

Your Haas Network

CONFIDENCE WITHOUT ATTITUDE

A Silver and Black Career

Envisioning a new home for the Raider Nation

Marc Badain, MBA '01

Chief Financial Officer, Oakland Raiders, Alameda, Calif.

It's no accident that Marc Badain is tucking his infant daughter under his arm like a football in the Berkeley MBA graduation photo that hangs in his office wall at Oakland Raiders headquarters.

After all, by the time Badain went Blue & Gold for his Berkeley MBA in 1998, he had already logged about seven years with the Silver & Black.

With a passion for sports carried down from his grandfather, a high school basketball coach, Badain landed a summer internship through a family connection with the then Los Angeles Raiders. After finishing his senior year at Emory University, he returned to the Raiders, and hasn't stopped working for the franchise since.

"I [still] love game day, the loyalty expressed by the [Raiders owner] Davis family, the team of people who work here, and the variety of work," says Badain, who started as an assistant in football operations after graduating college and became CFO in 2006.

Until enrolling at Haas, virtually everything Badain had learned about the financial operations of a business and the team had been through trial by fire.

"Everyone in school then was figuring out how they were going to leave their current job, join a dot-com, and make millions," Badain recalls. "When they asked me what I was doing after I graduated, I said, 'I'm staying with the Raiders.'"

Now 43, Badain says he still draws from the well-rounded education and classes he enjoyed from "phenomenal professors like Jenny Chatman," with whom he stays in touch.

Likewise, Chatman says of Badain, "Marc is incredibly smart, energetic, collaborative, and modest to his core. He has given back to Haas by imparting his considerable wisdom as a leader in the fascinating world of national football to current Haas students. He continues to make us proud!"

Badain has hired a number of Haas students as interns and one recent grad to work in business development. He says his own job centers on "providing a great game-day experience for the fans, generating revenue we need to help pay for players, and putting a good product on the field."

While that means overseeing everything from player salaries to complex financial analyses, building a new, modern stadium has been Badain's primary focus for the past five years.

The CFO considers the Raiders' new home the mother of all negotiations. With multiple moving parts involved—including the city, county, developers, and other sports teams—it makes securing a high-stakes player contract look like a friendly poker game.

"Everything about my career to date is wrapped up in this stadium project," Badain says candidly, pointing to the architectural renderings in his office.

The city of Oakland is currently in the midst of one year of exclusive negotiations with developers. If and when the stadium is completed, expect Badain to still be on the Raiders' sideline cheering on his team: "If this is the only place I work in my life, I'd consider myself very lucky." —*Steve Cohen*



PHOTOGRAPH BY ROBERT HOUSER