

2014

HASKAYNE

COMMUNITY REPORT

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DEAN'S **MESSAGE**

The Haskayne School of Business has one key goal: to be one of Canada's top business schools.

To achieve this goal, our school has made an unrelenting commitment to deliver the most enriching undergraduate experiences, offer highly rigorous MBA and EMBA programs, generate top research and effectively engage with our enterprising and generous downtown business community.

Underlying these areas of operational focus is Haskayne's unyielding promise to its core values of connection, global engagement, innovation, leadership and entrepreneurship.

Over the past year, the Haskayne student experience was enhanced through new initiatives including implementation of The Guided Path, the addition of new entrepreneurial thinking core curriculum, expansion of experiential learning

and exposure to some of North America's most influential leaders.

Our research agenda was propelled forward through the establishment of the Westman Centre for Real Estate Studies, the hiring of two new research Chairs, the publication of over 70 research articles and our ability to secure \$3.5 million in additional research funding.

Our successes on campus were matched with many outstanding community and global outreach initiatives, from hosting top business thinkers as part of our many speaker series to the establishment of new strategic partnerships with corporate and other institutional stakeholders.

By reaching these new milestones, not only have we advanced Haskayne's agenda but we have

also supported the University of Calgary's *Eyes High* strategic vision, which is to be one of Canada's top five research universities by 2016.

These accomplishments are the result of the tireless efforts of many members of our Haskayne family. I would like to thank all of our dedicated stakeholders - alumni, faculty, staff, donors and community partners - for providing the time, talent and resources we need to enhance our students' experiences and ensure they develop into global, ethical and enterprising leaders. With your help, we are much stronger and can confidently charge ahead with building one of the best business schools in Canada.

Jim Dewald, PhD
Dean
Haskayne School of Business

2014 IN NUMBERS

The Haskayne School of Business was founded at the University of Calgary in 1967, and was named in honour of Richard F. Haskayne, OC, AOE, FCA, in 2002.

OUR VISION

The vision of the Haskayne School of Business is to be an internationally recognized centre of excellence for business education, research and community outreach, with a special emphasis on the distinct elements that define Calgary and Alberta: energy, entrepreneurship and ethical leadership.

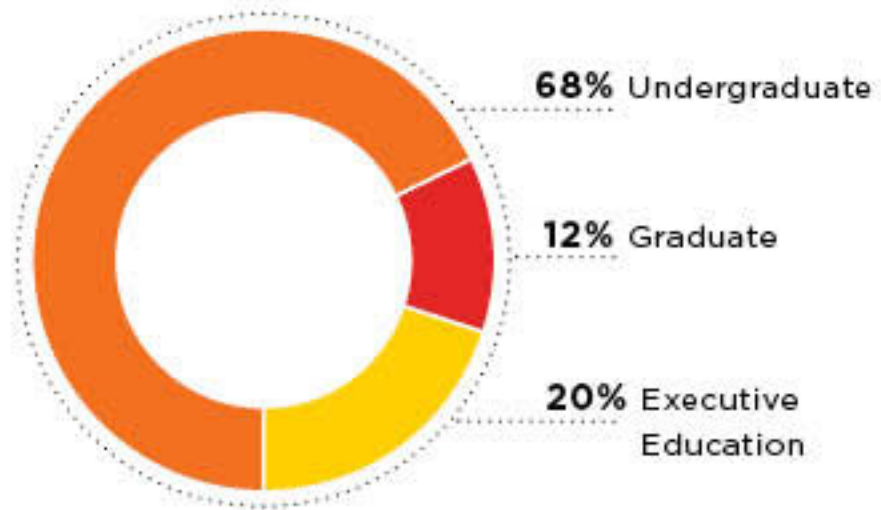
OUR PEOPLE

STUDENTS

HASKAYNE IS HOME TO OVER **4,400 STUDENTS AND PARTICIPANTS**



MORE THAN A **9%** increase since 2012



57%
male



43%
female



NEARLY **300** BCOMM STUDENTS received co-op placements

89% BCOMM STUDENTS WERE EMPLOYED by graduation receiving an average base salary of OVER **\$60,000**



9/10

MBA STUDENTS WERE EMPLOYED **within three months of graduation** receiving an average base salary of nearly **\$100,000**

ALUMNI

22,000 ALUMNI IN OVER
80 COUNTRIES

FACULTY AND STAFF

90 FACULTY
MEMBERS
A **20% increase**
compared to 2012

170 FACULTY
AND STAFF
Haskayne expects
continued growth
to support
new initiatives

OUR PROGRAMS

PROGRAMS

- Bachelor of Commerce (BComm)
- Master of Business Administration (MBA)
- Executive MBA
- Global Energy Executive MBA
- Master of Science (MSc) in Sustainable Energy Development
- PhD in Management
- Executive Education

OUR RESEARCH

RESEARCH

3 MAJOR
RESEARCH
CENTRES +
an additional **8** CENTRES
SUPPORTING
FACULTY AND
TEACHING

- Haskayne research **funding** has more than **doubled since 2012**
- More than **10 research chairs, professorships and fellowships** have been established at Haskayne
- **Over 70 research publications** including **19 FT45 articles** and **36 ABS 3/4/4* articles**

IN THE MEDIA

The Haskayne MBA was ranked among the top 10 MBA programs in Canada by Canadian Business Magazine.

The Alberta Haskayne Executive MBA was ranked among the top 100 Executive MBA programs worldwide by the Financial Times.

STANDING OUT

We are proud of our faculty, staff, alumni and students for their many accomplishments.

