



TO-DO LIST MEETS PLAYLIST.
THE NEW i880.  **MOTOROLA** [Buy now >](#)

NEXTEL
 only from Sprint

BusinessWeek online

SEARCH SITE [GO](#)
 Advanced Search

- [TOP NEWS](#)
- [BW MAGAZINE](#)
- [INVESTING](#)
- [ASIA](#)
- [EUROPE](#)
- [TECHNOLOGY](#)
- [AUTOS](#)
- [INNOVATION](#)
- [SMALL BIZ](#)
- [B-SCHOOLS](#)
- [CAREERS](#)

MARCH 6, 2006
 SPECIAL REPORT
[▶ Back to Main Story](#)

Get Four Free Issues

[Register](#)
[Subscribe to BW Customer Service](#)

- [Full Table of Contents](#)
- [Cover Story](#)
- [Special Report](#)
- [Up Front](#)
- [Readers Report](#)
- [Corrections & Clarifications](#)
- [Voices of Innovation](#)
- [Technology & You](#)
- [Media Centric](#)
- [Business Outlook](#)
- [The Business Week](#)



- [News: Analysis & Commentary](#)
- [Washington Outlook](#)
- [Global Business](#)
- [Information Technology](#)
- [The Corporation](#)
- [People](#)
- [Finance](#)
- [Science & Technology](#)
- [Developments To Watch](#)
- [Personal Business](#)
- [Plus](#)
- [Inside Wall Street](#)
- [Figures of the Week](#)
- [Ideas -- Books](#)
- [Ideas -- Face Time with Maria Bartiromo](#)
- [Ideas -- Outside Shot](#)

Wanted: Fund Manager, No Experience Necessary

Superfund's Christian Baha, a former policeman, has lots of company in the ranks of hedge managers with unconventional backgrounds. "The 'hotness' of this field certainly has attracted people whose pedigrees [suggest they are at] greater risk to fail than those who have, say, served a more typical apprenticeship at a large hedge fund," says Randy Shain. He's vice-president of First Advantage Corp. ([FADV](#)), producer of the BackTrack Reports, which conducts background checks on fund managers. Over the past five years, Shain says, his staff has seen "an Olympic gold medalist, some former military folks, several ex-professional football players, and a professional arcade-game player."

STORY TOOLS

- [▶ Printer-Friendly Version](#)
- [▶ E-Mail This Story](#)



- RELATED ITEMS**
- [Graphic: Playing The Hedge Game](#)
 - [Graphic: Pumping The Brand](#)
 - [Chart: Super Performance](#)
 - [Graphic: Bio: Christian J. Baha](#)
 - [Graphic: Unconventional R?sum?s](#)

TODAY'S MOST POPULAR STORIES

1. [Oracle's Strength Fails to Stir Street](#)
2. [Deals of the Year, in a Year of Deals](#)
3. [How Bad Will the 2007 Property Market Be?](#)
4. [But Jim, What Do You Really Think?](#)
5. [Markets: Where Optimism Reigns](#)

[Get Free RSS Feed >>](#)

MARKET INFO

DJIA	12441.27	-4.30
S&P 500	1422.48	-4.61
Nasdaq	2435.57	-21.63

STOCK LOOKUP [GO](#)


Stocks Fall Despite M&A News

[Create / Check Portfolio Launch Popul Ticker](#)

BUSINESS DIRECTORY

Stop searching, start finding!

- [Accounting](#)
- [Advertising & Marketing](#)
- [Air Charter](#)
- [Air Travel](#)
- [Annuities](#)
- [Antivirus / Antispam Solutions](#)

POWERED BY **DIRECTORY** 

PREMIUM CONTENT

The record of ex-Minnesota Viking Rick Fenney illustrates the worst-case scenario. A running back from 1987 to 1991, Fenney worked during the 1990s for Norwest Investment Services Inc. and then briefly for Merrill Lynch & Co. ([MER](#)) in a San Diego suburb. In 2001 he opened a hedge fund operated by Fenney-McLean Capital Group Inc. He ran the fund until 2004 but didn't stay within bounds. Last Dec. 20 he pleaded guilty to wire fraud in federal court in San Diego, admitting he stole up to \$2.5 million from the fund. Fenney agreed to make restitution and faces up to 20 years in prison.

