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.

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
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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.

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

- 1908 Commerce students across all four years of the program
- Female/Male Ratio: 48% female, 52% male
- 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

97% of Commerce graduates secured jobs within six months of graduation.

- 94% in Canada
- 4% in the U.S.
- 1% in Europe
- 1% in Asia

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
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.

<table>
<thead>
<tr>
<th>Duration</th>
<th>Location</th>
<th>Program Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full-time MBA</td>
<td>12 months, Kingston</td>
<td>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.</td>
</tr>
<tr>
<td>Executive MBA</td>
<td>16 months, Anywhere in Canada</td>
<td>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.</td>
</tr>
<tr>
<td>Accelerated MBA</td>
<td>12 months, Cities across Canada</td>
<td>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.</td>
</tr>
<tr>
<td>Executive MBA Americas</td>
<td>17 months, Cities across Canada</td>
<td>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.</td>
</tr>
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</table>

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

*MBA Programs by the Numbers*

- **Female/Male Ratio:**
  - Female: 31%
  - Male: 69%

- **MBA students enrolled in 2016/2017:** 504

*Not shown on map*
Class of 2016

98% of MBA graduates secure jobs within six months of graduation.

88% jobs in Canada

6% in U.S.
2% in Europe
2% in Asia
2% in Latin America

Employment by Industry

- Financial Services: 30%
- Consulting: 18%
- Technology & Telecommunications: 13%
- Retail: 6%
- Healthcare: 4%
- Energy & Resources: 4%
- Other: 4%

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.

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.

CLASS OF 2016

100% 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

68% jobs/academic placements in Canada

32% international
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 Católica 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 Católica Portuguesa are the first such arrangements between a Canadian university and an Australian and a Portuguese counterpart.

CLASS OF 2016

94% of MIB graduates secured jobs within six months of graduation

Employment by Industry

- Consulting: 29%
- Financial Services: 23%
- Technology: 18%
- Consumer Goods: 12%
- Marketing & Communications: 10%
- Manufacturing: 4%
- Other: 4%

Average base salary $66,052

ssb.ca/mib
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.

**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.

**CLASS OF 2016 – Toronto**

92% of MFin Toronto graduates secured jobs within six months of graduation.

95% jobs in Canada

Average base salary $65,480

Employment by Industry

- Financial Services: 73%
- Real Estate: 8%
- Technology & Telecommunications: 7%
- Consulting: 5%
- Energy & Resources: 3%
- Other: 4%

3% U.S.
2% China
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

95% of MMA graduates secured jobs within six months of graduation

Employment by Industry

- 29% Technology & Telecommunications
- 27% Financial Services
- 19% Consulting
- 12% Marketing & Communications
- 7% Retail
- 6% Other

Average base salary $90,134

96% Canada
3% U.S.
1% China
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.

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
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
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.
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

**JEAN-ETIENNE DE BETTIGNIES**
Distinguished Professor of Business Economics

Master of Finance (Toronto) Teaching 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

**BARRY CROSS**
Assistant Professor, Operations Management and Technology

Accelerated MBA 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

**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.
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.

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

■ 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.

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

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

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

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.

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).

<table>
<thead>
<tr>
<th>Country</th>
<th>City</th>
<th>University / Institution</th>
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<tbody>
<tr>
<td>Argentina</td>
<td>Buenos Aires</td>
<td>Torcuato Di Tella University</td>
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<td>Brisbane</td>
<td>Queensland University of Technology</td>
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<td>University of Economics, Prague</td>
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<tr>
<td>Denmark</td>
<td>Aarhus</td>
<td>Aarhus University</td>
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<tr>
<td></td>
<td></td>
<td>*Copenhagen Business School</td>
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<tr>
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<td>Tallinn</td>
<td>Estonian Business School</td>
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<td>Finland</td>
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<td>Aix-en-Provence IAE Aix-Marseille Graduate School of Management</td>
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<td>Grenoble École de Management</td>
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<td>SKEMA Business School</td>
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<td></td>
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<td></td>
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<td>Koblenz</td>
<td>WHU—Otto Beisheim School of Management</td>
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<td></td>
<td>Leipzig</td>
<td>HHL Leipzig Graduate School of Management</td>
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<td></td>
<td>Mannheim</td>
<td>*University of Mannheim</td>
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</tr>
<tr>
<td>Hungary</td>
<td>Budapest</td>
<td>Corvinus University of Budapest</td>
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### BY THE NUMBERS