Below are some highlights from the last year:

Alain Verbeke, Killam Research Excellence Award winner and SSHRC Insight grant recipient

Mark Anderson, appointed Richard F. Haskayne Chair in Accounting

Derek Hassay, appointed RBC Teaching Professor of Entrepreneurial Thinking

Diane Bischak, Co-Investigator, Alberta Innovates - Health Solutions grant recipient

Robert Elliott, NSERC Discovery grant recipient

Tunde Ogunfowora, Principle Investigator, SSHRC Insight Development grant recipient and Co-Investigator, SSHRC Insight Development grant recipient

Arl Pandes, Canadian Securities Institute Foundation award recipient

Piers Steel, Transatlantic Digging Into Data Challenge grant and SSHRC Insight grant recipient

Rosalynn Dodd, BComm'10, Canada Clean50 Emerging Leader award recipient

Troy Sedgwick, BComm'95, **Susan Brattberg**, BA'05, MBA'10 and **Holly Brattberg**, BSc'06, MBA'11, recognized by Business in Calgary for their entrepreneurial spirit

Ginelle Polini, BComm'13, Enactus National Women Leader of Tomorrow Award recipient

Steve Frederick, BComm'14, 2014 Student Entrepreneur Regional Champion for Western Canada

Martyna Gatkiewicz, BComm'14, 2014 HSBC Woman Leader of Tomorrow Award recipient for Western Canada

Hunter Centre for Entrepreneurship and Innovation, Prairie Region's Most Entrepreneurial Post-Secondary Institution of the Year

Haskayne undergraduate students, two gold medals and a silver medal at the 2014 Inter-Collegiate Business Competition, and a gold medal, two silver medals and two bronze medals at JDC West

MBA students, placed fourth and won \$7,500 at Boston University's Grand Business Challenge in Digital Health

EMBA students, placed second at Hilti Mobile App Competition in Schaan, Liechtenstein

TOP 40 UNDER 40

Joining nearly 50 Haskayne alumni named in Calgary's Top 40 under 40 are;

Caitlin Boyle, BComm'08, **Carolyn Davis**, BComm'07 and **Donovan Seldie**, BMus'99 and Rosza Arts Management Program'13.



Caitlin Boyle



Carolyn Davis



Donovan Seldie

IN 2014, HASKAYNE
HOSTED:

270
EVENTS

400
GUEST
SPEAKERS

10,000
ATTENDEES

**NOTABLE GUEST
SPEAKERS INCLUDE:**

Michael Porter
Professor, Harvard School
of Business

Walter Isaacson
Author of *Steve Jobs*,
the authorized biography

Peter Diamandis
XPRIZE Founder and TED
Talks speaker

Steve Levitt
Economist and Author of
the book *Freakonomics*

W. Brett Wilson, MBA'85,
Entrepreneur and
Philanthropist

Kristina Groves
Olympic medalist and
Haskayne student

Rex Murphy
Journalist, National Post
and CBC

Thank you for supporting
our speaker series:

Alliance Pipeline
ConocoPhillips Canada
Enbridge Inc.

Wayne Henset
Brookfield Residential
Properties Inc.

Progress Energy
Canada Ltd.

**HASKAYNE STUDENTS
GIVE BACK:**

50
INITIATIVES

\$20K
RAISED

550
VOLUNTEER
HOURS

CREATING CONNECTIONS

At the Haskayne School of Business, growing our connections means actively engaging with those around us to create a more enriching learning environment for our students, a stimulating context for our scholars and a collaborative setting for our surrounding communities.

**KATHY SENDALL NAMED HASKAYNE'S
FIRST FEMALE JARISLOWSKY FELLOW**

Kathy Sendall is used to breaking new ground. Having ranked among the Women's Executive Network Top 100 Most Powerful Women in Canada four times, made Alberta Venture's Alberta's 50 Most Influential People twice, and breached the upper echelons of the male-dominated Canadian oil and gas industry, it comes as little surprise that Sendall is the first woman to be named the Jarislowsky Fellow in Business Management at the Haskayne School of Business.

The former senior vice-president of Petro-Canada's North American Natural Gas Business Unit, Sendall currently serves as a director on the boards of CGG, Enmax Corporation and Alberta Innovates-Energy and Environment Solutions, and is no stranger to what it takes to succeed.

Sendall hopes to convince students of the importance of diversity in their careers. "If you want to make successful decisions they have to be ultimately rooted in an understanding of human beings, relationships, the way the



world works," she says. "The theories we learn in business school have to be tempered by the reality of how the world works. It's great to have ambitious objectives, but you have to keep in mind the practical realities and concerns you're going to face."

Established in 2007, the Jarislowsky fellowship's purpose is to broaden students' learning experiences by connecting them with highly experienced and successful business professionals.

STANDING STRONG: SCHOLARSHIPS ESTABLISHED IN MEMORY OF HASKAYNE STUDENTS

As a unified community of students, faculty, staff, alumni, advisors and donors, we extend our deepest sympathies to all who were impacted by the tragic loss of our students.

Working closely with the students' families we have established scholarships in Brett Wiese and Josh Hunter's names to ensure the memory of these two talented students lives on at the University of Calgary and beyond.

To find out how to contribute to the funds:

Brett Wiese Memorial Scholarship - netcommunity.ucalgary.ca/brettwiese

Josh Hunter Memorial Scholarship - netcommunity.ucalgary.ca/joshuahunter



HASKAYNE HOUR: CONNECTING ACADEMIA AND INDUSTRY

Haskayne Hour is bridging the gap between the relevance of rigorous academic research and real world business problems. Focused on delivering and discussing new research and its application to industry in a short timeframe, Haskayne Hour leaves attendees with applicable, new knowledge and ideas for better business practice.

Over the past year, nearly 500 members of the business community have attended Haskayne Hour covering topics from power and risk to decision-making.

In October 2014, Derek Hassay, RBC Teaching Professor of Entrepreneurial Thinking, partnered with Michael Sikorsky, co-founder and CEO, Global of Robots and Pencils Inc. to explore the entrepreneurial mindset.

