YEAR IN REVIEW

Smith
SCHOOL OF BUSINESS
Queen's University

Dean's Message

When I look back on the 2016/2017 fiscal year, I am pleased to report we are building on the success of our 10-year Invest in Smith fundraising campaign and laying a foundation that will enable us to thrive in an increasingly competitive market. To do so, we have expanded our program offering, invested in recruitment and developed strategic partnerships that enrich the Smith experience for our students.

PROGRAM GROWTH

Our broad portfolio of business education programs has never been stronger. The Master of Entrepreneurship and Innovation program has doubled in size; our Master of Management Analytics added a new section to meet demand; and we are exploring new executive education offerings in fintech. We will continue to adapt and grow to ensure our graduates are prepared for the rapidly evolving market.

INVESTING IN FACULTY AND STUDENTS

One of the goals for Stephen Smith's $50-million gift to the school was to help us attract the best and brightest talent from across Canada and around the world. Substantial student scholarships have supported our recruiting over the last two years, and we are pleased to have announced our investment in faculty. In October 2016, we awarded three internal Smith Chairs to recognize excellence in research at Smith. Moving forward, we will use additional funds to recruit external Smith Research Chairs in Finance and Financial Accounting.

STRATEGIC PARTNERSHIPS

In November 2016, we announced an eight-year strategic partnership with the Canadian Olympic Committee (COC) that will provide scholarships for up to 1,200 COC athletes. We already have many athletes enrolled across a broad range of our programs — contributing to the high-performance team culture that is one of the hallmarks of the Smith experience. Smith will also be the exclusive provider of business education for the COC, and the first business school to become a Team Canada partner.

In March 2017, we unveiled the new IBM Canada | Smith Cognitive Computing Centre at Smith's downtown Toronto campus. The first of its kind at a business school in Canada, the centre gives Smith faculty the opportunity to integrate the latest in artificial intelligence and cognitive computing into our curriculum. It also gives our students access to the tools that are driving the current wave of business insights.

COC athletes at Smith.

I continue to be amazed at the power of the Smith community — the alumni, students, faculty and staff who make our school stronger. Thank you again for your ongoing support of the school.

David M. Saunders, PhD
Dean, Smith School of Business
david.saunders@queensu.ca

2016/2017

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Smith School of Business *Year in Review* is available online at **smith.queensu.ca**

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smith.queensu.ca

COMMERCE

Commerce at a Glance

- Canada's first undergraduate business degree program, established in 1919.
- Attracts top students from all ten provinces and 24 countries.
- Four-year honours program balances a solid core of business courses with a breadth of arts and science electives, international study experiences and leadership development opportunities.

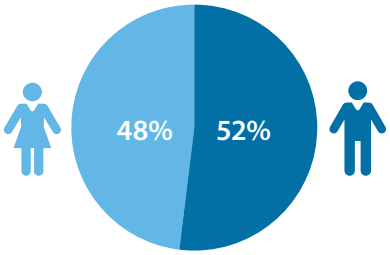
ssb.ca/bcom

2017 marks the 50th anniversary of the Queen's Commerce Society.

2016/2017 Milestones

- Received **7,396 applications** to the Commerce program for September 2016 entrance, an 8% increase from the previous year.
- The **Queen's Certificate in Business** program, which launched in 2014, enrolled 170 students this year; 456 total students are currently enrolled and will earn their certificate after completing six business fundamentals courses.
- Over 80% of the third-year Commerce class participated in an international exchange and 96% of the second-year class has applied to go on exchange in 2017-2018.
- Commerce teams placed first in international case competitions at:
  - The Chulalongkorn International Business Case Competition in Phuket, Thailand, in May;
  - The RSM/STAR Case Competition in Rotterdam, the Netherlands in February; and
  - The BI International Case Competition in Oslo, Norway, in February.

2016/2017 by the Numbers



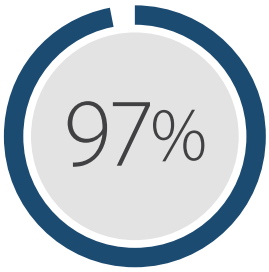
Female/Male Ratio

1908 Commerce students across all four years of the program

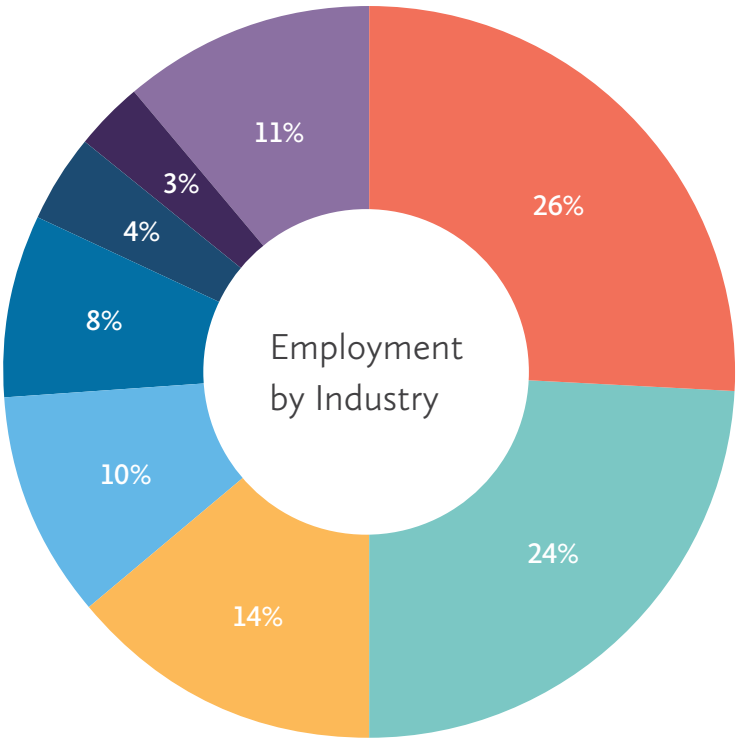
19 Student-run conferences and case competitions (see complete list at **comsoc.ca**)

423 Commerce students studied abroad on international exchange (see exchange partner locations on pages 24-25)

Class of 2016



of Commerce graduates secured jobs within six months of graduation



	Average base salary*
Financial Services	$73,853
Accounting	$43,865
Technology & Telecommunications	$53,523
Consulting	$66,141
Consumer Goods	$60,042
Marketing & Communications	$46,667
Retail	$53,125
Other	$48,750

Average remuneration

$57,677*

* not including bonuses

MBA PROGRAMS

Four distinct MBA programs are offered, each designed to meet the unique requirements of a different segment of the population interested in furthering their careers by obtaining this highly prized degree.

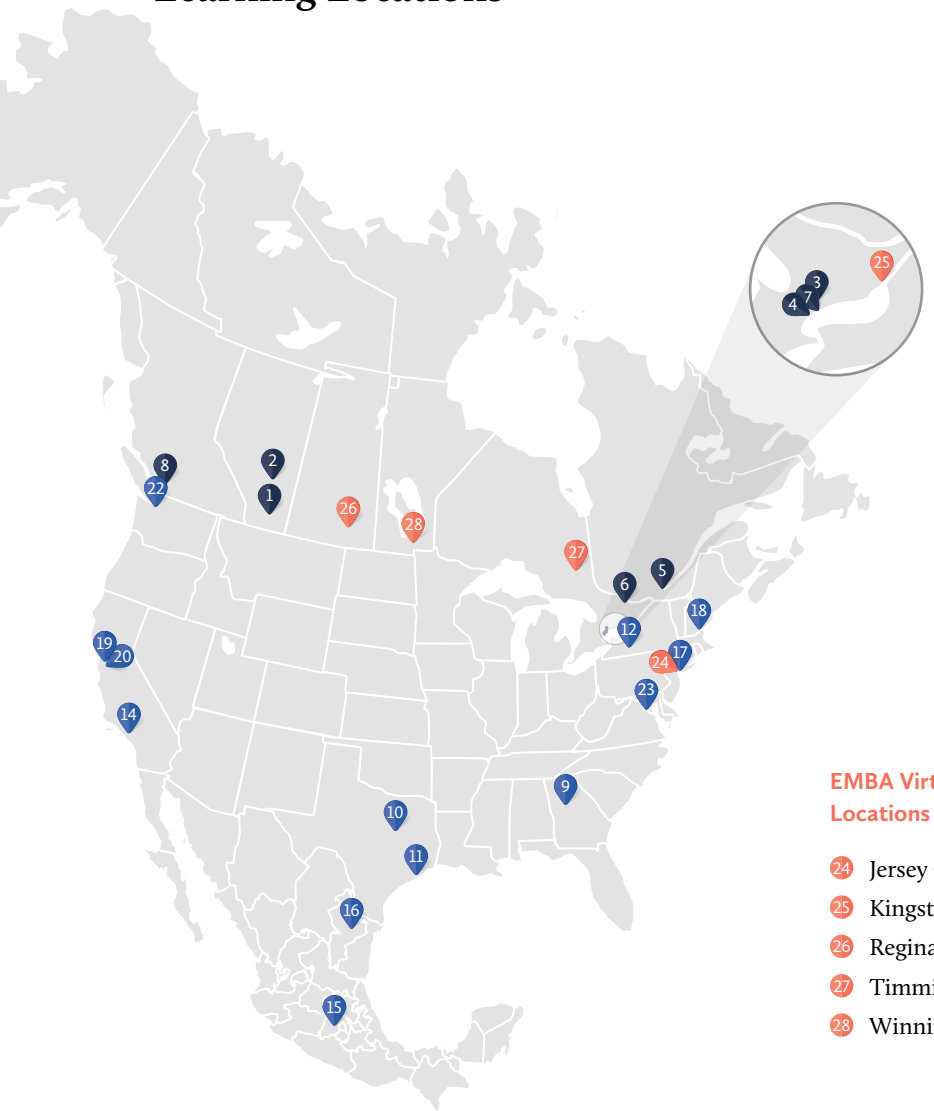
ssb.ca/mba

	Duration	Location	Program Details
Full-time MBA	12 months	Kingston	Designed for those with an undergraduate degree and at least two years of work experience. Delivered in an intensive 12-month, team-based learning format.
Executive MBA	16 months, while continuing to work	Anywhere in Canada	Designed for those with an undergraduate degree* and relevant work experience. Delivered through a combination of on-campus and interactive videoconference boardroom and virtual team sessions on Fridays and Saturday mornings of alternate weeks. *Participants without an undergraduate degree but with extensive work experience may be considered.
Accelerated MBA	12 months, while continuing to work	Cities across Canada	Designed for those with an undergraduate degree in business and a minimum two years of work experience. Delivered through a combination of on-campus and interactive videoconference boardroom sessions on Sundays and Monday mornings of alternate weeks.
Executive MBA Americas	17 months, while continuing to work	Cities across Canada, the U.S., Central and South America	Designed for those with an undergraduate degree and relevant work experience. Delivered through a combination of on-campus sessions at Queen's and Cornell and interactive videoconference boardroom sessions held on alternate weekends. Graduates receive both a Queen's and Cornell MBA degree.

2016/2017 Milestones

- The **Full-time Queen's MBA** Class of 2017 was the largest since the program shifted to a January start date in 2014. This year's charity gala raised more than $7,000 for addiction and mental health services in the local region. Founded in 2013, the annual charity gala has raised more than $35,000 for local non-profit and charitable organizations.
- The **EMBA Americas** Class of 2018 was comprised of students from the U.S. (53%), Canada (36%), Mexico (7%) and South America (4%). Since June 2016, annual scholarships covering 50% of tuition costs have been awarded to highly qualified women entering the EMBA and EMBA Americas programs. These are offered in partnership with the 30% Club, a global organization dedicated to having 30% of the seats on boards of S&P/TSX 60 companies occupied by women.
- The **Queen's Executive MBA** Class of 2018 attracted students from across the country in boardroom learning locations and virtual teams in 12 Canadian cities and towns. Now in its 25th year, the EMBA program continues to offer its highly successful certificate program in partnership with CEIBS in Shanghai, China.
- The **Accelerated MBA** Class of 2018 attracted a record number of students, thanks in part to referrals from alumni and employers. Class members benefited from their colleagues' broad experience in more than 30 different industries.

