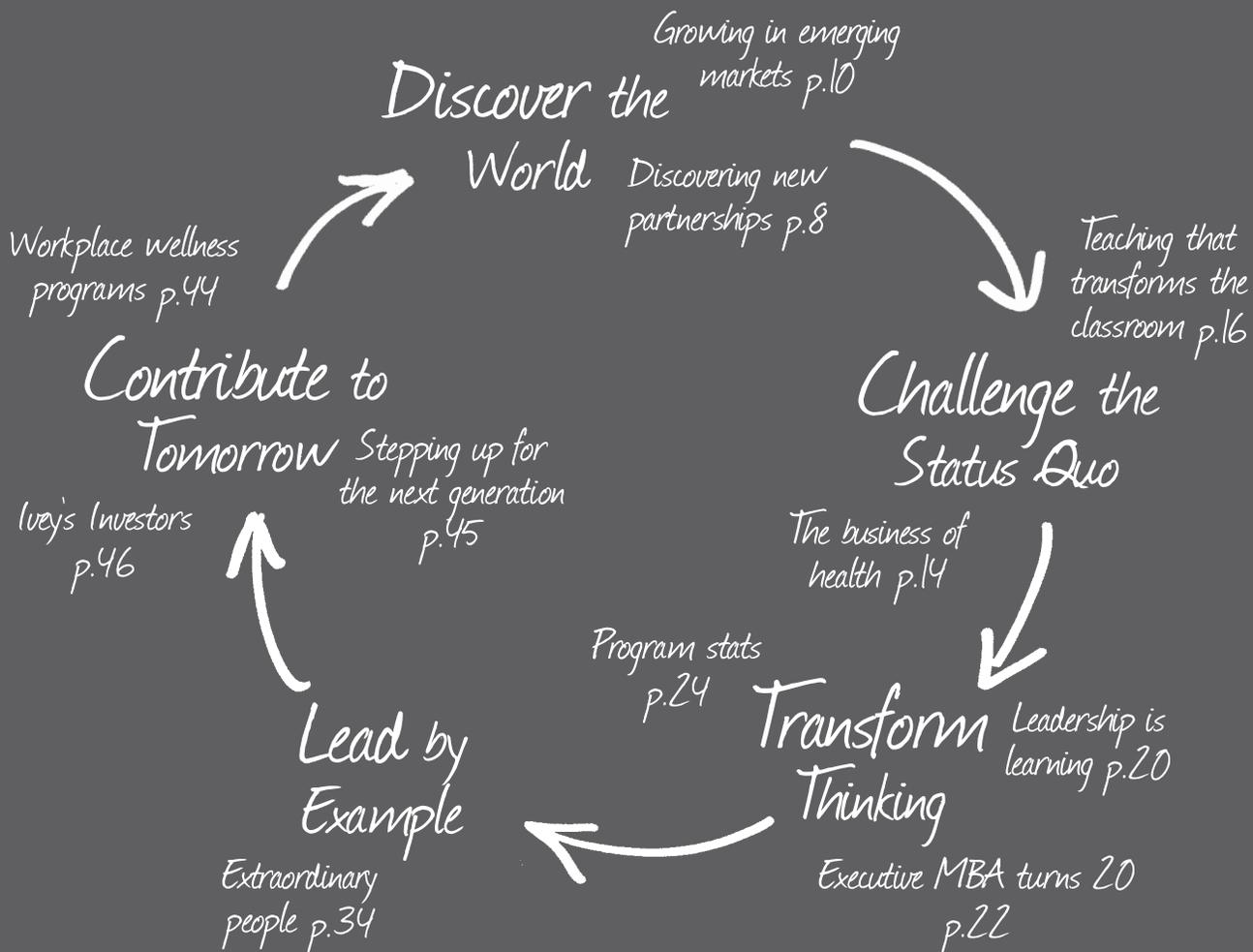


DISCOVER.  
CHALLENGE.  
TRANSFORM.  
LEAD.  
CONTRIBUTE.  
REPEAT.

RICHARD IVEY SCHOOL OF BUSINESS — 2011 ANNUAL REPORT

**IVEY**



WHAT WE DO  
TODAY WILL  
DETERMINE  
WHERE WE ARE  
TOMORROW.

*Every day at Ivey, we challenge the status quo. Why?  
Because, by its very definition, the status quo is for followers.  
We develop leaders. Leaders who transform thinking.  
Leaders who set a worthy example. Leaders who make the  
world better. This is what we do and who we are.  
This is the Ivey Experience.*



## A Message from the Dean

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Carol Stephenson, O.C.  
*Dean, Richard Ivey School of Business*  
*Lawrence G. Tapp Chair in Leadership*

*“What you are is what  
you have been. What  
you will be is what you  
do now.”*

— Siddhartha Gautama

Today, as I reflect on 2011, I can see through my office window the Canadian flag waving atop Western’s University College tower – a proud symbol of the promise and power of education. From the vantage point of the [new Ivey building](#), it is clear to me that Ivey’s exciting future has been built on a strong and proud past. We’ll celebrate both this proud past and a bright future as we mark our 90th anniversary in September 2012.

The new building is just one of many elements responsible for the increasing momentum that has been carrying us forward since the launch of our Cross-Enterprise strategy in 2005 – itself part of a virtuous circle of leadership and a tradition of innovation that had its beginnings in 1919 with the musing of one man. Western’s Dean of the Faculty of Arts and Science, Dr. Sherwood Fox, envisioned a

new academic program that would provide a classical education coupled with preparation for a business career. His answer was an adaptation of the Harvard “case system” for an undergraduate curriculum. In the words of Dr. Fox: “Leisurely study ripened into a conviction that this would enable Western to offer a type of academic training for business which would in name and principle be unique in Canada.”

The rest, as they say, is history. Ivey’s tradition of innovation is a virtuous circle of sustainable leadership. This is true for individuals who enter our degree programs, organizations who partner with us, and true when applied to our own growth and evolution as Canada’s premier business school. Together, we seek and discover new opportunities, challenge old norms and perspectives and transform the way people think and organizations operate.



In doing so we enable ourselves, our students and our corporate partners to achieve their true potential and contribute to the societies in which we operate around the world.

This is how we lead. And we repeat it every day in the classroom, in the boardroom and in our communities.

In challenging the status quo, Ivey has broken new ground many times throughout the years, and 2011 was no different. In the fall, we graduated our first MSc class – the first program in Canada to be partnered with the highly respected CEMS – a global alliance in management education. Ivey's MBA class held its inaugural Sustainability Week and Conference with the Honourable Adrienne Clarkson headlining the speaker list. Ivey Publishing, the second-largest distributor of cases in the world, launched

its [39 Country Initiative](#), to provide much-needed management education materials free of charge to 39 of the poorest developing countries. We also celebrated the 20th anniversary of our market-leading Executive MBA program, whose sister program in Hong Kong was the first program with its own campus in China.

Each step we take becomes part of who we are as a school and what we will become tomorrow.

Once again, this annual report is a testament to the spirit and pride, the dedication and hard work and the unwavering commitment to excellence of faculty, staff, students and alumni. Thank you for your contributions to our success in 2011, and for your belief in our future. You keep us inspired and aspiring to be better each day.

## Highlighting a year in gifts

### [Ivey Campaign for Leadership](#)

Throughout 2011, more than 25 donors made gifts of \$100,000 or more.

It is with our sincere thanks that we highlight a few of these gifts and recognize all of our generous donors in the listings starting on page 48.



*Serge Gouin, HBA '65, MBA '66, & Denyse Chicoyne donated \$175,000 to establish the Serge Gouin and Denyse Chicoyne MBA Leadership Award.*

*Richard M. (Dick) Ivey, HBA '47, increased his support of the new building with an additional \$2 million commitment, bringing his total personal investment in the building to \$7 million.*

*Joanne & Peter Kenny, MBA '57, donated \$125,000 to create a \$250,000 endowment as part of the Ivey Family Challenge Fund, which matches endowed donations supporting Ivey's highest priorities.*

*The Albert and Temmy Latner Family Foundation made a substantial gift to support the construction of the dining pavilion in the new building, which will be named The Brock Pavilion in honour of alumnus Bill Brock, MBA '63, LLD '05.*

*The Late R. John (Jack) Lawrence, HBA '56, bequeathed \$2.8 million in support of the Lawrence National Centre for Policy and Management, building on his initial investment and leadership a decade ago.*

*Jon Love, HBA '76, & Nancy Yeomans-Love, HBA '76, increased their support of the new building by adding \$1 million to their existing \$2 million pledge for a total commitment of \$3 million.*

*Joe Shlesinger, MBA '86, on behalf of the Shlesinger Family, donated \$275,000 to support his class's 25th reunion campaign and establish the Joe Shlesinger MBA Leadership Award.*



# A Message from the President

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**Amit Chakma**

*President & Vice-Chancellor, Western University*

*“Individually and collectively, our component parts make up a single institution with a common goal to educate global leaders and make a difference in the world.”*

Last year, I had the pleasure of celebrating many important milestones reached by members of Western’s campus community. And occasionally I enjoyed the privilege of marking made-at-Western achievements that represent history in the making for all humanity.

Among the most memorable milestones was the official opening of the first phase of the new Ivey building. It has been exciting to watch this \$110-million LEED-certified facility take shape on the property across Western Road from our Engineering and Law buildings, and when it is completed the new business school will stand among the signature buildings that characterize Canada’s most beautiful campus. As Ivey prepares to celebrate its 90th anniversary this September, I can think of no more impressive and tangible

symbol of the School’s extraordinary progress and reputation as a world leader than the new home it will occupy.

Global Ivey Day was another memorable occasion for me that reflects the international reach and strength of the Ivey brand. With 39 events held in 23 cities across Canada, the U.S., U.K., Asia, Germany and South Africa, some 1,700 alumni, faculty, students, staff and friends participated in the programming and celebrations. That more and more alumni are choosing to engage with and support their alma mater bodes exceedingly well for our future.

Though not an Ivey story, I also recall December 20 as one of last year’s most memorable days. Dozens of campus colleagues, government officials, industry partners and national media gathered at the



## Highlights 2011

*Western University*

- *With the \$220 million Western researchers won in grant competitions in 2010–11, the University has now attracted more than \$1.14 billion in research funding to the London and regional economy during the past five years.*
- *In November, world renowned neuroscientist Dr. Adrian Owen – Canada Excellence Research Chair at Western’s Brain & Mind Institute – and post-doctoral fellow Damian Cruse attracted international headlines after unveiling a cost-effective bedside solution for identifying patients wrongly diagnosed as being in a vegetative state.*
- *In the fall, Western began construction on the world’s first hexagonal wind tunnel. Designed by engineering professor Horia Hangan, the \$23.6-million “WindEEE Dome” will simulate F3 tornadoes and other destructive wind forces, allowing researchers to study the effects of wind on the built and natural environment.*
- *In September, the Germany-based Fraunhofer ICT – Europe’s largest application-oriented research organization – finalized a partnership with Western that will see construction of a \$10-million R&D facility at London’s new Advanced Manufacturing Park, where lightweight composite materials will be developed for the automotive, aerospace and medical device industries.*

Convergence Centre located at Western’s Research Park for an announcement that the U.S. Food and Drug Administration had granted approval to begin human clinical trials of a preventative HIV vaccine developed by Dr. Yong Kang and his research team at Western’s Schulich School of Medicine & Dentistry.

This is a remarkable milestone from several perspectives. First and foremost, it is a tribute to the sheer determination and decades-long effort of Western colleagues to create a vaccine that will prevent the spread of a deadly viral infection that has devastated the lives of tens of millions around the world. If its final stages of testing prove successful, mass production of the vaccine could get underway within the next five years. And through the international headlines it generated, this story of truly historic proportions reinforces the fact

that Western’s profile on the global stage is rising.

These were just a few of the many success stories that inspired me during the past year and which make me so proud to be part of the Western community. Individually and collectively, our component parts make up a single institution with a common goal to educate global leaders and make a difference in the world. Indeed, the milestones reached by one are achievements that can be celebrated by all.

I warmly congratulate Dean Stephenson and the faculty, staff, students and alumni who make up the Ivey community for all they have achieved in 2011, with best wishes for continued success in 2012 and beyond.

## Quick Fact

*Ivey’s HBA program offers 13 dual degrees through Western:*

Arts & Humanities	Media, Information & Technoculture
Economics	Medical Sciences
Engineering	Political Science
Global Studies (Huron)	Psychology
Health Sciences	Psychology (Huron)
Kinesiology	Sciences
Law	

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CHALLENGE.CONTRIE  
LEAD.DISCOVER.TRAL  
THE WORLD.

*Ivey sees business through a global lens.  
We cross borders and time zones, languages and cultures.  
Growing our presence in China, India, South America  
and Africa gives us local perspective that feeds our  
global expertise. It's an investment that yields, quite literally,  
a world of opportunity.*

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**Jean Kwong, MBA '12 Candidate**, participated in Ivey's first international MBA study trip to South America. "Prior to the trip, having done some research, I was expecting Brazil and Chile to be similar enough. I could not have been more wrong," says Jean. "That's why experiencing the world first-hand is integral to Ivey learning."



# Discovering New Partnerships



Janet De Silva, EMBA '94, Dean, Ivey Asia



Eric Morse, Associate Dean, Programs

*Ivey's global impact leaps forward through an innovative partnership with the Agricultural Bank of China.*

Partnering with BMO Financial Group, Ivey tailored an Executive MBA program for 26 carefully chosen executives from the Agricultural Bank of China (ABC), a company with 320 million retail customers whose employees number more than 440,000 – nearly the population of Newfoundland and Labrador. It is the world's eighth-largest bank.

The coordinated effort between Ivey's degree and executive development programs brought top executives to Canada for 12 months, where they earned an Executive MBA from Ivey, supplemented by work experience with the Bank of Montreal.

"We were able to quickly and nimbly put a program together for them, giving them the same high-quality curriculum as our students in Hong Kong and Canada, with the added bonus of the job-shadowing they did at the bank," says Eric Morse, Associate Dean of Programs. "It was an honour for them to be chosen to come here, but it was a pretty

tremendous sacrifice as well. It meant basically giving up family and friends for a year. Many were only able to make one trip home. On the professional side, however, it was just as big an opportunity."

The students were chosen from the bank's management levels using the same rigorous admission process as all Ivey programs. They learned the disciplines of real-world leadership through case study and discussion, using Ivey's extensive case study library, which includes the largest library of Asian case studies in the world.

"And now the door has swung wide open for Ivey in China," says Jan De Silva, Dean, Ivey Asia.

"It has helped establish our credentials with China's state-owned enterprises, which is what these major banks are. It also put us in very close contact with Canada's ambassador to China, David Mulroney, who also feels that education is one of Canada's key points of trade engagement."

The ABC graduates have enjoyed graduation ceremonies in Canada and Beijing, where Ambassador Mulroney drew attention to Ivey as "one of the institutions we point to when we want to enlarge perceptions of Canada, to encourage friends to think of us as home to great universities, to entrepreneurship and to business excellence."

The ABC EMBA program is also an important step in carving out Ivey's Executive MBA strategy in China.

That strategy is to pursue more custom EMBA programs with Chinese enterprises interested in trade or expansion here. Moling Sheng has recently been hired to oversee executive education and EMBA program development in Beijing with state-owned enterprises and other government entities. Consortium programs are also being developed. The first brings together Chinese and Canadian policymakers and businesses to explore the food-supply challenges China faces – an issue on which Canada is well positioned to help. These are just a few of the ways Ivey is demonstrating its leadership credentials in China.

"We're also hoping this first EMBA program leads to more iterations of its kind with ABC," says Morse. "They certainly have capacity."

# Ivey Publishing Launches 39 Country Initiative

In an unprecedented initiative, Ivey Publishing is making business cases accessible to the least developed countries around the world at no charge through a program called the [39 Country Initiative](#). Providing these powerful building blocks of business management to faculty members in eligible countries (such as Afghanistan, Bangladesh, Cambodia, Ethiopia and Haiti) is one way to improve the quality of management globally.

And a powerful step up for the next generation of business leaders in emerging economies.

“The intent of this initiative is essentially poverty reduction,” says Paul Beamish, Director of Ivey Publishing, the Asian Management Institute and Engaging Emerging Markets Research Centre. “If we can improve the level of basic business knowledge, new businesses will have a greater chance of success, existing businesses will perform better, and there will be fewer business failures in these countries.”

*Ivey brings business cases to emerging economies to grow the next generation of business leaders.*

Not only is Ivey Publishing delivering cases where they are most needed, they are also organizing case-teaching workshops in host countries and universities. Similar to Ivey’s student-led LEADER Project, Ivey students – who have already been exposed to hundreds of cases – will be teaching case-based introductory business courses in select African countries. Faculty in the host schools will be encouraged to sit in on the courses to see the case method in action.

There are four key benefits for Ivey, notes Beamish:

- Opens up a new set of locales where students can gain valuable international experience.
- Provides an opportunity for Ivey faculty and students to make a contribution to management education where the need is greatest, using content which we know works.
- Expands the reach of the Ivey brand to new universities and regions.
- Increases our knowledge about doing business in these countries.

## Summer Business Program Secondary school students in Hong Kong hone their leadership skills and build for the future.



High-school students in Hong Kong got a glimpse of the Ivey experience through the Ivey Summer Business Program. The 30 secondary school students from 21 schools throughout Hong Kong took part in a two-week program that let them experience Ivey’s unique case method and get a taste for the real world of business.

Taught by faculty from Ivey’s London, Ontario, campus, the students participated in a university-level, pre-business program that teaches business fundamentals through cases.

“It also gives students an enhanced resumé they can use to secure a much-coveted position at either a local university or international school in the incredibly competitive market here,” says Jan De Silva, Dean, Ivey Asia.

“We piloted the program this past summer and got tremendous reviews. Based on parent feedback, we’ll be adding an internship component with a local business and an additional program offering in Beijing.”

The program is an excellent venue through which to raise awareness of the Ivey brand among executive-level parents, and expand the School’s presence in China.

From the executive boardroom to the high-school classroom, Ivey’s impact in China has a bright future.

## By the Numbers

1

The number one producer of Asian cases in the world.

41,500

The estimated number of pages of Ivey Publishing’s cases and technical notes in the current collection.

82

The number of cases involving Africa already registered with Ivey Publishing.

2

The world’s second-largest publisher of cases.

39

The number of countries in the developing world with a per capita GDP of less than \$2,000.

1,400

The estimated number of professors from Africa registered with Ivey Publishing.

6

The approximate number of new cases published per week.

32

Of the 39, the number of eligible countries in Africa.

\$0

The cost of cases from Ivey to universities in the 39 developing countries where per capita GDP is less than \$2,000.

320

The number of new cases published in 2011.

\$500

The estimated per capita GDP of Zimbabwe.

# Growing in Emerging Markets

*A strategy of knowledge partnership in India is helping reshape our global perspective. It's an exceptional opportunity that is redefining Ivey as a global business school.*



Ariff Kachra, PhD '01, Managing Director, Ivey India

With a population of more than 1.2 billion people and an economy that is geared for growth, India represents a substantial opportunity for the School. But we're not the only player, says Ariff Kachra, Assistant Professor of Strategy and Managing Director of Ivey India. Business schools, especially from the U.S., are looking to India as a potential revenue stream and a way to increase student bases in home markets.

"Our strategy is to be a knowledge partner in India," says Kachra. "Our intent is not just to be here for the next two to three years. Our intent is to be here from now on, much like we've been in Hong Kong. If you look at every prong of Ivey's strategy, what underlines what we're doing in India is knowledge partnership."

The School's strategy in India is based on four pillars: case writing, research, executive development and programs. In 2011, there were many exciting advances on all four fronts.

Beginning in 2009, Ivey signed a Memorandum of Understanding with the Indian Business School to develop cases based on businesses in India.

For students studying in India, the classroom experience was often quite frustrating. Eighty per cent of the cases studied were based on companies and situations these students would never see. "In North America, our students would absolutely revolt if 80 per cent of the cases were about companies they didn't know. We want to change the learning experience in India," Kachra says.

Ivey has a goal to develop up to 500 new India-based cases by 2014. In keeping with the knowledge partnership strategy, Ivey is also teaching Indian faculty to write and teach with cases. Since 2008, more than 300 Indian faculty have been trained, a number that will grow to 500 by April 2012.