"Entrepreneurial thinking is often over-looked in business training but is an essential complement to managerial and strategic thinking," says Hassay. "Entrepreneurial thinking helps companies and individuals to seek and realize opportunities for growth and improvement and thus become more innovative."

"Our secret sauce is a process for following the talent as well as an internal 'one culture' partnership between our award-winning artists and world-class developers," shares Sikorsky. "Everything we do starts by blending the sciences with the humanities - the robots with the pencils."

To be part of Haskayne Hour in 2015 visit:
haskayne.ucalgary.ca/research/haskayne-hour

IN THE MEDIA

"Supporting local events and enhancing collaboration among community groups helps to create not only a strong marketing pipeline to your customers but shared value, where everyone benefits."


Houston Peschl, Haskayne School of Business
Four tips for earning your social license - Globe and Mail (August 31, 2014)

Join the conversation
#CreateConnections 
#Haskayne

ENGAGING GLOBALLY

In order to keep pace with the demands of today and prepare for the challenges of tomorrow, the Haskayne School of Business is committed to positioning itself as a modern, adaptable and forward-thinking institution that delivers impactful programming, attracts top students, delivers breakthrough thought leadership and engages on a global scale.

HASKAYNE AROUND THE WORLD

- 
- 1 PITTSBURGH, UNITED STATES**
 - Haskayne students competed in the Berg Cup Case Competition at the University of Pittsburgh
 - 2 BOSTON, UNITED STATES**
 - The Hunter Centre for Entrepreneurship and Innovation partnered with the Massachusetts Institute of Technology (MIT) New Venture Mentorship program
 - Faculty attended the Babson Symposium for Entrepreneurship Educators
 - 3 HOUSTON, UNITED STATES**
 - Home to our largest hub of alumni outside of Canada
 - 4 POLAND**
 - Our largest European alumni contingent
 - 5 PESHAWAR, PAKISTAN**
 - Cheri Nijsen-Jordan, EMBA'04 is working with Doctors without Borders running a neonatal unit that serves refugees and poor residents
 - 6 HONG KONG, CHINA**
 - Our largest Haskayne alumni hub outside of North America
 - 7 SOCHI, RUSSIA**
 - Chandra Crawford, EMBA'16, competed in the cross-country ski racing events at the 2014 Winter Olympics
 - 8 AFRICA**
 - Dorothy de Vuyst, EMBA'15, regional director, Africa, for Samaritan's Purse, has been responding to humanitarian disasters, including the current Ebola crisis in West Africa
 - 9 DOHA, QATAR**
 - Haskayne's Global Energy Executive MBA program is consolidating the University's presence in Qatar by basing part of its program in Doha
 - 10 BEIJING/SHANGHAI, CHINA**
 - China University of Petroleum in Beijing is a collaborative partner of the Haskayne Global Energy Executive MBA program. The program is also supported by CNPC Managers Training Institute, Sinopec Shanghai Petrochemicals Company Ltd. and China National Offshore Oil Corporation Ltd.



Covering over **40,000 km** each Haskayne Global Energy Executive MBA student travels more than the equivalent of the globe's circumference

Over **100** Haskayne students embarked on **INTERNATIONAL EXCHANGES** in nearly **30** cities around the globe

Haskayne has more than **22,000** alumni in over **80** countries across the world

STUDENTS TO SET SAIL FOR GLOBAL LEARNING EXPERIENCES



In 2014, the world got a bit smaller for Haskayne School of Business' undergraduate students thanks to the establishment of four new annual \$15,000 studentships generously supported by the Brawn Family Foundation.

The Semester at Sea program allows students to take part in a 100-day voyage around the globe, visiting multiple countries while accumulating university credits.

We are excited for Haskayne students to set sail, discover the world and build their global leadership skills.

Join the conversation
 #EngageGlobally
 #Haskayne

BUILDING INNOVATION

Innovation is at the core of the Haskayne School of Business' values. From developing cutting-edge curriculum to breaking new ground in the realm of business thought leadership, Haskayne is continuously striving to innovate and raise the bar.



MEDICAL WEARABLE TECHNOLOGY EARNS HASKAYNE ALUMNA GRADUATE OF THE LAST DECADE ARCH AWARD

In the early years of her residency in plastic and reconstructive surgery at the University of Calgary, Dr. Breanne Everett MD'09 and MBA'13, saw an "obvious fix" for a big problem for diabetics. Often losing sensation in their feet, diabetics have a hard time knowing when problems arise and are more susceptible to having their foot amputated.

Everett founded Orpyx, a medical technology company that recently launched SurroSense Rx, a patent-pending product featuring a shoe insert with sensors to alert diabetics when dangerous pressure levels arise in their feet to help prevent permanent damage. The system also tracks data over time through a web-based portal so users can monitor their progress and improve metrics.

Everett received the University of Calgary's Graduate of the Last Decade Arch Award in 2014, recognizing her work on this great venture.

NEW STUDENT EXPERIENCE FUND BOOSTS STUDENT LEARNING OUTSIDE CLASSROOM

The Haskayne School of Business' Canadian Centre for Advanced Leadership in Business, Hunter Centre for Entrepreneurship and Innovation, and Westman Centre for Real Estate Studies have partnered to build an Innovative Student Experience Fund.

The Student Experience Fund currently stands at over \$220,000 and has been made possible in large part thanks to contributions from members of the Haskayne Founders' Circle. Through this centralized and faculty-wide initiative, Haskayne students are now able to access funding for meaningful extracurricular activities.

In 2014, the newly established fund was used to send a Haskayne student team to compete in the Berg Cup, an ethical case competition at the University of Pittsburgh.

The Haskayne team won top prize for the business simulation contest and was so grateful for the opportunity to attend that they decided to reinvest the prize money in the Student Experiences Fund to support future student enrichment projects.