Boardroom and Virtual Team Learning Locations



EMBA, AMBA, EMBA Americas Canadian Locations

1. Calgary, AB
2. Edmonton, AB
3. Markham, ON
4. Mississauga, ON
5. Montréal, QC
6. Ottawa, ON
7. Toronto, ON
8. Vancouver, BC

EMBA Americas International Locations

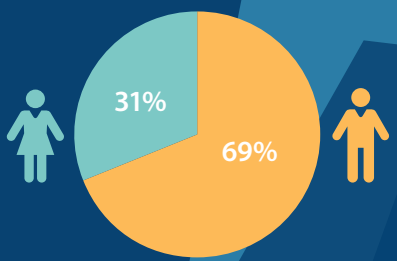
9. Atlanta, GA
10. Dallas, TX
11. Houston, TX
12. Ithaca, NY
13. Lima, Peru*
14. Los Angeles, CA
15. Mexico City, Mexico
16. Monterrey, Mexico
17. New York City, NY
18. Salem, NH
19. San Francisco, CA
20. San Jose, CA
21. Santiago, Chile*
22. Seattle, WA
23. Washington, DC

EMBA Virtual Team Locations

24. Jersey City, NJ
25. Kingston, ON
26. Regina, SK
27. Timmins, ON
28. Winnipeg, MB

* Not shown on map

MBA Programs by the Numbers



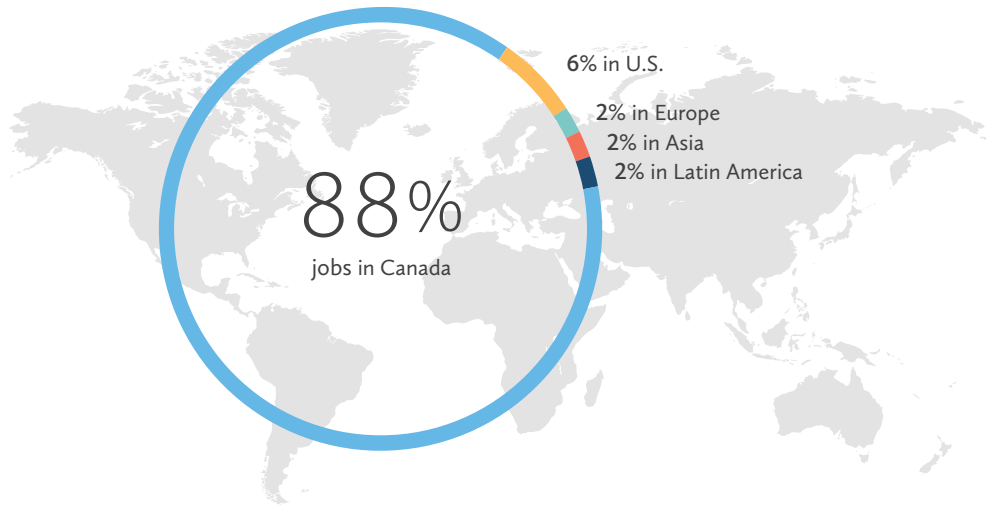
Female/Male Ratio

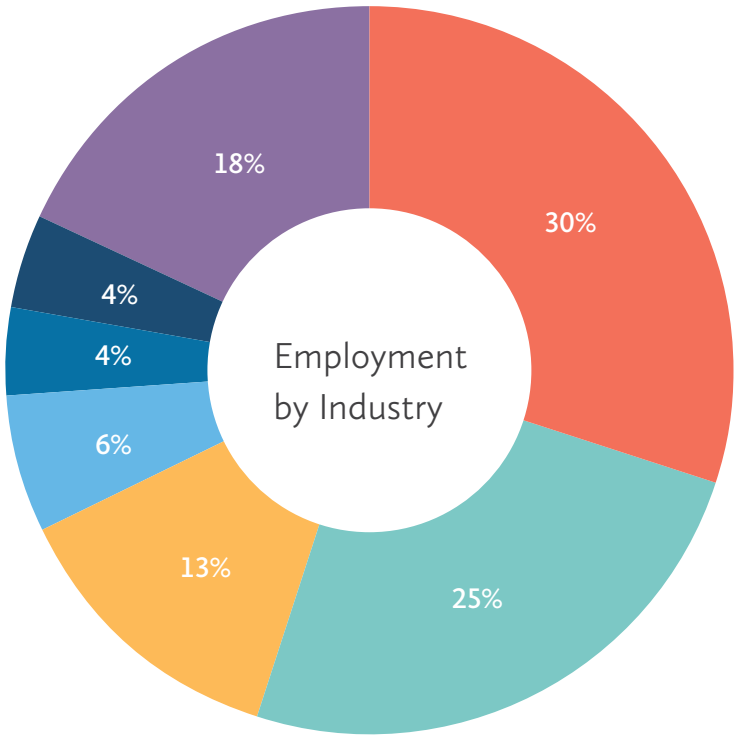
504

MBA students enrolled in 2016/2017

Class of 2016

of MBA graduates secure jobs within six months of graduation





- Financial Services
- Consulting
- Technology & Telecommunications
- Retail
- Healthcare
- Energy & Resources
- Other

Average starting package
$119,596

GRADUATE PROGRAMS

Doctoral Program in Management

- Provides students with conceptual and analytic tools required to generate leading-edge research in an individually tailored program that comprises coursework, research and the preparation and defence of a thesis on an original topic.
- Typically requires four to five years of full-time study to complete and equips graduates with the skills and expertise to make a significant contribution to academia.
- In 2015/2016, 44% of eligible PhD students were awarded competitive federal, provincial and university scholarships, providing them with additional funding for their studies.

ssb.ca/phd

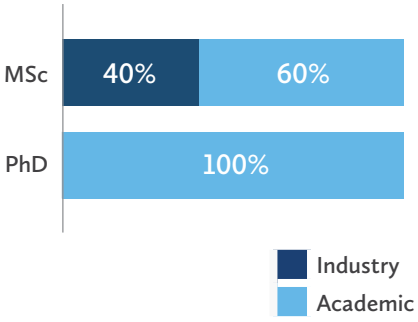
Master of Science in Management

- Intensive 12-month program focusing on business research in one of nine fields of study: accounting, finance, management information systems, international business, marketing, organizational behaviour, management science, business economics, and strategy.
- Prepares students for entry into high-quality doctoral programs or careers as research analysts or consultants.
- The third annual Graduate Student Consortium offered MSc and PhD students the opportunity to focus on their presentation, writing and teaching skills.

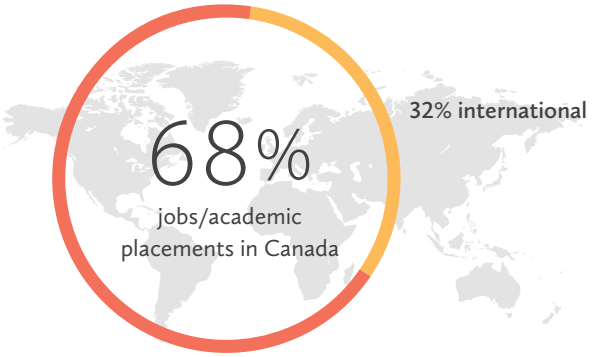
ssb.ca/msc

CLASS OF 2016

of MSc and PhD students acquired jobs or were accepted into post-graduate programs within six months of graduation



Academic Placements
Clemson University, Clemson, SC
DePauw University, Greencastle, IN
HEC Montréal, QC
HEC Paris, France
Queen's University, Kingston, ON
University of Massachusetts, Amherst, MA
University of Washington, Seattle, WA
University of Wisconsin, Madison, WI
Western University, London, ON



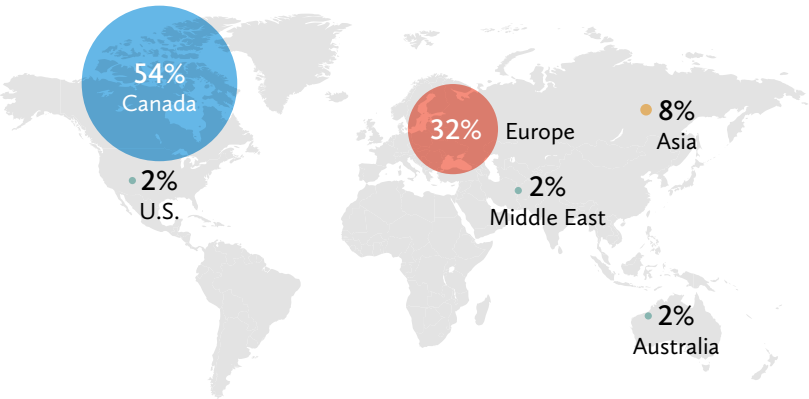
Master of International Business

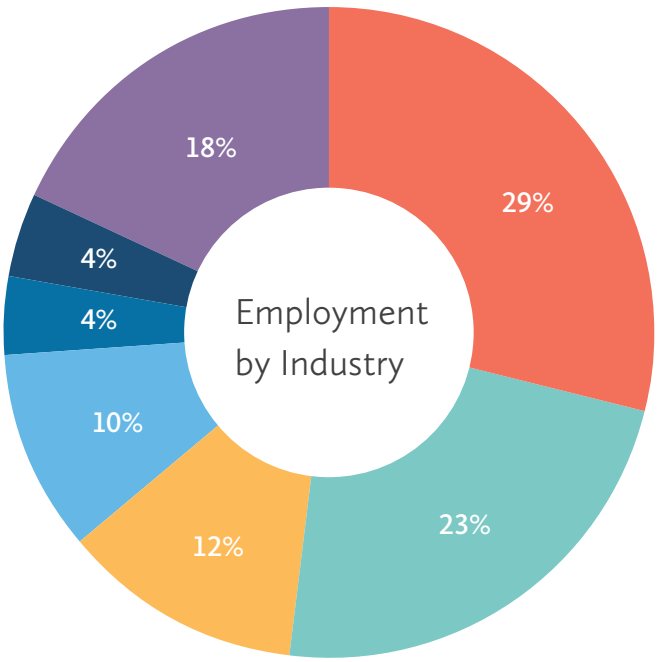
- This 12-month (single degree) to 24-month (double degree) full-time program is designed for people with international business aspirations and an undergraduate degree, preferably in business.
- Combines an in-depth international business curriculum and the opportunity for cross-cultural international experience at one of 50 international business school partners (see complete list at **ssb.ca/partners**).
- Opportunity to earn a second Master's degree by completing more credits through additional study at one of 11 partner universities: BI Norwegian Business School (Norway); Bocconi University (Italy); City University of London (U.K.); Copenhagen Business School (Denmark); ESADE Business School (Spain); ESSEC Business School (France); Maastricht University School of Business and Economics (Netherlands); Universidade Catòlica Portuguesa (Portugal); University of Mannheim (Germany); University of Queensland (Australia); Vienna University of Economics and Business (Austria);
- The MIB Class of 2017 featured an internationally diverse group of students from 24 countries.
- The double-degree partnerships with the University of Queensland and the Universidade Catòlica Portuguesa are the first such arrangements between a Canadian university and an Australian and a Portuguese counterpart.

ssb.ca/mib

CLASS OF 2016

of MIB graduates secured jobs within six months of graduation





- Consulting
- Financial Services
- Technology
- Consumer Goods
- Marketing & Communications
- Manufacturing
- Other

Average base salary **$66,052**

Master of Finance

Now in its seventh year, this intensive one-year program is designed for finance professionals who want to accelerate their careers. Optional sessions prepare students for CFA exams, providing an inside edge for those interested in obtaining the CFA designation.

The program expanded in September 2014 to Beijing, in partnership with Renmin University of China. Graduates of both programs receive a Queen's Master of Finance degree.

This year, an MFin-Toronto team placed first in the inaugural CFA Canadian Ethics Challenge.