Smith School of Business offers its students:

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

* 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 Founder & CEO, 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, Recombine
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 Onuoha, 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 Perrers 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

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.
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
Jason Capello, BCom’96, Co-founder & 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 Misser, 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, Recombine, Inc., St. Paul, MN
Grant Gazdig, BCom’89, Managing Partner, Access Capital Limited, London, U.K.
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 Kinneer, 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
Christiane Lemoine, BA’92, Founder, DwellStudio, New York, NY
Blair Look, BCom’90, Investment Advisor, RBC Dominion Securities, Victoria, B.C.
Walt Macneer, 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, Senior Advisor, ICAP, Jersey City, NJ
Ryan Pedlow, BCom’98, Founder, Toronto, ON
Cynthia Phillips, BCom’84, Lecturer, Entrepreneurship, LMU Entrepreneurship Centre, Munchen, Munich, Germany
Charles Powis, BCom’86, Director, Fixed Income Sales, Scotiabank USA, New York, NY
Humayun Rashid, CEO, Mission Strategy Inc., Toronto, ON
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
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
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)

<table>
<thead>
<tr>
<th>SOURCES</th>
<th>Year ended April 30, 2017 (Actual)</th>
<th>Year ended April 30, 2016 (Actual)</th>
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</thead>
<tbody>
<tr>
<td>Undergraduate, PhD/MSc, Master of Management &amp; Diploma</td>
<td>$65,659</td>
<td>$59,224</td>
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<td>MBA programs</td>
<td>$34,924</td>
<td>$35,948</td>
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<td>Non-degree executive education programs</td>
<td>$8,944</td>
<td>$9,017</td>
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<tr>
<td>Fundraising gifts and contributions†</td>
<td>$8,852</td>
<td>$12,929</td>
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<tr>
<td>Less: endowed contributions‡</td>
<td>$(7,076)</td>
<td>$(9,619)</td>
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<tr>
<td>Less: restricted for capital project†</td>
<td>$(507)</td>
<td>$(999)</td>
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<tr>
<td>Endowment income</td>
<td>$3,021</td>
<td>$2,569</td>
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<tr>
<td>Other</td>
<td>$448</td>
<td>$580</td>
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<td><strong>Total sources</strong></td>
<td><strong>$114,264</strong></td>
<td><strong>$109,649</strong></td>
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<table>
<thead>
<tr>
<th>USES</th>
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<tbody>
<tr>
<td>Salaries &amp; benefits</td>
<td>$48,103</td>
<td>$44,481</td>
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<tr>
<td>Direct program expenses</td>
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<td>Queen’s University services</td>
<td>$25,723</td>
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<td>Student aid</td>
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<tr>
<td>Other</td>
<td>$2,219</td>
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<tr>
<td>Capital expenditures</td>
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<td>$3,156</td>
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<tr>
<td>Transfer to/(from) reserves</td>
<td>$(1,597)</td>
<td>$2,488</td>
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<tr>
<td><strong>Total uses</strong></td>
<td><strong>$114,264</strong></td>
<td><strong>$109,649</strong></td>
</tr>
</tbody>
</table>

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.
3 The endowment generates investment income presented on this page as ‘Endowment income’.
4 Restricted for capital project’ funds are gifts and contributions received for the Goodes Hall Expansion project completed in 2012.
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.

