

RO(G)I: Return On (Gift) Investments ***July 2005 through June 2006***

Every step of our day is carefully thought out to bring us closer to our vision of being recognized as “the preferred business management education choice and the standard against which other providers are measured.” Whether it’s student interaction, alumni events, fundraising, program enhancement or faculty development – it is always with that same purpose.

LFGSM experienced many school-wide achievements during the fiscal year. A few examples of which we are particularly proud include:

LFGSM SCHOOL NEWS

- Jack Welch – former CEO of GE and New York Times # 1 bestselling author – visited the Lake Forest campus & headquarters and addressed a group of students, alumni and friends of the School. Welch was in town to promote his new book, Winning.
- LFGSM has been named to the "2006 Companies that Care" Honor Roll. This prestigious annual listing honors companies who demonstrate commitment to their staff, customers, and the broader community.
- Ron McNeil, Senior Vice President, Protection Distribution, received LFGSM's 2005 Distinguished Director Award to recognize his outstanding service to the Graduate School and exemplary leadership at the Board level.
- The 2006 Distinguished Executive Award was presented to the three past presidents of LFGSM: Maurice F. (Moose) Dunne, Jr., Raymond E. Britt, Jr., and Rhett W. Butler, in acknowledgement of their lifetime career achievements and their service to LFGSM.
- The 2006 graduating class named Mike Muldoon, Consultant for Muldoon Consulting, Inc., the Distinguished Faculty Award recipient for his commitment to academic excellence.
- Welcomed Jody Berns, Managing Director, Business Systems at HSBC Technology and Services; Joan Bailar, Former VP & COO at Advocate Health Centers and Faculty Member at LFGSM; Ken Hoffman, Group Vice President at ITW, Inc.; Bruce McGillivray, Corporate Vice President; President, Renal at Baxter Healthcare Corporation; and Arvind Singh, President & CEO of Utopia, Inc., to the LFGSM Board of Directors.

SPECIAL GIFTS

- In honor of LFGSM's first President, Maurice F. "Moose" Dunne, the Dunne Scholarship was founded. \$150,000 was raised to endow this new scholarship for entrepreneurial students, thanks to: Rhett Butler, Cherry Corp., Granger Cook, James Deters, Maurice Dunne, Lake Forest Bank and Trust, Mike Love, Jack Preschlack, and Timm Reynolds.
- Tovar Snow Removal (Jeff Tovar, class of '03) donated \$13,600 in services to the School.
- Fifth Third Bank was the Title Sponsor for the 2006 Scholarship Golf Outing & Dinner, donating \$10,000.
- Board member Ken James made a gift of \$10,000 to LFGSM.
- Lake Forest /Lake Bluff Morning Rotary made a gift of \$8,000 for scholarship.

MBA PROGRAM

- Initiated a Strategic Curriculum Project that will ensure the Lake Forest MBA continues to meet the needs of students today and in the future.
- Accepted into the educational innovative Academic Quality Improvement Program (AQIP) for our continuing accreditation process, which will help improve School performance.
- Enrolled 298 new students for academic year 05-06.
- Began offering classes at our new Grayslake location at the Lake Forest Hospital Outpatient and Acute Care Center.
- Honored 261 graduates at the June Commencement Ceremony; the largest class yet.
- Recognized 15 graduates from the Class of 2006 with the prestigious Hotchkiss Scholar distinction, given to the top 5% of each graduating class.
- Piloted our 860 Project Management course in an online format.
- Added a second summer accelerated elective, 915-Ethical Leadership and Decision Making while continuing to offer the popular 905-Innovation Leadership course.
- Secured licensing to deliver our MBA program in Washington DC, enabling an onsite program for the Blue Cross Blue Shield Association via real-time video conferencing.

LAKE FOREST CORPORATE EDUCATION (LFCE) PROGRAM

- Achieved record-breaking revenues of \$1.6 million dollars.
- Served 32 clients, several with multiple programs within their organizations, including Hospira, who trained over 120 of their managers.
- Enjoyed an 85% retention rate, including our 8th year of partnership with ACE Hardware, 5th with Federal Reserve Bank, Net G and Allstate, 4th with Simonton and Mc Dougal Littel.
- Continued our partnership with American Society for Training and Development (ASTD).
- Secured 120 contracts; several with multiple sessions - a 38% increase over last year.
- Achieved Customer satisfaction ratings averaging 4.41/5.0.
- Received 2 National awards: Corporate University Xchange's Excellence Award, and our Leadership Development program for Simonton Windows was ranked 5th in North America by Leadership Excellence magazine in 2005.
- Presented at: "Training 2006" and ASTD's International Conference and Expo.
- Hosted "Developing Your IT Talent Into Business Leaders", for 200+ attendees.
- Launched a Business Leadership Program specifically for IT professionals.

ALUMNI ACTIVITIES

- Welcomed Doug Lennick, EVP and Senior Advisor, Ameriprise and Principle, Lennick Aberman Group; co-author of **Moral Intelligence** for a Business Education Forum.
- *StayConnected @ LFGSM*, a monthly alumni e-newsletter, celebrated its first anniversary.
- Active alumni – those involved with the School in the past year – grew 34%.
- More than 130 golfers and 18 sponsors supported the 2006 Scholarship Golf Outing and Dinner. Proceeds increased to \$41,000.
- 60 alumni referred a new student and 21 alumni spoke at MBA Previews.
- Welcomed 261 new alumni, bringing the total number of LFGSM graduates to 7,012.
- "Ask an Alum", a new mini-survey program was launched; 15% alumni took the first survey.