Toronto, Canada

Classes held one evening per week and one day on alternate weekends at Smith's campus in downtown Toronto and during residential sessions at Smith in Kingston. Students may earn an MBA in addition to the MFin degree by applying credits across both programs at a significantly reduced fee.

ssb.ca/mfin

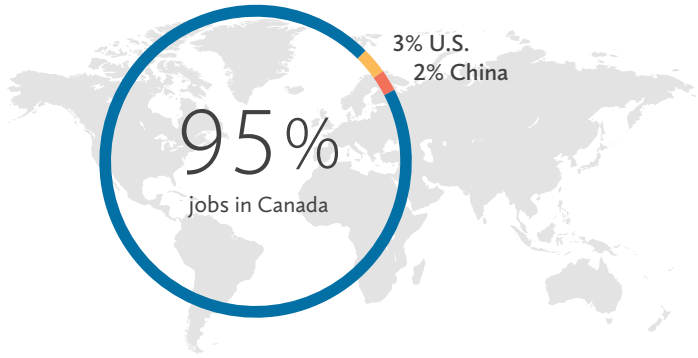
Renmin, China

Classes held on weekends at Renmin University of China in Beijing, with tutorials held weeknights. The program is taught in English by faculty from both Queen's and Renmin's Hanqing Advanced Institute of Economics and Finance.

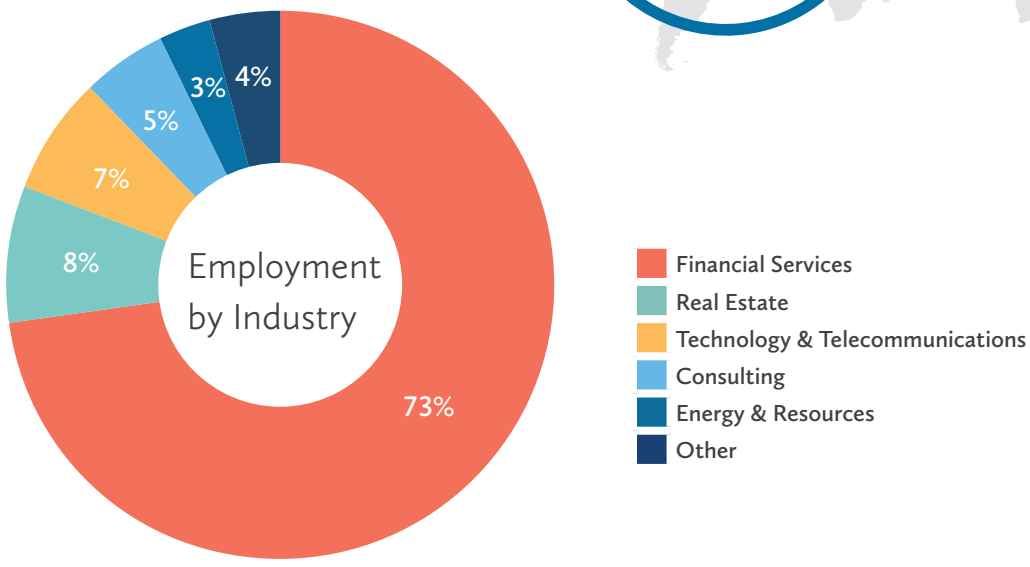
ssb.ca/mfinchina

CLASS OF 2016 – *Toronto*

of MFin Toronto graduates secured jobs within six months of graduation



Average base salary **$65,480**



Master of Management Analytics

Now in its fourth year of operation, this intensive 12-month program is offered at Smith's downtown Toronto campus. The MMA program is designed for students interested in pursuing the growing field of management analytics, in which data collection, analysis and conversion to valuable business outputs are key needs. According to a McKinsey & Company study, the demand for talent in this specialized field will outpace supply by 50% across North America by 2018.

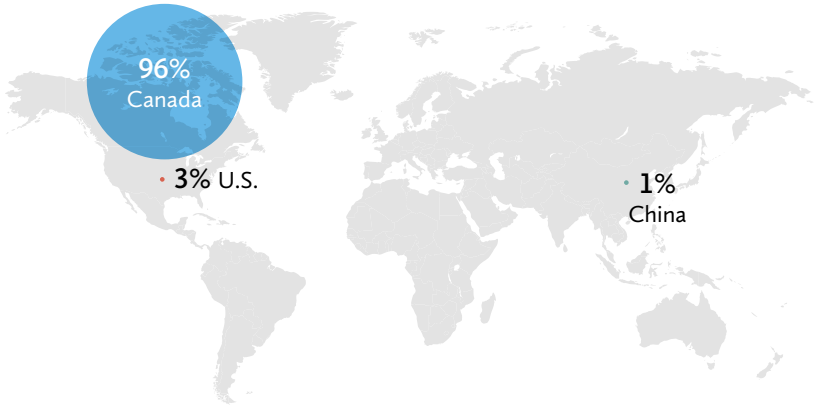
Curriculum includes courses that may be applied toward the certification requirements for either a Certified Associate in Project Management (CAPM), or, with additional training, a Project Management Professional (PMP) with the Project Management Institute. The program also prepares students to receive SAS Certification from the leader in business analytics software and services.

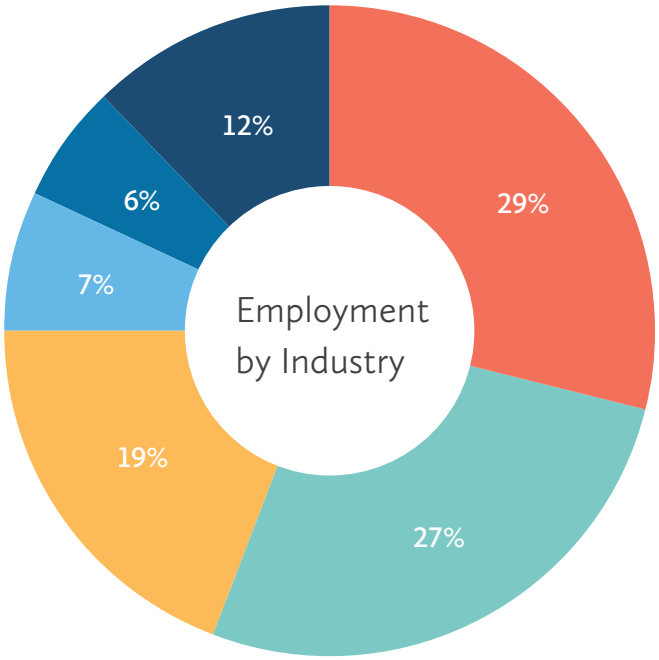
Due to increasing demand, a new section was introduced in January 2017 so that students can elect to start the program in either January or June each year.

ssb.ca/mma

CLASS OF 2016

of MMA graduates secured jobs within six months of graduation





- Technology & Telecommunications
- Financial Services
- Consulting
- Retail
- Marketing & Communications
- Other

Average base salary

$90,134

Master of Entrepreneurship and Innovation

Launched in 2015, this 12-month program is designed to develop effective start-up experts, leaders of innovation and entrepreneurs. Offered in partnership with Queen's Faculty of Engineering and Applied Science, classes are facilitated by professors from both faculties.

To accommodate the unique needs of aspiring entrepreneurs and corporate innovators, a new program delivery option was developed. Through residential boot camp sessions, some students will complete the program while continuing to work remotely for their current employer or in the marketplace where they plan to launch their businesses.

The on-campus incubator and accelerator is available for those students who choose to take the program in the traditional format on campus, allowing for a more immersive experience.

MEI students in the SparQ studio.

The program is highly experiential, offering start-up and innovation internships that provide students with practical, hands-on experience in a rapidly evolving space. Corporate partners and alumni play a large role in the program, from mentoring to delivering practical workshops and providing valuable internships.

ssb.ca/mei

Graduate Diploma in Accounting

Now in its seventh year, this 13-week summer program prepares recent business undergraduates to obtain their Chartered Professional Accountant designation. Queen's GDA program comprises five courses that prepare candidates for entry into CPA Capstone Modules 1 and 2. Upon completion of their GDA, candidates are ready to write their professional examinations — a major step in attaining a CPA designation — a full year earlier than had they not completed the program. The GDA Class of 2015 achieved a pass rate of 90.2% for first-time writers.

ssb.ca/gda

Students in front of Goodes Hall.

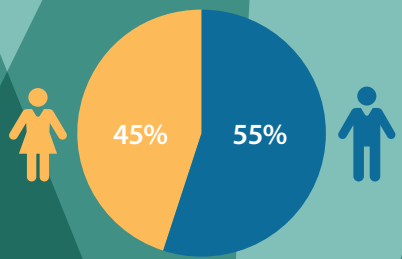
Graduate Diploma in Business

Designed for recent university graduates with a degree in a non-business discipline, Queen's Graduate Diploma in Business is a four-month summer program that covers business fundamentals. Credits earned in the program can be applied towards Queen's Full-time MBA and other Master's degree programs.

Since the program's inception in 2014, 11 graduates have returned to complete the Full-time MBA and 13 have enrolled in other Smith Master's programs. Approximately 75% of the Class of 2016 acquired jobs within six months of completing the GDB program; 20% elected to pursue further education.

ssb.ca/gdb

Graduate Programs by the Numbers



Female/Male Ratio

582

students enrolled in 2016/2017

Faculty

Chairs, Professorships & Fellowships

Alumni and corporations have shown their support through investment in faculty chairs, professorships and fellowships. Named faculty positions provide recognition and dedicated funds to further professors' research and teaching. They are indispensable in retaining outstanding professors and attracting new talent in a globally competitive field.

Abhirup Chakrabarti
Distinguished Faculty Fellow of Strategy

Tina Dacin
Smith Chair of Strategy & Organizational Behaviour

Louis Gagnon
Distinguished Faculty Fellow of Finance

Kathryn Brohman
Distinguished Faculty Fellow of Management Information Systems

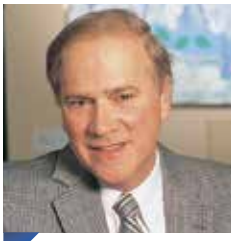
Yolande Chan
E. Marie Shantz Professor of Management Information Systems

Jean-Etienne de Bettignies
Distinguished Professor of Business Economics

Anthony Goerzen
Donald R. Sobey Professor of International Business

Goce Andrevski
Distinguished Faculty Fellow of Strategy

Susan Bartholomew
Distinguished Faculty Fellow of International Business



William Cannon
Distinguished Faculty Fellow of Finance

Sean Cleary
Bank of Montreal Professor of Finance

David Detomasi
Distinguished Faculty Fellow of International Business

Jim Hamilton
Distinguished Faculty Fellow of Sales Management

Julian Barling
Borden Chair of Leadership

William Blake
Distinguished Faculty Fellow of International Business

Pierre Chaigneau
Commerce '77 Fellow of Finance

Barry Cross
Distinguished Faculty Fellow of Operations Management & Technology

Shai Dubey
Distinguished Faculty Fellow of Business Law

Yu Hou
KPMG Fellow of Accounting

Olena Ivus
E. Marie Shantz Fellow of Business Economics

Jean-Baptiste Litrico
Distinguished Faculty Fellow of Strategy

Mikhail Nediak
Distinguished Professor of Operations Management

Ryan Riordan
Distinguished Professor of Finance

Matthias Spitzmuller
Toller Family Fellow of Organizational Behaviour

Jane Webster
E. Marie Shantz Chair of Management Information Systems

Peter Kissick
Distinguished Faculty Fellow of Business Law

Bertrand Malsch
Pricewaterhouse-Coopers/ Tom O'Neill Fellow of Accounting

Anton Ovchinnikov
Distinguished Professor of Management Science & Operations Management

Kate Rowbotham
Distinguished Faculty Fellow of Organizational Behaviour

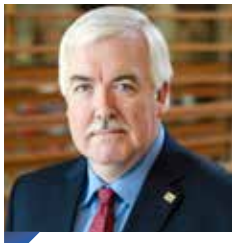
Veikko Thiele
Distinguished Faculty Fellow of Business Economics

Mike Welker
Distinguished Professor of Accounting

Ceren Kolsarici
Ian R. Friendly Fellow of Marketing

Pamela Murphy
E. Marie Shantz Fellow in Accounting

Lynnette Purda
RBC Fellow of Finance



Steven Salterio
Smith Chair of Accounting & Auditing

Matthew Thompson
Distinguished Faculty Fellow of Operations Research

Kenneth Wong
Distinguished Professor of Marketing

Yuri Levin
Smith Chair of Analytics

Elspeth Murray
CIBC Fellow in Entrepreneurship

Jana Raver
E. Marie Shantz Professor of Organizational Behaviour

Henry Schneider
Commerce '64 Fellow of Business Economics

Wei Wang
RBC Fellow of Finance

Ning Zhang
Commerce '83 Fellow of Accounting

Teaching Excellence

Every year, graduating students vote for those professors whose excellence in the classroom made the strongest impression on their class. This year's Teaching Excellence Award recipients are:

PETER KISSICK
Distinguished Faculty Fellow of Business Law

Commerce Society Teaching Excellence Award

KATE ROWBOTHAM
Distinguished Faculty Fellow of Organizational Behaviour

Commerce '89 Professor-Student Life Award

LEN ANDERSON
Lecturer in Accounting, Auditing & Taxation

Full-time MBA Teaching Award

JEAN-ETIENNE DE BETTIGNIES
Distinguished Professor of Business Economics

Master of Finance (Toronto) Teaching Award

GANG XIAO
Associate Professor of Finance
Hanqing Advanced Institute of Economics and Finance, Renmin University

Master of Finance (Beijing) Teaching Award

JOHN MOORE
Assistant Professor of Accounting

Executive MBA Teaching Award

BARRY CROSS
Assistant Professor, Operations Management and Technology

Accelerated MBA Teaching Award

ELSPETH MURRAY
Associate Dean of MBA and Masters Programs, CIBC Fellow of Entrepreneurship

Executive MBA Americas Teaching Award

STEPHEN THOMAS
Assistant Professor, Management Information Systems

Master of Management Analytics Teaching Award

Research and Faculty

Smith Business Insight, a research showcase website (**ssb.ca/insight**) founded in 2013, continues to build a global audience for the school's thought leadership.