An agreement signed in May 2010 with the Indian Institute of Management – Bangalore (IIM-B) is a connection based on research. Ivey is funding joint research projects between Ivey faculty and faculty at IIM-B, currently in three areas: entrepreneurship in the healthcare field, women and board governance and knowledge sharing between companies and outsourcing firms in India.

"Executives in India are very impressed by the calibre and diversity of our faculty. They have a global perspective and are educated at top institutions around the world. The teaching quality at Ivey is phenomenal and the case method is amazing. These are characteristics that differentiate Ivey in India," says Kachra.

While exploring executive development opportunities is our focus, our Indian initiatives and partners have created new opportunities to introduce Ivey's outstanding degree programs to Indian undergraduate and graduate students considering an international education.

Ivey's India strategy is having an impact closer to home as well, generating a tremendous amount of excitement among alumni, says Kachra. "It absolutely redefines us as a global business school. When you look at Ivey India, the driving force of our strategy is to be a knowledge partner in Indian management education at a multiplicity of institutions. We believe that in ten years people will see us not only as the best business school in Canada, but also as a shaper of management education globally."

# Ivey's MSc program prepares students for the global stage.

## *The globally respected Master's program graduates its first class.*

Walk the halls on a class day during a break or drop in on a discussion group and what you hear are the sounds of leadership and analytical skills being honed in the many languages of the Master of Science in Management (MSc) program.

Ivey's first MSc class of 36 students graduated in 2011. And it's the start of a very exciting opportunity for students looking for international business experience.

Globally respected, but relatively uncommon in North America, Ivey's 16-month MSc program is designed to prepare multilingual, multicultural post-graduate students for careers in a constantly changing global business world. Ivey's MSc program is the first North American and the only Canadian school to be part of the Community of European Management Schools (CEMS), a global alliance of 28 top business schools on four continents with more than 50 high-profile corporate partners.

These select students have varied international backgrounds and can augment those experiences through two program streams

that give them the option to study abroad at a CEMS partner school. These varied backgrounds give each class a very international flavour, says Darren Meister, MSc Faculty Director.

"When our CEMS students then go abroad, and we bring students from our partners in, it's not unusual to have a class where only 20 per cent of students are Canadian. While no one country provides most of the students, there is a substantial number from Europe, Africa, from throughout Asia and Australia. That means that in every one of your classes, you're a minority. You have to learn how to explain your ideas to someone who doesn't share your life experience or cultural context."

With extensive group work and discussions at the core of Ivey's case methodology, it's the ideal environment for this learning to happen.

Tarek Amin, MSc '11, was among the first graduates of the MSc program. Now a business analyst at Pratt & Whitney Canada in Montreal, Amin came to Canada from Egypt when he was 12 and later took his BA in Commerce at Concordia University before applying to the MSc program. With a class of just 36 students and Ivey's case-intensive approach, the program gave him the international post-graduate experience he was seeking.

"The first month at Ivey, which many students call the toughest month of their entire

education, we learned what it meant to be an Ivey student, and I think we really bonded. So much so that when I came back from my semester in Barcelona, all of our relationships were still very strong."

Amin recalled the energy and enthusiasm of those Ivey classes.

"The number of languages spoken inside the classroom, people from everywhere, all sharing their ideas and experiences. There were students from Asia, Europe, Africa – each one had a different perspective, and it took our discussions to a deeper level."

Meister says the Ivey experience makes MSc graduates ideal for organizations seeking consulting, marketing research or operations analyst roles with immediate international experience. With the skill sets learned in the program, graduates are able to take cutting-edge thinking and best practices and apply them to the real problems facing organizations on a global scale.

"We can launch people into career paths right from the start that are international in focus. You'll hear recruiters say that we don't have people in Canada who are international in orientation. This program helps address that and provides students with a lifetime of interesting opportunities."



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DISCOVER.LEAD.CONT  
OVER.CHALLENGE.TRA  
THE STATUS QUO.

*At Ivey, we're always looking for a better way to do things. Finding it requires asking tough questions and challenging easy assumptions. It requires intellectual curiosity, creativity and collaboration. Making it happen requires the courage of leadership.*

Sometimes challenging the status quo means having the courage *not* to go with the flow. For **Stewart Thornhill, Executive Director, Pierre L. Morrisette Institute for Entrepreneurship**, it can mean helping leaders of rapid-growth firms slow down long enough to see the big picture.



# The Business of Health

*Ivey's Cross-Enterprise approach to research and teaching is finding answers to the challenges that face business and government.*



In 2011, [Ivey's International Centre for Health Innovation](#) and the School's [Entrepreneurship Cross-Enterprise Leadership Centre](#) began working together to help transform Canada's ailing healthcare system. It is a collaboration that demonstrates the deepening evolution of Ivey's Cross-Enterprise approach to research and teaching to address the most complex issues facing businesses and governments globally.

The Centre released its most recent white paper in November 2011 at the Ivey Global Health Conference, which was followed by a continuing education program for healthcare leaders, facilitated by [Pierre L. Morrisette](#), [Institute for Entrepreneurship](#) Director Stewart Thornhill.

The conference brought together health industry leaders to identify how innovation can be supported by policy, implemented in healthcare delivery and sustained through education and scientific discovery. Called *Strengthening Health Systems through Innovation: Lessons Learned* and authored by the Institute's Chair, Anne Snowdon, the white paper called for a transformation in Canada's healthcare system. This shifts the emphasis from health providers to consumers, based on a study of healthcare outcomes in Organization for Economic Co-operation and Development (OECD) countries.

"The Centre's next step is to encourage Canadians across all jurisdictions to learn from the evidence of the OECD countries who have achieved some very impressive outcomes, and very interesting models of healthcare delivery. The next question is: how do we make the necessary changes in our healthcare system to achieve similar outcomes?" says Snowdon.

*Read the white paper "Strengthening Health Systems through Innovation" at [go.ivey.ca/healthsysteminnovation](http://go.ivey.ca/healthsysteminnovation).*

It's the second such collaboration on health entrepreneurship at Ivey. The first was a conference held in London, Ontario, in June 2011 with the Entrepreneurship Cross-Enterprise Research Centre to explore issues surrounding the commercialization and adoption of medical technology innovations. It's a sign of more to come, says Rod White, Associate Dean, Faculty Development and Research.

"There is an affiliation for innovation between health and entrepreneurship that made it a natural fit for faculty leaders in these areas to come together around the medical devices idea," he explains. The initial mandate for the Cross-Enterprise Leadership Centres was to bring discipline-based faculty together under major thematic areas, such as entrepreneurship, emerging markets, sustainability and leadership.

"Now these centres as well as others are looking at collaborating and taking it to the next level," says White. "I think, in all of these collaborations, there are more opportunities than there is time to pursue them."

While the Cross-Enterprise Centre directors meet quarterly to discuss future plans and opportunities, it's a very serendipitous process that leads to these partnerships.

"We're trying to seize the obvious opportunities when they present themselves," adds Thornhill, "I expect we'll do more of these sorts of things as we move forward, and the more of this we do, the more connected we'll become."

The Institute is also looking outside of Ivey to Western University for future collaborations.

"We're extending more and stronger ties to the engineering faculty, the computer science faculty, for example," says Thornhill. "We're talking with the Dean of Engineering to see how we can get our students collaborating on projects. What you want to do is make those connections between the people who are making the technologies and the people who know how to do something with them. These connections are very valuable to both schools."

More importantly, these collaborations are playing a critical role in Canada's future.



Rod White, HBA '74, Associate Dean,  
Faculty Development and Research



Stewart Thornhill, Executive Director, Pierre L. Morrissette Institute for Entrepreneurship

“I think, in all of these collaborations, there are more opportunities than there is time to pursue them.”

— Rod White  
*Associate Dean  
Faculty Development and Research*



Anne Snowdon, Chair, Ivey International Centre for Health Innovation

# Teaching That Transforms the Classroom

*Landmark research that is changing the face of leadership is also creating a profound learning experience in the classroom.*



Mary Crossan, MBA '85, PhD '91, Professor

The groundbreaking research that culminated in the report [“Leadership on Trial: A Manifesto for Leadership Development”](#) is having a profound impact in Ivey’s MBA classrooms and Executive Development programs.

The multi-disciplinary research group of Ivey Professors Jeffrey Gandz, Mary Crossan, Gerard Seijts and Dean Carol Stephenson conducted discussions and interviews with more than 300 senior business, public and not-for-profit leaders from around the globe to examine the role of leadership before, during and after the 2008–09 financial crisis. The powerful consensus was that a broad-based failure in leadership was a root cause of the global meltdown.

The report, originally released in September 2010, has received enormous response, says Professor Mary Crossan, former Director of the [Leading Cross-Enterprise Research Centre](#). More than 6,000 copies, plus a Chinese edition, have already sold out, and a third printing took place in December 2011. The challenge now is to bring this powerful message to the next generation of leaders in the classroom.

Responding to their own call-to-action outlined in the final chapter of the report, Crossan and her colleagues spent several months creating an MBA elective on Transformational Leadership, which was introduced in January 2011. The course,

which places a strong emphasis on self-reflection, enables students to explore the idea of leadership character through case studies, role plays and workshops designed by students that explored one of six virtues, such as wisdom, justice or courage.

“The response among MBA students was outstanding,” says Crossan. “I’ve been teaching at Ivey for 25 years now, and I would say it’s the most profound learning experience I have been engaged in at the School. It was phenomenal – a great learning experience for the students as well as for me.”

Publishing new knowledge gained through research and then bringing that learning into the classroom in an impactful way are deemed equally important at Ivey, and an approach that is not found at many other business schools. “We seek to impart more than just knowledge, through a process that challenges the students to develop their character, competency and commitment to lead. We see this personal transformation as fundamental in supporting the mission of the School to develop business leaders who think globally, act strategically and contribute to the societies in which they operate. People recognize that the competency focus of business can be empty without looking at character and commitment.”

“This ability to take research and transform the classroom with it is something Ivey excels at

doing,” adds Crossan. Beyond research that informs what we teach, there are many factors that contribute to our success. These include such things as the exceptional students in our programs – leaders invigorated by the Ivey experience.

“Our case-based methodology also ensures lively dialogue between students and faculty. Our alumni are engaged in the development of cases, as well as being mentors in the case of the Transformational Leadership course. And Ivey faculty willingly share their best ideas to deliver outstanding student learning.”

Although not all research finds a direct link to the classroom, it is often a natural process for the research and teaching of a faculty member to become more aligned over time. The Leadership on Trial project provides a great example of that process. “Our findings from the project ended up directing my research agenda around leadership character, and that research was instrumental in the design of the new course on Transformational Leadership,” Crossan explains. “We are using materials from the course in executive programs, and our experiences in the classroom and in organizations will continue to fuel our research agenda. It is all very synergistic.”

Teaching, learning, investigating and discovering – a virtuous circle that transforms how we lead today and tomorrow.



“I’ve been teaching at Ivey for 25 years now, and I would say this is the most profound learning experience I have been engaged in at the School. It was phenomenal – a great learning experience for the students as well as for me.”

— Mary Crossan  
*Former Director  
Leading Cross-Enterprise Research Centre*

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CONTRIBUTE. CHALLENGE.  
OVER. TRANSFORM. LEARN.  
THINKING.

*We remove silos. We ignore borders. We embrace cultural differences. We do these things by transforming how we think about them. At Ivey, business as usual doesn't exist. Our job is finding ways to make it better.*

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**Taylor Emerson, MBA '03**, Senior Vice-President, Corporate Development at Pelmorex, who recently completed Pelmorex's Senior Leadership Foundations program, shares some insights on new opportunities with fellow executive **Kirsten Wells, EMBA '09**, Director and General Manager, Public Alerting.



# Leadership Is Learning

*More and more firms are turning to Ivey Executive Development as the keystone to building a distinctive growth strategy.*



Despite turbulent economic times, smart companies recognize the need for the continuous development of their people.

With the advantages provided by the case method of learning, cutting-edge research and a faculty that is firmly rooted in the practical realities of business, [Ivey Executive Development](#) is creating leaders with an increased capacity to solve their own challenges brought on by a tough economy.

“Consultants solve problems,” says Jeffrey Gandz, Managing Director, Program Design, Ivey Executive Development. “Executive education helps individuals and organizations increase their capabilities to solve those problems.”

Ranked once again as the leading executive education provider in Canada by the *Financial Times*, Ivey provides a comprehensive suite of open-enrollment programs, such as the [Ivey Executive Program](#) and the [Ivey Leadership Program](#), as well as custom programs designed specifically for an organization’s particular needs. The return on investment of all of these programs can be seen in individuals and across organizations.

While there continues to be an excellent market for off-the-shelf programs, the demands of the times have shifted the emphasis to customized programs.

“It’s a more turbulent business environment, so organizations are going through much more change,” says Gandz. “Leading organizations recognize that education and development are part of that change. The implications of that for us have been a tremendous growth in our custom programs business, where we’re deeply involved with the development and implementation of strategy as educational partners.”

Whether it’s a global bank or the world’s largest port-operating authority in Hong Kong, government or smaller regional players, organizations of all sizes seek Ivey’s executive development expertise to help them manage change.

“Typically, companies are not looking at specific skill improvement in areas like finance or marketing,” says Gavin Brown, Executive Director. “The fundamental challenge that leaders are facing is simply growth. How to grow, how to manage growth. In my mind, that’s what people are talking about as an organization. It’s not about coming and learning new stuff. It’s actually about driving a business forward and driving your individual development forward.”

The case methodology is still a great way to approach the needs of companies. Through case preparation and discussion, participants discover the principles and concepts needed to

succeed. “It’s so much more powerful if they discover it, than if some professor has taught them. If the participant discovers it, it stays. If you lecture, 88 per cent of it is forgotten in a short time,” says Gandz.

Ivey Executive Development programs also give faculty an opportunity to stay grounded in the real world, while executives gain the value of timely, relevant research brought into the classroom by the very researchers who developed it. The work done by Gandz and fellow professors Mary Crossan, Gerard Seijts and Dean Carol Stephenson, which led to the report called “[Leadership on Trial: A Manifesto for Leadership Development](#),” has already made a deep impact in the executive development programs on a very practical level.

“When you go into a room with 250 executives who are practising leaders day in and day out, and you talk about leadership character, you get down to what it means in the real world pretty quickly,” says Gandz. “And it’s an incredibly grounding experience that then influences your research. In a lot of schools that are doing executive development, it’s an appendage...it’s not central to what they do. Being involved in executive development is central to our connection with the real world.”

“Ivey’s proven track record and reputation make it possible to bring this type of work to



Jeffrey Gandz, Managing Director, Program Design, Executive Development

organizations to help them find real solutions to their challenges,” adds Brown.

“We don’t bring solutions to clients. Clients bring us problems, and we increase their capacity to solve their own problems,” he says. “The genesis of the way we approach executive development is to work in partnership with our client on first clearly articulating the issue and the best way to address their need. It’s helping them think through it. And that distinguishes what we do.”

You only get this opportunity if you’re seen as a manufacturer of ideas, not a retailer of ideas, adds Gandz.

“In the competitive executive development market, I ask people, ‘Why would you want to buy retail? Buy from the manufacturer. Buy direct.’”

Profile:

## Tim Hockey

*Tim Hockey, EMBA ’97, is not only an Ivey alumnus, he’s also a strong supporter of the School and now makes Ivey part of his organization’s executive development. It’s a virtuous circle that speaks to the strong connections Ivey has with its graduates.*

When Tim Hockey finished his [Executive MBA](#) in 1997, the Canada Trust executive’s relationship with Ivey could have ended.

But when Toronto Dominion acquired Canada Trust in 2000, Hockey discovered a long-standing partnership between TD and Ivey, one that he was determined to re-energize.

“That’s when I started putting a lot more energy personally into the School,” says Hockey, President and CEO of TD Canada Trust.

Hockey has worked tirelessly for Ivey, beginning with the Ivey Alumni Association. While it’s been more than a decade since his MBA days, Hockey has always remained connected to the School in many ways. It’s like a virtuous circle – as student, alumnus, in an advisory capacity, as a speaker and through executive programs.

“There are only a few institutions in this country that are world-class. The first, of course, is Ivey, because of its world-class reputation. And the other is SickKids (The Hospital for Sick Children in Toronto, Ontario). I think this is the way to move this country forward: get involved with its best institutions and strive to make them even better.”

Now Ivey is not only a big part of Hockey’s life, it’s very much a part of the leadership

culture at TD Canada Trust. “We put every one of our executives through our Build for the Future Ivey executive development program, every couple of years,” said Hockey. “It’s probably the largest driver of our culture across our executive team. In the three-day program, we go through the history of the company, what our values are and take a look at the strategic cases that make up the choices that we make as an organization to get where we are. Then we spend a ton of time talking about culture and leadership development and building our talent for the future.”

Hockey has also been involved in Global Ivey Day and, while on the Ivey Alumni Association Board, was a founding sponsor of Ivey’s prestigious Ring Tradition, which has been a special part of the Ivey culture since 2004. Every graduate of an Ivey degree program takes the Pledge and receives an individually numbered ring. In addition, Hockey and his wife Lana personally support the School through their generous support of the Ivey Campaign for Leadership and their loyal contributions to the Annual Fund.

Beyond these outstanding contributions, Hockey is never one to turn down an opportunity to support the School, setting the bar ever higher and breaking fundraising records as Chair of the [Ivey Business Leader Award Dinner](#) in 2009 and 2010. Hockey is also an active member of the Dean’s Advisory Board and was instrumental in the Board’s work with Ivey staff in developing the School’s refocused and strengthened brand positioning.



Tim Hockey, EMBA ’97, President & CEO, TD Canada Trust Company

# Executive MBA Turns 20



Ivey EMBA Class of 2011 explores China on a break from corporate meetings.

*Back Row (L-R): Robert Paolino, Matthew Lang, David de Jonge van der Halen, Peter Lam (spouse of Flora Yu), Flora Yu, Richard Samuel, John Trisic.*

*Front Row (L-R): Andres Cardona, Meena Sahni, Henry Kesisyan.*

*Changing the way executives think and lead for over 20 years.*

*Ivey's Executive MBA program has continually evolved over the course of its 20-year history, but the basic core of the program has remained the same: help people discover the skills they need to become great leaders. Here, Liz Snelgrove, EMBA '09, Director, EMBA Recruitment and Program Services, and Glenn Rowe, Director of the EMBA Program, discuss the factors that have made the program so successful.*

**What are the key strengths that make the EMBA program so attractive to executives?**

*Rowe:* The program appeals to people who learn through discussion of real-world issues as opposed to lecture around theory and content. We're very clear: we want people who learn through discussion, who are willing to let iron sharpen iron. The case methodology, as we exercise it here at Ivey, very much allows that to happen. That's very attractive to our executives.

*Snelgrove:* That's very much the Ivey difference. Through the process, you develop a strong bond and rapport among the participants. I distinctly remember former EMBA Director Michael Pearce telling

prospective students, “While you’re here, we want to make you as physically comfortable as possible with the great service and all the amenities, and to an equal degree as intellectually uncomfortable as possible.” This unique environment creates strong bonds that last well beyond graduation when EMBA participants join the larger Ivey network.

**Talk about some of the recent successes of the program.**

*Snelgrove:* There is immense value tied to the Ivey brand at home and internationally. We’re attracting a new demographic: more women and entrepreneurs and individuals from non-profit organizations, and all levels of government, so the profile of the class has changed a lot. There’s also more of an

a personal brand. So the needs of the individuals have changed, and we’ve been able to be proactive in providing that support.

**Has the EMBA program changed a lot over the 20 years?**

*Rowe:* We don’t teach about a specific period of time. Our goal is to change the way people think, to change the way they make decisions. It’s to enable them to take a cross-enterprise perspective into account when they make a decision. That, to me, has not changed over the 20 years of the program.

**What are the recent changes you’ve made to the program?**

*Rowe:* We’ve broadened our global perspective and have a more specific focus on sustainability and on entrepreneurship

37

PER CENT EDUCATED INTERNATIONALLY

24

PER CENT HOLDING PRESIDENT/ VICE-PRESIDENT POSITIONS

2,437

EXECUTIVE MBA GRADUATES SINCE 1991

international clientele, which is another exciting development.

*Rowe:* We’re also attracting more people who fund themselves now, which I think speaks significantly to the quality of the program.