MULTIPLYING THE SPEED OF SOCIAL SCIENCE

An advanced Google-type search engine that sorts research and provides additional expert analysis has the potential to revolutionize social science. This is exactly what Piers Steel, one of the world's foremost authorities on meta-analysis, hopes to achieve.

Steel, Distinguished Research Chair in Advanced Business Leadership at the Haskayne School of Business, is the recipient of the 2013 Transatlantic Digging into Data Challenge grant. Collaborating with Frank Bosco from Virginia Commonwealth University, the duo is working to revolutionize how social scientists search for and analyze findings from big data, or collections of data so large and complex that traditional data processing is difficult.

HASKAYNE STEERS STUDENTS TO LEADERSHIP EXCELLENCE

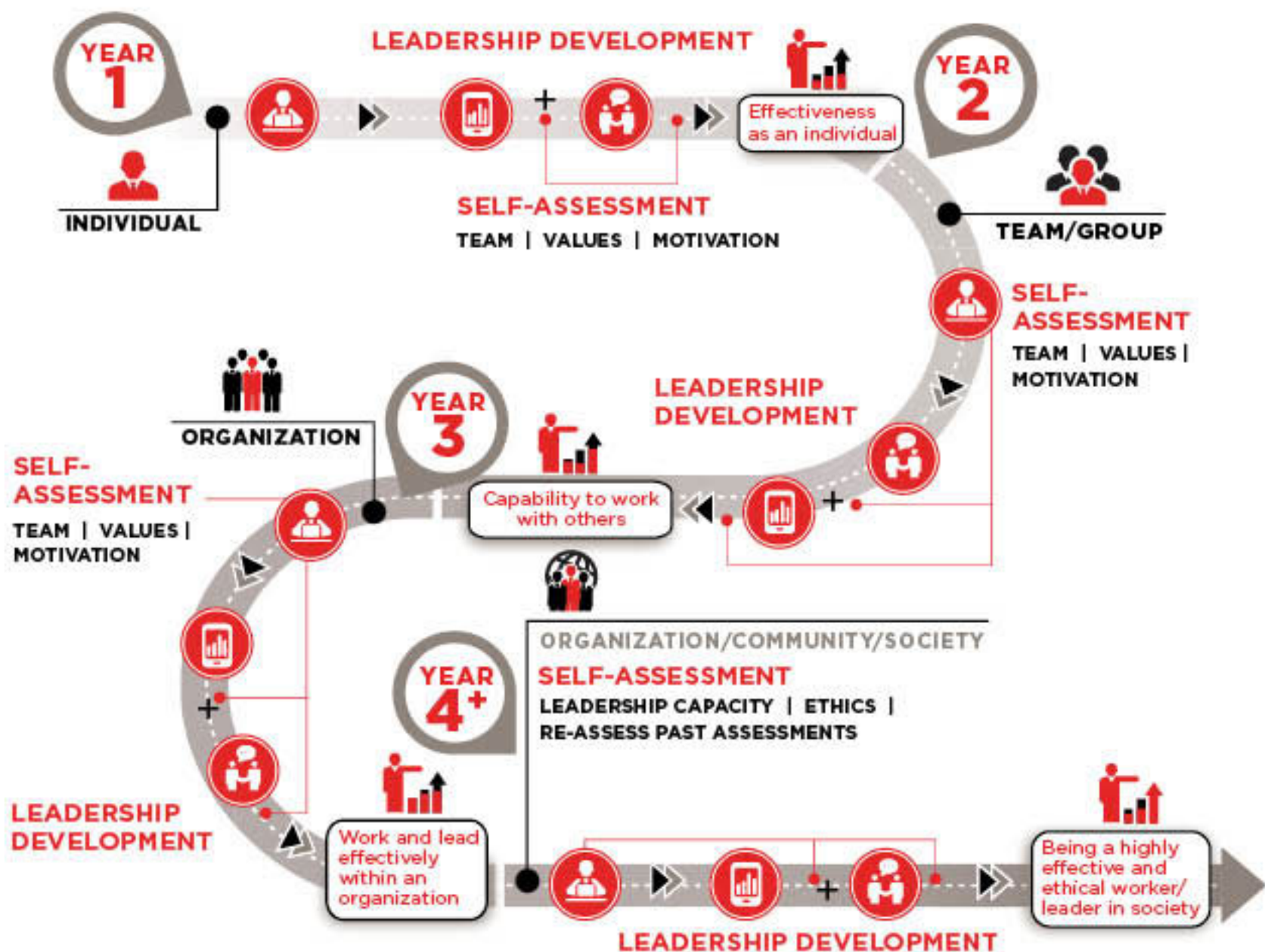
In the fall of 2014, the Haskayne School of Business' Canadian Centre for Advanced Leadership in Business implemented The Guided Path. This innovative program for undergraduate students is the first-of-its-kind in the world and exclusive to Haskayne.

The program provides Haskayne students with a roadmap for their future based upon feedback, mentoring and coaching designed to help develop their leadership skills within an ethical leadership framework.

From the first day of their degree to graduation, students can access self-assessments to analyze personality traits,

values, ethics, team process, team leadership and leadership capacity. The self-assessment results help create a personalized leadership profile, allowing students to set goals and access resources for further leadership development.

Through The Guided Path Haskayne students can continuously monitor their progress towards becoming a highly effective and ethical leader, ensuring a strong start to their future careers.



© Haskayne School of Business, University of Calgary, 2014

IN THE MEDIA

Haskayne alumni were among those who found an innovative way to connect oil and gas project managers with skilled trades.

ContractMeNow

Startup of the Week – Calgary Herald (August 11, 2014)

Join the conversation
#BuildingInnovation
#Haskayne

**DISTINGUISHED BUSINESS
LEADER AWARD
PAST RECIPIENTS***

Alan Norris
President and CEO,
Brookfield Residential
Properties Inc.