+80
Number of Smith faculty and graduate student researchers whose work has been highlighted on Smith Business Insight.

250
articles and video presentations

50
white papers

45
on-demand webinars and podcasts

40 faculty articles were published in academic journals, eight of which appeared in publications cited in the *Financial Times*' list of 45 top-tier journals worldwide.

7 Smith School of Business professors received research grants from Canada's Social Sciences and Humanities Research Council, totalling $474,600.

6 Smith faculty received Monieson Collaborative Research Grants enabling them to work collaboratively with internal and external researchers to accelerate their research, obtain external grants and publish in top-tier journals.

- At a reception in November 2016:

Julian Barling was presented with the Smith School of Business Research Excellence Award

Matthias Spitzmuller received the New Researcher Achievement Award

- Smith welcomed numerous visiting scholars. See the complete list at **ssb.ca/scholars**.

CENTRES

Queen's Executive Education

Queen's Executive Education is a leader in management education in Canada, both through its open-enrolment and custom programs, which are tailored to specific organizations' needs.

ssb.ca/execed

2016/2017 MILESTONES

- Delivered customized program designs and solutions for 37 corporate clients and designed more than 90 customized program solutions for prospective clients.
- Launched the Flexible Education Program, consisting of eight two-day programs that allow participants to earn an Advanced Executive Certificate.
- Expanded open enrolment program offerings in Toronto by adding six new two-day business education programs.
- Placed second in the world for growth in custom programs in the 2017 *Financial Times* education ranking.

Scotiabank Centre for Customer Analytics

Launched in February 2016, and named in recognition of a $2.2-million contribution from Scotiabank, this centre brings together professors and students to collaborate with Scotiabank teams on applied research in customer analytics. It is also focused on building a community of analytics practitioners and innovators across industries. Smith PhD, MSc, Master of Management Analytics (MMA) and MBA students also benefit from internship opportunities at Scotiabank.

ssb.ca/scca

Team Sapphire from Smith School of Business was the winning team at the International Innovation Challenge 2016.

2016/2017 MILESTONES

- Delivered quarterly community seminars on topics ranging from loyalty, machine learning, evidence-based decision-making and change management, which featured experts from Smith, Scotiabank and other industry leaders in analytics.
- Organized and hosted the 2016 Queen's International Innovation Challenge, which attracted 259 teams comprised of students from eight countries and 69 post-secondary institutions. Teams were given tools and data to produce a solution to an analytics problem posed by event sponsors.
- Managed 20 research projects conducted by Smith students and Scotiabank researchers, supported by additional funding from Mitacs, a national, not-for-profit organization that funds research supporting industrial and social innovation in Canada.

Queen's Executive Decision Centre

Canada's first electronic group-decision support facility remains much in demand. Participants in meetings facilitated by centre staff use the school's innovative facilitation software to contribute their expertise to the discussions. Clients include private- and public-sector organizations as well as Queen's faculty, staff and students.

ssb.ca/execdecision

2016/2017 MILESTONES

- Facilitated 107 electronic brainstorming events, including the development of a community plan for a remote Indigenous community; a new business model for a major record label; a strategic direction change for a TV cable company; a teaching and learning plan for a major Canadian university; and a risk assessment of global navigation satellite systems.
- With its new state-of-the-art meeting facility in Goodes Hall and innovative web-enabled technology, centre facilitators are able to conduct both virtual and face-to-face meetings.
- Internally, the centre facilitated workshops on behalf of the Queen's Provost administrative committees, research groups, undergraduate classes and SSHRC roundtables.

IBM Canada | Smith Cognitive Computing Centre

In March 2017, a new cognitive computing centre was unveiled at Smith's downtown Toronto campus. The IBM Canada | Smith Cognitive Computing Centre, the first of its kind at a business school in Canada, is a collaborative space that provides an exclusive artificial intelligence demonstration experience for IBM clients and enhanced access to cognitive computing solutions for Smith students and faculty.

The centre consists of seven interactive wall screens for users to work directly with IBM Watson technologies in a multi-media environment. Under this five-year collaboration, IBM will offer several annual internships to Smith students, providing opportunities to work with IBM Watson technologies in a business setting.

ssb.ca/ibmsmith

Inside the Cognitive Computing Centre at Smith's Toronto Campus.

Centre for Business Venturing

The Centre for Business Venturing supports the creation, leadership and management of new ventures. Its activities range from embedding new-venture thinking into the curriculum — including an elective course that enables students to invest monies from the TriColour Venture Fund — to providing new ventures with access to capital, and conducting applied research in business venturing.

ssb.ca/qcbv

Students and alumni mix at a Queen's Venture Network event in Toronto.

2016/2017 MILESTONES

- Eighteen MBA and four Commerce students took part in the TriColour Venture Fund where they put real money into real businesses. Students met with four potential portfolio companies, assessed opportunities, conducted due diligence and made recommendations to the Investment Advisory Board, a committee of entrepreneurs, angel investors, and venture capitalists. Two companies were recommended for investment.
- Dare to Dream internships, valued at $15,000, were awarded to Mark Balovnev, Comm'18; Colin Harding, BCom'17; Altair Ioffe, GDB'15, MBA'17; Manny Kandola, EMBA'15; and Lisa Orr, BCom'01, AMBA'16. These internships were funded by Dany Battat and Gia Steffensen, both BCom'78; Valerie Mann, BCom'86; Cogeco; CIBC; and the RLS Foundation.
- Launched a new strategic partnership with Great Places to Work™, a global authority on building, sustaining and recognizing high-trust, high-performing workplace cultures.

Centre for Social Impact

The Centre's mission is to educate students and promote outreach and advocacy on issues of social impact. This involves fostering education in the fields of responsible leadership and social impact; supporting research and providing advice in key focus areas; providing support for local communities; and being a global advocate on issues of responsible leadership and social impact.

ssb.ca/csi

Patrick Glinski of Idea Couture leads a workshop on Design Thinking in Healthcare.

2016/2017 MILESTONES

- Enrolled more than 500 Smith students in the Certificate in Social Impact program and facilitated more than 4,000 hours of volunteer outreach in communities across Canada by Smith students working towards obtaining their certificates.
- Hosted the Hult Prize Case Competition, with ten teams vying for a chance to compete at the regional finals. Two Smith teams advanced to the regionals in Dubai, UAE, and in London, U.K.
- Hosted various speaker series and events, including the annual Social Impact Summit and Social Innovation Bootcamp; the annual COSI (Community of Social Innovation) scholarly gathering and a Design Thinking in Healthcare workshop.
- Launched a Professional Leadership Program and Public Certificate in Social Impact at the sold-out Social Finance Academy program in Toronto.

Queen's Business Consulting

Queen's Business Consulting has operated for 40 years and is Canada's top undergraduate consulting program. This year-round venture is managed by senior Commerce students under the guidance of the centre's Director. Students provide a range of cost-effective consulting services to small and medium-sized businesses, not-for-profit organizations and other public enterprises.

ssb.ca/qbc

2016/2017 MILESTONES

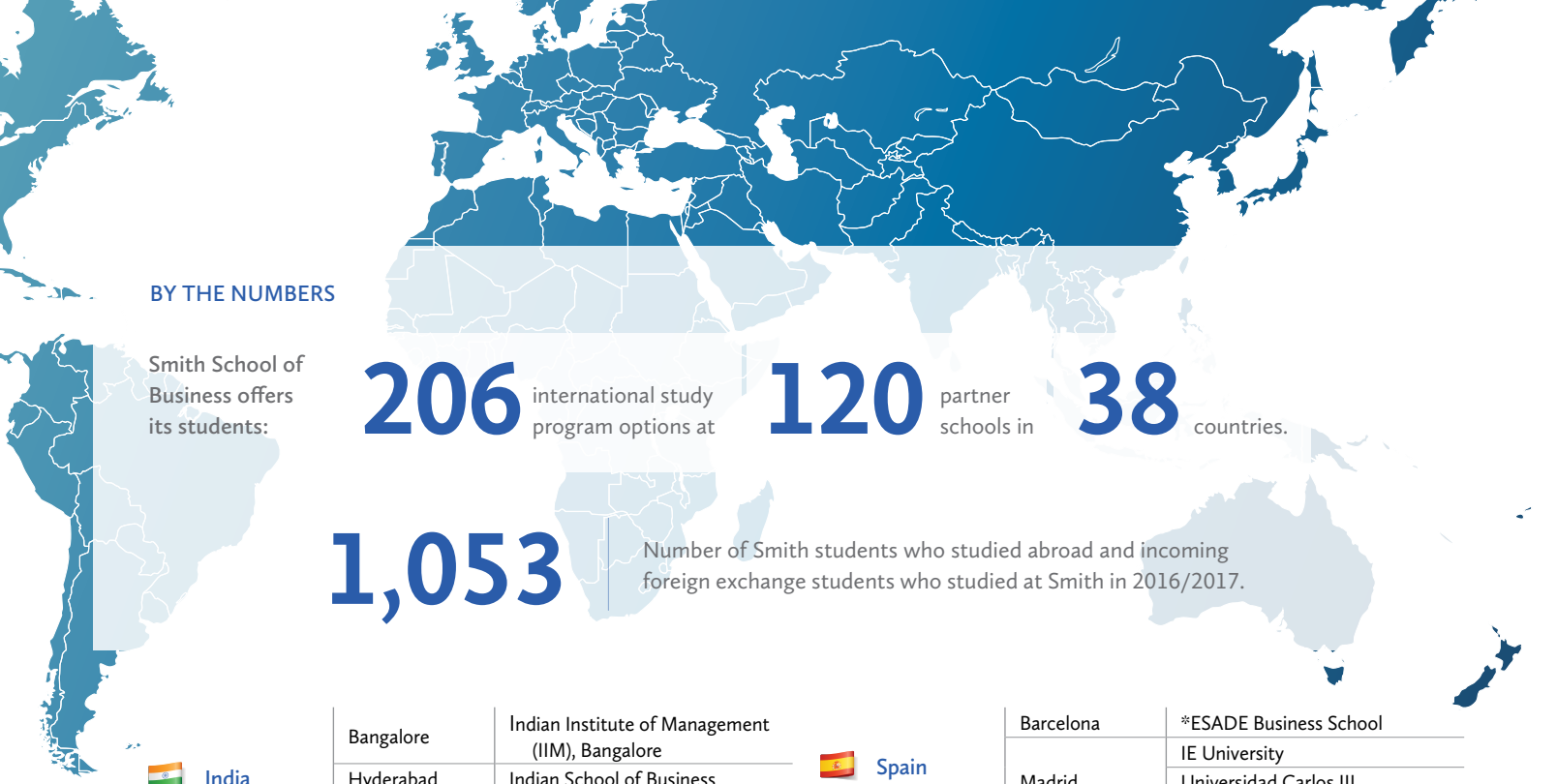
- Students completed more than 12 consulting projects entailing more than 2,500 hours of service to the local community, including start-ups, family-owned businesses, local not-for-profits, regional governments and various Queen's departments.
- Projects included the completion of a feasibility study on the launch of an innovative new education program for Queen's medical students; the development of marketing plans for two family-owned businesses; a resource-utilization and capacity-planning study for a local not-for-profit; and the development of a resident-attraction program for a local municipality.