*Snelgrove:* Twenty years ago, 90 per cent of students were company sponsored. Because of economic and competitive pressures, individuals are realizing that they need the skills that come from our Executive MBA program. When they are self sponsored, it changes the dynamic in the class and the support services that we offer. EMBA candidates today are also looking for career coaching and support in developing

in response to the needs of our students. With more entrepreneurs, we now have a five-class entrepreneurial component in the program.

We’ve also added international trips that alternate between India and China. It just seems to make sense, given that these will be the two largest economies in the world in the next decade or so, and they’re very different countries. I think it’s very important that we have business leaders in Canada who have an understanding of what it takes to go to India or China and do business.

**EMBA Timeline**

*Take a closer look at the major milestones from the 20 years of Ivey’s Executive MBA program:*

- **1991**  
*Ivey launches its EMBA program at the new J.J. Wettlaufer Executive Development Centre in Mississauga, Ontario.*
- **1998**  
*School launches Hong Kong EMBA program with official opening of the Cheng Yu Tung Management Institute.*
- **2000**  
*The first students of the Hong Kong EMBA program graduate in Western’s first convocation outside of Canada.*
- **2006**  
*First custom EMBA program for JD Irving, Saint John, NB.*
- **2007**  
*ING DIRECT Leadership Centre officially opens in downtown Toronto and is the new home of the EMBA program and select Executive Development programs.*
- **2009**  
*Ivey welcomes the 50th class into the EMBA program.*
- **2010**  
*Ivey runs first EMBA program for the Agricultural Bank of China.*
- **2011**  
*Ivey launches second JD Irving EMBA program.*
- **2012**  
*India added as international study trip.*



# MBA

## 2011 Incoming MBA Class Profile

**90**

PER CENT RECEIVED FULL-TIME JOB OFFERS (WITHIN THREE MONTHS OF GRADUATION)

**25**

PER CENT WITH MORE THAN ONE DEGREE

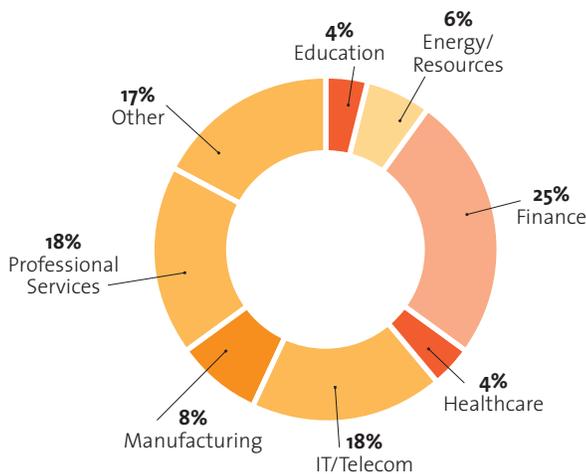
**40**

PER CENT WITH INTERNATIONAL WORK EXPERIENCE

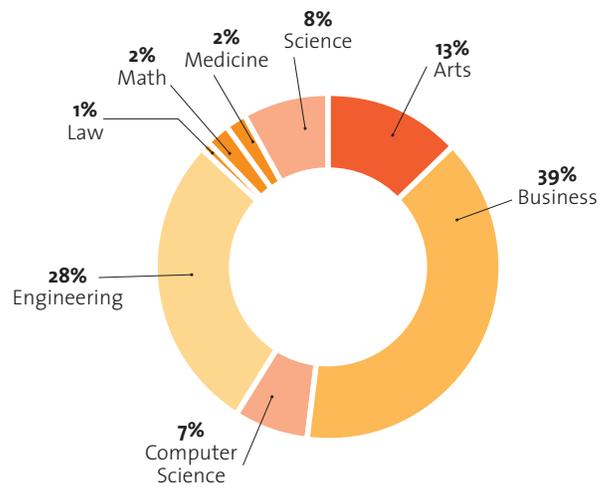
**4.8**

AVERAGE YEARS OF WORK EXPERIENCE

### Prior Work Experience



### Educational Background



### Class Diversity

**14**

Countries of citizenship

**19**

Birth countries

**27**

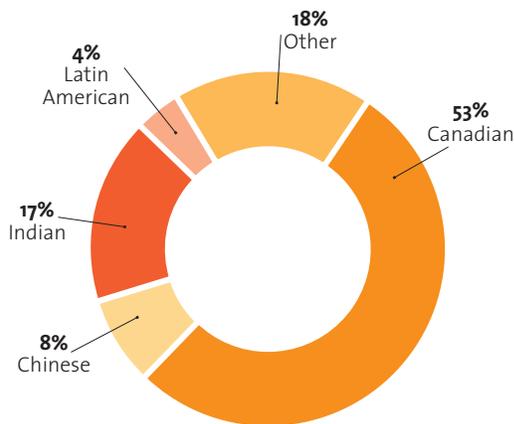
Languages spoken

**68**

Per cent male

**32**

Per cent female



Birth Country

### Job Offers by Industry

Consulting	22%
Finance – Corporate Office	15%
Finance – Corporate Banking	13%
Consumer Packaged Goods	8%
IT/Telecommunications	7%
Wholesale/Retail	6%
Finance – Other	5%
Finance – Insurance	4%
Legal Service	4%
Healthcare/Pharmaceuticals	4%
Leisure/Entertaining	3%
Government	2%
Manufacturing	2%
Other	5%

# HBA

## 2011 Incoming HBA Class Profile

**524**  
CLASS SIZE

**82.5**  
PER CENT AVERAGE FOR  
ADMISSION

**93**  
PER CENT RECEIVED FULL-TIME  
JOB OFFERS (WITHIN THREE  
MONTHS OF GRADUATION)

## Dual Degree Programs

Arts and Humanities  
Economics  
Engineering  
Global Studies (Huron)  
Health Sciences  
Kinesiology  
Law  
Media, Information & Technoculture  
Medical Sciences  
Political Science  
Psychology  
Psychology (Huron)  
Sciences

**22**  
PER CENT OF STUDENTS ENTERING  
A DUAL DEGREE PROGRAM

**40**  
ACADEMIC DISCIPLINES  
REPRESENTED

## Class Diversity

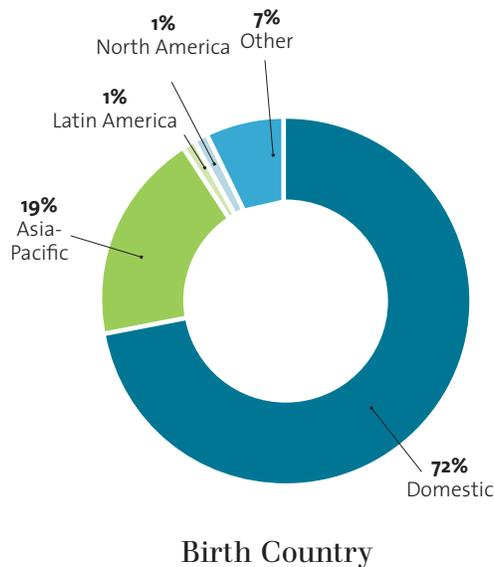
**14**  
Countries of  
citizenship

**39**  
Birth countries

**36**  
Languages spoken

**61**  
Per cent male

**39**  
Per cent female



## Job Offers by Industry

Finance – Corporate Banking	23%
Accounting	19%
Consulting	18%
IT/ Telecommunications	7%
Consumer Packaged Goods	6%
Energy/Resources	4%
Finance – Asset Management	4%
Finance – Other	3%
Arts/Media/Entertainment	2%
Education	2%
Finance – Insurance	2%
Manufacturing	2%
Wholesale – Retail	2%
Marketing/Advertising/Public Relations	1%
Other	5%

# EMBA Canada

## 2011 Incoming EMBA Class Profile

**2,017**

GRADUATES TO DATE SINCE 1991

**153**

GRADUATES IN 2011

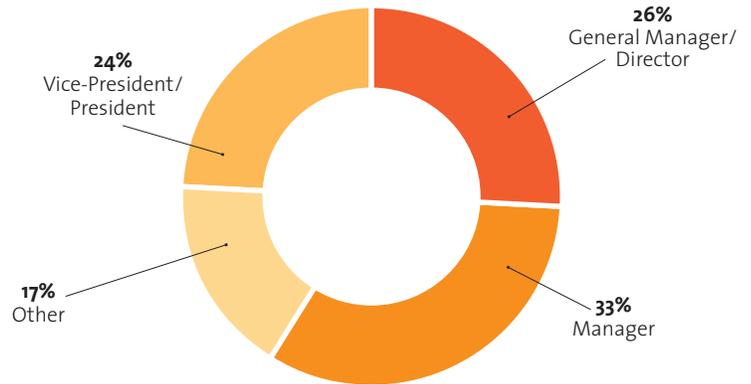
**37**

PER CENT WITH PREVIOUS INTERNATIONAL EDUCATION

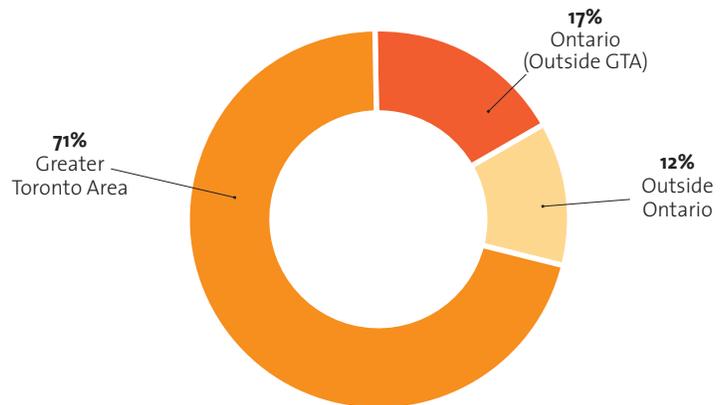
### Participants by Industry

Financial Services	20%
Manufacturing	11%
Computer Technology	9%
Health Services	7%
Retail Trade	7%
Business Services	6%
Education	4%
Holding/Investments	4%
Media/Entertainment	4%
Mining	4%
Construction	2%
Insurance	2%
Non-Profit Organizations	2%
Public Sector	2%
Wholesale Trade	2%
Legal Services	1%
Real Estate	1%
Utilities	1%
Other	11%

### Participants by Title



### Place of Residence



# EMBA Hong Kong

## 2011 Incoming EMBA HK Class Profile

**420**

GRADUATES TO DATE

**70**

PER CENT MALE

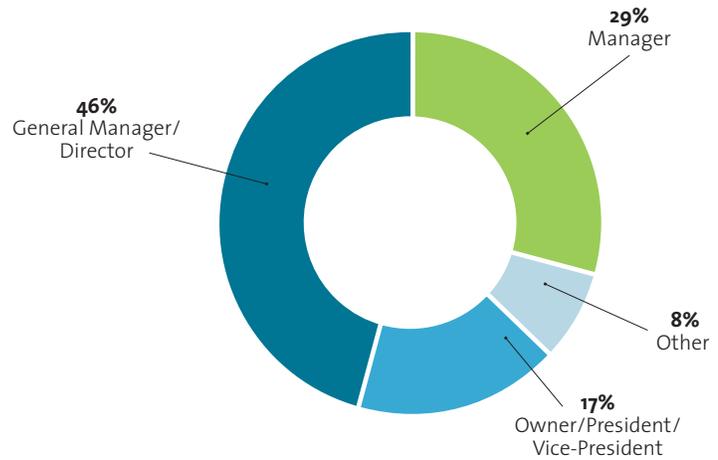
**30**

PER CENT FEMALE

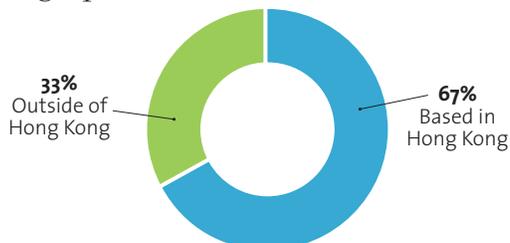
### Participants by Industry

Banking/Finance/Insurance	12%
Industrial Service	12%
Fashion/Garment/Apparel	8%
Manufacturing/Electronics	8%
Aviation	4%
Conglomerate	4%
Education/Training	4%
Food & Nutrition	4%
Non-Profit	4%
Hospitality	4%
Jewellery/Watches	4%
Mining	4%
Construction/Real Estate	4%
Technology	4%
Theme Park	4%
Transportation/Logistics	4%
Other	12%

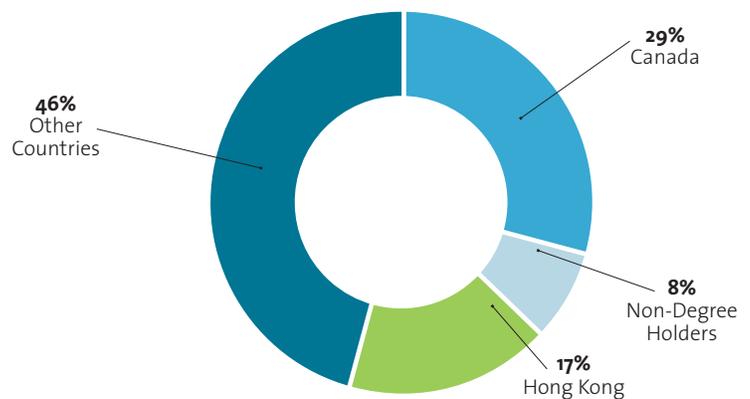
### Participants by Title



### Geographic Base



### Educational Background



# MSc

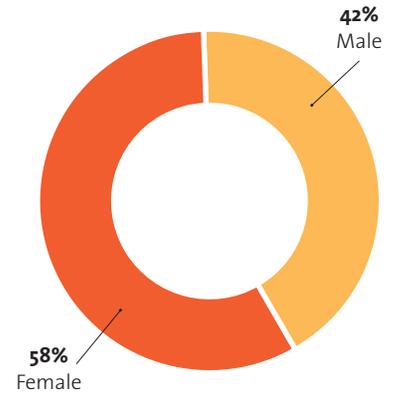
## 2011 Incoming MSc Class Profile

61

PER CENT BORN OUTSIDE OF CANADA

12

DIFFERENT BIRTH COUNTRIES



36

CLASS SIZE

22

LANGUAGES SPOKEN

23

AVERAGE AGE

97

PER CENT OF STUDENTS COMPLETED INTERNATIONAL EXPERIENCE

36

NUMBER OF INCOMING EXCHANGE STUDENTS

### Participating Schools

*Exchange students come from 22 different schools*

The London School of Economics and Political Science

Koç University Graduate School of Business

University of St. Gallen

Stockholm School of Economics

ESADE Business School

National University of Singapore

Graduate School of Management, St. Petersburg State University

NOVA School of Business and Economics

Warsaw School of Economics

Norwegian School of Economics

Rotterdam School of Management, Erasmus University

Università Bocconi

UCD Michael Smurfit Graduate Business School

Corvinus University of Budapest

University of Cologne

HEC Paris

Aalto University School of Economics

Copenhagen Business School

University of Economics, Prague

Louvain School of Management

Vienna University of Economics & Business

The University of Sydney Business School

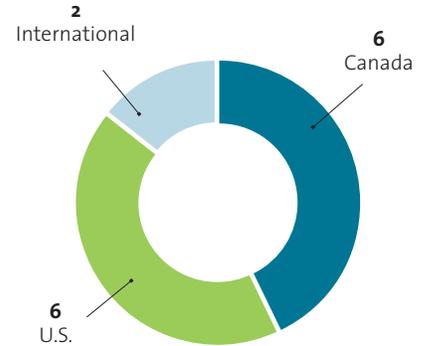
# PhD

## 2011 Incoming PhD Class Profile

63

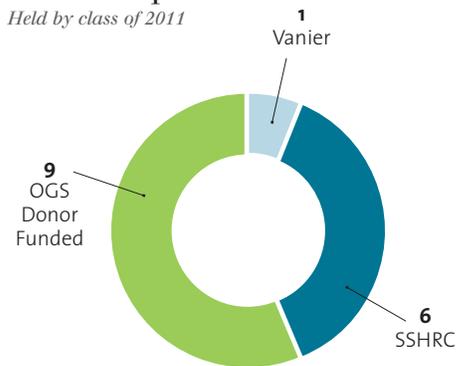
STUDENTS ENROLLED

## Work Placement by Location



## Scholarships

Held by class of 2011



73

PER CENT DOMESTIC

27

PER CENT INTERNATIONAL

55

PER CENT MALE

45

PER CENT FEMALE

49

PER CENT OF PHD CLASS ENROLLED  
IN THE GENERAL MANAGEMENT  
DISCIPLINE GROUP

# Executive Development

## 2011 Executive Development Profile

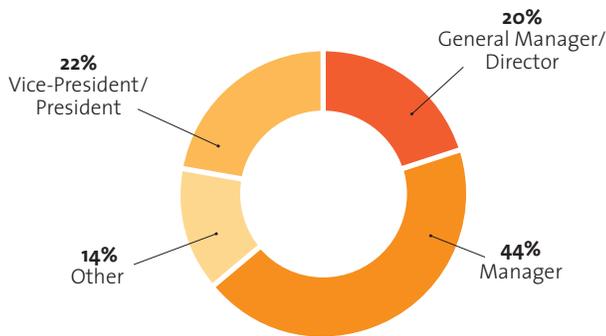
# 583

ORGANIZATIONS PARTICIPATING IN EXECUTIVE DEVELOPMENT PROGRAMS

# 21.6

PER CENT INCREASE OVER LAST YEAR IN THE NUMBER OF ORGANIZATIONS PARTICIPATING IN EXECUTIVE DEVELOPMENT PROGRAMS

### Participants by Title

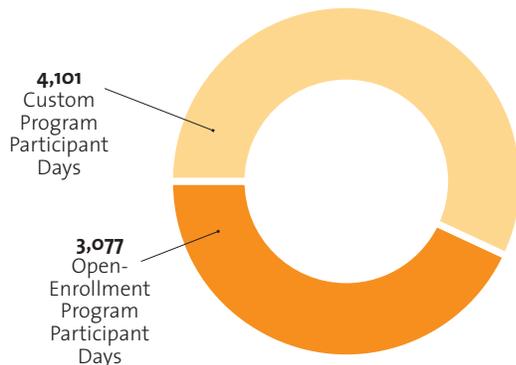


### Participants by Industry

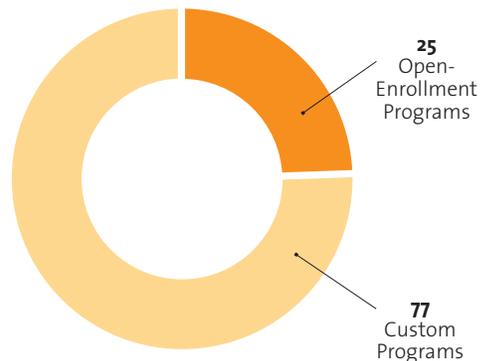
*in Open-Enrollment Programs*

Service	18%	Construction	4%
Manufacturing	17%	Consulting	3%
Financial	13%	Technology	3%
Public	11%	Transportation	3%
Natural Resources	9%	Not-for-Profit	2%
Retail	9%	Pharmaceutical	2%
Utilities	6%		

### Number of Participant Days



### Number of Programs

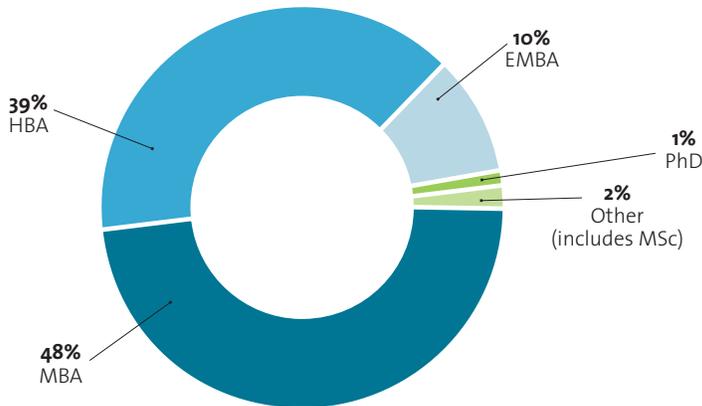


# Alumni

## Alumni around the World



## Degree Breakdown



## Alumni by Industry

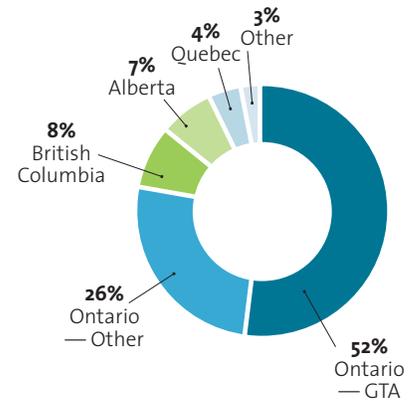
Finance	28%	Real Estate/Property	4%
Consulting	13%	Wholesale/Retail	4%
IT/Telecommunications	9%	Electricity/Gas/Water	3%
Manufacturing	7%	Media/Entertainment	3%
Education	6%	Legal	2%
Consumer Packaged Goods	5%	Marketing/Advertising/PR	2%
Healthcare/Pharmaceuticals	5%	Other	9%

## Alumni Worldwide

Canada	80%
U.S.	10%
International	10%

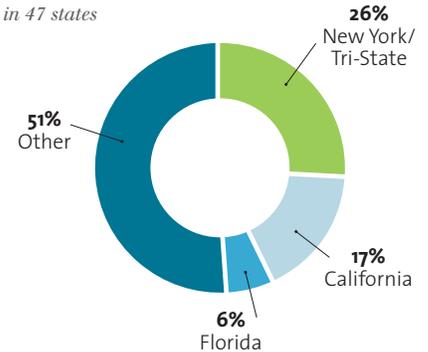
## Canada

in 13 provinces/territories



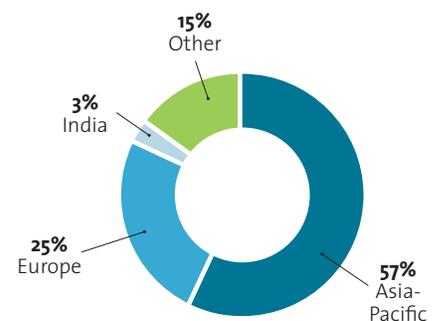
## U.S.

in 47 states



## International

excluding Canada and U.S.