Susan Riddell Rose
President and CEO,
Perpetual Energy Inc.

Rick George
President and CEO,
Suncor Energy Inc.

Hal Kvisle
President and CEO,
TransCanada Corporation

Patrick Danieł
President and CEO,
Enbridge Inc.

George Brookman
CEO and Owner,
West Canadian

Mike Tims
Chairman, Peters & Co.

Harley Hotchkiss
Chairman, NHL Board
of Governors

Linda Hohol
President,
TSX Venture Exchange

Charlie Fischer
President and CEO,
Nexen Inc.

Clive Beddoe
Chairman, President and
CEO, WestJet Airlines Ltd.

John Forzani
Founder, Chairman and CEO,
The Forzani Group Ltd.

David O'Brien
Chairman, President and
CEO, Canadian Pacific Ltd.

Brian MacNeill
Chairman, Petro-Canada

James Gray
Chairman, Canadian Hunter
Exploration Ltd.

J.R. (Bud) McCall
Chairman,
Trimac Corporation

Richard F. Haskayne
OC, AOE, FCA,
Chairman of the Board,
NOVA Corporation

Robert Brawn
President and CEO,
Danoll Energy Ltd.

Alfred Balm
Chairman of the Board,
Emergo Canada Ltd.

David Mitchell
OC, President and CEO,
Alberta Energy
Company Ltd.

John Currie
President, Alberta Arts
Stabilization Fund

* Position at time of award

SHAPING ETHICAL LEADERSHIP

At the Haskayne School of Business, we are committed to developing the next generation of business leaders. Through the ongoing expansion of the Canadian Centre for Advanced Leadership in Business, we have been redefining what it means to be an effective business leader and have been helping to transform the advanced leadership principles that will define the future of business.

**2014 DISTINGUISHED BUSINESS
LEADER AWARD RECIPIENT,
MAC VAN WIELINGEN**

For over 20 years, the Haskayne School of Business in partnership with the Calgary Chamber of Commerce, have recognized outstanding leadership in the Calgary business community through the Distinguished Business Leader Award.

In 2014, Mac Van Wielingen was honoured for his key roles in numerous oil and gas corporate transactions and capital-raising projects. Van Wielingen was the driving force behind the creation of ARC Financial, a leading private equity investment management company focused on the oil and gas sector in Canada, and ARC Energy Trust, one of Canada's largest conventional oil and gas companies.



HASKAYNE MENTORSHIP PROGRAM HELPS PREPARE FUTURE LEADERS

In 2013-2014, the Canadian Centre for Advanced Leadership in Business administered for the first time the Haskayne Mentorship Program, designed exclusively for Haskayne students. The program pairs established business professionals throughout Calgary with students. In its inaugural year, the program facilitated over a hundred matches.

By sharing expertise, a mentoring relationship can be crucial to transitioning from university life into the business world. For students, the program enhances fundamental components of a strong leader such as organizational skills, confidence, integrity and leading by example.

Throughout the year, the Canadian Centre for Advanced Leadership in Business held mentor-only events including the Art of Mentoring, as well as mentee-only experiences.

“

The Mentorship Program helped me focus and set career goals that I had never thought about or considered before. After speaking with my mentor I found a whole world of opportunities that I didn't know were out there.”

Shanay, 2013-2014 Mentee



RUGGED ROCKIES PERFECT LANDSCAPE FOR STUDENT LEADERSHIP DEVELOPMENT

September 2014 marked the first ever Haskayne Leadership Expedition - a five-night excursion in the Canadian Rockies that brought together 12 strangers and ultimately changed their lives.

An unconventional learning experience, the Haskayne Leadership Expedition is completely student-led and driven. Although accompanied by professors David Lertzman and Julian Norris, and Outward Bound mountain guides Lenka Staffl and Ken Wylie, the students were responsible for planning and navigating the route, preparing the necessary gear and learning the skills required for spending five nights in the great outdoors.

The goal of the course is to develop and foster leadership skills and ethical knowledge. Through their

experiences students took on leadership roles, made mistakes, creatively solved problems and had time to reflect on their own personal leadership styles and areas for improvement.

"I think a lot of individuals entered this trip not knowing what they were going to get out of it," shares Kurt Stangl, third year BComm student. "But I think a lot of us left with answers to questions we never thought to ask ourselves."

The opportunity for growth and learning doesn't end when students return to civilization, those who have been through the program have the opportunity to assume leadership roles at the Leadership Challenge weekend event.

LEADING AMIDST COMPLEXITY

In 2014, the Haskayne School of Business' Executive Education and the Calgary Police Service partnered to address the challenge of leading amidst the complexity of immense and rapid change.

When asked why they chose Haskayne as their partner in business education, Debi Perry, senior manager, Calgary Police Service explained, "It is Haskayne's mandate to keep up-to-date on changes in business. By having them do that for you, and bring in different consultants, you grasp the concepts quicker and apply them faster. We talked in class about ways we could integrate what we were learning. It remedies the post-course implementation problem."

IN THE MEDIA

"The next time you find yourself at the negotiating table, remember to identify what you don't know about the other party, speak less and listen more, and explore how you can expand the agreement rather than rush to a compromise."

Loren Falkenberg, Haskayne School of Business
Secrets of successful negotiation - Globe and Mail (June 29, 2014)

Join the conversation
#ShapeLeadership
#Haskayne 

FOSTERING ENTREPRENEURIAL THINKING

At the Haskayne School of Business, we strongly believe that entrepreneurship is a way of thinking and a vehicle for transforming the business landscape of tomorrow. The Hunter Centre for Entrepreneurship and Innovation, has gained tremendous momentum through the creation of new courses, inaugural venture competitions, new strategic partnerships and the overall increase in our entrepreneurial culture across the university community.



NEW ENTREPRENEURIAL THINKING COURSE OFFERS FRAMEWORK FOR VENTURE CREATION

Thinking entrepreneurially and turning ideas into viable for-profit business ventures, social ventures or not-for-profit organizations, is an art and a science.

In the fall of 2014, the Haskayne School of Business launched ENTI 317, a one-of-a-kind required second-year Bachelor of Commerce course specifically geared towards empowering students to think entrepreneurially in terms of new venture creation and also as a new way to approach innovation, collaboration, decision making and identifying opportunities.

The course transcends the traditional learning environment through a unique social innovation and new venture competition, peer-to-peer engagement, and coaching from entrepreneurs and experts active in the Calgary business community.

INAUGURAL ENERGY NEW VENTURE COMPETITION ALLOWS START-UPS TO SHINE

The Energy New Venture Competition is the first-of-its-kind, focused on would-be energy sector entrepreneurs and was developed by the Haskayne School of Business' Hunter Centre for Entrepreneurship and Innovation, and Innovate Calgary in partnership with PROPEL Energy Tech Forum.

Open to all seed-stage companies, budding entrepreneurs, researchers and students, the competition is a platform for advancing emerging energy technology companies and concepts to the next level.

Judges evaluate the teams as real-world energy sector entrepreneurs solicit start-up funds from early stage investors. Outside of our expert-judging panel, an audience of other investors and innovators provide a rich, interactive networking environment for teams from both potential investment and collaboration perspectives.

In 2014, FREDsense Technologies, a company started by a team of University of Calgary students and alumni, secured the top prize. The company took home \$15,000 in cash, \$10,000 of in-kind services and the opportunity to pitch at the PROPEL Energy Tech Forum to more than 100 investors.

GLEN SCHMIDT 2014 MAX AWARD RECIPIENT

Established in 2000, the Haskayne School of Business' Management Alumni Excellence (MAX) Award recognizes the outstanding success of its alumni. The award is intended to celebrate personal achievement and extraordinary service to the school and the community.

In 2014, Glen Schmidt, BSc'81, MBA'94, was honoured for acting as the entrepreneurial catalyst in founding Laricina Energy Ltd., as well as contributions made to Haskayne by sharing his expertise and enhancing the post-secondary experience for students and emerging entrepreneurs.



A LOCAL TASTE OF SUCCESS

Armed with a solid business foundation built at the Haskayne School of Business and experience in the restaurant industry, Vanessa Salopek, BComm'10 has created one of Calgary's most enjoyable gastronomic experiences, MARKET.

Named Calgary's no. 1 new restaurant according to restaurant reviewer John Gilchrist, Salopek took her idea which she conceptualized in a Haskayne classroom and turned it into something truly special.

IN THE MEDIA

"Entrepreneurial thinking involves an enterprise-wide commitment. And it is a skill that can be learned and applied in small, medium or large businesses in pursuit of innovative ways to meet consumer and business needs."

Jim Dewald, Haskayne School of Business
Three factors that foster entrepreneurial thinking - Globe and Mail (March 10, 2014)

MAX AWARD PAST RECIPIENTS*

Tom Buchanan, BComm'79,
CEO and Director,
Spyglass Resources Corp.

Helen Wesley, BComm'91,
Executive Vice-President,
Corporate Services,
Talisman Energy Inc.

Eva Friesen, MBA'00,
President and CEO,
The Calgary Foundation

Mike Shaikh, FCA,
BComm'77, Chair,
Calgary Police Commission

George Gosbee, BComm'93,
Founder, President,
Chairman and CEO,
Tristone Capital Inc.

Russ Girling, BComm'85,
MBA'91, President, Pipelines
TransCanada Corporation

Ken McKinnon, BComm'80,
Vice-President, Legal Affairs
and General Counsel,
Critical Mass and Partner,
Sundog Eyewear

David Byler, BComm'78,
Executive Vice-President,
Natural Gas and Renewable
Energy, Suncor Energy Inc.

Brian Bass, BA'71,
BComm'73, Member of
the University Board of
Governors, Senate and
Alumni Association

Lesley Conway, MBA'89,
President, Hopewell
Residential Communities

W. Brett Wilson, MBA'85,
Co-founder, Managing
Director and
Chairman, FirstEnergy
Capital Corporation

Hal Kvisle, MBA'82,
President and CEO,
TransCanada Corporation

Charlie Fischer, MBA'82,
President and CEO,
Nexen Inc.

Mike Tims, BComm'76,
President and CEO,
Peters & Co. Ltd.

* Position at time of award

Join the conversation
#ThinkEntrepreneurial
#Haskayne



INVESTING IN HASKAYNE

Each year, the Haskayne School of Business counts on the generous support of a committed donor community to transform business education, build stronger community linkages and pioneer cutting-edge research at the University of Calgary.

GROWING AND DIVERSIFYING COMMUNITY SUPPORT IS KEY TO HASKAYNE'S SUCCESS

In the last decade the essential funding received by the Haskayne School of Business, from donors on an annual basis, has more than quadrupled and its pool of supporters has significantly diversified. This has been representative of the school's broadening and strengthening engagement with past and new stakeholders, all of whom have a vested interest in the institution's success.

With future goals to deliver best-in-class programs, achieve ambitious research programs and effectively engage with the local community, the Haskayne School of Business must continue to grow and diversify the involvement of all its valued donor groups - alumni, friends, corporations, associations and foundations.

The attainment of our fundraising goals has been and will continue to be made possible through the establishment and ongoing development of engaging fundraising initiatives such as the *Where Leaders Learn to Lead* campaign and the Haskayne Founders' Circle.