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
Lyne & Michael Kehoe, BCom’78
Tom Kinnear, BCom’66, LLD’02, PhD
Soniala☆, Ira☆ &
Paul Pancham, BCom’89, MD’94
Pfizer Consumer Group
Cathy & Harold Roozen, MBA’79
Scotiabank
Peter Armstrong☆ &
The Armstrong Family Foundation
Bell Canada▲
Iain H. Bruce*, BCom’81
CARA
Catherine & Maxwell Meighen Foundation
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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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<td>Donald Langill*, BCom'77</td>
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<td>Jim Leech, MBA'73</td>
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<td>Jennifer Kao, BCom'01, &amp; Eugene Lei, BCom'01</td>
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<td>David Ling, MBA'65</td>
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<tr>
<td>Sandra Linsdell*, BCom'89, &amp; Donald Linsdell*, BCom'89</td>
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<td>Michael Lomas, BAH'80, MBA'82</td>
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<td>Scott Lyons, BCom'88</td>
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<td>Peter Mackenzie*, BCom'81, &amp; Kate Zeidler*</td>
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<tr>
<td>Caroline Mandell, BCom'00, &amp; Benjamin Mandell, BAH'01</td>
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<td>Robert Marsh, BCom'07</td>
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<td>Carole Matear, BCom'86</td>
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<td>Andrew McCall, BA'85</td>
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<td>Elaine &amp; David McLoughlan, BCom'77</td>
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<td>Catherine McIntosh*, BCom'82, &amp; Douglas McIntosh*, BCom'82</td>
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<tr>
<td>Kim McKenzie*, MBA'85, &amp; Stephen Landry*, BA'78, MBA'85</td>
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<td>William McKenzie*, BSc(Eng)'48</td>
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<td>Helen McLellan, MBA'01</td>
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<td>Roderick McLeod*, BCom'64, &amp; Mary Anne McLeod*, BNSc'64</td>
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<td>Steven Millan*, BCom'89</td>
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<td>Jonathan Hamilton, BCom'92, &amp; Heidi Miller, BScH'92</td>
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<td>David Milross, BCom'93</td>
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<td>Nadine Mirchandani, BCom'93</td>
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<td>Len Morrow, MBA'72</td>
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<td>Gail* &amp; David Morton*, BCom'73</td>
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<td>Charles Mossman, MBA'83, &amp; Marion Mossman, BA'71, Med'86</td>
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<td>Gordon Mount*, BCom'80</td>
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<td>Pamela R. MurphyÖ</td>
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<tr>
<td>Sheila Anne Murray*, BNSc'59, MPA'91, &amp; Robert Murray*, BSc(Eng)'57</td>
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<tr>
<td>Jason Nardari, BCom'01, MPA'05</td>
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<td>Kelly &amp; Robert Neale, BCom'73</td>
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<tr>
<td>Leighton Neilson, MA'00, PhD'06</td>
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<td>John Newcombe, BCom'85</td>
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<td>David Ngo, MBA'76</td>
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<tr>
<td>Thomas O'Neill*, BCom'67, LLD'05, &amp; Susan O'Neill*, BA'65</td>
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<td>Harry Ort, BCom'74</td>
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<td>Beverley Paquette, BCom'77</td>
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<td>Carol Petter*, BA'81, MPA'95</td>
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<td>Robert Petter*, Med'82</td>
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<td>Leigh Popov, MBA'07</td>
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<td>Theodore Poulos, BCom'96</td>
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<td>David Power, BCom'06</td>
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<td>Ellen* &amp; Charles Powis*, BCom'86</td>