The QBC Consultants, winter 2017.

International Learning Opportunities

Students in the Commerce, Full-time MBA and Master of International Business programs can study for one or more terms at one of the school's international partner schools. Those in the Master of International Business program have the option of earning a second Master's degree at an international partner school (indicated by an * in the following list).

Argentina	Buenos Aires	Torcuato Di Tella University
Australia	Brisbane	Queensland University of Technology
		*University of Queensland
	Melbourne	Monash University
		University of Melbourne
	Perth	University of Western Australia
	Sydney	University of New South Wales
		University of Sydney
Austria	Innsbruck	MCI Management Centre
	Vienna	*WU, Vienna University of Economics and Business
Barbados	Cave Hill	University of West Indies
Belgium	Antwerp	University of Antwerp
	Brussels	Solvay Brussels School of Economics and Management
	Leuven	KU Leuven
	Louvain-la-Neuve	Catholic University of Louvain
Brazil	São Paulo	Fundação Getulio Vargas
		INSPER — Institute of Education and Research
Chile	Santiago	Pontificia Universidad Católica de Chile
		Universidad Adolfo Ibáñez
China	Beijing	Cheung Kong Graduate School of Business
		Peking University
		Renmin University
		Tsinghua University
	Hong Kong	Chinese University of Hong Kong
		City University of Hong Kong
		Hong Kong University of Science and Technology
		The University of Hong Kong
	Guangzhou	Sun Yat-sen University
	Shanghai	China Europe International Business School (CEIBS)
		Fudan University
		Shanghai Jiao Tong University, Antai College of Economics & Management
China	Shanghai	Shanghai Jiao Tong University, Shanghai Advanced Institute of Finance
		Tongji University
Colombia	Bogotá	Universidad de Los Andes
Czech Republic	Prague	University of Economics, Prague
Denmark	Aarhus	Aarhus University
	Copenhagen	*Copenhagen Business School
Estonia	Tallinn	Estonian Business School
Finland	Helsinki and Mikkeli	Aalto University School of Business
	Helsinki	Hanken School of Economics
France	Aix-en-Provence	IAE Aix-Marseille Graduate School of Management
	Bordeaux and Marseille	Kedge Business School
	Grenoble	Grenoble École de Management
	Lille and Nice	EDHEC
	Lyon	EMLYON
	Nantes	Audencia Nantes
	Nice and Lille	SKEMA Business School
	Paris	ESCP Europe Business School
		*ESSEC Business School
		HEC Paris
		Paris Dauphine University
		Sciences Po
	Rouen and Reims	NEOMA Business School
	Toulouse	Toulouse Business School
Germany	Augsburg	University of Augsburg
	Cologne	Cologne Business School
	Koblenz	WHU—Otto Beisheim School of Management
	Leipzig	HHL Leipzig Graduate School of Management
	Mannheim	*University of Mannheim
	Weisbaden	European Business School
Hungary	Budapest	Corvinus University of Budapest



BY THE NUMBERS

Smith School of Business offers its students:

206 international study program options at **120** partner schools in **38** countries.

1,053 Number of Smith students who studied abroad and incoming foreign exchange students who studied at Smith in 2016/2017.

India	Bangalore	Indian Institute of Management (IIM), Bangalore
	Hyderabad	Indian School of Business
	Ghaziabad	Institute of Management Technology
Ireland	Dublin	University College Dublin
		Trinity College Dublin
Italy	Milan	*Università Bocconi
	Rome	LUISS Guido Carli
Japan	Nagoya	Nagoya University of Commerce & Business
	Tokyo	Keio University
		Rikkyo University
		Waseda University
Mexico	Mexico City	IPADE Business School
	Monterrey	Tecnológico de Monterrey
Netherlands	Maastricht	*Maastricht University School of Business and Economics
	Rotterdam	Erasmus University
	Tilburg	Tilburg University
New Zealand	Auckland	University of Auckland
	Dunedin	University of Otago
Norway	Bergen	NHH Norwegian School of Economics
	Oslo	*BI Norwegian Business School
Poland	Warsaw	Kozminksi University
		Warsaw School of Economics
Portugal	Lisbon	*Universidade Católica Portuguesa
		Universidade Nova de Lisboa
Russia	St. Petersburg	St. Petersburg University
Singapore	Singapore	Nanyang Technological University
		National University of Singapore
		Singapore Management University
Slovenia	Ljubljana	University of Ljubljana
South Korea	Seoul	Korea University
		Seoul National University
		Yonsei University
Spain	Barcelona	*ESADE Business School
	Madrid	IE University
		Universidad Carlos III
		University of Navarra
Sweden	Lund	Lund University
	Gothenburg	University of Gothenburg
	Stockholm	Stockholm School of Economics
	Uppsala	Uppsala University
Switzerland	St. Gallen	University of St. Gallen
	Zurich	University of Zurich
Taiwan	Hsinchu City	National Chiao Tung University
	Taipei	National Chengchi University
		National Taiwan University
Thailand	Bangkok	Chulalongkorn University
		Thammasat University
Turkey	Istanbul	Koç University
		Sabanci University
United Kingdom	Bath	University of Bath
	Birmingham	Aston University
	Durham	Durham University
	Edinburgh	University of Edinburgh
	Exeter	University of Exeter
	Glasgow	University of Strathclyde
	London	*City University of London, Cass Business School
	Manchester	University of Manchester
	Reading	University of Reading
Uruguay	Montevideo	Universidad de Montevideo

* Double-degree international partners

Advisory Board

The Smith Advisory Board offers advice on opportunities for the school to expand its reach and influence both in Canada and internationally. Board members are experienced professionals, drawn from all sectors of business, with the goal of representing the diversity of the school community. Consideration of prospective Board members is overseen by the Board's nominating committee.

Karyn Brooks, BCom'76, Retired Senior VP & Controller, BCE Inc.
Iain Bruce, BCom'81, Retired Senior Managing Director, Risk Management, AMBAC Assurance Corp.
Jeff Carney, BCom'84, President & CEO, IGM Financial and Investors Group
Leigh Chalmers, BCom'95, Senior VP & Chief Auditor, Sun Life Financial
David Cheesewright, President & CEO, Walmart International
Chris Clark, BCom'76, Corporate Director
Greg Cochrane, MBA'74, President, DATA Communications Management and Managing Partner, VRG Capital
Shawn Cooper, BCom'87, Managing Director and Regional Leader, Latin America/Canada, Russell Reynolds Associates
David Court, BCom'79, Director (Senior Partner), McKinsey & Company
Jerry del Missier, BSc(Eng)'85, MBA'87, Executive Chairman, Copper Street Capital LLP
Andrew Dunin, BSc(Eng)'83, MBA'87, Dunin Management Services
Mike Durland, PhD'91, Retired Group Head and CEO, Scotiabank Global Banking and Markets
The Hon. Gloria Epstein, BCom'72, Justice of the Court of Appeal of Ontario
Monika Federau, MBA'88, Senior VP & Chief Strategy Officer, Intact Financial
Ian Friendly, BCom'83, CEO, Recombinetics
Paul Hand, BA'69, MBA'73, Retired Managing Director, RBC Capital Markets
Ewout Heersink, MBA'74, Managing Director, ONEX Corporation
Glenn Ives, Chairman, Deloitte Canada
Michael Kehoe, BCom'78, Retired CEO, Cosmetica Laboratories
Tom Kinnear, BCom'66, LLD'02, PhD, D. Maynard Phelps Collegiate Professor of Business Administration, Professor of Marketing, Ross School of Business, University of Michigan
Sam Kolias, Chairman & CEO, Boardwalk Real Estate Investment Trust
Valerie Mann, BCom'86, Partner, Lawson Lundell LLP
Doug McIntosh, BCom'82, Managing Director & CEO, Alvarez & Marsal Canada ULC
Somen Mondal, MBA'06, Co-Founder & CEO, Ideal
Andrew Moor, President & CEO, Equitable Bank
Vanessa Morgan, BCom'87, President & CEO, Morgan Meighen & Associates
Thomas O'Neill, BCom'67, LLD'05, Corporate Director
Eme Onuohao, EMBA'08, Senior Director, Government Relations and Public Policy, Public Sector Pension Investment Board
Sharon Ranson, BCom'80, President, The Ranson Group
Julia Robertson, BCom'86, Partner & Vice President, C.A. Delaney Capital
Michele Romanow, BSc(Eng)'07, MBA'08, Co-founder, Clearbanc & 'Dragon' on CBC-TV's Dragons' Den
David Sculthorpe, BCom'83, Managing Director, Compass Rose Advisors
John See, BSc'79, MBA'81, Chair, TD Direct Investing International & Chair, Recognia Inc.
Bruce Sellery, BCom'93, Business Journalist & Personal Finance Expert
Candace Shaw, MBA'87, Senior Managing Director and Portfolio Manager of Private Fixed Income, Sun Life Institutional Investments (Canada)
Patti Perras Shugart, BCom'86, Managing Director & Head, Corporate Banking & Global Credit, RBC Capital Markets
Stephen J.R. Smith, BSc(Eng)'72, LLD'17, Chairman & CEO, First National Financial Corp. & Chairman & Co-Owner, Canada Guaranty Mortgage Insurance
Steven Smith, BCom'77, Senior Partner, Osler, Hoskin & Harcourt LLP
Donald Sobey, C.M., BCom'57, LLD'16, Chair Emeritus, Empire Company
Robert Sobey, BAH'88, Corporate Director
Andrea Sotak, MBA'03, Managing Director & Chief Investment Officer, DRI Capital
Colin Taylor, BCom'84, Co-Managing Partner & Co-Founder, aPriori Capital Partners
Bill Thomas, Global Chairman, KPMG International
Dino Trevisani, CQ-EMBA'09, President & General Manager, IBM Canada
Mary Ann Turcke, BSc(Eng)'88, MBA'97, President, Digital Media and NFL Network
Benita Warmbold, BCom'80, Former CFO, CPP Investment Board (Advisory Board Chair)
Jay Wright, BCom'81, President & CEO, Arterra Wines Canada

Global Council

The Global Council brings together alumni and friends with deep experience in key regions where the school of business operates. Its purpose is to advise on the school's international activities and identify opportunities to expand its presence and reputation globally.