No one compiles thorough statistics on hedge managers' backgrounds, but observers say a small but growing number of newcomers have little or no experience in jobs where fund managers have usually learned the ropes. Timothy Sykes, a 24-year-old New Yorker, started his \$3.2 million Cilantro Fund Partners LP before graduating from Tulane University in May, 2003. He began with

MBA Insider

BW MAGAZINE

[Get Four Free Issues](#)

[Register](#)

[Subscribe](#)

[Customer Service](#)

ONLINE FEATURES

[Book Reviews](#)

[BW Video](#)

[Columnists](#)

[Interactive Gallery](#)

[Newsletters](#)

[Past Covers](#)

[Philanthropy](#)

[Podcasts](#)

[Special Reports](#)

BLOGS

[Auto Beat](#)

[Bangalore Tigers](#)

[Blogspotting](#)

[Brand New Day](#)

[Byte of the Apple](#)

[Deal Flow](#)

[Economics Unbound](#)

[Fine On Media](#)

[Hot Property](#)

[Investing Insights](#)

[New Tech in Asia](#)

[NussbaumOnDesign](#)

[Tech Beat](#)

[Working Parents](#)

TECHNOLOGY

[J.D. Power Ratings](#)

[Product Reviews](#)

[Tech Stats](#)

[Wildstrom: Tech Maven](#)

AUTOS

[Home Page](#)

[Auto Reviews](#)

[Classic Cars](#)

[Car Care & Safety](#)

[Hybrids](#)

INNOVATION & DESIGN

[Home Page](#)

[Architecture](#)

[Brand Equity](#)

[Auto Design](#)

[Game Room](#)

SMALLBIZ

[Smart Answers](#)

[Success Stories](#)

[Today's Tip](#)

INVESTING

[Investing: Europe](#)

[Annual Reports](#)

[BW 50](#)

[S&P Picks & Pans](#)

[Stock Screeners](#)

[Free S&P Stock Report](#)

\$100,000 from his parents and \$900,000 of his own money. Sykes says he amassed his share from successful day trading during high school and college, having started at age 17 with \$12,415 saved from bar mitzvah gifts. Trading, he says, "is basically like a video game for me."

To spread the word about Cilantro's reported gains of 20.4% in 2004 and 23.7% in 2005, Sykes paid \$12,000 to post the fund's marketing materials last year on hedgefund.net, a site for investors with a net worth of \$1 million-plus. The site publishes data on 5,450 hedge funds and other alternative investments. So far, Sykes says, he has received investments of \$100,000 or more from three funds that invest in hedge funds and eight wealthy individuals.

There have always been hedge fund managers with unlikely résumés. Alfred Winslow Jones, who started the first hedge fund in 1949, was a financial journalist. Now some "activist" hedge funds, which buy stakes in companies and agitate for change, have begun hiring people with experience in the industries they are targeting, says Maureen Brille, managing director of executive-search firm Gerson Group. Several physicians run hedge funds today, including Dr. Richard W. Bank, a former gynecologist who started First-Tier Biotechnology Partners LP in 1995 in Los Angeles.


The assets of an Atlanta-based hedge fund firm whose principals include two anesthesiologists, International Management Associates, were frozen on Feb. 17 after a group of current and former NFL players who are investors filed suit in a Georgia state court, alleging forgery and fraud. A lawyer for the Atlanta firm didn't return phone calls seeking comment.

