The Rotman School continues its campaign for a new way to think. Find out why it matters to you.
We are reshaping business education – investing in better decision making and stronger leadership. And we are expanding our community of scholars.

The resulting brain gain is creating new thinking and new ideas – fuel for economic growth.

The world is taking notice. Thousands have joined our campaign.

HAVE YOU?
The Rotman School is becoming internationally recognized for advancing the way business schools teach and how business leaders build solutions. We plan to open our doors to innovation even wider. The goal is to keep business education at the vanguard of research and teaching practices and effect meaningful change in the marketplace.

To advance this cause the Rotman School is raising $200 million. The support we are receiving is making it possible for us to attract more of the best scholars and ramp up our teaching, research, and outreach activities.

Investing in new, better ideas will deliver greater prosperity and an enhanced standard of living here at home and around the world. That’s our destination. We invite you to become part of this journey and help us to complete the thought.
It is my great pleasure to thank the people and organizations who have supported the Rotman School. How gratifying that our donors choose to extend their valued vote of confidence in our work to advance business research and education.

I am also pleased to report that things are moving full steam ahead with our $200-million campaign, which launched publicly in 2008. Details about our fundraising progress are presented in this newsletter. You will also find examples of how this support is helping us attract more leading scholars – including 15 new faculty joining this fall – and ramp up our teaching, research, and outreach strategies.

If you have not already done so, I ask that you consider joining our campaign and lend your support to these ongoing success stories. There are many ways to become involved, including supporting our new building which is currently under construction or making a contribution through the Rotman Vision Fund.

We will continue to set our sights high, translating the generosity of our alumni and wide circle of friends, as well as our faculty and staff, into significant initiatives that lead to smarter decision making and ground-breaking business solutions.

ROGER MARTIN
dean, premier’s research chair in productivity & competitiveness, director, michael lee-chin family institute for corporate citizenship, professor of strategic management, rotman school of management
To advance our cause, we are investing the support we receive in:

MORE THINKERS
NEW THINKING
FUTURE THINKERS
The Rotman School continues to grow. We are therefore making more room for the best minds by doubling the size of our home at 105 St. George Street.

A new building now under construction will be fully integrated with our existing home and create enhanced resources for students and services for the business community. A greater number of faculty will also be able to research and teach smarter business practices.

Recent gifts supporting the new building include the following examples:

- **BMO Financial Group** continues its outstanding precedent for giving to support access to higher education. Education is a core focus of BMO’s charitable-giving philosophy, which emphasizes that strong, healthy, and civil communities are the foundation of a prosperous and resilient society.

  BMO’s gift of **$1.75 million** to the Rotman School, part of a larger gift of **$2.5 million** to the University of Toronto, will be recognized by naming the **BMO Financial Group Finance Research and Trading Lab**. It will replace the existing Financial Research and Trading Lab, more than doubling its teaching capacity by providing more workstations loaded with the latest financial analysis tools and databases. This facility will allow students to access the global financial community in a real-time setting and further extend their global reach and competitiveness.

- **Social responsibility has been an important part of Procter & Gamble**’s heritage and commitment to sustainability. It is embedded in the company’s purpose, principles, and values. Driven by this philosophy, **Procter & Gamble** invests in community needs that include education.

  A gift of **$250,000** from **Procter & Gamble** will be recognized by naming the **Procter & Gamble Student Study Lounge**. The lounge will act as an essential focal point for students, providing them with much-needed room to share ideas and build a community of learning.

- **To provide an array of advanced technological services that reinforce learning during lectures and presentations,** the new building will contain the **Nesbitt Family Media and Teaching Effectiveness Centre**. Named for a gift of **$100,000** from **Richard Nesbitt (MBA ’85)**, this multi-media and video conferencing facility’s impact will extend internationally by making it possible to conduct recruitment and job interviews at a distance so the Rotman School can grow its global student population and connect graduates with employment opportunities around the world.

- **Doubling the value of their giving by encouraging others to make a donation, Mary B. (MBA ’85) and Graham Hallward contributed $100,000** that was used to support the construction of the new building while using it to support a **matching gift challenge** for the annual Rotman Vision Fund. The challenge resulted in nearly 300 new gifts and helped achieve an increase of 52 per cent in new donors compared to the previous year.

- **Student study rooms, which provide space for work on group projects and serve as an essential resource for team-skills development, will be named in recognition of gifts of $50,000.** Donors who have generously donated at this level of giving include the **Debbie and Donald Morrison Family Foundation** (Donald Morrison, MBA ’83) and Rotman School Professor
The Rotman School expansion through the construction of a new building will be completed in time for the 2012 academic year. See construction progress live at Rotman. utoronto.ca/expansion/live/webcam.htm.

An event space in the new building will host the 10,000+ business professionals who attend Rotman School conferences, book launches, alumni functions, and a high-profile speakers series—The largest of its kind in Canada.

The new building will contain seven technologically advanced tiered classrooms.
Some of the world’s best ideas and tools for prosperity are being developed at the Rotman School. To build on this reputation, money raised through the $200-million campaign will support research as well as create new Chairs and Professorships, which are used internationally to recruit more top-producing academics and support research excellence. A centre for PhD students and new facilities for some of our research centres are also being built in the new building.