M. Shân Atkins, BCom'79, Managing Director, Chetrum Capital LLC, Barrington, Il
Dame Pamela Banks, EMBA'98, LLD'13, Former Premier of Bermuda, Paget, Bermuda
Simon Brown, BCom'93, Co-Founder, LeBaronBrown Industries, New York, NY
Iain Bruce, BCom'81, Retired Senior Managing Director, Risk Management, AMBAC Assurance Corp., Westport, CT
David Caldana, BCom'99, Co-Founder, Borough Kitchen, London, U.K.
Jason Capello, BCom'96, Co-founding Partner & Portfolio Manager, Merchants' Gate Capital LP, New York, NY
Don Carty, BA'68, LLD'01, Chairman, Virgin America Airlines & Porter Airlines, Dallas, TX
Chris Chin-a-loy, BCom'00, Management Consultant, London, U.K.
Jerry del Missier, BSc(Eng)'85, MBA'87, Executive Chairman, Copper Street Capital LLP, London, U.K.
Rolf Friedli, Partner & Chairman, Capvis Equity Partners AG, Zurich, Switzerland
Ian Friendly, BCom'83, CEO, Recombinetics, St. Paul, MN
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Steven Goldbach, BCom'96, Chief Strategy Officer, Deloitte LLP, New York, NY
Adrienne Goldthorpe, BCom'99, New York, NY
Ted Goldthorpe, BCom'99, Managing Partner, BC Partners, New York, NY
Mel Goodes, BCom'57, LLD'94, Retired CEO, Warner-Lambert Co., Palm Beach, FL
Nancy Goodes, Palm Beach, FL
Ken Grewal, BCom'96, Private Investor, Toronto, ON
Stephen Hoffmeister, BCom'98, Managing Director, Advent International, Boston, MA
Mike Humphries, BCom'93, Principal, Polygon CB Partners, London, U.K.
David Hutton, MBA'70, Policy Advisor, Toronto, ON
Zouheir Jarkas, Senior Advisor, Mubadala Development Company, Abu Dhabi, UAE
Tom Kinnear, BCom'66, LLD'02, PhD, D. Maynard Phelps Collegiate Professor of Business Administration, Professor of Marketing, Ross School of Business, University of Michigan, Ann Arbor, MI
Rosemary Leith, BCom'83, Director, World Wide Web Foundation, London, U.K.
Christiane Lemieux, BA'92, Founder, DwellStudio, New York, NY
Blair Look, BCom'90, Investment Advisor, RBC Dominion Securities, Victoria, B.C.
Walt Macnee, BA'77, BEd'78, Vice Chairman, MasterCard Worldwide, Toronto, ON
David Main, BCom'80, Director, Talisman Management Ltd., and CEO, Swets Information Services, London, U.K.
Stephen Miles, BA'90, EMBA'99, CEO, The Miles Group, New York, NY
Vineet Mitera, BCom'96, Principal, Ward Ferry Management Ltd., Hong Kong
John Nixon, BCom'78, Retired Executive Director, ICAP, Jersey City, NJ
Ryan Pedlow, BCom'98, Founder, Two Creeks Capital, New York, NY
Cynthia Phillips, BCom'84, Lecturer, Entrepreneurship, LMU Entrepreneurship Centre, LMU Munchen, Munich, Germany
Charles Powis, BCom'86, Director, Fixed Income Sales, Scotiabank USA, New York, NY
Humayun Rashid, CEO, Mission Strategy Inc., Toronto, ON
Colin Taylor, BCom'84, Co-Managing Partner & Co-Founder, aPriori Capital Partners, London, U.K.
Brenda Trenowden, BCom'89, Head of Financial Institutions Group for Europe, ANZ (Australia and New Zealand Banking Group), London, U.K.
Helen Vasilevski, BCom'92, Global Growth Consultant
Chris Viehbacher, BCom'83, Managing Partner, Gurnet Point Capital, Cambridge, MA
Brian Walsh, MBA'76, Chair & Chief Investment Officer, Saguenay Strathmore Capital, Purchase, NY
Robert Wardrop, BCom'86, Executive Director, Cambridge Centre for Alternative Finance, Cambridge Judge Business School, London, U.K.
India Wardrop, NESsT Business Advisory Network, London, U.K.
Benita Warmbold, BCom'80, Former CFO, CPP Investment Board, Toronto, ON
Janet Wells, BCom'90, London, U.K.
Tom Wells, BCom'89, Partner, Arma Partners, London, U.K.
Karsten Witt, MBA'83, Executive Director, Witt & Sohn AG, Pinneberg, Germany
William Yu, BSc(Eng)'84, MBA'87, Managing Director, Cansbridge Capital Corp., Atherton, CA

Financial Report

Smith School of Business funds from various sources increased 4.2% in the 2016/2017 fiscal year. Enrolment increased 2%, led mainly by the growth in the Master of Management Analytics program offered at Smith's downtown Toronto campus. The Toronto campus is also home to students of the Master of Finance, EMBA, AMBA, EMBA Americas and Queen's Executive Education programs. Due to the growth of these program offerings and enrolments, this year the Toronto campus was expanded, the costs of which are reflected in the increase in capital expenditures.

Endowment income continues to increase due to the growth in the endowment itself and improved market returns. Endowment-income growth is a critical component of Smith's revenue-growth strategy, enabling the school to continue to invest in faculty, students and the Smith experience.

Statements of Sources and Uses

(all amounts in the '000s)

SOURCES	Year ended April 30, 2017 (Actual)		Year ended April 30, 2016 (Actual)	
Undergraduate, PhD/MSc, Master of Management & Diploma	$65,659	56%	$59,224	54%
MBA programs	$34,924	31%	$35,948	33%
Non-degree executive education programs	$8,944	8%	$9,017	8%
Fundraising gifts and contributions[1]	$8,852	8%	$12,929	12%
Less: endowed contributions[2]	$(7,076)	-6%	$(9,619)	-9%
Less: restricted for capital project[3]	$(507)	0%	$(999)	-1%
Endowment income	$3,021	3%	$2,569	2%
Other	$448	0%	$580	1%
Total sources	$114,264	100%	$109,649	100%
USES				
Salaries & benefits	$48,103	42%	$44,481	41%
Direct program expenses	$28,980	25%	$30,637	28%
Queen's University services	$25,723	22%	$23,405	21%
Student aid	$4,326	4%	$3,677	3%
Other	$2,219	2%	$1,803	2%
Capital expenditures	$6,510	6%	$3,156	3%
Transfer to/(from) reserves	$(1,597)	-1%	$2,488	2%
Total uses	$114,264	100%	$109,649	100%

[1] Does not include gifts and contributions for the original Goodes Hall construction.

[2] Endowed contributions are those for which the principal must remain intact.
The endowment generates investment income presented on this page as 'Endowment income'.

[3] 'Restricted for capital project' funds are gifts and contributions received for the Goodes Hall Expansion project completed in 2012.

CONTRIBUTORS REPORT

Highlights of Giving

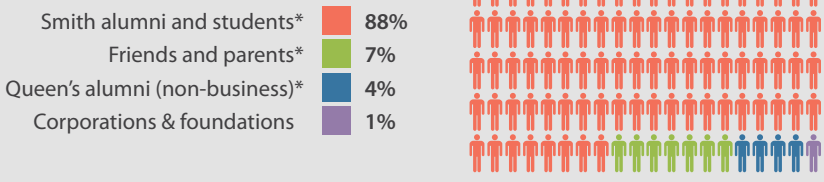
Thanks to the generosity of alumni, friends, faculty, staff, students, parents, corporate and foundation partners, Smith School of Business has continued to raise funds in support of priorities that will help ensure our students achieve their full potential.

We are pleased to recognize our cumulative donors over $25,000, Royal Legacy Society donors, new contributors and loyal donors on pages 31-40, while highlights from last year's class-giving campaigns can be found on pages 42-49.

Thank you!

GIFTS BY SOURCE (2016/2017)

In the 2016/2017 fiscal year, 2,225 donors supported Smith School of Business and $5.2M was raised. See chart beside for total giving by source.



*Includes Queen's faculty and staff

GIFTS AND PLEDGE PAYMENTS by priority (2016/2017)

Every effort is made to ensure the accuracy of the donor lists (on the following pages) which recognize donations made in the fiscal year May 1, 2016 to April 30, 2017. However, errors occasionally occur. If your name has been omitted, misspelled or incorrectly listed, please contact *investinsmith@queensu.ca*.

"My decision to accept a faculty position at Smith School of Business was influenced by such factors as the school's excellent reputation, the strength of its finance and economics academic areas and its track record in supporting professors' research. After only a year on faculty, I was honoured to be named the Commerce '77 Fellow of Finance, a position which provides additional funding for my research.

This funding will make it possible for me to work in closer collaboration with colleagues across the country and to attend finance conferences that bring together the top experts in our field. Idea-sharing at these conferences has led me to launch research studies in such areas as executive compensation and stress tests for financial institutions — topics that have implications across society as a whole. This funding will also enable me to involve graduate students, providing them with invaluable experience while also helping to further my research objectives.

I'm grateful that the Commerce Class of 1977 chose to support faculty research. Not only does their support serve to expand knowledge in a number of subjects, that knowledge, in turn, is shared in the classroom, enriching the learning experience of our students."

PIERRE CHAIGNEAU
Commerce '77 Fellow of Finance

Recognizing Cumulative Giving

The following list recognizes our generous supporters who have given $25,000 or more, cumulatively, to Smith School of Business as of April 30, 2017. This includes gifts from corporate and foundation partners and lifetime contributors as well as realized bequests from the estates of the school's alumni and friends.

$5,000,000+

Visionary Donors

Jerry del Missier, BSc(Eng)'85, MBA'87
Nancy & Mel Goodes, BCom'57, LLD'94
Stephen J. R. Smith•, BSc(Eng)'72
Donald Sobey•, BCom'57

$1,000,000-$4,999,999

Birch Hill Equity Partners
BMO Financial Group▲
Laurie• & Michael Borden•, BCom'80
Ana Maria & Donald Carty, BAH'68, LLD'01
Chartered Professional Accountants of Ontario
CIBC
Carol & Ian Friendly, BCom'83
Paul Hand•, BA'69, MBA'73, & Vicki Gilliatt Hand•, BA/BPHE'73
Lynn• & Ewout Heersink•, MBA'74
Lynne & Michael Kehoe, BCom'78
Tom Kinnear, BCom'66, LLD'02, PhD
Sonilal◊•, Ira• & Paul Pancham, BCom'89, MD'94
Pfizer Consumer Group
Cathy & Harold Roozen, MBA'79
Scotiabank
Gerald Sutton•, BCom'48, MCom'49, & Margaret Sutton•, BA'48
Anonymous (3)

$500,000-$999,999

Estate of Donald Alexander Baxter, BCom'34
Estate of Muriel Hatch
KPMG LLP & The KPMG Foundation▲
Kraft Heinz Inc.
Lisanne Hill•, BCom'80
Jim Leech, MBA'73
Mackenzie Investments
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RBC, RBC Foundation & RBC Dominion Securities
A. Britton Smith•, LLD'09
Suncor Energy Foundation
The Melvin R. Goodes Family Foundation Inc.
Bertha* & Herbert H. Thiele*, BA'48, BCom'48
Anonymous (2)

$250,000-$499,999

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Iain H. Bruce•, BCom'81
CARA
Catherine & Maxwell Meighen Foundation
Chubb Insurance Company of Canada▲
Linda Cochrane•, BA'77, MBA'79, & Greg Cochrane•, MBA'74
Deloitte LLP & Deloitte Foundation Canada
Michael Durland•, PhD'91
EY LLP▲
Samuel H. Gudewill•, MBA'79
Henry White Kinnear Foundation
HSBC Bank Canada
Paul & Catherine Hyde, BA'82
Estate of Donald I. McLeod, BA 1908
Len Morrow, MBA'72
Harry Mortimore, MBA'73
Nexen Inc.
Thomas O'Neill•, BCom'67, LLD'05, & Susan O'Neill•, BA'65
Ethel Patterson, MBA'81, & Michael Bandzierz, MBA'80
QCED Inc.
Mark Schweitzer•, BCom'83, & Teresa Schweitzer•, BNSc'85
John See•, BScH'79, MBA'81, & Kathryn See•, BAH'79
Estate of Elizabeth Marie Shantz, BCom'27
The Leonard & Evelyn Lauder Foundation
The MasterCard Foundation
The Ralph M. Barford Foundation
Brenda Vince*, BCom'77, & Steven Smith, BCom'77
William Yu, BSc(Eng)'84, MBA'87, & Diana Liu

$100,000-$249,999

Accenture Inc. & Accenture Charitable Foundation
Ambac Assurance Corp.
Elyse & Dany Battat, BCom'78
David Beatty, BCom'82
Catherine Bell, MBA'02, & Kent Brown
Estate of Jean M. Black
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"It was a proud day for this Queen's family when our son Eric graduated from the Commerce program in May. As a Commerce alumna, I had been impressed by how the program has grown over the years to offer even more opportunities to its students than I had enjoyed in the 1980s. My husband, Stephen Kouri, and I saw how these many opportunities had enriched Eric's academic and extracurricular experience and prepared him for his life after university.

We're gratified that the financial support of donors such as ourselves will enable future generations of Commerce students to also make the most of their Queen's experience."

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"My Queen's MBA formal and informal experience provided a solid foundation that has helped me immeasurably and enriched my life both personally and professionally. I am a contributor to the MBA Legacy Fund and have chosen to include Queen's in my estate plans as my way of helping MBA students today and future generations of business students reap the rewards of an excellent education and make their own contributions to society, as supporters before me provided resources that I drew on as a student."