Some newcomers are keeping their day jobs. Jes Santaularia, manager of hedge fund Parrot Trading Partners LLC, is also the CEO of Diversified Concepts, a real estate development firm in Sarasota, Fla., which derives roughly half of its revenue from self-storage units. About 15 years ago, Santaularia started investing the cash his business generates in highly leveraged Standard & Poor's 500-stock index futures, which allow investors to bet on the direction of the stock index. "I was looking for ways to make better-than-money-market returns," he says. In April, 2004, he launched Parrot with \$500,000 from friends, family, and business partners. The fund claims profits of 8% from Apr. 13 to Dec. 31, 2004, and 16% for all of 2005. It now has \$4 million under management.

By Anne Tergesen

BW MALL SPONSORED LINKS

- [Fidelity Investments](#) Make smarter investment choices with help from Fidelity.
- [ETF Investing](#) Discover iShares. More Tools. More strategies. More possibilities.
- [ExxonMobil](#) Taking on the world's toughest energy challenges. TM
- [\\$100K+ Executive Jobs from TheLadders](#) Find Executive jobs that pay over \$100,000. Search 25,000 New Openings each month.
- [Be Your Own Boss. Make Money. Have Freedom Now!](#) Entrepreneurs don't want to miss this business opportunity. If you think you have the motivation to start your own business, we can help. You can work from home & earn more than you ever thought possible. Make money & free up your time to enjoy life.
[Buy a link now!](#)

Get BusinessWeek directly on your desktop with our [RSS feeds](#). 

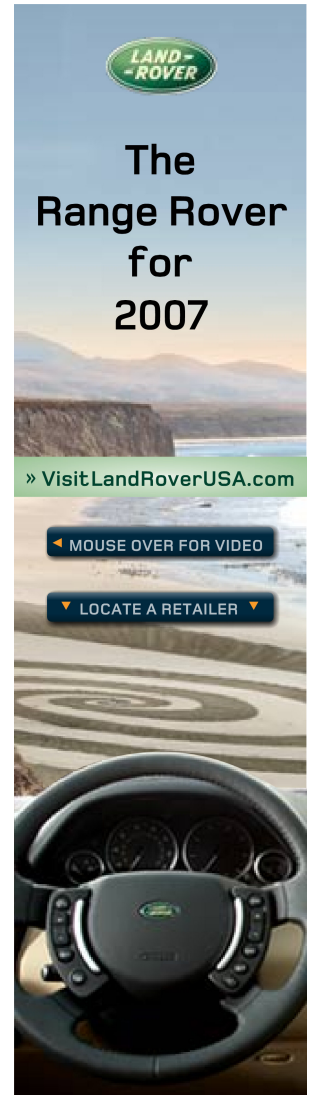
Add BusinessWeek news to your Web site with our [headline feed](#).

Click to buy an [e-print or reprint](#) of a *BusinessWeek* or BusinessWeek Online story or video.

To subscribe online to *BusinessWeek* magazine, please [click here](#).

Learn more, go to the [BusinessWeekOnline home page](#)

 [BACK TO TOP](#)



LAND ROVER

The Range Rover for 2007

[» VisitLandRoverUSA.com](#)

[◀ MOUSE OVER FOR VIDEO](#)

[▼ LOCATE A RETAILER ▼](#)

SCOREBOARDS

[Hot Growth 100](#)
[Mutual Funds](#)
[Info Tech 100](#)
[S&P 500](#)

B-SCHOOLS

[Undergrad Programs](#)
[MBA Blogs](#)
[MBA Profiles](#)
[MBA Rankings](#)
[Who's Hiring Grads](#)

BW EXTRAS

[BW Digital](#)
[BW Mobile](#)
[BW Online Alerts](#)
[Dashboard Widgets](#)
[Podcasts](#) [RSS 2.0](#)
[RSS Feeds](#) [RSS 2.0](#)
[Reprints/ Permissions](#)
[Conferences](#)
[Research Services](#)

Copyright 2006, by The McGraw-Hill Companies Inc. All rights reserved.
[Terms of Use](#) | [Privacy Notice](#)

[Media Kit](#) | [Special Sections](#) | [MarketPlace](#) | [Knowledge Centers](#)

The McGraw-Hill Companies