The vision of the Fund is to enliven the student experience at Schulich by creating real world opportunities and learning experiences that run parallel to the formal curriculum. The Fund is an extension of our basic approach, which is to engage alumni and industry in the process of inspiring, challenging, and supporting our students. Although they are not children any more, the expression ‘it takes a village to raise a child’ seems to describe appropriately the indispensable value your involvement brings to the students in the Program.

Whether I’m speaking with a graduate from last year or ten years ago, I regularly hear how much our alumni value the real-world experiences and approaches, Continued on page 5
Connecting Students in Mentorship

At the behest of one of our donors, a series of mentorship lunches were organized during the 2013-2014 and 2014-2015 academic year. These small and intimate networking/mentoring lunches were conceived to provide students with the opportunity to learn about the industry from leading alumni practitioners. The lunches were hosted by Geoff Grayhurst (MBA’91), President and CEO, Dorsay Development Corporation; Lee Warren (MBA ’02), Managing Director, Real Estate, Sun Life Investment Management; Rob Goodall (MBA’84), President and Founder of Canada Mortgage Capital Corporation and President and Chief Executive Officer of Atrium Investment Corporation; and Gianni Ciufo (MBA’99), Partner and North American Leader, Infrastructure Advisory and Project Finance at Deloitte & Touche LLP. These luncheons were open to all members of the Schulich Real Property Students’ Association (SRPSA) and participants are selected by a lottery. By limiting the lunches to three or four participants, students find it easier to engage in real dialogue with their mentors.

The Experience Fund is Growing—Thanks to You!

To date, $100,000 has been pledged towards the Real Estate & Infrastructure Student Experience Fund.

Experiencing New York’s Finest Real Estate, 2014

In February 2014, guided by Professor Andre Kuzmicki, and Schulich alumnus and instructor Patrick Iaboni (BBA’93, MBA’94), in collaboration with the SRPSA, 11 students made the third annual trip to real estate hotspot New York City. Through this experience, students were given first-hand access to some of the most exciting real estate development projects underway in the City. The Student Experience Fund provided subsidies to cover a portion of the travel costs incurred by the students. During the excursion, students received guided tours of the Related Properties/Oxford Properties’ Hudson Yards project, the largest undeveloped single piece of property in Manhattan, World Trade Centre 4, Brookfield Place and 837 Washington Street. In addition, students also took part in a development class at Columbia’s Graduate School of Architecture, Planning and Preservation and participated in the annual Schulich MBA/Columbia MSRED Friendship Dinner—a tradition that brings together students and instructors from both schools. Read about the 2015 Tour on page 4.
Argus Training

Each year, Argus software certification is arranged by the Program in Real Estate and Infrastructure as a means of enhancing the initial employability of Schulich students.

During the 2013-14 and 2014-15 academic years, two groups of Schulich students were provided with the opportunity to be certified in the leading commercial real estate software. To participate in the program, each student was required to make a personal investment by purchasing Argus certification teaching materials. The Student Experience Fund supported the students by covering the training fees and travel costs of a certified Argus trainer.

Thank you, Student Experience Fund donors!

Schulich Competitions

Developers’ Den, presented by Altus/RealNet, was once again among the marquee events for the Program during the 2013-14 and 2014-15 academic years.

Developers’ Den IV took place on February 28, 2014 and featured 12 teams, from Columbia, Rotman, Ryerson, Queens and Schulich in the intense one-day competition. The first place team, from the Rotman School of Management, took home a cash prize of $3,000. The second place team, from Schulich, received a $1,000 cash prize.

In March 2015, Developers’ Den V was held. Two teams of Schulich MBA students enrolled in the School’s Real Estate and Infrastructure Program captured first & second place in the competition. A team from Columbia University’s Graduate School of Architecture Planning and Preservation placed third. The final round presentation and awards reception drew over 100 industry representatives, who joined with the 14 expert judges to watch top real estate students perform at their best, witness the thrill of victory, and the agony of defeat, and network with the competitors and industry peers.

The Student Experience Fund was a proud supporter of both Developers’ Den IV and V. Developers’ Den is organized by an alumni committee comprised of Chris Edey (MBA’11) (Chair), Phil Baron (MBA’12), Pete Ivanovic (MBA’11), Naram Mansour (BBA’07, MBA’11), Max Vo (MBA’12) and Steve Boulton (MBA’14, new to the Committee in 2015).

On March 7, 2014, the third annual Schulich Undergraduate Real Estate Challenge was held. This challenge, which featured teams from Ryerson, Guelph and Schulich, was organized by Schulich alumni and instructors Patrick Iaboni (BBA’93, MBA’94) and Naram Mansour (BBA’07, MBA’11), and was directly supported by the Student Experience Fund. The Fund covered event related costs and the cash prizes for the winning student teams.