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"More than academics and extracurriculars, the Smith experience extends to supporting the health and wellness of our students. For seven years, Smith has been offering one-on-one counselling to students to support their personal, academic and social development. Whether they're experiencing anxiety, academic difficulties or a personal crisis, students can access counselling services within the familiar environment of Goodes Hall from a counsellor well versed in the school's academic programs.

Alumni have been generous in contributing to such initiatives as the Commerce Legacy Fund for Student Health and Wellness, established by the Commerce Class of 2013. This support has enabled us to assist students in developing the skills they need to solve their own problems, make their own decisions and cope more effectively with life's challenges and daily demands."

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Chris Trevor, BCom'58
Frederick Troop, BCom'54
Maxine Tuck, BCom'74, & Daryl Tuck, BSc(Eng)'73
Robert & Marcia Tupling, BCom'96
John Vermeer, MBA'84
Adit Vohra, BCom'96
Mark Vrooman, BCom'96
Bruce Warmbold, BCom'78, & Karen Warmbold, BA'76, BEd'77
Pamela Weeks, BCom'98
Fraser Whale, BCom'91
Thomas Whelan, BCom'92
Mary Wilson Trider, BCom'82
Vilborg Wilson•, BCom'80
William Wilson, BCom'73
Laxmi & Jeffrey Wordham, BCom'95
Susan• & Jay Wright•, BCom'81
Anonymous (32)

◊ Faculty/Staff
• Queen's Parent/Alumni Parent

Faculty & Staff

Queen's faculty and staff are dedicated each day to giving their time and energy to our students. For a complete list of the faculty and staff who have donated to Smith School of Business from May 1, 2016 to April 30, 2017, visit ssb.ca/facultystaff.

New Contributors

The following list recognizes supporters who made their first gift or pledge to Smith School of Business between May 1, 2016 and April 30, 2017.

Top: Class Leaders Patti Perras Shugart, BCom'86, and Rose Thuringer, BCom'11, with Kate McConnell, BCom'11, at Homecoming last October.

Bottom: Class Giving Leader John Purkis, BCom'48, with the Commerce '48 Admission Award recipient Alex Badea.

Linda Anglin, BCom'86
Roy Argand, BCom'11
Marc Ayotte, BCom'93, &
Kim Ayotte, BAH'94
Nikita Batalov, EMBA-A'16
Frederick Bourgoin, EMBA-A'16
Jane Bryan, BCom'86
Diana Bull, BCom'14
Ann Cada-Hamelin
Maria Charron, BCom'16
Rana Chreyh, BSc(Eng)'97, EMBA-A'16
David Connolly, BCom'06
Robert Coolican, BCom'06
Benjamin Crosskill MacDonald,
BCom'06, MSc'07
Michael Dodd, BCom'86
Sarah Dowler, MBA'16
Colin Drylie, BCom'06
Alexander Edmison, BCom'06
Lorne Firman, BCom'66, MBA'67, LLB'76
Mark Folkers, BCom'06
Reid Foose, BCom'16
Ben Freeman, BCom'06
Donald Gawel, BCom'13
Craig Hasler, BCom'16
Lee & Peter Hayden, BCom'61
Gregory Hollingsworth, BCom'86
Junning Hou• & Gaoxia Zhao•
Kathryn Houlden, BCom'06, JD'09
Ali Husain, MBA'13
Hiroshi Ishikawa, EMBA-A'16
Anooradha & Sharabh Ivaturi, EMBA-A'16
Sameer Kajani, EMBA-A'16
Karan Khanna, BCom'16
Yul Kim, EMBA-A'16
James Knowles, BCom'86
Charles Knox, EMBA-A'16
Pradeep Kulkarni, EMBA-A'16
Arun Kuruganti, BCom'16
Ida Lawrance, BCom'86
Jeffrey Histed•, BCom'86, &
Beth Leggett•, BAH'87, BEd'90
Danelle Lepage, BSc(Eng)'98, EMBA-A'16
Adam Lisk, BCom'06, &
Kristina Lisk, BScH'06
Arthur Lui, MBA'11
Sumit Madan, EMBA-A'16, & Mohina Lal
Drew McCutcheon, BCom'96
Cord McGee, BCom'13
Naomi• & Corey Miller•
Michael Morris, BCom'11
Erin Morrison, BCom'06
Lance Mukoro, BSc(Eng)'07, EMBA-A'16
James Newson, EMBA-A'16
Jamie Niessen, EMBA-A'16
Tracey O'Keefe, EMBA-A'16
Jennifer Lovrics, BCom'06, &
Connor Page, BCom'06
Robyn Pearson, BCom'16
Ryan Peterson, BCom'13
Stephanie Pikor, BCom'11
Brian & Kathleen Polsinello, BCom'06
Damian Poltz, EMBA-A'16
Matthew Reesor◊, BAH'96
Lisa Rodwell, BCom'92
Jesse Rotenberg, BScH'14
Jean Saucier, BCom'86
Dennis Schuller
Aidan Searwar, MBA'10
William Shand, EMBA-A'16
Colleen Sherry, EMBA-A'16, &
Stephen Woima, EMBA-A'16
Suneel Singh, EMBA-A'16
Salai Sivaprakash, EMBA-A'16,
& Kamna Mandal
Mathew Stiver-Balla, MBA'11
Michael Sullivan•
Altamash Syed, EMBA-A'16
Liqun Zhang & Ye Tan
Allan Tang, EMBA-A'16, & Amy Kung
Bruno Tesan•
Eric Tremblay, EMBA-A'16
Alison Waddell, BAH'96
Jiajia Wang, EMBA-A'16
Gary Waters•
Matthew Webster, BCom'06
Jack Weisz, BCom'06
Benjamin Weng, BCom'16
Shameka Whiting, EMBA-A'16
Murray Wilcox, AMBA'16
Man Ching Yip, AMBA'13
Mary Yule, BA'86
Anonymous (23)

◊ Faculty/Staff
• Queen's Parent/Alumni Parent

“One of the deciding factors behind my decision to apply to Queen’s Commerce was the opportunity to go on an international exchange. I was fortunate not only to have been accepted into this top-rated program, but also to have gone on exchange to Università Bocconi, Italy — my first choice.

Meeting fellow exchange students from around the world and working with them on projects and presentations was an amazing experience that also led to friendships that will last for years to come. I’ve long been interested in eventually working in Europe and this exchange allowed me to get a taste of Italy before making longer-term career decisions.

I’m grateful to HSBC for its financial support that enabled me to experience this amazing journey.”

ALI KHOKHAR, Comm’18
HSBC International Business Award recipient

Graduating Class Gifts

The following list recognizes graduating students who made their first donation to Smith School of Business between May 1, 2016 and June 30, 2017.

Commerce 2017

Jacob Adams
Shahaan Ahmed
David Anderson
Sanziana Andreica
Jessica Barford
Adrien Bettio
Stephan Blais
Krista Borzellino
Jeremy Brock
Kelsey Bruce
Caroline Bryck
Lisa Bui
Emma Butler
Rebecca Carrique
David Chan
Shweta Choudhury
Alexandru Cojocaru
Jessica Cooke
Nicola Craig
John Dale
Jeremy Davies
Erik De Lorenzi
Katarina Doncaster-Marsiglio
Matthew Eng
Brendan Ginn
Madeleine Griffith
Beata Grobman
Matthew Haffey
Kristin Hudon
Katarina Ignjatic
Taylor Ivey
Kaitlin Kawzenuk
Sarah Kingsley
Andrew Kosc
Carolyn Kosturik
Eric Kouri
David Lam
Brittany Lee
Megan Leon
Alexander Levy
Parker Lewis
Nathan Li
Sarah Liderri
Lara Liebovitz
Victor Lim
Quentin Lo
Austin Lubitz
Andre Luk
Aiden Lupyrypa
Christina Marr
Thomas Marshall
Nicholas Matta
Sidney McAndrew
Margaret McMahon
Alexander McRae
Chloe Miller
Hillary Moran
Kateleine Morsink
Justin Moulton
Griffin Murphy
Mathieu Myre
Meghna Nagpal
Stea Nanushi
Mary Nguyen
Erin O'Handley
Emma Oliver
Lauren Park
Cameron Patkos
Nicole Perez
Jessica Peters
Cameron Piening
Shamir Pira
Rene Puerta
Xinyi Qiu
Aarti Raythatha
Matthew Renzoni
Zachary Russo
Kendra Saunders
Alexandra Schaerer
Patrick Schoening
Zachary Scott
Kerry Shoalts
Christina Simpson
Alexandra Thorn
Catalina Thornhill
Daniel Throop
William Upans
Steeve Vakeeswaran
Bhavik Vyas
Austin Walker
Burke White
Julia Williamson
Joshua Wine
Lauren Wong
Lianna Wylie
Jason Xu
Brandon Yau
Sui Yuan Han
Anonymous (8)

MBA 2017

Virchandra Advani & Chloe Hume°
Asad Allibhoy
Archana Amaragandhi & Vijay V. Ilangovan°
Jason Banducci
Joao Bezerra & Angelica Lemos°
Ryan Bottum
Alexandra Burns
Tiffany Chua
Brittany Clouston, BScH'13
Parthasarathy Elangovan
Alexis Victor Ferreira Coelho
Arunangshu Ghatak & Priyanka Roy°
Laura Gibson
Sanjeetha Gunaratnam
Brent Hayes
Jing Huang
Michael Huskilson
Natalie Ilkiw
Altair Ioffe
Rakesh Kamta
Helen Kobusinge
Sanjeev Kumar
James Laing
Emily Lauzon, BSc'07, BAH'08
Anchi Liao
Jonathan Lijtszain Finkelstein
Nicole Litchi Polonsky
Anna Majetic
Scott Miranda
James Nelles
Tuan Nguyen
Pradeep Ramasubramanian
Nestor Segura
Rachit Shah
Ritin Shah
Gurpreet Singh
Harpreet Singh

Jenna° & Kyle Slaunwhite, BSc(Eng)'09
Mark Steenhof
Andriy Strogan
Pok Wai Tong
Malay Upadhyay
Anupama Venugopal
Beatrice Vosburgh
David Wattson
Matthew Wilkings
Brian Wong
Yue Yang
Liqun Zhang & Ye Tan°
Yuping Zhang
Anonymous (4)

AMBA 2017

Amer Ateeque
Melissa Batchelor
Paul Black
Alexander Chau
Sangjae Choi
Kathleen Coates
Brittany Cooper
Antonio Di Carlo
Spencer Farrell
Shiva Ghafarzadeh
David Gvora
Kyle Henderson
Amanda Ierfino
Alison Kelly
Emily Kerr
Mohammed Abdur Ragaq Khan
Sardar Khan
Gregory Kobernick
Simon Lam
Hang Li
Natasha Lui
Emily Manley
Leonidas Mastoras
Kyle McLean
Kenneth McMann
Blake Menning
Hakeem Mitha
Thomas Nelson
Robert Nixon
Simon Paquette
Rajesh Prashadcolah
Leen Sawalha
Sala Scarcello
Hafiz Sorathia
Grzegorz Suchora
Mark Tanasichuk
Laura Taylor
Lei Wang
Saman Waseem
Kayla Wei
Anonymous (7)

EMBA-A 2017

Majd Al Mardini & Christine Joseph°
Stephane Arnaud
Kyle Beagle
Steve Camacho
Darielle Corsaro
Jorge Cristoffanini & Maria Sabbah°
Robin Godin
Matthew Hay
Wei He
Jonathan Ho
Moeed Israr
Ryan Keller
Nevina & Raul° Kishun
Tadeusz Kusz
Fredric Litwiniuk
Robert Lowther
Nakin° & Natawan Mahapant
Lauren Melton
Michael Murillo
Narendra Kumar Neppalli
Segun Okelana
Alex° & Connor O'Shea
Cristobal Juan Ramirez Lavin
Catherine Robinson
Christopher Rogers
Michael Song
Benjamin Terrill
Lawrence Luong Truong
Amol Vichare & Sonali Chavan°
Hengzhi Yan
Anonymous (2)

EMBA 2017

Omar Abou-Zaher
Rola Amer
Raymond Bacquie
Robert Burns
Alagappan Chandramohan
Russell Cook
Gyula Demeny & Sydney Millar°
Goldi Gill
Richard Gorczyca
Bradley Gunnlaugson
Stacey Hack
Trevor Hennigar
Shakir Hussein
Frederick James
Nirav Joshi
Anna Ladipo
Hero Landry
Susan & Harold° Larson
Melissa Louis
Pam Lugonzo
Kyle Mitchell
Shoaib Mushtaq
Woto Nyomba
Paul Patterson
Jason Pinnock & Frances Menezes Pinnock°
Wayne Prins
James Rediger
Steven & Lisa° Reece
Alexia Riches
Victoria Ross
Erin Stitt
Carolyn Strachan
Joao & Cynthia° von Sohsten
Richard Weymark
Raphael Wrobel
Anonymous

° Spouse

BCom'17, '18, '19 & '20 Students Take the Pledge

A campaign started by the BCom'08s continues to garner support from Commerce students across all years of the program. Hundreds have contributed an optional annual fee of $97.50 that will generate $1M over 10 years for the new wing of Goodes Hall that opened in 2012.