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<td>Clare Prendergast, BCom'77</td>
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<td>Stuart Proudfoot*, BCom'66</td>
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<tr>
<td>John Purkis*, BCom'48, &amp; Shirley Purkis*, BA'41</td>
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<tr>
<td>Holly Ramsden, BCom'99, &amp; Michael Bussey, BCom'97</td>
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<td>Prem Rawal, BCom'99</td>
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<td>Cathy* &amp; Geoffrey Reeves*, BCom'81</td>
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<td>Robert Renaud, BCom'96, &amp; Sarah Renaud, BAH'96</td>
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<td>Anne Riley*, BCom'76, &amp; Derek Riley*, BCom'76</td>
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<td>Katharine Roberts Kociancic, BCom'93</td>
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<td>Dan Robertson*, BCom'93</td>
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<td>Laurie Ross*Ö, MPA'07</td>
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<td>Myron Rudik*, BCom'54</td>
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<td>Steven Salterio* &amp; Leslie A. Benecki</td>
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<td>David M. Saunders* &amp; Susan Bartholomew*</td>
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<td>Lisa J. Saunders, BCom'86</td>
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<td>Mark Schweitzer*, BCom'83, &amp; Teresa Schweitzer*, BNSc'85</td>
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<td>Cynthia Schyff, BCom'92</td>
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<tr>
<td>Jamie See, BCom'06</td>
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<tr>
<td>John See*, BScH'79, MBA'81, &amp; Kathryn See*, BAH'79</td>
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<td>Jeffrey Shank, BAH'79, MBA'81</td>
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<td>Crystal* &amp; Gregory Smith*, BCom'91</td>
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<td>Robert Stelzer, BCom'03</td>
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<td>Peter Stuart, BCom'65</td>
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<td>Lynn Southcott, BCom'84, &amp; James Colby, BScH'83, MBA'85</td>
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<tr>
<td>Tammy Sutherland, BCom'93, &amp; Rusty Sutherland, BCom'93</td>
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<tr>
<td>Gerald Sutton*, BCom'48, MCom'49, &amp; Margaret Sutton*, BA'48</td>
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<td>Rebecca Tascona, BCom'00, MBA'05</td>
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<td>Kathleen Taylor, BCom'02</td>
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<td>Gary Thompson*, BCom'76</td>
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<td>Stephanie Thompson, BCom'95, &amp; Jeremy Thompson, BAH'94</td>
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<td>Chris Trevor, BCom'58</td>
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<tr>
<td>Frederick Troop, BCom'54</td>
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<td>Maxine Tuck, BCom'74, &amp; Daryl Tuck, BSc(Eng)'73</td>
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<tr>
<td>Robert &amp; Marcia Tupling, BCom'96</td>
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<td>John Vermeer, MBA'84</td>
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<td>Adit Vohra, BCom'96</td>
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<td>Mark Vrooman, BCom'96</td>
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<tr>
<td>Bruce Warmbold, BCom'78, &amp; Karen Warmbold, BA'76, BEd'77</td>
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<tr>
<td>Pamela Weeks, BCom'98</td>
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<td>Fraser Whale, BCom'91</td>
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<td>Thomas Whelan, BCom'92</td>
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<tr>
<td>Mary Wilson Trider, BCom'82</td>
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<td>Vilborg Wilson*, BCom'80</td>
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<td>William Wilson, BCom'73</td>
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<tr>
<td>Laxmi &amp; Jeffrey Wordham, BCom'95</td>
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<tr>
<td>Susan* &amp; Jay Wright*, BCom'81</td>
</tr>
<tr>
<td>Anonymous (32)</td>
</tr>
</tbody>
</table>

