provide that kind of service or opportunity to students, but we are working to develop a solid process to award this aid.

[Note: To read the rest of the Q&A with Dan Chatham, visit www.kgi.edu]

Pioneer Fund Class Agents Give Back to KGI



Keck Graduate Institute alumnae **Melanie Clair** and **Ambereen Burhanuddin** say they owe a lot to KGI. Serving as class agents for the annual Pioneer Fund is one way they feel they can say thanks.

KGI's Pioneer Fund, which supports the school's operating expenses, relies on alumni to ask their fellow classmates for contributions. "It's a warmer, more inviting approach," says Clair. "It gives fundraising a human touch."

Both Clair and Burhanuddin "graciously volunteered" their time and efforts to work on the annual fund, says Merlene Singleton, associate director of the Pioneer Fund and alumni relations.

It was an easy decision, say the '06 graduates. "When I went to KGI, I relied heavily on scholarships made possible through the Pioneer Fund," says Clair. "For myself and other alumni who have benefited, I believe it's our responsibility to give other students the same opportunity we had."

from the University of Georgia, first learned of KGI when she heard President Sheldon Schuster speak about the school. "I knew that if I wanted to remain in the scientific field I would have to continue my education," says Clair. "I did not want to be a researcher but I didn't really know what I wanted to do or what my options even were. It seemed that KGI would give me the opportunity to figure out what my niche would be, and that did indeed turn out to be the case."

Burhanuddin story is similar. A native of India, Burhanuddin was researching graduate schools and programs that focused on health science and biotechnology but offered alternatives other than research.

"KGI offered a good mix of alternatives." It also offered

"It's important to give back to the community," says Burhanuddin.

"Serious, Driven Young Women"

Burhanuddin, 25, who worked in the advancement office during her second year at KGI, saw first-hand how contributions to the annual fund were used for scholarships and KGI expenses. "By making a contribution to the Pioneer Fund, you're actually supporting multiple operational endeavors at the same time," says Burhanuddin, who strongly believes in volunteerism; besides her work as KGI Class Agent, she has also participated in a medical mission to Guatemala, and volunteers in the emergency room at Cedars-Sinai Medical Center in Los Angeles, where she works as a research compliance officer, providing guidance and consultation on regulatory and institutional policies, human and animal research protection laws, and compliance and quality improvement initiatives.

Clair, 26, is now a regulatory associate with CROprofessionals, a Warrenton, Virginia-based contract research organization that runs small patient-number clinical trials in biologics, plasma products, gene therapy, and emerging technologies.

Both Clair and Burhanuddin are "serious, driven young women," says Singleton, and both are enthusiastic supporters of KGI, making them ideal class agents.

Clair, who received her undergraduate degree in genetics

a "nurturing" environment that is tailored to students' individual aspirations. "Because it's a burgeoning institution, KGI caters to individual-student needs, and assists you in tailoring the program to suit you, and help achieve your goals."

Clair found that "customized" approach especially helpful, recalling how faculty adviser Molly Schmid helped her create a course in patent law that coincided with Clair's interest in intellectual property, and led to her becoming the first KGI student to become a US Patent Agent while still enrolled in the program. "At KGI there is always someone available to guide you along a path that's relevant to what you want to do," says Clair.

The two alumnae also have fond memories of more social activities at KGI. For Clair, it was President Schuster's holiday parties at his home, and the autumn get-togethers hosted by one of her professors, while Burhanuddin credits the many networking opportunities with providing her with professional contacts throughout the industry. "It wasn't just textbook knowledge that I received at KGI," she says. "The school has provided me with tools to help succeed in the healthcare/biotech world."

By Carol Sorgen

Focus Groups, New Online Directory Help Graduates Stay Connected

When it comes to its alumni, “out of sight, out of mind” does not apply to Keck Graduate Institute. “We want to keep our alumni connected to KGI, and help them form lifelong

Department offers to alumni.”

Focus group feedback has also noted the alumni’s desire for an alumni board, to be elected by all alumni and to include representatives from each graduating class.

“An alumni board has always been part of KGI’s strategic plan,” says Singleton, who explains that the purpose of the board will be to support and advance KGI and create an avenue of communication between the school and its alumni.

“Through the establishment of an alumni board, our graduates will be better represented and will be able to speak to us with one voice,” says Singleton, adding that the process of building the board is planned to begin this summer.

In another effort to keep both KGI and alumni connected to each other and with each other, KGI recently launched an online version of its alumni directory, replacing the previous print version.