For a complete list of the names of Commerce students who have pledged their support, visit **ssb.ca/pledge.**

"I was so grateful and humbled to have been selected to receive the Commerce 1987 Award as I started my first year in the Commerce program. It was so meaningful to have the collective generosity of this entire class behind me at the start of my academic journey. Their investment allowed me to focus on my academics while being more at ease with my finances. It also enabled me to grow through participating in extracurricular activities, including serving on the executive of the Queen's Leadership, Excellence and Development conference, which aims to inspire high school students to pursue a business degree. My participation in the Conference helped me set my sights on attending Queen's Commerce, which turned out to be a life-altering decision."

CONSTANTINA VENETIS, Comm'20

Class Giving 2016/2017

Homecoming 2016 was a great success with 21 classes returning. Of these, 14 chose to participate in reunion campaigns. Five graduating classes also took part in campaigns and presented their class gifts during Convocation in May. Classes supported a variety of initiatives, such as student financial aid, the Commerce Student Health & Wellness Fund and the MBA Legacy Fund.

The combined efforts of these classes raised a total of $1,946,164, with more than $40,000 coming from graduating class gifts. This marks the largest collective class-giving year in the school's history, something that was only made possible through the dedicated support of the Class Giving and Reunion volunteers of these campaigns (noted below).

For a complete listing of all Reunion and Class Giving volunteers, visit **ssb.ca/volunteers**.

GRADUATING CLASSES

BCom'17

MBA'17

EMBA'17

AMBA'17

EMBAA'17

CLASS GIVING VOLUNTEERS

BCom'17 – Kendra Saunders **MBA'17** – James Laing & Alexandria Burns **EMBA'17** – Goldi Gill
AMBA'17 – Blake Menning **EMBAA'17** – Darielle Corsaro & Victor Guerra

5 YEARS

BCom'11

MBA'11

10 YEARS

MBA'06

25 YEARS

MBA'91

TOP CLASS GIFT – BCom'91

40 YEARS

BCom'76

MBA'76

CLASS GIVING & REUNION VOLUNTEERS

BCom'11 – Priti Kapoor, Morgan Klein-MacNeil & Rose Thuringer **MBA'11** – Chris Sinkinson **MBA'06** – Kevin Bresson & Somen Mondal **BCom'06** – Ben Freeman, Krista Hapke, Anthony Moreau, Kathleen (Hebert) Polsinello, Christine Waldman, Jack Weisz, Kelsey Winter & Karlis Vasarai **BCom'01** – Helen McEvoy & John Medland **BCom'96** – Bailey Church, Dong Lee, Christina Raheja, Rob Renaud, Mark Vrooman & Damian Yu **MBA'91** – Peter Hiddema & John Prato

BCom'06

15 YEARS

BCom'01

20 YEARS

BCom'96

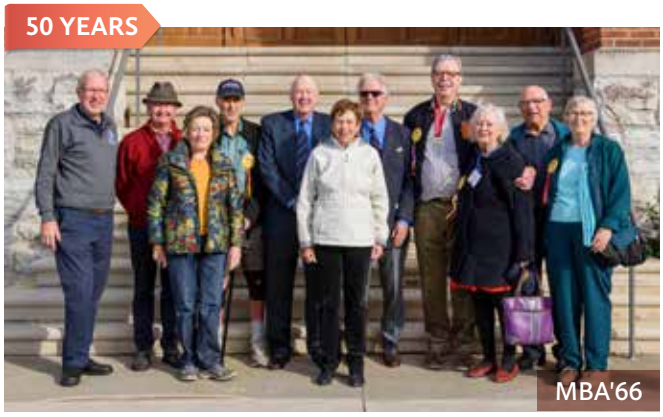
30 YEARS

BCom'86

35 YEARS

BCom'81

50 YEARS


MBA'66

TOP CLASS PARTICIPATION – BCom'66

BCom'91 – David Jackson, Margot McLeod, Greg Smith, Bruce Teron & Fraser Whale **BCom'86** – Paul Beattie, Carolyn Brook, Jeffrey Howe, Stephanie Oke, Patti Perras Shugart, Chuck Powis & Andrew Stafl – *BCom'86s dedicated their gift in memory of classmate Jeffrey Brock and were joined by his family at Homecoming.* **BCom'81** – Kimberly Alexander, Iain Bruce & Alex Lawrence **BCom'76** – Peter Benson & Derek Riley **MBA'76** – Gene Wolski **MBA'66** – Rudy Gall & Paul Kennedy **BCom'66** – Mervin Daub & Colin Stephenson

Top 20 Class Endowed Funds

Class Leaders event, February 2017.

Class gift campaigns demonstrate the outstanding generosity of Smith School of Business alumni through the decades. Some classes have worked for years to grow their class' endowed fund, and the benefits to our students have grown exponentially. The Top 20, right, have changed lives by enabling exceptional and deserving students to attend Queen's, or through their support of other academic programs and initiatives. All have contributed to ensuring a first-rate academic experience and exceptional learning environment for current and future generations of Smith students.

		BALANCE*
1	The Commerce '48 Admission Award**	1,274,872.24
2	The BCom 1980 Award**	1,130,122.81
3	Commerce 1981 Entrance Scholarship**	889,737.67
4	The MBA 1981 Entrance Scholarship**	481,474.58
5	The BCom 1991 Award**	456,246.23
6	The BCom 1995 Award**	452,010.45
7	The Commerce 1989 Award**	418,504.68
8	The BCom '83 Endowment Fund**	340,481.38
9	The Commerce 1993 Entrance Award	291,115.43
10	The Commerce 1986 Award in Memory of Jeffrey Brock	244,546.09
11	The BCom '64 Endowment Fund	238,372.55
12	The Commerce 1988 Award	226,129.79
13	The Commerce 1996 Entrance Scholarship	217,249.80
14	The Commerce 1990 Bursary	196,491.07
15	The BCom '77 Endowment Fund	182,764.86
16	The Commerce 1985 Bursary	157,700.00
17	The Commerce 1987 Award	122,218.87
18	The MBA 1980 Class Scholarship	109,483.48
19	The Commerce 1954 Entrance Scholarship	107,201.39
20	The Commerce 2000 Award	105,891.49
	Total value of the Top 20 Endowed Class Funds*	7,642,614.86

* As of April 30, 2017
** Classes also among Queen's University's Top 20 Class Endowment Funds, based on book value on April 30, 2017

Class Giving by the Numbers 2016/2017

$1,901,306

Total amount of class gifts from Homecoming campaigns

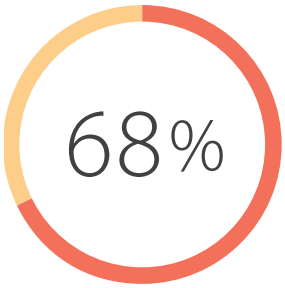
47

Number of scholarships, awards and bursaries granted to students thanks to class funds

Largest class gift from Homecoming 2016

$808,441

COMMERCE 1991



of Smith donors supported a class campaign/class fund *(excluding the Goodes Hall pledge)*

Highest class participation rate from Homecoming 2016

1 in 4

Commerce students receive financial aid

Ways to Give

givetoqueens.ca/smith

1.800.267.7837

Please make cheque payable to Queen's University and mail it to:
Stephen J.R. Smith School of Business
Development and Alumni Relations
Goodes Hall, Queen's University
Kingston, ON K7L 3N6

Remembering Queen's University in Your Will

You may choose to make a bequest to Queen's to benefit the school in your will or through a life insurance policy. Please contact us for details.

Does Your Company Match Employee Gifts?

Please check with your human resources department or visit **matchinggifts.com/canada/queens**

Give a Gift of Securities

There are considerable tax advantages to making a gift of appreciated securities (stocks and bonds). Please contact us for details.

International Giving

U.S.-based alumni and their relatives can make donations directly to Queen's University under the Canada-United States Income Tax Convention. For more information on U.S. and other international giving, please contact us and/or consult your financial planner.

CONTACT US

ssb.ca/invest
investinsmith@queensu.ca
613.533.6480 or
1.855.572.1536

Alumni Connections

2,600+

alumni attendees at a variety of events and activities this past year

32

Smith Business Club events held across Canada and internationally

=

1,500+

attendees

Toronto Smith Business Club executives share a laugh in the penalty box at a speaker event at Facebook's Canadian head office in April.

More than 400 alumni and students filled the Steam Whistle brewery in Toronto at the second annual QMBA Connect event in June 2016.

600

attendees at other alumni events

including Queen's MBA Connect: Toronto, the Smith CPA Convocation Reception and two events hosted by the newly formed Women in Analytics group

BCom'16 graduates returned to campus to celebrate "Reunion Zero", a new Homecoming tradition for newly-minted alumni.

500+

alumni attended the Smith School of Business Homecoming brunch in 2016

21

classes returned to campus to celebrate reunions at Homecoming

Female students and alumnae of Queen's Master of Management Analytics program attend a breakfast panel, one of three events hosted by Queen's Women in Analytics (WIA) in the last year.

Smith's first Director of Alumni Engagement, Tyler Forkes, joined Smith in January and welcomes the opportunity to connect with alumni about their involvement.

Online Engagement

4,863

users on the student and alumni engagement platform, SmithConnect

The SmithConnect App (available on the App Store and Google Play) was launched in the last quarter

SOCIAL MEDIA FOLLOWERS

Thank you Alumni Volunteers!

Over a thousand alumni donated their valuable time to numerous initiatives, events and activities in support of the school in 2016/2017. Programs for students — including conferences and competitions, mentoring, career support and recruitment activities — all rely heavily on alumni participation.
Thanks to all who donated their valuable time and talents!

54% Masters (Graduate Programs) alumni
46% Commerce (Undergraduate) alumni

1 in 10

volunteers give their time in more than one way

Kiran Manjunath, MBA'10, has been an enthusiastic supporter of the Full-time MBA program in the years following his graduation. From conducting mock interviews to help students land their first post-graduation jobs, to serving on the MBA Advisory Board, Kiran has volunteered many hours of his time to help improve the program and support MBA students' future success.

"It has been enormously rewarding to help students make the most of their MBA experience. I generally start conversations by exploring their bigger purpose beyond just finding a job, which helps me to get to know them better and work with them accordingly. Some of them have become good friends, colleagues at work and people upon whom I can rely for expertise on specific subjects," says Kiran. "I would encourage others to explore the many options open to alumni to help Smith continue to deliver this exceptional program to current and future students."

KIRAN MANJUNATH, MBA'10

For more information on the many ways that alumni can volunteer with Smith, please contact Development and Alumni Relations at 1.855.572.1536 or *smithalumni@queensu.ca.*

For a complete list of alumni who volunteered in 2016/2017, visit **ssb.ca/volunteers**.

SmithConnect

Whether you're looking for advice or have experience to share, SmithConnect is the place to get started.

LEVERAGE THE SMITH NETWORK

Thousands of members are willing to help you. Search the directory to find the people you need.

GIVE BACK

Willing to help? Go to your SmithConnect profile and check these boxes:

- Offer advice
- Have a coffee chat
- Make introductions to your connections
- Be a mentor

2020
2020