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DISCOVER.CHALLENGE  
TRANSFORM.**LEAD.**CONTRIBUTE  
**BY EXAMPLE.**

*Setting the bar higher. Allowing achievements to speak louder than words. Ivey leaders are in every business, in every walk of life, on every continent...challenging the status quo and leading by example. Here's a brief look at the many accomplishments of alumni, students and professors who were leading by example in 2011.*

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**Eric Mercer, HBA '12 Candidate**, considers future career possibilities with alumnus **Joel McLean, HBA '95, President and CEO, Info-Tech Research Group**, during a career planning event at the School.



# Extraordinary People



*Leadership demands both integrity and humility, says Elizabeth Arden CEO Scott Beattie. He spoke to HBA students about his career journey.*

*Scott Beattie*

**HBA '81, MBA '86  
CHAIRMAN, PRESIDENT & CEO,  
ELIZABETH ARDEN INC.**

Speaking at the 2011 [Richard G. Ivey Speaker Series](#), Beattie told the HBAs that his cross-functional knowledge of business and openness to new opportunities made a transition in careers a natural one. He encouraged the students to follow a similar path.

“Don’t try to manage your career. Let the opportunities blossom as they occur,” he said. “Listen to your heart.”

Among Beattie’s lessons: Consider the global opportunities that business offers you, pursue your interests with tenacity, build your skills and never stop learning. Lead with integrity and humility.

“When you look at companies that fail, it’s not often because of lack of competence, but because of arrogance,” he said. “When you get in front of people you have to behave

with the highest level of integrity. People are always looking at you as a leader.... You need to lead by example.”

Beattie began his business career at Andersen Consulting (now Accenture) and then switched to investment banking with Merrill Lynch. He co-founded Bedford Capital, a leading private equity firm in Toronto, in 1990, and Bedford acquired the company that is now known as Elizabeth Arden, as a private equity investment.

Over the past 20 years, Beattie has grown the company into one of the largest global prestige beauty companies, with more than \$1.4 billion in revenue and with 2,700 people operating in more than 60 countries globally.



*Jodie Whelan is Ivey's first PhD candidate to earn one of Canada's most sought-after scholarships – the Vanier Canada Graduate Scholarship.*

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*Jodie Whelan*  
**PHD CANDIDATE**

Jodie Whelan, who is seeking a PhD in business administration (marketing), has earned the [Vanier Canada Scholarship](#) – one of Canada's most esteemed scholarships – worth \$50,000 per year for three years. She is the first Ivey PhD candidate to receive the extremely competitive scholarship award.

Whelan's work focuses on how being a consumer affects how we behave both while we're shopping and when we're not.

"[Whelan] is looking at what acting and thinking like a consumer means when that spills over into areas where we typically shouldn't be consumers," says June Cotte, Associate Professor and Director of the PhD Program. "She's looking at the implications both for consumers and firms that people can go in and out of roles. We understand roles in other contexts, like professor, wife or mother, but nobody's really looked at a consumer as a kind of role that we might move in and out of."

"The consumer role has many benefits, such as getting good deals, saving money and making the choices that are best for you," Whelan says.

"But if we encounter these cues in other contexts, which is very likely now with so many flyers, commercials and online shopping around, the question becomes: how is it going to affect these other areas of our lives? We think it's a very interesting question because these consumer cues are just everywhere."

The award, and the recognition for her work, has left Whelan speechless.

"You work so hard your entire life, and then suddenly you're not only being recognized for your hard work but the government is saying we value your research and we think you're asking interesting questions, so continue to do what you're doing. It's very motivating."

# Extraordinary People



*Niraj Dawar*

**R.A. BARFORD PROFESSOR IN MARKETING**

In April 2011, Niraj Dawar received the Best Paper Award from the Academy of Marketing at the Corporate Brand, Reputation and Corporate Identity conference held at Oxford University, England.

The paper, “Do Prototypical Brands Facilitate or Impede the Introduction of Novel Extensions?”, co-authored with Frank Goedertier, Maggie Geuens and Bert Weijters of Vlerick Leuven Gent Management School in Belgium, looked at the impact of launching new, innovative products under the umbrella of well-known or prototypical brands that may be anchored in other categories.

“Consumers readily accept novel products from prototypical brands – as long as the brands help reduce customers’ perceived risk about the novel product. It turns out, their trustworthiness compensates for their category-anchoring,” Dawar says.

The award is encouragement that the team should continue to develop this line of inquiry.

“It is recognition from academics who study brands that we have some theoretically interesting findings,” Dawar says.

*Find out more about this research, and other marketing topics, at Niraj Dawar’s blog, [Just Marketing](http://JustMarketing.nothingbutmarketing.blogspot.com), at [nothingbutmarketing.blogspot.com](http://nothingbutmarketing.blogspot.com).*



*Mary Heisz*

**HBA '82, MBA '02  
DIRECTOR, HBA PROGRAM**

Mary Heisz was elected as a Fellow of the Institute of Chartered Accountants (FCA) in July 2011. It is the highest designation the Institute confers.

Fewer than three per cent of chartered accountants have this designation, which recognizes outstanding career achievements as well as service to the community and the profession. Heisz was recognized for her contributions to the School, including securing an accreditation for Ivey from the Institute of Chartered Accountants of Ontario in 2008.

“When I arrived here there were only a handful of students who were interested in pursuing the CA as a career,” says Heisz, who herself is an Ivey HBA and MBA graduate. “We now have all of the courses that are required for the CA, and about 20 per cent of students are going down the CA career path now.”

The recognition by the Institution is having a positive effect on the School, Heisz says.

“We get a lot of questions from secondary school students, and their parents, asking if they can get their CA at Ivey. Having this credential, from a recruiting point of view, is a really good thing for us,” she says.



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*Barbara Stymiest*

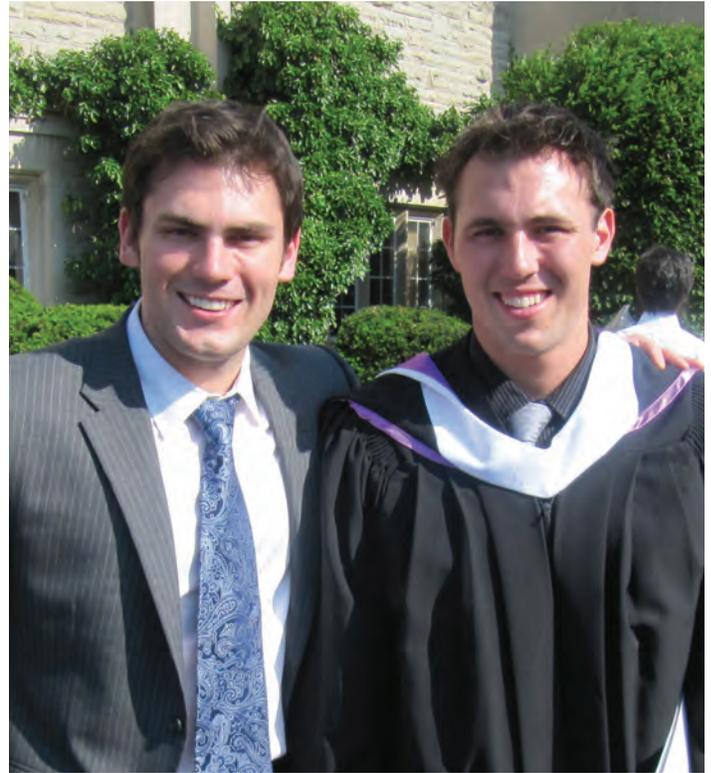
*HBA '78*

In 2011, Barbara Stymiest received an honorary Doctor of Law from Western University. Stymiest, who recently retired from the Royal Bank of Canada (RBC) as the chief operating officer, received the honour at the June 16 morning session of Western's 297th Convocation.

Stymiest, well known for her leadership at Canada's largest corporation, also served in various executive positions throughout her career, including the first female CEO of the Toronto Stock Exchange, which she led through a groundbreaking IPO. She has also served as a member of the Ivey Advisory Board from 2001 to 2004 and has returned to Ivey on many occasions to serve as a volunteer and guest speaker.

In her remarks, Dean Carol Stephenson spoke of Stymiest as a trailblazer for female executives and one who rose through the ranks to become one of the most widely respected bankers in the world.

"She has also been recognized as one of the most dedicated volunteers in the not-for-profit sector in Canada," Stephenson added. "In all she does, she displays an uncanny ability to manage an unfathomable quantity of demands with the utmost quality. That's why she stands here today to be honoured for being an exemplar of leadership, integrity and excellence."



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*Derrick and Kalen Emsley*

*HBA '12 Candidate and HBA '11*

Their first business endeavour, an idea they hatched while still high-school students, today enables large corporations to offset their carbon emissions and preserve the environment through Canada's first agro-forestry project. Now in the midst of starting a second business, Derrick Emsley and his brother, Kalen Emsley, together with Andrew Lenjosek, are helping consumers preserve the environment and look good doing it. Kalen and Andrew, who both graduated from Ivey's HBA program in 2011, and Derrick, now in his second year at Ivey, have now started a clothing company called Ten Tree that sells unique clothing designs for men and women both in-store and online. The premise is simple: Ten Tree will contract to plant 10 trees for every piece of clothing sold.

"The carbon offsetting was a way for large companies to offset their emissions," says Kalen. "We thought that there was really no way for a consumer to do that and get something in return. So we thought, why not try a clothing line?"

Both Derrick and Kalen began their business studies at the Paul J. Hill School of Business at the University of Regina before coming to Ivey. Now the many lessons learned here have served them well in both business ventures.

*Check out [tentree.org](http://tentree.org) or visit [Ten Tree on Facebook](#).*

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DISCOVER.LEAD.CHAL  
VER.CONTRIBUTE.TRA  
TO TOMORROW.

*Our continued success has been built on one principle: giving back. Our alumni understand that their success is founded, in part, on the success of those who graduated before them. That is why our alumni serve as mentors to new graduates, advisors to the School and offer invaluable financial support. Today at Ivey, our past is continuing to enrich our future.*

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**Liz Snelgrove, EMBA '09, Director, EMBA Recruitment and Program Services**, understands the responsibility of leadership includes paving the way for future generations, which include her 12-year-old daughter, **Alexis Cronk**.



# A Message from the Campaign Co-Chairs



Arkadi Kuhlmann, HBA '71, MBA '72, Chairman & CEO, ING DIRECT



Pierre Morrissette, MBA '72, Chairman, President & CEO, Pelmorex Media Inc.



Joe Shlesinger, MBA '86, Managing Director, Callisto Capital LP

## *Stepping up for the next generation.*

The strength of the Ivey network continues to amaze us. When the School publicly launched the [Ivey Campaign for Leadership](#) in 2010, we already had the incredible support of thousands of alumni, including more than 100 donors who had stepped up with gifts of \$100,000 or more. We saw this remarkable momentum continue throughout 2011, and by the end of December, thousands more alumni and friends contributed, bringing us to \$173 million of our \$200 million Campaign goal. Already we have achieved, together, the most successful campaign in Canadian business school history. As alumni, volunteers and donors ourselves, witnessing the power of

the Ivey network reaffirms our own personal investment of time and financial support to the School.

2011 was filled with milestones for Ivey, each of which contributed to the incredible momentum and excitement surrounding the School. We have much to be proud of. Phase One of the beautiful [new Ivey building](#) is complete, which more than 1,000 alumni and guests experienced at [Homecoming](#); Phase Two of construction is well underway; and the School has hired more than 40 new faculty members since the start of the Campaign to support the growth of its degree programs.

We are all stepping up to support a cause we deeply believe in – the Richard Ivey School of Business. Thanks to the vision and passion of our fellow alumni, friends and volunteers, we are in an excellent position to deepen the School's impact on the next generation of business leaders. Momentum is strong and

excitement levels are high as we look toward the successful close of the Campaign in 2013.

It is our sincere pleasure to recognize and thank the individuals, foundations and corporations in the following pages who have chosen to step up for the next generation. We know without hesitation the success of the Campaign relies on the generosity and vision of the entire Ivey network – thank you for continued and unwavering support.

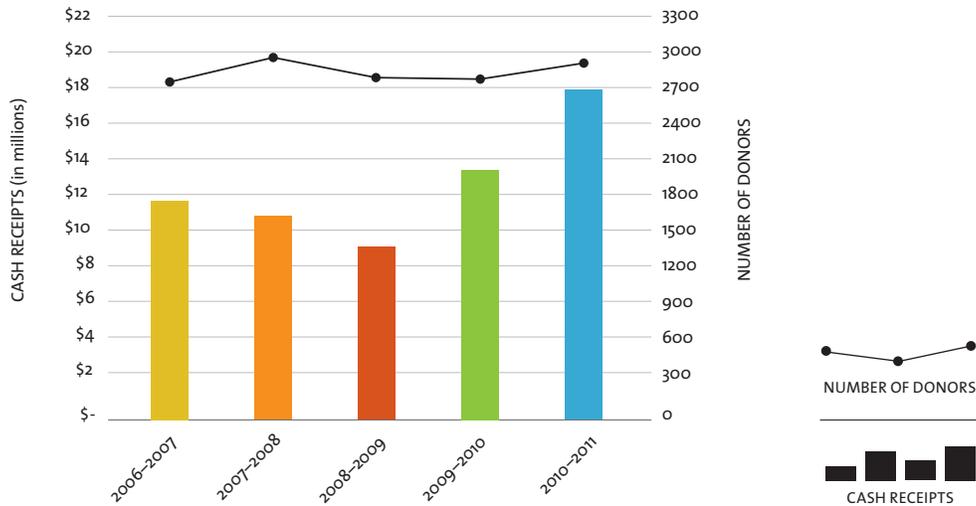
Sincerely,

Arkadi Kuhlmann, HBA '71, MBA '72  
Chairman & CEO, ING DIRECT

Pierre Morrissette, MBA '72  
Chairman, President & CEO, Pelmorex Media Inc.

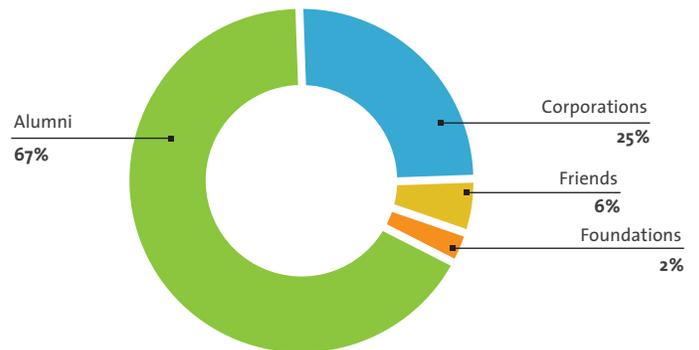
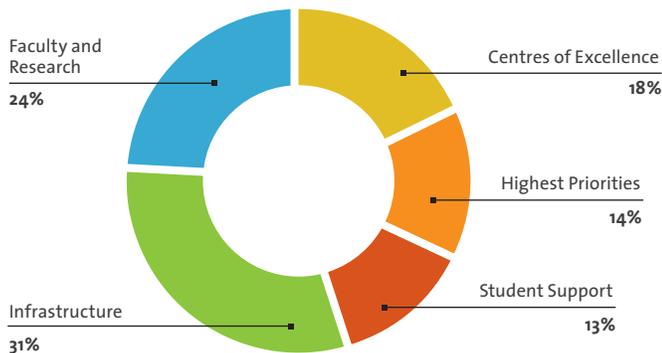
Joe Shlesinger, MBA '86  
Managing Director, Callisto Capital LP

# Investing in the Next Generation



Designation	2011 Receipts (\$)
Centres of Excellence	3,275,760.19
Highest Priorities	2,480,552.41
Student Support	2,262,883.64
Infrastructure	5,546,813.35
Faculty and Research	4,195,382.88
<b>TOTAL</b>	<b>\$17,761,392.47</b>

Source	2011 Receipts (\$)
Alumni	11,877,543.59
Corporations	4,523,512.43
Friends	1,005,924.11
Foundations	354,412.34
<b>TOTAL</b>	<b>\$17,761,392.47</b>



# Operating Budget

<i>Revenue</i>	<i>F2011 (\$000)</i>	<i>%</i>		<i>F2010 (\$000)</i>	<i>%</i>
Enrollment Grant Revenue	9,566	10.9		8,536	10.8
Tuition	47,018	53.7		40,030	50.8
Pre-Business Funding	1,506	1.7		1,788	2.3
Course Fees (Non-Degree Programs)	9,727	11.1		9,357	11.9
Publishing	6,169	7.1		6,300	8.0
Conference Centres	8,138	9.3		7,152	9.1
Donations (Total)	17,760	20.3		13,307	16.9
Less-Endowed & Restricted Donations	(15,901)	-18.2		(10,374)	-13.2
Endowment Interest	884	1.0		769	1.0
Recoveries & Miscellaneous	2,615	3.0		1,884	2.4
<b>TOTAL Revenue</b>	<b>\$87,482</b>	<b>100%</b>		<b>\$78,749</b>	<b>100%</b>

<i>Direct Variable Expenses</i>	<i>F2011 (\$000)</i>	<i>%</i>		<i>F2010 (\$000)</i>	<i>%</i>
Program Accommodation & Meals	7,643	8.7		6,885	8.7
Student & Teaching Materials	4,212	4.8		3,953	5.0
Scholarships	3,226	3.7		2,888	3.7
Receptions	976	1.1		771	1.0
Other	369	0.4		327	0.4
<b>TOTAL Direct Variable Expenses</b>	<b>\$16,426</b>	<b>18.8%</b>		<b>\$14,824</b>	<b>18.8%</b>

<i>Contribution</i>	<i>F2011 (\$000)</i>	<i>%</i>		<i>F2010 (\$000)</i>	<i>%</i>
<b>Contribution</b>	<b>\$71,056</b>	<b>81.2%</b>		<b>\$63,925</b>	<b>81.2%</b>
Direct fixed expenses – schedule	34,990	40.0		29,776	37.8
Administration expenses – schedule	27,019	30.9		24,038	30.5
UWO Services	6,571	7.5		6,571	8.3
<b>Surplus</b>	<b>\$2,476</b>	<b>2.8%</b>		<b>\$3,540</b>	<b>4.5%</b>

# Schedule of Expenses

<i>Direct Fixed Expenses</i>	<i>F2011 (\$000)</i>	<i>%</i>		<i>F2010 (\$000)</i>	<i>%</i>
Faculty Salaries & Benefits	25,323	28.9		21,695	27.5
Faculty Fees	2,595	3.0		2,200	2.8
Utilities	296	0.3		289	0.4
Marketing & Recruiting	4,216	4.8		3,781	4.8
Property, Operations & Maintenance	359	0.4		302	0.4
Research	1,302	1.5		871	1.1
Computer Equipment & Software	779	0.9		609	0.8
Other Direct Fixed Expenses	120	0.1		29	0.0
<b>TOTAL Direct Fixed Expenses</b>	<b>\$34,990</b>	<b>40.0%</b>		<b>\$29,776</b>	<b>37.8%</b>

<i>Administration Expenses</i>	<i>F2011 (\$000)</i>	<i>%</i>		<i>F2010 (\$000)</i>	<i>%</i>
Staff Salaries & Benefits	15,243	17.4		13,331	16.9
Travel	1,318	1.5		1,018	1.3
Amortization	984	1.1		1,115	1.4
Bank Charges & Interest	433	0.5		440	0.6
Rentals/Leases	102	0.1		82	0.1
General Administration	2,139	2.4		1,587	2.0
Mailing	343	0.4		244	0.3
Printing	352	0.4		298	0.4
Telephone	372	0.4		332	0.4
Building Rent	2,381	2.7		2,523	3.2
Building Alterations & Maintenance	842	1.0		540	0.7
Management Fees	422	0.5		335	0.4
Training & Development	284	0.3		110	0.1
Consulting & Professional Fees	1,604	1.8		1,571	2.0
Other	200	0.2		512	0.7
<b>TOTAL Administration Expenses</b>	<b>\$27,019</b>	<b>30.9%</b>		<b>\$24,038</b>	<b>30.5%</b>

# Workplace Wellness Programs



Ivey and Sun Life Financial partner to launch the Sun Life Wellness Institute's inaugural workplace wellness study.