* Faculty/Staff |
Ö 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.
CONTRIBUTORS REPORT

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.

Linda Anglin, BCom’86
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
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Craig Hasler, BCom’16
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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
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Cord McGee, BCom’13
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Aidan Searwar, MBA’10
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Colleen Sherry, EMBA-A’16, & Stephen Woima, EMBA-A’16
Suneel Singh, EMBA-A’16
Salai Sivaparakash, 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
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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

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.
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  
Sanjana 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 Hudson  
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 Lopyrypa  
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  
Nicolette Perez  
Jessica Peters  
Cameron Piening  
Shamir Pira  
Rene Puerta  
Xinyi Qiu  
Aarti Raythatha  
Matthew Renzoni  
Zachary Russo  
Kendra Saunders  
Alexandra Schaefer  
Patrick Schoening  
Zachary Scott  
Kerry Shoalts  
Christina Simpson  
Alexandra Thorn  
Catalina Thornhill  
Daniel Throop  
William Upans

MBA 2017
Virchandra Advani & Chloe Hume*  
Asad Allibhoy  
Archana Amaragandhi & Vijay V. Ilangoval*  
Jason Banducci  
Joao Bezerra & Angelica Lemos*  
Ryan Bottom  
Alexandra Burns  
Tiffany Chua  
Brittany Clouston, BScH’13  
Parthasarathy Elangoval  
Alexis Victor Ferreira Coelho  
Arunangshu Ghatak & Priyanka Roy*  
Laura Gibson  
Sanjeetha Gunaratnam  
Brent Hayes  
Jing Huang  
Michael Huskisson  
Natalie Ilkiw  
Altair Ioffe  
Rakesh Kamta  
Helen Kobusinge  
Sanjeev Kumar  
James Laing  
Emily Lauzon, BSc’07, BAH’08  
Anchi Liao  
Jonathan Lijszain Finkelstein  
Nicole Litchi Polonsky  
Anna Majetic  
Scott Miranda  
James Nelles  
Tuan Nguyen  
Pradeep Ramasubramanian  
Nestor Segura  
Rachit Shah  
Ritin Shah  
Gurpreet Singh  
Harpreet Singh

Anonymous (8)

Steeve Vakeeswaran  
Bhavik Vyas  
Austin Walker  
Burke White  
Julia Williamson  
Joshua Wine  
Lauren Wong  
Lianna Wylie  
Jason Xu  
Brandon Yau  
Sui Yuan Han

42
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.

CLASS GIVING VOLUNTEERS
CONTRIBUTORS REPORT | Class Giving 2016/2017

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’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 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.

<table>
<thead>
<tr>
<th>Rank</th>
<th>Fund Name</th>
<th>Balance</th>
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<tbody>
<tr>
<td>1</td>
<td>The Commerce ’48 Admission Award</td>
<td>$1,274,872.24</td>
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<tr>
<td>2</td>
<td>The BCom 1980 Award**</td>
<td>$1,130,122.81</td>
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<td>3</td>
<td>Commerce 1981 Entrance Scholarship**</td>
<td>$889,737.67</td>
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<td>4</td>
<td>The MBA 1981 Entrance Scholarship**</td>
<td>$481,474.58</td>
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<td>5</td>
<td>The BCom 1991 Award**</td>
<td>$456,246.23</td>
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<td>6</td>
<td>The BCom 1995 Award**</td>
<td>$452,010.45</td>
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<td>7</td>
<td>The Commerce 1989 Award**</td>
<td>$418,504.68</td>
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<td>8</td>
<td>The BCom ’83 Endowment Fund**</td>
<td>$340,481.38</td>
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<td>9</td>
<td>The Commerce 1993 Entrance Award</td>
<td>$291,115.43</td>
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<td>10</td>
<td>The Commerce 1986 Award in Memory of Jeffrey Brock</td>
<td>$244,546.09</td>
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<td>11</td>
<td>The BCom ’64 Endowment Fund</td>
<td>$238,372.55</td>
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<td>12</td>
<td>The Commerce 1988 Award</td>
<td>$226,129.79</td>
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<td>13</td>
<td>The Commerce 1996 Entrance Scholarship</td>
<td>$217,249.80</td>
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<td>14</td>
<td>The Commerce 1990 Bursary</td>
<td>$196,491.07</td>
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<td>15</td>
<td>The BCom ’77 Endowment Fund</td>
<td>$182,764.86</td>
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<td>16</td>
<td>The Commerce 1985 Bursary</td>
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<td>17</td>
<td>The Commerce 1987 Award</td>
<td>$122,218.87</td>
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<td>18</td>
<td>The MBA 1980 Class Scholarship</td>
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<td>The Commerce 1954 Entrance Scholarship</td>
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<tr>
<td>20</td>
<td>The Commerce 2000 Award</td>
<td>$105,891.49</td>
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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

$808,441
Largest class gift from Homecoming 2016

68%
of Smith donors supported a class campaign/class fund (excluding the Goodes Hall pledge)

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
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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

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

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

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
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.

500+ alumni attended the Smith School of Business Homecoming brunch in 2016

21 classes returned to campus to celebrate reunions at Homecoming

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

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

7,908
SMITHBUSINESS

3,364
@SMITHBUSINESS

2,722
@SMITHBUSINESS

22,328
SMITH SCHOOL OF BUSINESS AT QUEEN’S UNIVERSITY
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!

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.

“\nIt 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

Your school. Your network.
smithconnect.com

Download the free app on: