There’s a clear reason why Ann Klein has worked in the Financial Aid Department for four decades at UC San Diego. She is utterly devoted to her students and their families, and to her extended community of donors and volunteers who help make it possible for admitted students to attend UC San Diego and receive a world-class education. “I love what I do,” she says, simply, “and I love making our donors feel valued. It's not about the size of the gift, but the generosity of heart and spirit.”

Ann is a campus leader who recognizes how important scholarships are to students on campus now, and that the steps the campus takes in stewarding donors today can have a profound effect on future undergraduates. Mindful of her eventual retirement, she’s positioning her staff to build on effective practices.

From a stewardship standpoint, that means leading her team to take special care in matching private scholarship donors to the recipients. Ann oversees a complex selection process that draws input from various internal and external committees that include staff, faculty, alumni and community members. The selection process could be fully automated, which would be easier, but Ann’s staff puts in the time and effort to personalize the matching process.

“One thing that struck me about our experience with Ann,” says Town & Gown Past President Luanne Kittle, “was her gift for empowering the individuals involved. She is a first-rate problem-solver who understood how important it was to our group that we develop our own policy. Thanks to Ann, we have a process in place that meets UC San Diego scholarship selection requirements while at the same time lets us be Town & Gown.”

“I feel that just as every student is an important individual who’s poised to succeed,” says Ann, “every friend of the university is an individual with interests and ideas about how they can help and support our undergraduates. It’s a joy working with the development directors to home in on what will impact our donors’ lives, as well as our students and their families.”

Ann’s devotion to the UC San Diego family for 40 years is all the more worthy of recognition for what it represents for UC San Diego’s investment in student support and access.
For ten of the last 20 years, Rand Steiger has chaired a department that has undergone tremendous change through philanthropy. Recognizing his part in this, his nominators note that Rand has devoted a great deal of energy and creativity to initiate and strengthen important partnerships with a number of key donors. The results have been, simply, spectacular.

During Rand’s term as department chair, $13 million was raised through the collaboration of the department, university administration and the Office of Development. “After working for almost 20 years on building a home for our department,” says Rand, “we were close to our goal of a new Music Center.” When inflation in the construction industry and early rumblings of the Great Recession threatened to shelve the project, two philanthropists stepped forward: The first, an anonymous donor, set the project back on its feet with a major gift that effectively validated the center’s potential for the community. This was followed by a tremendously generous multi-million-dollar pledge from Conrad Prebys, and the center became a reality.

Throughout construction, donors continued to respond with enthusiasm because Rand provided them with specific answers to their pointed questions. He was able to be specific because he was personally involved in every detail of the Conrad Prebys Music Center project, from early planning through design and construction, to the selection of audio/visual systems and pianos. He was also active on the fundraising side, engaging an advisory committee of community leaders, organizing donor cultivation events featuring faculty and student performances, and leading many tours of the construction site for potential supporters.

“My experience,” says Rand, “has been that philanthropists are smart, accomplished people who genuinely want to make a difference by getting behind good ideas that will make a positive contribution to society. My approach has been to speak sincerely and passionately about the goals of the Music Department, then I work to find things we can do together.

“I’ve always had faith that when people who love music hear what we are trying to do, and how we plan to do it, that they would want to be part of it.”