*A pioneering partnership between Ivey and Sun Life Financial is conducting research into the value of workplace wellness programs for Canadian employers. It breaks new ground in how corporations and business schools can work together to solve the pressing issues of Canadian healthcare.*

In May 2011, Sun Life Financial, through its new [Sun Life Wellness Institute](#), awarded a research grant of \$482,000 to Ivey Professors Michael Rouse (principal investigator), Greg Zaric, Charlice Hurst and Sisir Sarma (Schulich School of Medicine, Western University) to undertake a multi-year health and wellness study to better understand the value of workplace wellness programs across the country.

"The Sun Life Wellness Institute is pleased to partner with the Richard Ivey School of Business in groundbreaking Canadian research on the return on investment in workplace health and wellness," said Lori Casselman, Assistant Vice-President, Health and Wellness, Group Benefits, Sun Life Financial Canada. "Through our partnership and research, we are encouraged to be able to bring important insights and evidence to emphasize the rewards of workplace wellness programs and enable Canadian employees to embrace healthier, more active lifestyles."

The partnership is the first major study undertaken by the Sun Life Wellness Institute. Phase One of the two-part research program is a review of Canadian and global literature to see if a return on investment can be determined for companies investing in wellness programs. The impetus for the review was a 2010 Harvard study of U.S. companies that found an ROI of \$3.27 for every \$1 invested in wellness programs. The Harvard work also suggested an increase in productivity,

reduced staff turnover and generally healthier employees, said Michael Rouse, Assistant Professor, Strategy and Organization.

"So given the U.S. numbers, what are the numbers for Canada? Should Canadian companies be investing in wellness programs, particularly in an era of global recession and cost control? We expect to see the same positive outcomes as the U.S. study showed," says Rouse.

The second phase of the research is a three-year study comparing Canadian companies with wellness programs to those that don't have such programs.

"We will be collecting two years' worth of data, and at the end of the two years, we will be in a very good position to calculate the actual ROI for Canadian companies," he adds. Rouse also expects that employees of companies with wellness programs will have made fewer trips to their doctor or to the emergency room, and fewer and shorter trips to the hospital.

"So if that's the case, then there is a huge benefit to Canadian healthcare costs."

"This research wouldn't be possible without a partner like Sun Life," Rouse added. "The results of these studies will help Canadian businesses make informed, evidence-based decisions on workplace wellness. And Sun Life is releasing the data through the Sun Life Wellness Institute so that everyone has access to it. That's just the right thing to do. It just moves the whole field forward."

# Stepping up for the Next Generation



HBA '81 celebrate their 30th reunion. The class raised more than \$1 million in honour of their milestone anniversary.

*Above (L-R):  
Patricia Morrison Gass, David DesLauriers,  
Scott McMeekin, Lisa Colnett, Kathleen Close*

In honour of their 30-year reunion, the HBA Class of '81 came together to show their support for Ivey. In celebration of their milestone, the class raised more than \$1 million in support of the new Ivey building. For doing so, they will have a 78-seat classroom named in their honour.

Their generosity will stand as an example of teamwork and lifelong commitment to future HBA students.

"I thought it would be really cool if we had a classroom in the new school building named for our class," said Lisa Colnett, HBA '81.

"And so I proposed it to the fundraising committee. They thought it was a significant increase over where we were for our 25-year reunion, but they all embraced the goal and away we went."

This is the first time a single reunion class has raised more than \$1 million since the formal

reunion giving program began in 1996. And it's the third time in a row that HBA '81 has set the bar for future reunion classes.

"We have an amazing class, so it was a great feeling when we reached our goal," says Jacqueline Love-Wilson, who, along with husband, Scott, was part of the Class Campaign Committee. "I think our participation rate was close to 50 per cent. It was as much about participation as the absolute dollar amount."

The outstanding accomplishment of the HBA '81 class is a shining example of the strength of the lifelong friendships, commitment to teamwork and generosity that is fostered at Ivey.

"Without exception, everyone in our class has extremely fond memories of what we shared together, and we all believe very strongly in what the School is doing. Forward thinking is demonstrated in all its programs," Love-Wilson says.

## HBA '81 Raises the Bar

*Take a look at these astounding numbers! In an extraordinary show of generosity and teamwork, the HBA Class of 1981 has raised more than \$1 million in support of Ivey's new building.*

2001

*At their 20th Reunion the class raised \$405,943 and established the HBA '81 Award for HBA students.*

**\$405,943**

2006

*At their 25th Reunion they raised \$606,400, once again towards the HBA '81 Award.*

**\$606,400**

2011

*For their 30th Reunion they raised an astounding \$1,022,024 in support of the School's new building.*

**\$1,022,024**

# Boards & Councils

Ivey is fortunate to have the support and counsel of exceptional business leaders. We are proud to list the 2011 members of our many boards and appreciate their passion and commitment, which help propel the School forward.

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 Lesage, MBA '01  
 Thomas & Rosemary Logan  
 LoyaltyOne  
 Maxine MacLure, MBA '80  
 Christine A Magee, HBA '82  
 David L Mayhew, HBA '74  
 Scott McCain

The Late Wallace McCain  
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 Stephanie & Ian McLagan,  
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 Steven N S McMurray, HBA '80  
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 L Jacques Menard, O.C.,  
 MBA '70  
 Maggie & John Mitchell,  
 MBA '78  
 David Montanera,  
 HBA '84, MBA '88  
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 Hugh Morris, HBA '53  
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 MBA '86  
 Guff Muench, MBA '81  
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 J Bruce Pearson, MBA '58  
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 Rothney, HBA '85, MBA '89  
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 Salomon Smith Barney Inc  
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 Michael S Schwenger, HBA '74  
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 & Lara K Witter, MBA '97  
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 Lawrence Tanenbaum  
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 Tembec Inc  
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 Melinda & John Thompson  
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 Toppan Forms (HK) Ltd  
 TorQuest Partners  
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 Mme & M Jean Turmel  
 Wesley R Twiss, MBA '72  
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 Vale  
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 Hoeven, HBA '74  
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 Thomas R B Zeeb, HBA '86

# MBA

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Lawrence Martello

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## MBA 1950

**Ivey Society, Benefactor**  
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## MBA 1952

Richard Carr  
James McGinn

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## MBA 1953

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## MBA 1954

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**Other Annual Fund Contributions**  
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## MBA 1955

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## MBA 1956

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Leslie Ham  
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**George Suart**

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## MBA 1958

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## MBA 1960

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## MBA 1962

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## MBA 1964

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Blake Sherman  
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## MBA 1965

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Sidney Horovitz  
**Kevin Larkin**  
Michael Maher  
A Bruce McDonald  
**Joan E Nolting**  
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**Guy Tourillon**

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## MBA 1966

**45TH REUNION SOCIAL COMMITTEE:**  
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**Terry Trepcarten**  
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Jerome Gendron  
Lawrence Goelman  
Charles Golfman  
Douglas Grant  
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Howard Leigh  
John Tilley

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## MBA 1968

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**Terrence Bedard**

Ronald Browne  
Allan Chartrand

**Michel David**

Jean Elie  
Hugh Goodwillie  
Robert Keller  
**Kerin Lloyd**  
Theodore Metzging  
Peter Seybold  
Robert Simpson  
Yves Trepanier

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## MBA 1969

**Ivey Society, Founders' Circle**

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**Gale & Bill White**

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Shody Chow  
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Douglas Gameroff  
John Malcolm  
David McPhillips

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Peter Rhodes

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## MBA 1971

**TOTAL: \$36,505**  
**PARTICIPATION: 13%**

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Peter Tillich  
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## MBA 1972

**TOTAL: \$52,486**  
**PARTICIPATION: 13%**

**Ivey Society, Founders' Circle**

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Levels*

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Deans' Circle

**\$2,500–\$4,999**  
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**MBA 1982**

**TOTAL: \$88,125**

**PARTICIPATION: 17%**

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Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
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Mike Moroz  
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Andrew Parkes & Bill Parkes  
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**Amos Simpson**

**MBA 1973**

**TOTAL: \$24,810**

**PARTICIPATION: 10%**

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**MBA 1975**

**CLASS AGENT: TONY HORAK**

**TOTAL: \$11,775**

**PARTICIPATION: 11%**

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John Pysklywec  
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**MBA 1977**

**TOTAL: \$11,250**

**PARTICIPATION: 12%**

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Francois Vary  
**Arthur Watson**

**MBA 1979**

**CLASS AGENT: CAMERON  
TURNER**

**TOTAL: \$23,927**

**PARTICIPATION: 8%**

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**Ivey Society, Deans' Circle**

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**MBA 1981**

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Brock, David Browne, Patti  
Bunston-Gunn, Denis Ho  
**FUNDRAISING COMMITTEE:**  
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Richard E Rooney

**TOTAL: \$288,150**

**PARTICIPATION: 14%**

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**MBA 1974**

**TOTAL: \$32,782**

**PARTICIPATION: 12%**

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Contributions**

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**MBA 1976**

**35TH REUNION SOCIAL  
COMMITTEE:**

Elaine Frost, Terry McLeod

**TOTAL: \$40,941**

**PARTICIPATION: 12%**

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Circle**

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Franklin G Jacobs

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Donovan

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Seong Heen Gooi

Terrance W O'Grady

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**MBA 1978**

**TOTAL: \$11,248**

**PARTICIPATION: 10%**

**Ivey Society, Deans' Circle**

Ian Shiu Sai Cheung

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**MBA 1980**

**TOTAL: \$45,310**

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**MBA 1983**

**TOTAL: \$219,059**

**PARTICIPATION: 23%**

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## MBA 1984

**TOTAL: \$63,138**  
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**Peter Waugh**  
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## MBA 1985

**TOTAL: \$46,592**  
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Richard Smith  
**Thomas Trainor**  
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Elliot Wilkinson

## MBA 1986

**25TH REUNION SOCIAL COMMITTEE:**

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Wayde Crawford, Kenneth M  
Frankum, David G Southen  
**FUNDRAISING COMMITTEE:**  
Wayne Adlam, Jean-Charles  
Angers, Philip Hunt, David S  
McCann, Roger J Mortimer,  
Derek Murphy, Joe Shlesinger

**TOTAL: \$243,650**  
**PARTICIPATION: 17%**

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Eric Stevenson  
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**TOTAL: \$96,285**  
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Carmen M Piche  
Ann E Watson

## Other Annual Fund Contributions

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Anonymous  
Anonymous  
Anonymous  
Anonymous  
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Julianne Berger  
Paul Birch  
Christopher Dawson  
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Gerry Fenwick  
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Robert Pendrill  
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Aldo Sylvestre  
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## MBA 1988

**TOTAL: \$64,535**  
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**Tim MacDonald**  
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Christianne Paris

## Other Annual Fund Contributions

Anonymous  
Anonymous  
Steven Beal  
Robert Blair  
**Michael Bolitho**  
Mike Bruce & Lorraine Trotter  
Cathy M Buchanan  
**Kevin H Campbell**  
**Bob M Chown**  
**Christopher Connolly**  
Martin Fafard & Angela Olsen  
Paul Fisher  
Steven Galezowski  
Jay Goldman  
Jon Kerr  
**Diane Moldaver**  
Jane Osoko  
Mary Robertson  
Rob Spence  
**Peter Szoke**  
Gregory P Vitali  
Nancy White

## MBA 1989

**CLASS AGENT: LAURIE  
CAMPBELL**

**TOTAL: \$66,681**  
**PARTICIPATION: 23%**

## Ivey Society, Founders' Circle

**Laurie Campbell**  
Laura & Jon Hantho  
**Ivey Society, Deans' Circle**  
**Steve Dent & Janet Maclaren**

## Ivey Society, Patron

**Linda & William Quinn**

## Ivey Society, Benefactor

Anonymous  
Anonymous  
Roxanne & Mark Behrman  
**Wendy MacKinnon-Keith**  
Denise C MacDonald  
**Bruce Rothney & Lisa Rothney**

## Other Annual Fund Contributions

Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
Anonymous  
**Dr Neil A R Abramson**  
Joshua Albert

Thomas E Birch

## Robert Blais

**Ted Bonertz**  
Ellen Briant & Christopher  
Vyse  
BGen Linda Colwell  
Pierre Desjardins  
David S C Dobell  
**Richard H Dobson**  
Susan Doughty (Little)  
Sheila Duncan  
Eiichi Fukuda  
Robert Gardner  
James Gilliland

## Nicole C Goodfellow

**Alex E Graham**  
Michael J Greenberg  
James Henderson  
**Margot Howard & Peter  
Ballantyne**

Robert Izsak  
Philip T King  
Gregory Kocik

## Robert LaJoie

**Ian Macdonell**  
Gadi Meir  
Laura M Mizzen  
Angela Olsen & Martin Fafard  
Glen Orsak & Margo Hoyt  
Steven E Petersen  
Kurt Ritcey  
Russell Robson  
**Douglas Stirling**  
Carol Trattner  
John Welton  
Jane Zoeger

## MBA 1990

**TOTAL: \$48,514**  
**PARTICIPATION: 17%**

## Ivey Society, Founders' Circle

**William J Jandrisits**  
**Michelle & Patrick Meneley**

## Ivey Society, Deans' Circle

**Paul F Campbell**

## Ivey Society, Benefactor

Anonymous  
Rizwan Ahmad  
Catherine Hampson & Tom  
Flynn  
Lisanne & Jim Rogers  
Suzanne & Kristian Teleki

## Other Annual Fund Contributions

Anonymous  
Anonymous  
Anonymous  
Susan Sarjeant Austin  
Dan Barraclough  
Paul Oliver & Victoria Batters  
Mark W Bishop

*Ivey Society  
Leadership  
Levels*

**\$10,000+**  
Founders' Circle

**\$5,000–\$9,999**  
Deans' Circle

**\$2,500–\$4,999**  
Patron

**\$1,000–\$2,499**  
Benefactor

**\$100–\$999**  
The First Decade  
Society

Steven Burch  
Anoop Chawla  
**Keith Dawson**  
Andrew Forestell  
David Gopalsingh  
Lynn C Gregor  
**Bernard Gutnick**  
Leo J Hall & Susan M Hall  
Robert Hallsworth  
Jim Hatley  
**Timothy Keighley**  
R Greg McKnight  
**John McMillan**  
Paul Noreau  
Marian Plante  
Bruce A Schouten  
Ann Sutton  
**Donna Thompson**  
Phil Toy  
Grant & Theresa Williams

## MBA 1991

### 20TH REUNION SOCIAL COMMITTEE:

J Atha, Paul J Gilbert, Warren B Irwin, Martin Juravsky, Neil Macdonald, Karen A McKay, Jennifer McNaughton, Lisa Porlier, Ian M Sullivan, Mark Whitmore, Sandy Whittall

**FUNDRAISING COMMITTEE:**  
David Cassie, Grant Fraser, Mark Newman, Michael D Rushton, Mark Whitmore, Alan A Wunsche  
**TOTAL: \$166,620**

**PARTICIPATION: 18%**

### **Ivey Society, Founders' Circle**

Gordon Perchthold  
Glenna & Richard Talbot  
Gareth Turner  
**Mark Whitmore**

### **Ivey Society, Patron**

David Cassie

### **Ivey Society, Benefactor**

Rod Foss  
Susan Gamm & Dieter Gamm  
**Mark Newman**  
Lisa Porlier  
Mark Strang  
Francis Joseph Sirdevan  
**Mike Thorfinnson**  
Darrell Wheeler  
**Sandy Whittall**

### **Other Annual Fund Contributions**

J Atha  
Peter Ballon  
**Ross Chafe**  
**Glen Charanduk**  
Philip Eisler  
**Rhonda L English**

Grant Fraser  
James Goodchild  
Stephen Legler  
Ann Lumsden  
Brad Maheu  
**Howard Mains**  
Dev Manohar-Maharaj  
Keith Matthews  
John McCready  
Deborah McCutcheon  
Jennifer McNaughton  
Colleen Mooney  
Bridget Nevado  
Robert Presser  
Douglas Purcell  
**Ronald P Reinders**  
Byron Roth  
Linda & Jamie Sawchuk  
William Shapiro  
Kelly Smith  
Trish Sullivan  
**Amos Tin**  
Alain Wan  
**Jeff Weiss**  
James Welch

## MBA 1992

**TOTAL: \$37,435**

**PARTICIPATION: 14%**

### **Ivey Society, Founders' Circle**

Asiff Hirji

### **Ivey Society, Deans' Circle**

Margot Thom

### **Ivey Society, Patron**

Kathryn Mayne  
Jacqueline & Joseph Nemeth

### **Ivey Society, Benefactor**

**Alicia & Tony Cestra**  
Tom Flynn & Catherine Hampson

Chris Hibberd

Bill Jack

### **Fraser Johnson**

Judy & Steve Meston  
Douglas Ogilvy  
Karen J Taylor  
Susan Witteveen & Dan McClure

### **Other Annual Fund Contributions**

Anonymous  
Jeffrey Bell  
Gordon Cameron  
Brian & Lynn Campbell  
Eddie Castelletto  
Jason B Chrein  
Kathryn Cronin (Montgomery)  
Rob Cunningham  
Julie E Hamel  
Scott Hilborn  
**Michael Hill**

Dave McNeil  
**Patricia M Meehan**  
Sylvain Pelletier  
**Cathy L Pin**  
Michael Rodgers  
Wilma Sung Kong  
Tony Valle

## MBA 1993

**CLASS AGENT: SARAH MORGENSTERN**

**TOTAL: \$141,518**

**PARTICIPATION: 16%**

### **Ivey Society, Founders' Circle**

Anonymous

**Todd Hargarten & Sarah Morgenstern**

### **Ivey Society, Patron**

**Kim M P Cook**  
Richard Stephenson

### **Ivey Society, Benefactor**

Anonymous  
Brian D'Costa  
J Christopher Donald

**David Dundas**

Wayne Kozun  
Darren R Marshall  
Lani C Martin

**Pierre Pacarar**

**Robert T Pemberton**

Walter Romaniuk

**John Sinclair**

### **Other Annual Fund Contributions**

Anonymous  
**Paul Blaha & Laurel Deplaedt Michel Bruyere**

Katherine Burns

**Dan & Karen Condon**

Barry Dennis

Nick Evans

W Robert Gulbranson

**Andrew W Herrmann**

Margo Hoyt & Glen Orsak

Vidya Iyer

Vishal Jain

**Kathy Kalafatides**

Colleen Keane

Bruce Keating

Brian May

**Martin McCambridge**

Ann McDowall

John McLeod

Daniel McMullen

**Jeff Meyer**

Wes Pringle

Daniel M Steinberg

Robert Symmons

Peter Tagliamonte

**Dennis Tze**

## MBA 1994

**CLASS AGENT: SERGEI TCHETVERTNYKH**

**TOTAL: \$23,863**

**PARTICIPATION: 13%**

### **Ivey Society, Founders' Circle**

**Olga & Sergei Tchertvertnykh**

### **Ivey Society, Benefactor**

Anonymous  
**Andrew J Abbott**  
**Mark Barber**  
Dagmara Fijalkowski & Robert Fijalkowski  
William Pang  
**Chet Woon**  
Ben A Yu