Inspiring excellence abroad, 2014

In 2014, the Student Experience Fund provided support to two Schulich teams participating in the international MIT Case Competition in London, U.K. Two Schulich teams were amongst 12 semi-finalists selected out of 42 entries. The teams were comprised of Christopher McFarlane (MBA’14), Tom Ngo (MBA’14), Ashley Regan (MBA’15), and Nader Qawasmi (MBA’15); and Richard Boivin (MBA’14), Steve Boulton (MBA’14), Dougal Bruce (MBA’14) and Christina Giannone (MBA’14). As participant Steve Boulton remarked, “the Student Experience Fund was a significant part of making our attendance in London for the 2014 MIT Case Competition possible. The financial support that we received was important, but perhaps more impactful was that it told us that we had the support of our fellow students, the faculty and the School. I believe that the Student Experience Fund was integral to our involvement and the many great memories that resulted.”

2013 & 2014 Perspectives Lectures deliver over $39,000

Since the first lecture in 2004, the annual Perspectives Lecture has developed into one of the School’s most highly anticipated events. Organized by a volunteer team of Program alumni including Mark Hao (MBA’09, 13-14 Chair), Suhan Hannan (MBA’04), Eric Midvidy (MBA’07), Anthony Ottavino (IBBA’07, MBA’11), Glenn Van Allen (MBA’07), Nicole Vicano (MBA’11) and Michael Westgate (MBA’09), the 2013 and 2014 Perspectives Lectures both sold-out and together raised over $39,000 to benefit the Student Experience Fund. The 2013 Lecture featured former CMHC President and CEO Karen Kinsley, while the 2014 Lecture was delivered by Ed Sonshine, President and CEO of RioCan REIT. Both events took place at the King Edward Hotel.
Once again in 2015, an enthusiastic group of 17 Schulich students headed to New York City to experience some hands-on learning and tour some of the world’s largest real estate developments. Highlights included a visit to a real estate tech start-up, a tour of Bloomberg’s offices, a presentation by the Founder of Real Capital Analytics, tours of the Brookfield Place re-positioning, and the Hudson Yards project and a trip to the top of the newly constructed 4 World Trade Centre.

Two Schulich Teams @ 2015 MIT ‘The Case’ Competition

Congrats to the two Schulich teams who made it to the MIT ‘The Case’ competition in Boston in April 2015. Representing the School and the Program, the following students (pictured from left to right) competed in the semi-final round: Anthony Yu, Steve King, Joyce Chan, Adam Tobin, Emily Long, Jamil Damji, Lina Wong and Sandra Krecisz.

Student participation in this international competition was subsidized by the Student Experience Fund. Congratulations on your success! The students were accompanied to Boston by Professor James McKellar, Academic Director, Real Estate & Infrastructure Program, who coincidently was the Founding Director of the MIT Centre for Real Estate.

Nothing Ventured, Nothing Gained

San Francisco, 2015

In January 2015, six students from the Program attended the “Nothing Ventured, Nothing Gained: Negotiating the Development JV” training event in San Francisco. This one day negotiation exercise, led by expert lawyers, was organized by Tod McGrath of the MIT Center for Real Estate and included students from MIT, Schulich, and Hong Kong University of Science and Technology. The Schulich group was joined by faculty member Sherena Hussain (BBA’08, JD/MBA’12). This opportunity was generously supported by the Student Experience Fund.

Schulich @ NEW YORK CITY 2015

Once again in 2015, an enthusiastic group of 17 Schulich students headed to New York City to experience some hands-on learning and tour some of the world’s largest real estate developments. Highlights included a visit to a real estate tech start-up, a tour of Bloomberg’s offices, a presentation by the Founder of Real Capital Analytics, tours of the Brookfield Place re-positioning, and the Hudson Yards project and a trip to the top of the newly constructed 4 World Trade Centre.
whether delivered in the classroom or through co-curricular events and initiatives. A strong co-curricular program enriches student experience, helps to bridge theory and practice and results in better preparation for launching one’s career. Thanks in large part to the initiative of the students themselves, as well as the involvement of alumni and industry, we have always had an active co-curricular program at Schulich. Many events and activities continue to be funded from other sources; however, the Student Experience Fund is vital because it supports expansion of the co-curricular program and facilitates broader participation by our students. Since its inception less than 30 months ago, the Fund has supported:

- Argus software training for 79 Schulich real estate students;
- Participation by 41 Schulich students in the annual New York City real estate tour;
- The Developers’ Den III, IV and V real estate case competitions, each year involving about 48 students from six universities;
- Support for the Schulich Undergraduate Real Estate Case Competition (‘SURE’) in 2014;
- Travel and accommodation support for seven students competing in the 2014 MIT case competition in London, UK;
- Travel and accommodation support for eight students competing in the 2015 MIT case competition in Boston, USA;
- Travel and accommodation support for six students attending the “Nothing Ventured, Nothing Gained: Negotiating the Development JV” training event in San Francisco in January 2015;
- Seven semi-private mentorship lunches; and
- Attendance by 52 students at the 2013 and 2014 Perspective Lectures.

Just as importantly, the Fund is allowing the Program to more effectively plan for the long-term with the confidence of support from alumni and friends behind us. Thank you for being a part of this Fund and for deepening our students’ knowledge of the industry and their network, and for helping them gain new and important real world skills.

Thank you to our Student Experience Fund Donors

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