STATE OF THE SCHOOL

MIT Sloan Ecosystem

Admissions and Degree Programs

Faculty Research and Expertise

Financial and Campaign Update
The MIT Entrepreneurship Ecosystem

**Entrepreneur Resources**
1. Deshpande Center for Technological Innovation
2. Gordon Engineering Leadership Center
3. Innovation Initiative
4. Legatum Center for Development & Entrepreneurship
5. Lemelson-MIT Program
6. Martin Trust Center
   - coworking space
   - MIT Clean Energy Prize
   - Delta V Accelerator
   - MIT Entrepreneurs in Residence
   - more entrepreneurship awesomeness...
7. Media Lab
8. MIT Sandbox Innovation Fund Program
9. MIT.nano
10. Tata Center
11. Translational Fellows Program
12. Technology Licensing Office
13. Venture Mentoring Service

**MakerSpaces**
1. Area 51
2. Beaver Works
3. MakerWorks
4. MIT Central Machine Shop
5. MIT Hobby Shop
6. ProtoWorks

**External Resources**
1. Cambridge Innovation Center (CIC)
2. Entrepreneur Walk of Fame
3. LabCentral
4. Microsoft NERD Center (New England Research & Development)
MIT Kendall Square Today
MIT Kendall Square Initiative

1 - Add on to One Broadway
   Retail/ Commercial Housing

2 - New Building
   Rentable Lab Space

3 - Commercial Property
   Retail/ Rentable Labs

4 - Retail/ Graduate Housing
   Innovation East

5 - MIT Museum

6 - Retail/ Residential
MIT Kendall Square Initiative
MIT Kendall Square in the Future
STATE OF THE SCHOOL
MIT Sloan Ecosystem
Admissions and Degree Programs
Faculty Research and Expertise
Financials and Campaign Update
MBA & LGO Trends: Applications

<table>
<thead>
<tr>
<th>Graduation Year</th>
<th>Class of 2018</th>
<th>Class of 2019</th>
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<tbody>
<tr>
<td>11</td>
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<tr>
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<tr>
<td>19</td>
<td>5,675</td>
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</table>

Increase in applications
Class of 2018 vs. Class of 2019

5%
The competitive fellowship story: MIT Sloan offered $2.7 million collectively in fellowship aid to applicants who went on to choose to attend another school. These same applicants reported to Sloan that the chosen schools collectively offered them more than $4 million in fellowship aid.
Attracting Top International and Domestic Students

Class of 2018

<table>
<thead>
<tr>
<th>TOTAL</th>
<th>INTERNATIONAL</th>
<th>US (INCLUDES GREEN CARD HOLDERS)</th>
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<tbody>
<tr>
<td>5404</td>
<td>2858</td>
<td>2546</td>
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Class of 2019

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<tr>
<th>TOTAL</th>
<th>INTERNATIONAL</th>
<th>US (INCLUDES GREEN CARD HOLDERS)</th>
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</thead>
<tbody>
<tr>
<td>5675</td>
<td>2744</td>
<td>2931</td>
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Attracting Top International and Domestic Students

<table>
<thead>
<tr>
<th>Round</th>
<th>US (including Permanent Residents)</th>
<th>International</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>R1</td>
<td>122</td>
<td>86</td>
<td>208</td>
</tr>
<tr>
<td>R2</td>
<td>69</td>
<td>53</td>
<td>122</td>
</tr>
<tr>
<td>R3</td>
<td>20</td>
<td>10</td>
<td>30</td>
</tr>
<tr>
<td>TOTAL</td>
<td>211</td>
<td>149</td>
<td>360</td>
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</table>

Class of 2018

- *41.6% International

<table>
<thead>
<tr>
<th>Round</th>
<th>US (including Permanent Residents)</th>
<th>International</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>R1</td>
<td>126</td>
<td>85</td>
<td>211</td>
</tr>
<tr>
<td>R2</td>
<td>76</td>
<td>40</td>
<td>116</td>
</tr>
<tr>
<td>R3</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>TOTAL</td>
<td>203</td>
<td>125</td>
<td>328</td>
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</tbody>
</table>

Class of 2019

- *38.5% International to date
# Degree Programs: Master of Business Analytics

## Class of 2017
- **Applications:** 302
- **Class Size:** 16 students
- **Median GPA:** 3.9/4.0
- **Median GRE Quant:** 169/170
- **Average GMAT:** 750
- **Average Age:** 23 years
- **Average Work Experience:** 0-2 years
- **Number of Females:** 6 females (38%)

## Class of 2018
- **Applications:** 827
- **Class Size:** 30 students
- **Median GPA:** 3.9/4.0
- **Median GRE Quant:** 168/170
- **Average GMAT:** 800
- **Average Age:** 23 years
- **Average Work Experience:** 0-2 years
- **Number of Females:** 10 females (33%)
Degree Programs: Senior Executive Programs – Sloan Fellows and Executive MBA

• Career Management Needs

• Coordination of Leadership

• Admissions
Degree Programs: New Initiative – MIT Sloan Undergraduate Choices

Undergraduate Course 15 Majors (declared sophomores)

- 2016:
  - Management 15.1: 20
  - Bus Analytics 15.2: 10
- 2017:
  - Finance 15.3: 25
  - Management 15.1: 5
  - Bus Analytics 15.2: 15
Online Learning
Centers and Initiatives

- Operations Research Center
- Trust Center for Entrepreneurship
- Leadership Center
- Health System and Innovation
- Institute for Work and Employment Research
- Golub Center for Finance and Policy (GCFTP)
- Lab for Financial Engineering (LFE)
- Initiative for Digital Economy (IDE)
- Food Supply Chain Risk & Management
- Behavioral Research
- Cybersecurity (IC)3
- Center for Collective Intelligence (CCI)
- Center for Information Systems Research (CISR)
- Initiative on Sustainability
- Legatum Center
- Cancer X New Approaches to Commercializing Biomedical Research
FY16 Financials

**All Funds Change in Net Assets:**

Operating Revenue: $206M (up 7% YoY)
Operating Expenses: $194M (up 6% YoY)
**TOTAL CHANGE IN NET ASSETS:** $12M

*MIT Sloan Endowment*

$820M

*endowment market value*
MIT Sloan Annual Fund

Annual Fund Revenues by Fiscal Year

FY16 MIT Sloan Annual Fund Utilization

- 23% Program/Initiatives
- 19% Visibility and Outreach
- 16% Student Support
- 42% Faculty Support/Research

*Projected
Annual Fund Challenges and Results

Pi Day Challenge 2017

1,142 Total Donors
366 First-time Donors
36 Dean’s Circle Donors
$215,015 Pi Day Donations
$125,000 Challenger Gifts

Lewent Reunion Challenge

GOAL:
1,600 Donors in a Reunion year by June 15
$100,000 Challenge Gift from Judy Lewent, SM ’72 and husband, Mark Shapiro
MIT Sloan Campaign Progress

*YTD as of May 2017

* YTD: $226 Million

Million

<table>
<thead>
<tr>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
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<tr>
<td>$0</td>
<td>$50</td>
<td>$75</td>
<td>$100</td>
<td>$125</td>
<td>$175</td>
<td>$200</td>
<td>$225</td>
<td>$250</td>
<td>$300</td>
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Events: Join us in Building a Better World
In Memoriam

Lester Thurow  
1938-2016  
MIT Sloan School Dean  
1987-1993  
MIT Professor  
1968-2016

Jay W. Forrester, SM ’45  
1918-2016  
MIT Professor  
1956-1989  
MIT Professor Emeritus  
1989-2016

Stephen Ross  
1944-2017  
MIT Professor  
1997-2017