“We wanted to ‘go green’ and make it as easy as possible for alumni to access,” says Singleton.

The directory is password protected with a link on the KGI website. The new online directory is also available to faculty and staff so they can contact alumni about career opportunities, recruitment assistance, industry updates, and more.

Because the online directory is updated regularly, alumni will have the most accurate and current information available about their fellow alumni, according to Singleton. “This is a valuable networking tool.”

By Carol Sorgen



connections both with KGI and with each other,” says Alumni Relations Director Merlene Singleton.

One of the ways KGI has been expanding its outreach to alumni is through the use of nationwide focus groups. “These small groups are providing excellent feedback for maintaining communication among alumni, keeping them connected to KGI, and facilitating relationships among alumni, faculty, and current and prospective students,” says Singleton.

Three focus groups have been held thus far, in San Francisco, Thousand Oaks, and San Diego. Suzanne Kocian ‘04 and Thomas Lester, also ‘04, hosted the San Francisco session, Marc and Jean

Doble ‘02 hosted the Thousand Oaks group, and Hutch Humphreys ‘02 helped coordinate the San Diego area discussion, held at Amylin Pharmaceuticals.

This spring additional focus groups will be held in Long Beach, Seattle, Boston, and by teleconference originating at KGI.

What Singleton has gleaned from the focus groups is that KGI’s alumni are “very career-focused.”

“Many of our alumni have, like so many others, been affected by the current economic downturn,” says Singleton, “and are looking to KGI for support. We are listening to what they have been saying and are increasing the availability and support that our Career Services

KGI Honors Jim Weinberg Jr. at Inaugural Scholarship Dinner

KGI hosted its first-ever scholarship dinner in December to honor and thank KGI Board Chairman Emeritus Sidney J. (Jim) Weinberg Jr. and other key donors who have generously supported KGI students in recent years.

The event was made possible in part by Bristol-Myers Squibb, a supporter of KGI's scholarship program.

KGI awards \$1.5 million annually in scholarship support thanks in large part to individuals, foundations and corporations who make substantial donations to the school. "Our students are a great investment, and we are proud of them," said Kerry Howell, KGI's vice president for advancement. "Foundations such as the W. M. Keck Foundation, Genentech, Rose Hills and others have made significant commitments to KGI, and we are extremely thankful to all of them."

KGI recognized Weinberg for his extraordinary commitment to building the institution's scholarship program. Several years ago, Weinberg established a \$2.5 million fund to challenge donors to create 10 new endowed scholarships at KGI. Known as the Weinberg Challenge, the fund matched dollar-for-dollar every commitment of \$250,000 by other donors to establish new scholarships.

In explaining his decision to create the Weinberg Challenge, he said, "There is no more important thing to do than help young people gain an education and make an important contribution to the world."



Jim Weinberg accepts a gift from KGI scholarship recipients. (L to R): Rebecca Goldberg, Thomas DiRocco, Kirshnalekha Datta, Cyrus Virdeh, William Raasch, Jim Weinberg, Hans Smith, Rachel Mullen, Candace Rhoads-Olfati, and Louis Shamel.

In addition to his financial support, Weinberg has been an important voice guiding KGI during its formative years. In 2007, he was one of the first recipients of an honorary Doctorate of Applied Life Sciences from KGI.

Weinberg is the senior director for Goldman, Sachs & Co., an investment firm he joined in the mid-1960s. He retired in 1988 after serving as a general partner.

By Marilee Lorusso

“There is no more important thing to do than help young people gain an education and make an important contribution to the world.”

Jim Sterling Becomes Interim Vice President for Academic Affairs

James Sterling, PhD, professor and director of the Team Masters Project (TMP) program has become interim vice president for academic affairs and dean of faculty.

Sterling replaced T. Gregory Dewey, KGI's senior vice president for academic affairs and dean of faculty, who stepped down to resume full-time teaching. Dewey maintained his title as the Robert E. Finnigan Professor of Applied Life Sciences.

One of KGI's original faculty members, Sterling specializes in bioengineering, electrowetting and microfluidics. In addition to overseeing the TMP program, he is co-director of the Microfluidics Research Laboratory at KGI and conducts research aimed at developing miniaturized systems for biomolecular analysis and manipulation. He is also the current president of the Association for Laboratory Automation.



KGI, City of Hope Collaborate on New Certificate Program



KGI is partnering with City of Hope, a leading biomedical research and treatment center, to launch a new Certificate in Bioscience Management program for PhD students and postdoctoral fellows. KGI has secured funding to allow some City of Hope students to enroll in the program with scholarships that will cover tuition.