Conceived in 2009, the *Where Leaders Learn to Lead* campaign was launched to jump-start the investments needed to support Haskayne's strategic vision of being an internationally recognized centre of excellence for business education, research and community outreach, with a special emphasis on the distinct elements that define Calgary and Alberta: energy, entrepreneurship and ethical leadership. Since its establishment, the campaign has raised over \$45 million toward its \$50 million campaign goal.

Investments in the *Where Leaders Learn to Lead* campaign have changed the face of the Haskayne School of Business, including a network of generous supporters and the development of three transformational centres: the Canadian Centre for Advanced Leadership in Business, the Hunter Centre for Entrepreneurship and Innovation, and the Westman Centre for Real Estate Studies.



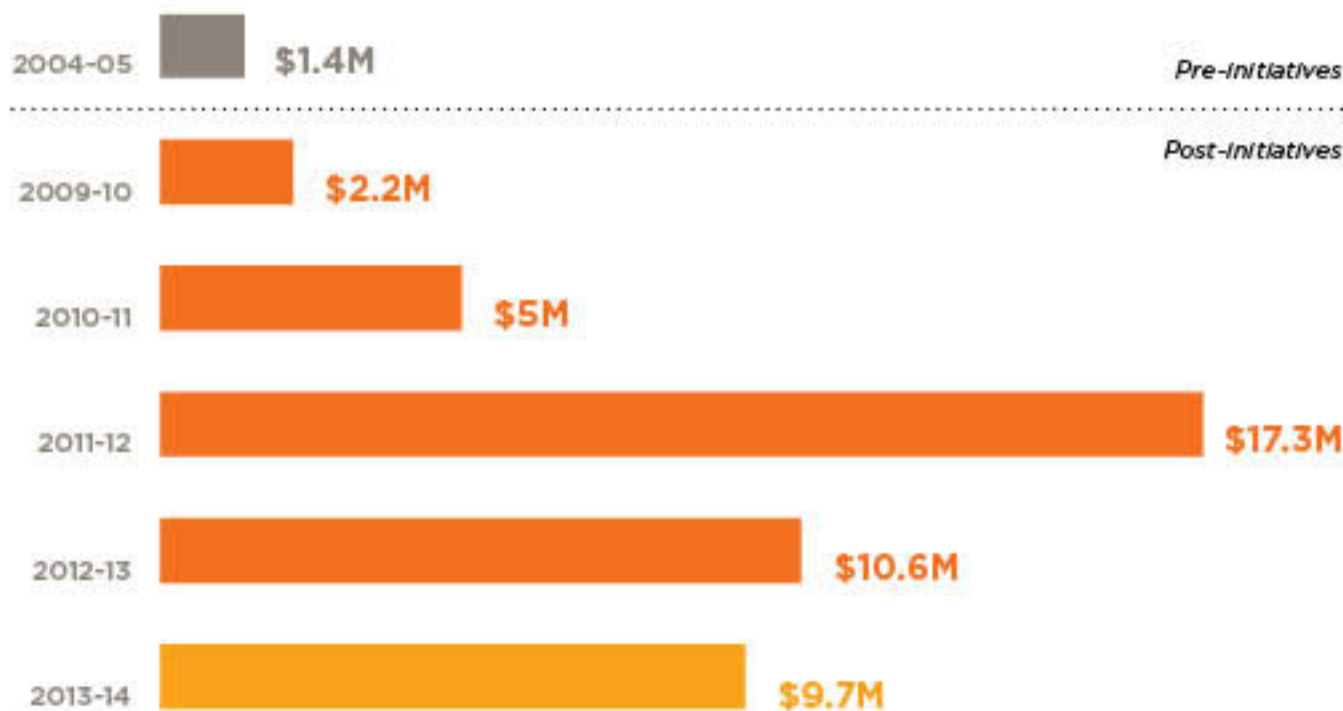
“

I strongly believe there is a vital need for successful individuals to volunteer their time and pragmatic experience as well as money to not-for-profit organizations.”

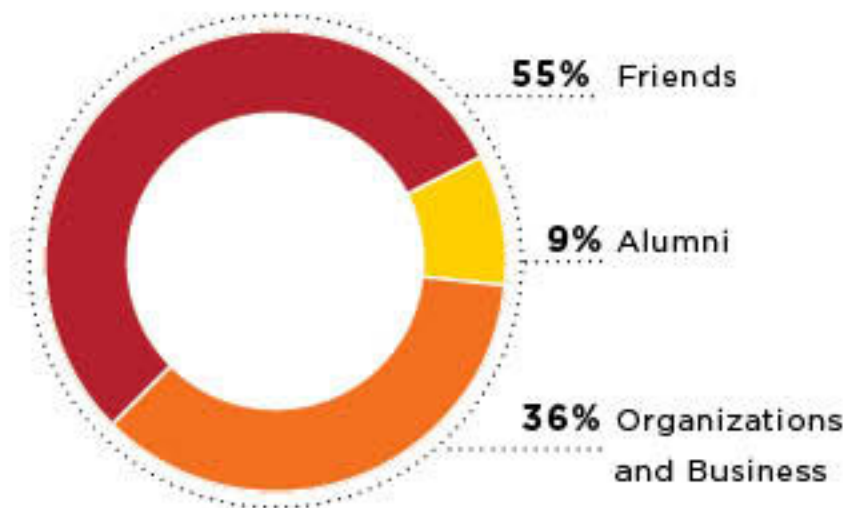
Richard F. Haskayne, OC, AOE, FCA

OVERVIEW OF PHILANTHROPIC GIVING

Strategic development initiatives such as the *Where Leaders Learn to Lead* campaign and the Haskayne Founders' Circle were put into place to grow and diversify support. Below shows the positive impact of such initiatives on philanthropic giving at the Haskayne School of Business over the last five years.



2013-2014 DOLLARS RAISED



Total giving
9.7M
from
350 donors

“

It is inspiring to work alongside a committed group of philanthropists as we support the vision of the Haskayne School of Business.”