Attracting more of the best minds and ideas to the Rotman School will benefit the Canadian and global economies. Students will continue to be taught by the best and policymakers will continue to turn to our thought-leaders to inform public and civic decision making with fresh, productive business strategies, practices, and tools.

Recent gifts supporting faculty and research include the following examples:

- A significant investment in pension education has created the ICPM Professorship in Pension Management. The inaugural Professorship holder is Alexander Dyck. With the world now looking to Canada as a model for superior investment practices, the Professorship is supporting research and the development of case studies whose impact will be better design, management, delivery, and collaboration strategies for pension management organizations. The Professorship is supported by a $300,000 investment by donors that include Healthcare of Ontario Pension Plan, Ontario Teachers’ Pension Plan Board, OMERS, and the ICPM.
The economic engines of industries as diverse as consulting, marketing, and investment banking as well as the not-for-profit sector are benefiting from our graduates’ cross-functional thinking and ability to turn challenges into constructive opportunities. The Rotman School will populate its halls with more of the most productive students through planned enrolment increases in the next few years. We are therefore creating more scholarships and other forms of aid that attract top scholars and support a larger critical mass of tomorrow’s leading thinkers.

Recent gifts supporting students include the following examples:

- To provide financial aid to new Canadians from South Asia and Southeast Asia, a $100,000 endowment has created the Lal Khanna Award. Enhancing the diversity of business culture, this support was created through a gift of $50,000 from Julie Khanna, Ranjan Raja Khanna, Kamal Sharma, along with friends and family of Manohar Lal Khanna (MBA ’71), and matched by the Graduate Student Endowment Fund.

- Continuing its support of talented female scholars, the Leacross Foundation has provided an additional $106,000, matched by the Graduate Student Endowment Fund, to the Leacross Foundation/R. Bern Award for Women. This latest gift increases the endowment for this award to $300,000.

- Creating a chance of a lifetime to be inspired by a legendary financier, a gift from John H. Watson (MBA ’67) made it possible for a group of second-year MBA students to travel to Omaha, Nebraska, in the fall of 2009 to meet with Warren Buffett. The students were enrolled in the value investing class led by Professor Eric Kirzner, John H. Watson Chair in Value Investing. This is the sixth time that Rotman School students were invited and that Mr. Watson supported their visit.

- To support student scholarships, The John and Deborah Harris Family Foundation (John Harris, MBA ’77) has provided the Rotman School with a gift of $25,000.

*This publication reflects gifts made to the Rotman School as of July
Our campaign is raising funds for more student support so we can continue to attract the best and brightest and help learning flourish.

Positive word-of-mouth about the Rotman School is enhancing the reputation of our graduates.

“Rotman is one of the finest business schools in North America. It really is charting the future of business education.” Dan Pink (Author) April 2010

Our new building will make it possible to accommodate even more thinkers and innovators by enabling us to increase our MBA and PhD programs by 50% and 30% respectively.

“[The] need for change is real, and the blueprints are already in process. One of the most distinctive blueprints being developed is at the Rotman School.” The New York Times, January 10, 2010

We are advancing prosperity by attracting and investing funds for research that is transforming business thinking, practice, and policy.
The Rotman Vision Fund gifts are an integral part of the $200-million campaign. The fund provides everyone with an opportunity to participate by making annual unrestricted gifts – be they large or small – that collectively support the Rotman School’s top education and research priorities as well as support graduates.

Gifts received this past year – from more than 1,050 Rotman School alumni and friends – totalled $635,000 and include:

- Significant leadership-level gifts of $25,000 by W. Geoffrey Beattie and $25,000 from Wade Robert Felesky (MBA ’01), in addition to $15,000 from Bob Ewen (MBA ’77).
- 36 individual gifts of $5,000 or more, recognized with a donor’s name on a seat in the event space in our new building.
- $152,827 contributed by nearly 300 donors through a matching gift challenge (see Mary B. and Graham Hallward’s gift), which helped achieve an increase of 52 per cent in new donors compared to the previous year.
- $120,000 collectively contributed by 62 per cent of Rotman School faculty and staff.

Support our $200-million campaign

| $126.8 million | 1,160 donors |

The Vision Fund helps support programs like our international study tours where students learn about emerging markets.

Network opportunities for graduates, such as this roundtable discussion held in June 2009 for alumni interested in e-commerce, are supported by the Vision Fund.

The Rotman Vision Fund students on a study tour in Rio de Janeiro in May 2009.

To contribute to the Vision Fund, call 416.946.3975 or go to Rotman.utoronto.ca/supportrotman

Gifts of $5,000 to the Vision Fund, payable over a period of up to five years, will be recognized by placing a donor’s name on a seat located in the new building’s event space.

Donors who have made cumulative contributions of $25,000 or more will be recognized on a donor wall in the new building that will celebrate their lifetime giving to the Rotman School.

Find out about other ways to donate or participate by contacting:

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