The certificate program will provide students with an introduction to strategy, marketing, organizational

behavior and finance. In addition to learning about management, students may also enroll in specialized courses in entrepreneurship. These offerings include courses focused on building and managing entrepreneurial organizations, an applied course in which teams of students develop business plans for emerging life science companies, and courses in business law and intellectual property.

City of Hope is a leading research and treatment center for cancer, diabetes and other life-threatening diseases. Designated as a Comprehensive Cancer Center, the highest honor bestowed by the National Cancer Institute, and a founding member of the National Comprehensive Cancer Network, City of Hope's research and treatment protocols advance care throughout the nation.

City of Hope has been ranked as one of "America's Best Hospitals" in cancer and urology by *U.S. News & World Report*. Founded in 1913, City of Hope is a pioneer in the fields of bone marrow transplantation and genetics.

By Rachele Fryd

Center for Rare Disease Therapies Holds First Meeting, Announces Funding

KGI's new Center for Rare Disease Therapies (CRDT) held its first official event in October, convening a board of advisors meeting to discuss the direction of the new center, needs of patients with rare diseases and the search for solutions. The center also announced that it had received a grant from the Kenneth T. and Eileen L. Norris Foundation, bringing its combined fundraising to \$375,000.

The research center was created to help find potential therapies for the 25 million people in the United States who have been diagnosed with rare diseases. KGI's professors and scientists, as well as students working on Team Masters Projects, will participate in the development of the center's work.

The October meeting featured talks by industry and

government leaders working on rare diseases, including Gregg Lapointe, CEO of Sigma-Tau Pharmaceuticals; Timothy Coté, director of the Food and Drug Administration's Office of Orphan Products Development (OOPD); Diane Dorman, vice president for public policy at the National Organization for Rare Disorders (NORD); and Dan Maher, vice president of product development at BioMarin Pharmaceutical.

Ian Phillips, PhD, KGI's Norris Professor of Applied Life Sciences and director of the center, was pleased to announce that the Norris Foundation had agreed to give \$250,000 to support the center. The foundation has been a longtime supporter of KGI and has donated a total of \$2.55 million in grants to date.

By Marilee Lorusso

Ropes of Entrepreneurship *continued from page 1*

The class participants—who this year included students from the Drucker School of Management at Claremont Graduate University—were divided into teams; each team worked with a client that was interested in taking a newly developing technology to an entrepreneurial level. The clients included University of California at Riverside, The Morrow Institute, Washington University in St. Louis, RiboSight Technology, and KPCC Southern California Public Radio.

The teams created company names, and logos, such as: Aprocyte, developing a novel method for treating sepsis; Digested Solids Unlimited, producing biogas from dairy cattle waste to develop advanced renewable energy; and Sidewalk Stories, an intrapreneurship program of Southern California Public Radio to create a larger presence in online media.

According to KGI student Ben Pavlik, a team member of Digested Solids Unlimited, the Applied Entrepreneurship class is “quite challenging,” in that there is no single “right” answer to a problem. “The projects allow students to be creative and explore the multi-faceted challenges that are presented to entrepreneurs,” says Pavlik. “Integrating a technology into society is not an easy task, and does not necessarily rely upon the ultimate utility of the technology. Students learn that a new future paradigm must be laid out in a business plan and presented to others in a logical, concise manner which can convince investors.”

According to panel evaluator member Jon Lasch, director and COO of the University of Southern

California's Alfred E. Mann Institute, the Applied Entrepreneurship class is valuable to students like Pavlik because they are able to apply both their previous scientific and business course work to an integrated and practical process.

“Learning how to source and filter technologies, in order to find suitable ones for commercialization, is valuable whether they decide to start a company or work in a large company,” he says. “Understanding market analysis, management issues, intellectual property issues, and many other aspects of running a company is key to their success in bridging many disciplines, no matter where they work. Being able to construct business/strategic plans and then communicate them to investors or management are critically important skills.”

The value to the client, Lasch adds, is receiving final plans and recommendations that provide independent analysis that has been methodically developed over time, increasing the probability of finding a successful way forward with a project.

This year's entrepreneurship presentations were “outstanding,” says John Tillquist, vice president of Tech Coast Angels, who served on the panel. “The students clearly got value from preparing and defending practical business plans,” says Tillquist. “And the companies they represented got a valuable lesson in the commercialization of technologies.”

By Carol Sorgen