Michael Makinson, Co-Chair,
Haskayne Founders' Circle Cabinet

Want to help transform business education and develop our future leaders?
Contact us at becomealeader@haskayne.ucalgary.ca

HASKAYNE FOUNDERS' CIRCLE MEMBERS:
Established in 2011, the Haskayne Founders' Circle aims to engage alumni, friends and business leaders both in Calgary and across North America in support of the school's strategic vision. Members of this community of philanthropists support the school with annual gifts of \$10,000 or more. Since its inception in 2011, the circle has grown to 64 members who have invested over \$3 million in gifts and pledges.

64
FOUNDERS' CIRCLE MEMBERS

50% increase over last year

\$788K
RECEIVED FROM FOUNDERS' CIRCLE MEMBERS

34% increase over last year

\$3M
TOTAL GIFTS AND PLEDGES since inception in 2011

Join the conversation
[#InvestInHaskayne](#)
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NEW WESTMAN CENTRE FOR REAL ESTATE STUDIES TAKES STUDENTS' LEARNING TO NEW HEIGHTS

The establishment of the Centre was made possible thanks to the generous \$5 million gift by Calgary builder and developer Jay Westman.

The Westman Centre for Real Estate Studies is poised to become a national centre of excellence that will educate the next generation of business leaders for the real estate industry, deliver new research knowledge for this thriving sector and create engaging outreach initiatives targeting all pertinent stakeholders.

Haskayne is focused on expanding the Centre's reach, which includes offering an undergraduate concentration and a MBA specialization in real estate. Further, the Centre is poised to facilitate new outreach opportunities for academics, practitioners and government representatives.

"I am committed to developing responsible business leaders for our growing real estate industry, and I believe

the Haskayne School of Business is the place to make that happen," says Westman.

Recently, Jyoti Gondek joined the Westman Centre for Real Estate Studies as its director. Gondek is an award-winning sociologist with expertise in urban environment, urban-rural hybridity, renewed urbanism and the city experience of Calgary's immigrant population. Gondek will expand the work started by PhD candidate Leighton Wilks, who was manager of the Centre before being appointed to Haskayne faculty earlier this fall.

Thanks to the investment of the community, the Haskayne School of Business is able to lead change in business education and knowledge creation, and together we are paving the way for generations of successful leaders tomorrow and beyond.

2014 HASKAYNE DONOR LIST

\$15 MILLION AND OVER

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\$10,000,000-\$14,999,999

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* Alumnus/a of the Haskayne School of Business

** Honorary degree recipient of the University of Calgary

^ Deceased

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FINANCIALS

FOR THE FISCAL YEAR ENDED MARCH 31.

SOURCES (year end)	2014		2013	
Base Funding ¹	\$ 22,271	61%	\$ 22,281	61%
Endowment Allocation ²	2,105	6%	2,094	6%
Donations and Other Grants	5,087	14%	5,050	14%
Credit Tuition and Related Fee	4,806	13%	4,804	13%
Non-Credit Tuition and Fees	1,268	4%	1,369	4%
Sales of Services and Products	106	1%	179	1%
Non Endow Invest and Misc. Revenue	188	1%	205	1%
Total Sources	\$ 35,831	100%	\$ 35,982	100%

USES (year end)	2014		2013	
Salaries and Benefits ³	\$ 25,545	70%	\$ 24,068	67%
Materials and Supplies	3,946	11%	3,766	10%
Travel	1,259	4%	1,259	3%
Maintenance and Repairs	61	1%	74	1%
Transfers	639	2%	(7)	-1%
Capital and Debt	725	2%	473	1%
(from) to Unrestricted Net Assets ³	(201)	-1%	1,684	5%
Return to Projects ^{3,4}	2,203	6%	2,453	7%
Return to Endowment ³	925	3%	1,457	4%
Total Uses	\$ 35,831	100%	\$ 35,982	100%

¹The primary source for base funding is from Campus Alberta Grant, distributed by the University of Calgary Central Administration.

² Endowment allocation is determined by a return formula that averages return on endowment capital over a 16 quarter rolling market average; the allocation for 2014 was 4 per cent.

³ Salaries and benefits increased significantly over the reported period, reflecting an increase in academic and non-academic staff. The staff complement increase was financed through a reduction in the returns to unrestricted net assets, projects, and endowments.

⁴ \$400,000 in one-time funds were drawn from unrestricted net assets to support conceptual programming and architectural services related to the proposed Haskayne Advanced Learning Centre.

WHAT PEOPLE ARE SAYING ABOUT HASKAYNE

“

Studying at Haskayne presented opportunities that were light years ahead of someone with a degree from outside of Calgary who could not rely on local connections or relationships.”

W. Brett Wilson, MBA'85, Entrepreneur and Philanthropist
Globe and Mail, Mar. 13, 2012

“

Historically, in the university community the word ‘entrepreneurialism’ was generally reserved for business schools. The Hunter Centre for Entrepreneurship and Innovation is a key catalyst in spreading the entrepreneurial culture across multiple faculties and disciplines at the University of Calgary. Innovate Calgary is proud to be working with them in helping build a truly entrepreneurial university.”

Peter Garrett, President
Innovate Calgary, 2013

“

There were students from all over the world in my classes at Haskayne, and that gives you experience working with people from many different backgrounds. It's the next best thing to actually being abroad.”

Alan Chen, MBA'09
Financial Post, Oct. 28, 2013

“

The rigorous program [Rediscovering Leadership: The Haskayne Wilderness Retreat] provides a unique opportunity for future and current leaders to reflect on their core values and discover their place in the bigger picture.”

Denise Deveau, Journalist
Financial Post, Sept. 23, 2013



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Calgary, AB T2N 1N4
CANADA

haskayne.ucalgary.ca