### **Other Annual Fund Contributions**

Anonymous  
Marilyn & Terry Ablett  
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Martin P Catellier  
Amitabh Chaudhary

**Clare W Cheng**

Lindsay Dodd

**Deepak Khandelwal**

Jeremy King

John Koyanagi

Melinda Lehman

Eric Martin

Gregory Martin

**Michael McMurray**

**Andrew L Nelson**

**T John Rideout**

Parag Saigaonkar

Juliane Schaible

Dirk Schrader & Martha Schrader

Suzanne Sherif

**Peter Strickland**

**Steve Suarez & Michelle Alain**

**Bryan Tatoff**

Jackson von der Ohe

## MBA 1995

**TOTAL: \$22,192**

**PARTICIPATION: 10%**

### **Ivey Society, Founders' Circle**

The Hopper Family

### **Ivey Society, Deans' Circle**

Greg & Tracy Guatto

### **Ivey Society, Benefactor**

Alexa Nick  
Doug Pollard  
Joseph Quarin  
**Bradley Radin**

### **Other Annual Fund Contributions**

Esther Benzie & Mark Phillips  
Mark Brown  
Jim Foote  
**Dean Herback**  
**Todd Hutchings**  
Sarah Innes  
Vikram Karvat  
Jay Larock  
Hilda Lau  
Edward R T Lawson  
Gary Nevison  
Nicole Paquin  
**Athena Pasqualoni**  
Ronny Steinberg  
Linda Verth

## MBA 1996

### 15TH REUNION SOCIAL & FUNDRAISING COMMITTEE:

Michael Bernstein, Glenn Cockburn, Nan DasGupta, Trish MacPherson, Daniel Magyar, Greg McLean, Gail Rodwell-Simon  
**TOTAL: \$195,533**

**PARTICIPATION: 14%**

### **Ivey Society, Founders' Circle**

**Nan DasGupta & Michael Bernstein**  
Mark Wellings

### **Ivey Society, Patron**

**Stephen H E Murphy**

### **Ivey Society, Benefactor**

Daniel S Golberg

Dominique Hansen

Mark Hoogeveen

Christopher A Lane

John F McCartney

**Greg McLean**

Daniel J Nowlan

John Sterling

### **Other Annual Fund Contributions**

Anonymous  
Ted Aslanidis  
John Cape  
Glenn Cockburn  
Erik Erdell  
Stephanie Galloway  
David Iggy Iwasiewicz  
Mark Kopytek  
Daniel Magyar  
Marie-Josée Martineau  
Scott McCulloch  
Gaston Pelletier  
Gail Rodwell-Simon  
Brian Tafler  
Ann-Margaret Tait

## MBA 1997

**CLASS AGENT: STEVE DUMANSKI**

**TOTAL: \$30,809**

**PARTICIPATION: 11%**

### **Ivey Society, Deans' Circle**

Hugh D Babowal

**Anthony Ostler**

### **Ivey Society, Patron**

David J Pennington  
Curt Sigfstead & Lara K Witter  
Tak Yu Trevor Tam

### **Ivey Society, Benefactor**

Steve Dumanski  
Dan McClure & Susan Witteveen

Philip F D Moorcroft

George Nast

### **Other Annual Fund Contributions**

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**Mark D Applebaum**

Roger Berthelot

James A Black

Don Chung

**Geoffrey Colter**

Karen Green (Wellen)

**Yoshihisa Hashimoto**

Hilary Jacob

Scott McRorie

**Ian S Orfanides**

Thomas G Philpott

**Jason Steinberg**

Michael & Angela Switt

Sylvie & Joel Thompson

## MBA 1998

**CLASS AGENT: JERRY WHITE**

**TOTAL: \$27,675**

**PARTICIPATION: 11%**

### **Ivey Society, Founders' Circle**

John Shannon

### **Ivey Society, Patron**

Lara K Witter & Curt Sigfstead

### **Ivey Society, Benefactor**

Stephen Bertrand  
**Charles A Gadalla**

**Emma Loewen & Brett Undershute**

**Erin Sorhaug & Jan Sorhaug**

### **Other Annual Fund Contributions**

Simon Adell  
Tim Benson & Suzanne Spragge  
**Sean Cameron**  
**Marie-Anne Desjardins**  
**Brett V Flint**  
Carolyn Hobbs  
Pyarali Jamal

# MBA & MSc

In recognition of their loyal support, donors who have supported the School for five or more consecutive years are listed in bold.

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**Tim Logie**  
Chris Lynch  
Eric Matusiak  
Chantal Miklosi  
Carlos A Ortega  
William D Robertson  
**Andrew Romocki**  
Tal Vilenski  
Helen Wang  
Glen Webster  
Jerrold White  
Steven Wilson  
James R Witmer

## MBA 1999

**CLASS AGENTS: TIM GRIGG, DARREN ROUGH**

**TOTAL: \$12,700**  
**PARTICIPATION: 5%**

**Ivey Society, Benefactor**  
Jeff White & Joanne Dolfato

**Michael Flood**  
Jamie G Gallant  
Mark Lerohl  
Darren Rough  
**Brett Underhute & Emma Loewen**  
Shon Wilkie

**Other Annual Fund Contributions**  
Bill Anderson  
Doug Duimering  
David Eason  
**Andrew Fletcher & Family**  
Mike Rumsey  
**Gordon V Sandford**  
Jeem Sirivar  
Peter Smith  
Robert Weiss

## MBA 2000

**CLASS AGENT: ALLAN BUITENDAG**

**TOTAL: \$6,209**  
**PARTICIPATION: 6%**

**Ivey Society, Benefactor**  
Joanna Ng

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Anonymous  
Lorraine Bender  
**Shakeel Bharmal**  
Artem Borounkov  
Michael Brock  
Benoit Cantin  
Andy Crysedale  
**Jeffrey Groves**

Catherine Jarmain  
Trevor Lam  
**Tara Landes**  
Robb McNaughton  
Roma Minenko  
**Patrick R Mitchell**  
Steven T Nevard  
Sarah Shang  
**Brian J Sinclair**  
**Athena A Skagos**  
**Scott Spencer**  
Victoria L Young

## MBA 2001

**10TH REUNION SOCIAL COMMITTEE:**

Ginger Butler, Dennis Dussin, T M Hamza, Peter Kalen, Craig McKean, Len Nanjad, Mark Roberts

**FUNDRAISING COMMITTEE:**  
Peter Busse, Colin Edwards, Frederic Lesage, Lachlan MacQuarrie

**TOTAL: \$44,448**  
**PARTICIPATION: 13%**

**Ivey Society, Deans' Circle**  
Anne McMaster & Frederic Lesage

**Ivey Society, Patron**  
Kevin Williams

**Ivey Society, Benefactor**  
Rohit Bhapkar  
Colin Edwards  
Dan Eisner  
Jason Green  
**Melissa Holland**  
Samuel Leung  
Len Nanjad

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Anonymous  
Anonymous  
Muhammad Amir  
Ed Boose & Sandra Bolton  
Charles Bougie  
**Peter Busse**  
Gonzalo Corrales Medina  
Triina & Chris Forbell  
**Xinyi Gu**  
Christopher Gulliford  
Ellen R Jarmain  
**Marc Kaipio**  
**Peter Kalen**  
Joyce Lafleur  
**Lachlan MacQuarrie**  
Jason Menard  
Andrew Pettit  
Paula J Puddy

Mark Roberts  
James Sikora  
**Janine White**  
Gillian Whitebread  
Jeffrey Wu  
Andrea Young

## MBA 2002

**CLASS AGENT: ROBYN HOCHGLAUBE**

**TOTAL: \$9,639**  
**PARTICIPATION: 6%**

**Ivey Society, Deans' Circle**  
Staffen Family

**Ivey Society, Benefactor**  
Anonymous

Dilprit Grewal  
Alan Marr  
Nicole T (Piscione) Musicco

**Ivey Society, The First Decade Society**  
Michael Quinn

**Other Annual Fund Contributions**

Kathryn Archer & Sam Ramadori  
Todd Armstrong  
**Jean-Pierre Boudrias**  
Sean Brady  
Irina Brinza  
J Mark Cameron  
Jennifer Fraser  
Mustafa Husain  
Deland Jessop  
**Catherine Jian**  
Mary Ann Lew  
Yong Liu  
David Murray  
Jie Qi  
Paul Skippen  
Jeff Smith  
Gino Yearwood  
John Zhang

## MBA 2003

**CLASS AGENT: RAJ AGGARWAL**

**TOTAL: \$8,368**  
**PARTICIPATION: 6%**

**Ivey Society, Benefactor**  
Bogdan Comanita

Hratch Manavian  
**Eliza O'Neil**

**Ivey Society, The First Decade Society**  
Peter Sang Ng

**Other Annual Fund Contributions**

Brian Balkwill  
Michael Berkson  
Dinesh Chaudhari  
Wah-Kit Cho

Meghan Clarke  
Sonal N Doshi  
**Leonard Firkus**  
Stephen Fitzpatrick  
Christopher Godwaldt  
Colin Gorling  
Robert Jaques  
Jean-Philippe Leblanc

Spencer Low  
James MacDonald  
Mark Manley & Ainslie Simmonds  
Stephen Martin  
Jonathan McDooling

**David Nash**  
Stephen Parkhill

Jay Perry  
Benjamin Rodney  
Elan Satov  
Elliot Scherer  
Jason Steel

**Victoria J Sweeney**  
Paul Szabunio  
Lisa Zhao  
Jerri Zheng

## MBA 2004

**TOTAL: \$10,660**  
**PARTICIPATION: 7%**

**Ivey Society, Benefactor**  
Daniel Barnholden

Larissa Chaikowsky  
Steven Hansen  
Joseph J Lo  
Sean Naylen

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Anonymous  
Daniel Bar-Dayan  
Hilary & Glen Barisoff  
David Barrett  
Daniel Benoit

**Stefan P Bortolussi**

Sean Chaudhry  
Daniel Freiheit  
Susana Garcia  
**Rishi Gautam**  
Viola Hoo  
Edwin Lee  
Chris Lumley  
Jared Lundy

Sara McCormick  
Lee Merovitz  
Dr Leslie Mitchner  
Christopher Pearson  
Jenny Perez

**Steven Ridgeway**  
Richard Roberts  
Adam Rosenfeld

Dan Shadd  
Elaine Shiu  
Matthew Simpson  
Andrew Smith  
Colin Stairs  
Benjamin Tan  
George Yan  
Paul Zhang

## MBA 2005

**CLASS AGENTS: LISA CLEARY, DAN ROWE**

**TOTAL: \$8,238**  
**PARTICIPATION: 10%**

**Ivey Society, Benefactor**  
Mike McKenna

**Ivey Society, The First Decade Society**

Lora & Dylan Hardy  
Andrew Kennedy & Duska Kennedy

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Bren Baldock  
**Jared Bettridge**  
Sam Blaichman  
Mike Brydson  
Jasper Chan

**Kyle Chow**  
Cara Cole

**Prakash David**  
Adam Dean

Greg Grant  
Matthew Hall  
G Harris

**Mark Healy**  
Omar Kettani  
Robert & Amanda Levine  
Alex Li

Christopher Madan  
Andre Mousseau  
Marc Pavlopoulos  
Becky Perez

Lisa & Paul Reid  
Dan Rowe  
Robert Scobie  
Grant Sernick  
Greg Stewart  
Stephanie Taylor Coughlin  
Sharon Telem

Joe Thacker  
Agata Urbanowicz  
**Gregory Worsnop**  
Daryn Wyllie  
Golnaz Yekrangian

## MBA 2006

**5TH REUNION SOCIAL COMMITTEE:**

Clare Aker, Colin McDougall

**FUNDRAISING COMMITTEE:**  
Clare Aker, Lisa Dymond, Natalie Edwards, Colin McDougall

**TOTAL: \$8,065**  
**PARTICIPATION: 10%**

**Ivey Society, The First Decade Society**

Christie Love  
Shane O'Farrell  
Kenric S Tyghe

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Clare Aker  
Salman Ali  
David Bassin

Roger Chang  
Trevor Davison

**Lisa Dymond (Wiens)**  
Natalie Edwards

Lisa Ellis  
Chris Guillon  
Min He  
Xiao Luo

Delia QiaoDi Pan  
Paula Schutz  
Carlos Vicens  
John Wallis  
Chen Yang

## MBA 2007

**TOTAL: \$7,214**  
**PARTICIPATION: 6%**

**Ivey Society, Benefactor**  
Wei Li

**Darwin Smith**

**Ivey Society, The First Decade Society**

Michael Liebrock  
Michael Lu  
Krista Schiestel  
Vijay Viswanathan

**Other Annual Fund Contributions**

Anonymous  
Anonymous  
Anonymous  
Anonymous  
Ryan Bell  
Efreem Berman  
David Callum  
Yingdong Chen  
Gina Chong  
Prashant Dube  
Brent Hutzal

---

*Ivey Society  
Leadership  
Levels*

**\$10,000+**  
Founders' Circle

**\$5,000–\$9,999**  
Deans' Circle

**\$2,500–\$4,999**  
Patron

---

**\$1,000–\$2,499**  
Benefactor

**\$100–\$999**  
The First Decade  
Society

Keun Ho Lee  
Raveena Maheshwari  
Alexander Markin  
Nadia Montecalvo  
Ilana Valo & Dr Josh Silvertown  
Jeff Switzer  
Raghu Viswanathan  
Jun Wang  
Eva Wen  
Donna W X Zhang

Imad Harb  
William Hooper  
David Jagodzinski  
Matthew John  
Rami Kar  
Kate Lawrence  
Tom Maryniarczyk  
Dr Joseph Mocanu  
Charles Newton Price  
Louis-Philippe Patry  
Karthik Ramakrishnan  
Senay Redda  
Tony Rizzi  
Siddharth Samartha  
Chander Sehgal  
Ashish Vashisht  
Sanjju Zhu

Allison Price  
Omar Qutub  
Lisa Ruigrok  
Yuan Shi  
Jonathan Smithson  
Shanti Suppiah  
Andre Tilban-Rios  
Peter Walker  
Susan Wiens  
Stuart Wilson  
Fraser Wiswell  
Diana Wong  
Karen Yang  
Todd Zeligman

**Other Annual Fund  
Contributions**  
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John (Qiang) Cao  
Kamna Mirchandani

**Other Annual Fund  
Contributions**  
Tiffany Chung  
Victor Diab  
Michael Forcht  
Daniel Giacinti  
Neha Khera  
Jennifer Lomax

---

## MBA 2012

**Ivey Society, Founders'  
Circle**  
David Wood

**Other Annual Fund  
Contributions**  
Alex McMurray

---

## MSc 2011

**Ivey Society, The First  
Decade Society**  
Anonymous  
John-Jeffrey Laxton

**Other Annual Fund  
Contributions**  
Tarek Amin

Mihaela Chira  
Ioannis (John) Diogenous  
Kevin Doodnath  
Weiwei Feng  
Samantha Gin  
Mobeen Hassan  
Timothy Huijts  
Fatima Imtiaz  
Anurag Kamat  
Adam Kauppi  
Kuan Lee  
Amanpreet Makkar  
Mudasir Marfatia  
Francis Matlary  
Sherisse McLaughlin  
Arjun Mohan  
Soubhagya Mohanty  
Adrian Pfammatter  
Cheng Qian  
Rebecca Risberg  
Xue Rui  
Na Shi  
Benjamin Simsa  
Mikko Tala  
Bushra Tobah  
Zixin Zhang

---

## MBA 2008

**CLASS AGENTS: ANUJ  
CHANDARANA, IRFAN DAYA,  
TREVOR HAND, LYNDSEY  
PASSMORE**

**TOTAL: \$4,752**  
**PARTICIPATION: 6%**

**Ivey Society, Benefactor**  
Anonymous

**Ivey Society, The First  
Decade Society**

Michael Hornby-Smith  
Aaron Minocha  
Jennifer Mitchell  
George N Nikopoulos  
Sameer Panjwani  
Stephen Stewart

**Other Annual Fund  
Contributions**

Colin Bogar  
Blair Fraser  
Michelle Grech  
Andrew Haigh  
Trevor Hand  
Matthew Irwin  
Eric Kung  
Matthew LeQuelenec  
Jean-François Letarte  
Carlo Roque  
Saqib Syed

---

## MBA 2009

**CLASS AGENT: CHRIS LAU**  
**TOTAL: \$9,290**  
**PARTICIPATION: 11%**

**Ivey Society, The First  
Decade Society**

Anonymous  
Mukul Ahuja  
David Atkinson  
James Biggar  
Selena Billesberger  
Diana Caldana  
Kevin Callahan  
Dr Jeffrey Cao  
Laurence Chiu  
Karen Ying Fang  
Patrick Farrell  
Naser Farzan  
Christopher Green

**Other Annual Fund  
Contributions**

Karen Cheung  
Scott Gryba  
Shafeen Mawani

---

## MBA 2010

**TOTAL: \$8,880**  
**PARTICIPATION: 17%**

**Ivey Society, The First  
Decade Society**

Anonymous  
Sunil Acharya  
Andrea Adams  
Elizabeth Anton  
Layth Ashoo  
Kristine Beese  
Adam Bortolussi  
Jared Breski  
Joshua Chandler  
Ani Chudasama  
Beth Cole  
Katie Daly  
Patrick Davis  
Kyle D'Silva  
Clayton Feick  
Derrick Fournier  
Michael Geith  
Vanja Gorazi  
Ryan Goren  
Sanam Hadavi  
Dillon Johnson  
Jamie Kasprovicz  
Mrinali Kaul  
Adir Koschitzky  
Jyotsna Krishan  
Juan Lastra  
Pema Lhalungpa  
Deborah A M Lucas  
Peter MacEwen  
Maheen Memon  
Vincent Mok  
Nathan Pfrimmer

---

## MBA 2011

**CLASS AGENT: CYRUS ZAHEDI**  
**TOTAL: \$6,438**  
**PARTICIPATION: 12%**

**Ivey Society, The First  
Decade Society**

Karime Abdel-Hay  
Jonathan Batson  
Neha Bhasin  
Arvind Chahal  
Heslie Chua  
Kristen Cornell  
Diana Di Luca  
Razy Farook  
Daniel Giacinti  
Robin Guron  
Stephanie Ho  
Rebecca Hogan  
Rachael Ibey  
Grant Isaac  
Erich L Isopp  
James Larsen  
Ed Lee  
Wah-Seng Lim  
Katie Anne MacInnis  
Daniel Moro  
Maria Perekotiy  
Michael Pooley  
Christopher D Richard  
Jennie Rittberg  
Dima Saghir  
Jonathan Scarlett  
Sutirtha Sengupta  
Oli Small  
Andrea Sum  
Joseph Tai  
Paul von Martels  
Andrew Webster  
Caleb Yong  
Ahmed Yousef

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---

## EMBA 1993

**Ivey Society, Benefactor**  
Tom Greco

**Other Annual Fund Contributions**  
Anonymous

**Charlotte S Ip**  
John Clark Sloan  
Clarke Walker

---

## EMBA 1994

**Ivey Society, Founders' Circle**

**Janet De Silva**

**Other Annual Fund Contributions**  
**Janet Heisey**  
Gary Krikler

---

## EMBA 1995

Anonymous  
Pamela Stevenson  
Jim Zoras

---

## EMBA 1996

David Craig  
Gino Trigiani

---

## EMBA 1997

**Ivey Society, Founders' Circle**  
**Lana & Tim Hockey**

**Ivey Society, Benefactor**  
Claire Duboc  
**David C Edwards**

**Other Annual Fund Contributions**  
Peter Inman  
Paul Lott  
**Beth Shaw**

---

## EMBA 1998

Anonymous  
Blaine Dalby  
Derek Gould  
Rick Hartmann  
Francesco J Miscio  
Dariusz Piotrowski

---

---

## EMBA 1999

**Ivey Society, Patron**  
Luc Vanneste

**Other Annual Fund Contributions**  
Gordon Albini  
Michael Anibaldi

---

## EMBA 2000

**Perry Lea**

**Patricia S T Ling & Chun P Ling**

John S MacCharles  
Brian McGregor  
David Newall  
Agako Nouch  
Frank Sartor

---

## EMBA 2001

**Ivey Society, Deans' Circle**  
Judy Fairburn

**Ivey Society, Benefactor**  
Bradley Erasmus (HK)

**Other Annual Fund Contributions**  
Michael Costa  
Alan Uffelmann

---

## EMBA 2002

**Ivey Society, Benefactor**  
Dan Vickery  
Joseph Yu (HK)

**Other Annual Fund Contributions**  
**Lesley Bell**  
Harvey Naglie

---

## EMBA 2003

**Ivey Society, Patron**  
Michael & Irene Fong (HK)

**Ivey Society, Benefactor**  
John Chettleburgh

**Other Annual Fund Contributions**  
Anonymous  
Joaquim Balles  
Claudio De Vincenzo  
David Marshall  
**John Mountain**  
James Ramsay  
Paul Redmond

---

---

## EMBA 2004

**Ivey Society, Deans' Circle**  
Linda & Clay Ullrich

**Ivey Society, Patron**  
**Pau Kit Kwan (HK)**

**Other Annual Fund Contributions**  
John P Andrews  
Christopher Emery  
Sandeep Grewal  
Lori Kirkpatrick  
Craig Pattinson  
Daniel Sin

---

## EMBA 2005

**Ivey Society, Benefactor**  
Virginia Sanchez (HK)

**Other Annual Fund Contributions**

Mike Atkinson  
Michael Jack  
Marc Lacoursiere  
Michael Sparling  
Timothy Stanley  
Ping Yan

---

## EMBA 2006

**Ivey Society, Patron**  
Stanley Luk (HK)

**Ivey Society, The First Decade Society**  
Peter Caldwell

**Other Annual Fund Contributions**  
Andrew Bartley  
Harsch Khandelwal  
Samuel Nisbett

---

## EMBA 2007

**Ivey Society, Benefactor**  
Vince Cascone

**Ivey Society, The First Decade Society**  
Nina Layla Chadha

**Other Annual Fund Contributions**  
Stephen Bolton  
Joan Dal Bianco  
Ryan Rodrigues

---

---

## EMBA 2008

**Ivey Society, Benefactor**  
Michael Foran  
Norman Si Pang Ng (HK)

**Ivey Society, The First Decade Society**  
Anonymous  
John Pappas

**Other Annual Fund Contributions**  
Anonymous

Victor Adesanya  
Edgar Barragan  
Edward Glavina  
Michael Jolliffe  
Stephen Weishar  
Jeffrey Wu

---

## EMBA 2009

**Ivey Society, Patron**  
Hugh McMullan

**Ivey Society, The First Decade Society**  
Andrew Bass

Mark Hancock  
Kazuhito Kobayashi  
Bruce Reid

**Other Annual Fund Contributions**

John Fleet  
Fariba Rawhani  
Jimmy Wang

---

## EMBA 2010

**Ivey Society, Benefactor**  
Lynda & Russ Bruch

**Ivey Society, The First Decade Society**  
Michael Chisholm  
Lawrence Tomlin

**Other Annual Fund Contributions**  
Heather Wicken

---

---

## EMBA 2011

**Ivey Society, The First Decade Society**

Anonymous

---

## EMBA 2012

**Ivey Society, The First Decade Society**  
Kevan O'Leary

---

## VEMBA 1997

**Ivey Society, Benefactor**  
Barry L Wilks

---

## VEMBA 1998

**Ivey Society, Patron**  
**Leslie Stephenson**

**Other Annual Fund Contributions**

Blaine Dalby  
David McElhanney  
Nagib Premji  
**David Rankin**  
Leslee Thompson

---

## VEMBA 1999

**Ivey Society, Benefactor**  
**Frederick Swaine**

**Other Annual Fund Contributions**

Jacques Blais  
**James Cunningham**  
Susan Hollingshead  
Claude Lariviere  
Kathy Munro  
Patricia L Sproat

---

## VEMBA 2000

**Ivey Society, Benefactor**  
Suzanne Gouin

**Other Annual Fund Contributions**

Anonymous  
Richard Quesnel

---

## VEMBA 2001

**Ivey Society, Deans' Circle**  
Judy Fairburn

**Other Annual Fund Contributions**  
Robert A Baker

---

## VEMBA 2002

**Ivey Society, Benefactor**  
Marvin Holmen

**Other Annual Fund Contributions**

D P Airey

---

# HBA

In recognition of their loyal support, donors who have supported the School for five or more consecutive years are listed in bold.

---

## HBA 1945

Lawrence Martello

---

## HBA 1946

**65TH REUNION SOCIAL COMMITTEE:**

**G R (Bob) Blake**  
Herbert Ballantyne  
**G R (Bob) Blake**  
Carl Woodward

---

## HBA 1947

**Ivey Society, Founders' Circle**

Dr Richard M Ivey

**Other Annual Fund Contributions**  
Robert Beacom

---

## HBA 1949

**Mack Chrysler**  
Stewart Cornell

---

## HBA 1950

**Ivey Society, Benefactor**  
Richard Sharpe

**Other Annual Fund Contributions**  
Kenneth Belbeck

---

## HBA 1951

**60TH REUNION SOCIAL COMMITTEE:**

Robert A Purdom

**Ivey Society, Founders' Circle**

The Late Samuel W McCoy

**Ivey Society, Benefactor**  
Fred Bradley

**Jean & Ken Harrigan**  
Herbert Stein

**Other Annual Fund Contributions**

Donald Copland  
Edward Milliken

---

## HBA 1952

Donald Blanchard  
Donald Gibson  
William Louth

---

## HBA 1953

**Ivey Society, Founders' Circle**

Colin L Hubling  
Robert Hubling

**Ivey Society, Deans' Circle**  
Cameron Calder

**Ivey Society, Benefactor**  
Margaret & Jim Fleck

Douglas Heagle  
Hugh Morris

**Other Annual Fund Contributions**

Michael Ashton  
Roger Doe  
Robert Power

---

## HBA 1954

**Ivey Society, Benefactor**  
Paul Murray

**Other Annual Fund Contributions**

William Evans  
John Johnston

Douglas Page  
David Poore

Alan Querney  
Ronald Ray

Frank W Rowden  
Richard Tafel

---

## HBA 1955

**Ivey Society, Benefactor**  
Bruce Deans

Hon Donald R Getty

**Other Annual Fund Contributions**

Anonymous  
Robert Hendry  
Lucien Pare

---

## HBA 1956

**55TH REUNION SOCIAL COMMITTEE:**

John E Farley, Dr Robert G Taylor

**Ivey Society, Founders' Circle**

George S Dombroski

**Other Annual Fund Contributions**

Anonymous

**Robert Barnard**

**Ronald Collyer**

**Hugh John Cook**

**Shirley & Bill Eichenberg**

**Darrel R McLaughlin**

Roy Steel

---

## HBA 1957

**Ivey Society, Benefactor**

David R Gracey

**Other Annual Fund Contributions**

Paul Condon  
Donald S Durkee

Janis I Jente

Joan & Keith Johnston

William Kritsch

Donald Noble

Wayne Penny

Ronald J Poth

Robert Shields

Charles Wells

**Bill Wood**

---

## HBA 1958

**Ivey Society, Benefactor**  
Geoffrey W Clarkson

The Late Roger Emery  
Douglas Reid

**Other Annual Fund Contributions**

David Eng  
David Johnstone

John Sloan

Adam Telfer

---

## HBA 1959

**Ivey Society, Founders' Circle**

Tom Brent

Gerald Hipple

**Ivey Society, Benefactor**

Jon K Grant

Donald Morrison

**Other Annual Fund Contributions**  
Edward Y Baker

Roderick Evan Brown

Charles Kimball

Geoffrey Mitchell

---

## HBA 1960

**Ivey Society, Founders' Circle**

John R Currie

**Ivey Society, Benefactor**  
Alexander Eastwood

**Other Annual Fund Contributions**

Robert Bosworth

**Justice B T Granger**

George Hakojarvi

John R Hall

**Dr & Mrs John A Humphrey**

John Mills

---

## Ivey Society Leadership Levels

**\$10,000+**  
Founders' Circle

**\$5,000–\$9,999**  
Deans' Circle

**\$2,500–\$4,999**  
Patron

**\$1,000–\$2,499**  
Benefactor

**\$100–\$999**  
The First Decade  
Society

---

## HBA 1965

**Ivey Society, Founders' Circle**

Denyse Chicoyne & Serge Gouin

**Ivey Society, Benefactor**

Ian R Campbell

**Ron Clark**

Allan Jackson

Edward Kernaghan

Dennis W Vollmershausen

Paul Williamson

**Other Annual Fund Contributions**

Monica & John Carr

**John Carter**

**Cyn & Jack Cronkwright**

Michel David

**James D Keenleyside**

Ron Smith

---

## HBA 1966

Fredrick Brooks-Hill

Richard Lettau

---

## HBA 1967

**Ivey Society, Deans' Circle**  
Aubrey & Marsha Baillie

**Gary Barnes**

**Ivey Society, Benefactor**

John Burton

**Other Annual Fund Contributions**

Anonymous

Anonymous

Garry Dubecki

Paul Fogh-Dohmsmidt

Len Lee

**Marg & Ted Morrow**

---

## HBA 1968

**Ivey Society, Founders' Circle**

Glenn Jones

**Ivey Society, Benefactor**

Gary Colter

**Douglas L Derry**

**J Edward (Ted) Johnson**

Ralph E Lean

Gary West

**Other Annual Fund Contributions**

David Fotheringham

Lynn Glenn

Len Lee

Joseph Sinclair

William Trevena

John Ricketts

Robert Violette

Professor Douglas Westgate

---

## HBA 1961

**50TH REUNION SOCIAL COMMITTEE:**

J Peter Arnold

**Ivey Society, Benefactor**  
Richard Innes

**Other Annual Fund Contributions**

Peter F Hancock

Hon Tom Hockin

Brock Pilkey

Uldis J Uiska

Donald C Willan

---

## HBA 1962

**Ivey Society, Founders' Circle**

Larry Shaw

**Ivey Society, Benefactor**

Richard J Thorpe

**Other Annual Fund Contributions**

Bob Burns

Robert Fenn

David Grant

Peter Knoepfli

J Christopher Lay

Douglas Love

Denton Miller

**Ernest Steward**

Robert J Taylor

Peter Walter

Douglas Young

---

## HBA 1963

**Ivey Society, Benefactor**  
Dickson Rewbotham

**Other Annual Fund Contributions**

J Allan Finlayson

Glen Heximer

Joseph Hoyer

Dave Martin

---

## HBA 1964

**Ivey Society, Founders' Circle**

W C Wood Foundation

**Other Annual Fund Contributions**

John G Craig

---

## HBA 1969

**Ivey Society, Founders' Circle**

Gilles G G Ouellette

**Ivey Society, Patron**

Russel Robertson

**Other Annual Fund Contributions**

Harold Hutner

---

## HBA 1970

**Ivey Society, Founders' Circle**

Bob Shearer

**Other Annual Fund Contributions**

Larry Adamson

Richard Fiebig

Robert Gibson

Georges L Hebert

**Jane & Tim Marlett**

---

## HBA 1971

**40TH REUNION SOCIAL COMMITTEE:**

Jim Hall, David E Neil, Norman D Thomas

**TOTAL: \$75,490**

**PARTICIPATION: 9%**

**Ivey Society, Founders' Circle**

Henry Cheng

Barbara Fraser & Ian Fraser

Arkadi Kuhlmann

**Ivey Society, Benefactor**

R Peter Gillin

Jim Hall

Daniel Scouler

**Other Annual Fund Contributions**

Brian Babcock

Ted Gordon

Rob MacKenzie

---

## HBA 1972

**TOTAL: \$21,552**

**PARTICIPATION: 8%**

**Ivey Society, Founders' Circle**

Richard W Ivey

**Ivey Society, Deans' Circle**

Douglas Greaves

**Ivey Society, Patron**

Charley Peebles

**Ivey Society, Benefactor**

Bob Schram

**Other Annual Fund Contributions**

M James Evans

# HBA

In recognition of their loyal support, donors who have supported the School for five or more consecutive years are listed in bold.

Chuck Herod  
John McKinnon  
John Needham

## HBA 1973

TOTAL: \$37,227  
PARTICIPATION: 20%

### Ivey Society, Founders' Circle

Peter B Gudewill  
Susanne & Martin Thrasher  
Ivey Society, Deans' Circle  
David Holmes

### Ivey Society, Benefactor Murray Chant

Don Darroch  
Robin Dow  
Gerard P Murphy

### Other Annual Fund Contributions

John Alton  
Bruce Barton  
Leonard J Cade  
Robert d'Albenas  
Anson Frost  
Michael Hayes  
Jim Howe  
Edward Postrozny  
Jim Reynolds  
Don Ridpath  
Alan Small

## HBA 1974

CLASS AGENT: MATT HANNON  
TOTAL: \$34,806  
PARTICIPATION: 16%

### Ivey Society, Founders' Circle

Anonymous

### Ivey Society, Deans' Circle

Patrick Crowley  
Hugh MacDiarmid

### Ivey Society, Patron

Michael Schwenger  
Lino (Lee) Sienna  
Teresa & John Vander Hoeven

### Ivey Society, Benefactor

Bradley Flowers  
Matthew S Hannon  
William O Morris  
Bruce M Shirreff  
Philip Unger  
Mac & Chricket Yule

### Other Annual Fund Contributions

Jo Barrington  
Greig Clark  
Alan High  
Rick Lane  
Charlie Pickard

Shirley Roberts  
Brian Scott  
Jackie & Steve Wilkinson

## HBA 1975

TOTAL: \$12,168  
PARTICIPATION: 7%

### Ivey Society, Founders' Circle

Sylvia D Chrominska

### Other Annual Fund Contributions

Anonymous  
Anonymous  
Brian Foster  
Robert Luton  
Scott Murray  
Michael O'Brien  
Tadeusz Sojczyński

## HBA 1976

### 35TH REUNION SOCIAL COMMITTEE:

Silvio Di Gregorio, Ian S Grant, Gregory S Greenham, Craig Kennedy, Christopher J Laubitz, Archie M Leach, Jeffrey A Robinson, Janet L Whitney

TOTAL: \$74,930  
PARTICIPATION: 11%

### Ivey Society, Founders' Circle

Anonymous

Kao Ying Lun, John Heather & Fraser Latta

Jon Love & Nancy Yeomans Love

John H Simpson

### Ivey Society, Benefactor

Silvio Di Gregorio  
P Lynne MacInnes  
Barb McMurray

### Other Annual Fund Contributions

Anonymous  
Gord Brown  
Raymond Castellan  
Craig A Chenoweth  
Paul Pickering  
Harvey Taraday  
Ian Vasey

## HBA 1977

TOTAL: \$42,177  
PARTICIPATION: 18%

### Ivey Society, Founders' Circle

Sam Gudewill  
Randy B M Royer

### Ivey Society, Patron

Marisa Kwok

### Ivey Society, Benefactor

Roderick W Hampson  
William Kiff  
Paul W Robertson  
Jill & Kevin Yousie

### Other Annual Fund Contributions

Anonymous  
Joanne Abbott  
David Belford  
Geoff & Nancy Browne  
Debra Casperd & Gordon Casperd  
Donald Dinnin

### Lois Elliott Fraser

### Georges Houde

Eric Jones  
Mary F Killoran  
Elaine Stanley  
Stephen Wilson  
Philip Wisener  
Ouzi Zaccai

## HBA 1978

TOTAL: \$75,308  
PARTICIPATION: 12%

### Ivey Society, Founders' Circle

Nesbitt Family

Barbara G Stymiest

### Ivey Society, Deans' Circle

Dean Connor

### Ivey Society, Benefactor

Judith & Jonathan Cooperman  
D Bruce Henning

### Other Annual Fund Contributions

Anonymous  
Carl Baker  
Robert Duncanson  
Gilles Gagnon  
Doreen E Harvey  
Blaine Hobson  
Rychard Lardner  
Richard Russell  
Robert E Simpson  
Luke Sklar

## HBA 1979

TOTAL: \$63,064  
PARTICIPATION: 16%

### Ivey Society, Founders' Circle

Darlene & Perry Jeffery  
Chris & Michael McCain  
Doug McGregor  
Patrick Weber & Marti Morfitt

### Ivey Society, Deans' Circle

Michael Rolland

### Ivey Society, Patron Randolph Dietrich

Ivey Society, Benefactor  
Shelagh Donovan & Michael Boyd  
John Fursy

### Other Annual Fund Contributions

Anonymous  
Peter Ballantyne & Margot Howard  
J Jay Brown  
David Greer  
Keith McEachern  
Robert D Snowdon  
Ann Sutherland  
Paul Switzer  
Peter F Thom  
Lorraine Trotter & Mike Bruce  
Douglas Wall  
Jim Yardy

## HBA 1980

TOTAL: \$35,146  
PARTICIPATION: 16%

### Ivey Society, Founders' Circle

Deb Barrett  
Mark Cowie

### Ivey Society, Deans' Circle Staffen Family

### Ivey Society, Benefactor

Oscar Belaiche  
Cheryl Davidson  
Steven Sims

### Other Annual Fund Contributions

Anonymous  
Anonymous  
Gordon Avard  
Bruce Barber  
Eileen M Brown  
David Carroll  
Martha Day  
Donald Lang  
David Lewis  
David J Markle  
Douglas L Moody  
Edward Piwkowski  
Michael Rupar  
David Thompson  
Douglas Warwick

## HBA 1981

30TH REUNION SOCIAL COMMITTEE:  
Eric Johnson, Kevin R McGraw, Lisa Penny

### FUNDRAISING COMMITTEE:

Stewart C Burton, Lisa Colnett, Daniel Devlin, Eric Johnson, Dave DesLauriers, Tim MacDonald, John McFadden, Lawrence Pentland, Jacqueline Wilson, Scott Wilson  
TOTAL: \$1,022,024  
PARTICIPATION: 47%

### Ivey Society, Founders' Circle

Sarah Abell Evans

### E Scott Beattie

Stewart C Burton  
Kathleen & Ron Close  
Lisa Colnett

David DesLauriers

Daniel A Devlin

Tim MacDonald

Jeffrey Orr & Suzanne Legge

Nora Aufreiter & Lawrence

Pentland

William J Quinn

Michael G Tevlin

### Ivey Society, Deans' Circle

Scott & Jacqueline Wilson

### Ivey Society, Patron

John McFadden

Bryan Pearce

Brian Stock

Ronald H Wolf

### Ivey Society, Benefactor

Anonymous

Diane Bischof

Bob Blumer

Peter Coward

Grant & Theresa Dietrich

Trudy Nixon-Fahie

Ken Pinder

Ken Shaver

George Sportel

Orville (Tommy) Turnquest

Joanne Porter-Tikkanen & John Tikkanen

### Other Annual Fund Contributions

Anonymous  
Anonymous  
Anonymous  
Anonymous  
Louise Adams  
Beverly Behan  
Lorraine Chong  
Sandra Donders  
Stephen Foerster  
Patricia Gass  
Keith Glide  
Bonnie Grundman  
Paul Hayman  
Jeff Hill  
Eric Ian Johnson  
Herald Krimmer  
S Pennock  
Lisa & Stuart Penny

David Robison

Brian F Smith

David Smith

Ernie Spraggs

Keeth Stone

David Town

Jane Yates

Jim Zalusky

## HBA 1982

TOTAL: \$42,197  
PARTICIPATION: 10%

### Ivey Society, Founders' Circle

Wendy Adams & Wade Oosterman

Rosamond Ivey

Roland T Keiper

### Ivey Society, Benefactor

Anonymous

Patrick Horgan

Fraser Johnson

Martin McConnell

Einar Medri

### Other Annual Fund Contributions

Paul Badeski

Christopher Dawson

Kerri Golden

Thomas Hinton

Christine MacInnes

Kevin Watson

## HBA 1983

TOTAL: \$42,575  
PARTICIPATION: 17%

### Ivey Society, Founders' Circle

William J Jandrisits

### Ivey Society, Deans' Circle

Andrew Barnicke

Tim McGuire

Nicholas Paine

David Wright

### Ivey Society, Patron

Robin Hibberd

### Ivey Society, Benefactor

Dan Mida

Mark J Verdun

### Other Annual Fund Contributions

Anonymous  
Anonymous  
Mary Boucher  
Michael Browne  
Kasia Czarski  
Robert Fish  
Bruce Gardner  
G Bruce McFee  
Paul Method

*Ivey Society  
Leadership  
Levels*

**\$10,000+**  
Founders' Circle

**\$5,000–\$9,999**  
Deans' Circle

**\$2,500–\$4,999**  
Patron

**\$1,000–\$2,499**  
Benefactor

**\$100–\$999**  
The First Decade  
Society

David O'Neil  
Elena Peet  
Dale Richards  
Mary Robertson  
Doug Welsh  
Warren Yu

## HBA 1984

**TOTAL: \$44,975**  
**PARTICIPATION: 18%**

**Ivey Society, Founders' Circle**  
George A Cope  
Ray G Young

**Ivey Society, Deans' Circle**  
Adam Waterous

**Ivey Society, Patron**  
Anonymous  
Gino Martone

David Montanera

**Ivey Society, Benefactor**  
Andrew Siu Luen Au

Alec W G Clark  
Carolyn E Horan

Pamela Jeffery  
**Tony Meehan & Vithia Saing**

Joseph Pucci  
David T Strickland

**Other Annual Fund Contributions**

Stephen D Armstrong  
James Gilliland

David Jenkins  
Bradley Karro

Robert Clayton & Barbara Lauer

**Ingrid & Rob McClelland**

Sean C V Mullin  
Madeleine Paquin

Greg Perrier  
Jacqueline Puchalski

Lee St James

## HBA 1985

**TOTAL: \$13,315**  
**PARTICIPATION: 18%**

**Ivey Society, Patron**  
Linda & William Quinn

**Ivey Society, Benefactor**  
Jeffrey Brown

**Lynda & Russ Bruch**  
Alicia & Tony Cestra

Greg W Johns

**Lisa Rothney & Bruce Rothney**

**Other Annual Fund Contributions**  
Catherine Addison

J Atha

Philippe Bergeron  
Jim Cullen

John de Roos  
**Rhonda L English**

Joanne Evans  
Rosalie Fine

Chris Francis  
Kenneth Gorham

Nancy Helstab  
Jenny & Bruce Lamb

**Doug Lyons**

Linda Northgrave  
Lisa M Pankratz

Dave Postowoj  
Jordan Rose

**Douglas Stirling**

**Theresa & Grant Williams**

## HBA 1986

**25TH REUNION SOCIAL COMMITTEE:**

Douglas Bartlett, Jamie Clark, Janice E Fisher, Tony Francolini, Cameron P Hicks, Bruce R Jackson, Judy Jarvis, Carol Trattner

**FUNDRAISING COMMITTEE:**

John A K Francis, Angie Francolini, Hugh Hamilton, Denise C MacDonald, Ian McPherson, Peter Simon, Chris G Tambakis, Mike Thorfinnson

**TOTAL: \$409,490**

**PARTICIPATION: 31%**

**Ivey Society, Founders' Circle**

Paul J Atkinson

John A K Francis  
Angie Francolini & Tony Francolini

Brian & Heather Semkowski  
Family Foundation

Glenna & Richard Talbot  
Chris G Tambakis

**Ivey Society, Deans' Circle**  
Anonymous

Mark Downing

**Ivey Society, Patron**  
Theresa & Robert Scullion

Peter Simon

Roger G Young

**Ivey Society, Benefactor**  
Heidi Morley & Karl Berger

Carmen Edgell

Catherine Hampson & Tom Flynn

Craig & Judy Jarvis  
Denise C MacDonald

Ian McPherson

**Mike Thorfinnson**

David N Wilson  
Jamie Ziegel

**Other Annual Fund Contributions**

Anonymous  
Anonymous

Jennifer Bolt  
Rob Brown

Kathryn Cronin (Montgomery)  
Brian Denega

**Michael Glionna**  
**Hugh Hamilton**

Therese Loveland  
Barry Mannell

Jennifer McNaughton

Thomas O'Brien  
**Ronald P Reinders**

Steve & Alison Ryckman  
Kelly Smith

Joy Sterling

Trish Sullivan

Carol Trattner

Adrian Van Monsjou

**Jeff Weiss**

Bradley Wiley

## HBA 1987

**CLASS AGENTS: DARIN DESCHAMPS, AL SELLERY**

**TOTAL: \$62,089**

**PARTICIPATION: 21%**

**Ivey Society, Founders' Circle**  
Darin & Lisa Deschamps

**Ivey Society, Deans' Circle**  
A Ian Aitken

Cynthia J Devine

Paul K Pew

Peter Samson & Cathy Williamson

**Alan G Sellery**

**Ivey Society, Patron**

Dino A DiCienzo

**Ivey Society, Benefactor**  
Tom Flynn & Catherine Hampson

Catherine Herring & Clarke Herring

Bill Jack

**Todd McCuaig**

Judy & Steve Meston

**Other Annual Fund Contributions**

Anonymous

**Carol Allmendinger**

Rose Baker

Lynn & Brian Campbell

Mark P Giuliani

**David Gold**

Kevin Higgins

Peter Mathieson

Stuart Morris

David Samuel

Michael Seliga

Robert Stark

## HBA 1988

**TOTAL: \$36,825**

**PARTICIPATION: 13%**

**Ivey Society, Founders' Circle**  
Brett E B Barakett

**Ivey Society, Deans' Circle**  
Doug Guzman & Sheila Brown

**Ivey Society, Patron**  
Allan Drewlo

**Ivey Society, Benefactor**  
Darrell Wheeler

**Other Annual Fund Contributions**

Anonymous

Lynda E Bernst

Marina Brock

Shawn Coombs

James Ficzer

Michelle J Foote

Ian Haar

Paul Kalbfleisch

Susan Kurtz

Christine Nalborczyk

Cheryl Radisa

Paul Rogers

Lisa Sanders

Catherine Stedman

## HBA 1989

**CLASS AGENT: MICHAEL PUN**

**TOTAL: \$23,553**

**PARTICIPATION: 15%**

**Ivey Society, Founders' Circle**  
Michael B Hill

**Ivey Society, Patron**  
Michael W Pun

Robert Wortzman

**Ivey Society, Benefactor**  
Scott G Bere

**Joelle & Sante Corona**

Mark Hoogeveen

James Salem

**Other Annual Fund Contributions**

Monika A M Carmichael

**Mike Emery**

Jim Foote

Nicole Haggerty

**Brent Hubbs**

Glen Kearns

Jamil Nazarali

Randal Price

Bradley Rome

Jim Semple

Paul St Amour

**Bryan Tatoff**

**James Verwaayen**

## HBA 1990

**CLASS AGENTS: TIM WATSON, MICHAEL A R WILSON**

**TOTAL: \$46,353**

**PARTICIPATION: 19%**

**Ivey Society, Founders' Circle**

Michael A R Wilson

**Ivey Society, Deans' Circle**  
David P Dal Bello

Greg & Tracy Guatto

**Ivey Society, Benefactor**  
James Barltrop & Kimberly Facca

Kevin Cinq-Mars

Christopher A Lane

Loris Lazzar

**Bradley Radin**

**Other Annual Fund Contributions**

Anonymous

Nicole Archibald

Esther Benzie & Mark Phillips

Christina de Vries

Mike Gudehus

Nadine Joli-Coeur

David (Tex) Mark

Eric Martin

**Michael & Vivian Polak**

Angela M Simo-Brown

**Michael J Voskuil**

**Timothy W Watson**

Michael Wilson

## HBA 1991

**20TH REUNION SOCIAL COMMITTEE:**

Kevin Condon, Rosemary Li-Houpt

**FUNDRAISING COMMITTEE:**

Steven Bloom, Mark Lewis

**TOTAL: \$75,110**

**PARTICIPATION: 19%**

**Ivey Society, Founders' Circle**

S W Eddie Law

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CIBC  
Deloitte & Touche LLP  
J Armand Bombardier Foundation  
The Globe & Mail  
KPMG Enterprise  
McKesson Canada  
RBC

### \$50,000 to \$99,999

Astra Zeneca  
Certified Management Accountants of Ontario  
Great-West Life, London Life and Canada Life  
Medtronic of Canada Ltd  
National Bank Financial Markets

### \$25,000 to \$49,999

IBK Capital Corp  
IBM Canada Ltd  
McKinsey & Company  
PricewaterhouseCoopers LLP

### \$10,000 to \$24,999

Anonymous  
Anonymous  
Anonymous  
AGF Management Limited  
BC Hydro  
Bell Canada  
Birch Hill Equity Partners  
Boston Consulting Group of Canada Ltd  
Canadian Pacific  
Cisco Systems  
Davis & Henderson Limited  
Ernst & Young LLP  
Fasken Martineau DuMoulin LLP  
G4S Cash Services  
Goldman, Sachs & Co  
Home Depot Inc  
HSBC Bank Canada  
Imperial Capital Group  
J D Irving Limited  
KingSett Capital Inc  
LoyaltyOne  
Manulife Financial Corporation  
Maple Leaf Foods Inc  
Maple Leaf Sports & Entertainment  
MITACS  
O'Leary Funds  
Palmorex Media Inc

Polar Securities Inc  
RBC Capital Markets  
Research in Motion  
Rogers Communications Inc  
Sapient  
SECOR Consulting  
Southwest Sun Inc  
Sun Life Financial  
Suncor Energy Inc  
Teck Resources Limited  
Teknion  
TELUS Corporation  
Tembec Inc  
Tim Hortons Inc  
Unilever Canada

### Other Annual Fund Contributions

3M Canada Company  
Accenture Inc  
Aeroplan  
AltaGas Ltd  
Angels Gate Winery  
Barrick Gold Corporation  
Bennett Jones LLP  
BMO Capital Markets  
Brookfield LePage Johnson Controls  
Business Development Bank of Canada  
Canadian Surgical Technologies & Advanced Robotics  
Carlson Wagonlit Travel  
CB Richard Ellis  
Covington Capital Corp  
Credit Suisse First Boston Canada Inc  
Crown Minerals Inc  
Edgehill Partners  
Federation of Chinese Canadian Professionals (Ontario) Education Foundation  
General Mills Canada Inc  
Gowlings  
Grand & Toy Ltd  
Gryphon Partners  
Harry Rosen Inc  
Health Technology Exchange  
Holcim (Canada) Inc  
Institute of Chartered Accountants  
Ivanhoe-Cambridge CDP Capital Real Estate Group  
Kraft Canada Inc  
London Economic Development Corporation  
MaRS Innovation  
Mattamy Homes Limited  
McCormick Canada Inc  
Monitor Company  
Morgan Stanley Canada Ltd  
NAL Resources

OMERS  
Ontario Teachers' Pension Plan  
Procter & Gamble Inc  
RSM Richter LLP  
S C Johnson & Son Ltd  
SAP Canada  
Sleep Country Canada  
Softchoice Corporation  
Stacey Muirhead Capital Management  
Summerhill Venture Partners  
TAQA North  
Union Gas, A Spectra Energy Company

## Ivey Society Leadership Levels

**\$10,000+**  
Founders' Circle

**\$5,000–\$9,999**  
Deans' Circle

**\$2,500–\$4,999**  
Patron

**\$1,000–\$2,499**  
Benefactor

**\$100–\$999**  
The First Decade Society

## Matching Gifts

### Matching Gift Companies

Alliance Data  
Assured Guaranty Corporation  
Bell Canada  
BMO Financial Group  
BP Canada Inc  
Cenovus Energy  
Chevron Corporation  
CSL Group Inc  
EnCana Corporation  
Ernst & Young  
Fidelity Investments Canada Ltd  
Franklin Templeton Investments  
General Electric Canada Inc  
GlaxoSmithKline Foundation  
Goldman, Sachs & Co  
Google  
IBM Canada Ltd  
Investors Group Inc  
Ivanhoe-Cambridge CDP Capital Real Estate Group  
John Deere Foundation  
KPMG Foundation  
Labatt-Interbrew North America  
Marsh Canada Limited  
MMC Matching Gifts Program  
Morgan Stanley  
Oliver Wyman  
PCL Constructors Inc  
Procter & Gamble Fund  
Rio Tinto Alcan Inc  
TELUS Corporation  
TransCanada PipeLines Limited  
Wells Fargo Foundation

**REPEAT.**  
DISCOVER.  
CHALLENGE.  
TRANSFORM.  
LEAD.  
CONTRIBUTE.

# 2011 Highlights

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## JANUARY

### Donald L Triggs Lecture – David Emerson sees opportunities ahead

David Emerson, a noted politician and member of the Queen's Privy Council, shared insights at the annual *Donald L Triggs Lecture in International Business*. High-level connections with growing emerging world powers, such as China and India, will have a significant impact on Canada's future international business relationships, stature and profile, and the opportunities they bring.

### PROFESSOR PAUL BEAMISH PUBLISHES 100<sup>TH</sup> PAPER

Paul Beamish, HBA '76, PhD '85, and an award-winning researcher, reached a career milestone by publishing his 100th research paper, titled "Geographic and Product Diversification in Charitable Organizations." The paper was published in the *Journal of Management*.



## FEBRUARY

### FAIRFAX CEO SHARES INVESTING INSIGHTS

Prem Watsa, MBA '74, Chief Executive Officer of Fairfax Financial Holdings Ltd., shared his approach on value investing with Ivey students. Known as Canada's Warren Buffett, Watsa enabled Fairfax to be one of the few financial companies to thrive during the economic crisis.

## MARCH

### Michael McCain outlines Maple Leaf strategies

Michael McCain, HBA '79, Chief Executive Officer of Maple Leaf Foods, spoke to MBA students about the strategies that helped his company weather the listeriosis outbreak in 2008.

### Michiel Leenders recognized for leadership

Michiel (Mike) Leenders, Professor Emeritus, founder and director of the *Ivey Purchasing Managers Index*, received the John H. Hoagland Award for Distinguished Service for his contributions to the field of purchasing and supply management.



### MBA STUDENTS TAKE TOP PLACE

Four Ivey MBA students won first place in the 6<sup>th</sup> Annual Boston University International Tech Strategy Business Case Competition. The students, James Larsen, Paul von Martels, Hussein Govani, and Daniel Moro, took home first place among 16 MBA teams from around the world.

### Adrienne Clarkson keynote speaker at sustainability conference

Former Governor General Adrienne Clarkson was among leaders to speak at a student-organized sustainability conference that engaged the public and the Ivey community in a discussion about sustainable growth.



## APRIL

### HBA students win top spot at global case competition

Meghan Bridges, Cameron Bossert, Will Meneray and Brendan Stevens, all HBA '11, won the Global Business Case Competition at the Foster School of Business at the University of Washington.

### Learning Through Action raises \$31,000

Ivey students raised more than \$31,000 for the Boys and Girls Club of London by selling lemonade at more than 70 stands in London and Toronto. The project was part of a Learning Through Action course, which gives students a chance to apply their knowledge and leadership with action that gets results.

## MAY

### Index reflects entrepreneurs upbeat about economy

With the generous support of KPMG Enterprise, the Ivey Entrepreneurs Index – released twice a year and reflecting the economic outlook of Canada's entrepreneurs – indicated business owners were upbeat about the economy, with 92 per cent expecting revenues to increase.



### ANNE SNOWDON APPOINTED CHAIR

Nurse, inventor and business professor Anne Snowdon was appointed Chair of the Ivey International Centre for Health Innovation.

## JUNE

### Report calls for water tech innovation

Ivey's Lawrence National Centre for Policy and Management launched a report that called for business, government and academia to consider stricter conservation, efficiency and economic competitiveness through innovative water technologies, at the Canadian Water Summit held in Toronto.

### Ivey Publishing expands distribution through iTunes

Ivey's vast library of business cases is now partly available through Apple's iBookstore. The new distribution channel brings Ivey's cases to the attention of a wider audience, said Paul Beamish, Director of Ivey Publishing, in a story reported by FT.com: "It supports our emphasis on making Ivey cases easily accessible to everyone." Ivey Publishing began with more than 500 cases available for download at \$3.99 each through the free iBooks app for iPad, iPhone or iPod touch or at www.itunes.com.

## OCTOBER

### Homecoming at Ivey's new home

Dean Stephenson welcomed more than 1,000 alumni and friends who reunited at the School's new building for Homecoming 2011. This year's Ivey Distinguished Service Award recipients were Bob Brouillard, MBA '66, Barbara Fraser, HBA '71, Don McDougall, MBA '61, and Joe Shlesinger, MBA '86; and the Alumni Faculty Service Award recipient was Professor Ken Hardy, HBA '63.



## NOVEMBER

### Global Ivey Day – a worldwide success

Global Ivey Day was a worldwide success, with more than 1,700 alumni and friends from almost every corner of the world participating in 39 events in 23 cities.



## JULY

### McKinsey case competition tests cross-enterprise skills

MBA students Andrew Ganton, Griffin Gettas, Jacqueline Hogan, Jun Ma, Pat Mahapatra and Deborah Terayama won a case competition sponsored by McKinsey & Company. The competition involved three rounds and was judged by faculty and alumni volunteers.

## AUGUST

### Dean Stephenson joins PM Harper in Latin trade tour

Dean Carol Stephenson was among a group of Canadian business leaders who went on a Latin American trade tour with Prime Minister Stephen Harper. Stephenson was optimistic about increasing trade with Brazil. "We're certainly trying to figure out ways we can leverage our strengths together," said Stephenson, while at Harper's keynote address in São Paulo. The trip included visits to Brazil, Colombia, Costa Rica and Honduras to form ties with the region and work on trade partnerships.

### Finance Minister Flaherty trumpets public service

Finance Minister Jim Flaherty urged Ivey students to consider changing the world around them and become the leaders of tomorrow by considering a career in public service. Dean Carol Stephenson encouraged Ivey students to heed Minister Flaherty's call. "As the next generation of leaders, you are in a position to imagine what kind of world you want to live in and then lend your energy, skills and talent to help make it that way," she said.

### Ivey Business Leader Award – Ed Clark honoured

Ed Clark, Group President and Chief Executive Officer, TD Bank Group, was honoured with the 2011 Ivey Business Leader Award for his success in banking and for his contributions to the community.

## GOVERNMENT TOURS PHASE 1

Federal and provincial government representatives got a sneak peek at the first phase of construction of Ivey's new building in recognition of the \$50 million provided by both governments towards the \$110 million total project cost.

### Thomas d'Aquino Lecture – Honourable Michael Wilson urges leadership

The Honourable Michael Wilson, former Finance Minister and Canadian Ambassador to the United States, spoke at the Lawrence National Centre's 6th Annual Thomas d'Aquino Lecture on Leadership. Wilson encouraged students to take on roles in each of the private, public and non-profit sectors in order to become better leaders.

## SEPTEMBER

### ISC-Ivey Case Competition – Ivey grows number of Asian cases

Top cases from the ISC-Ivey Case Competition 2011, co-sponsored by the Indian School of Business in association with Ivey and the Association of Indian Management Schools, will now become part of Ivey Publishing's collection of Indian business cases. Ivey Publishing is the world's largest producer of Asian business cases.

### JJ Wettlaufer Lecture – Students learn the value of non-profit work

Speaking as part of the J.J. Wettlaufer Distinguished Visitor Lecture Series, Craig Kielburger urged Ivey students to put their business education to work for good rather than pursuing wealth. Kielburger is founder of Free The Children, a non-profit organization that advocates for the rights of children.



## DECEMBER

### DEAN STEPHENSON NAMED ONE OF CANADA'S MOST POWERFUL WOMEN

For a third time, Dean Carol Stephenson, O.C., was a recipient of the 2011 Canada's Most Powerful Women: Top 100™ Award presented by Women's Executive Network.



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