



commerce
undergraduate
society

CUS Exec Council Minutes

November 30th, 2011

Start Time: 7:00pm

Present: Aldora, Johannes, Chris, Jackie, David, Andrea, Julie, Dylan, (Riley), Sara, (Lilian), (Armin)

Late:

Regrets:

Call to order and adoption of the agenda

- Attendance
- Approval of Minutes

Motion:

Voting Phase

BIRT the CUS Executive Council approve the minutes from the last meeting of the CUS Executive Council dated Nov 23rd, 2011.

For: Unanimous

- **Adoption of the Agenda**

SpeakOut Presentation- Angus et al (see powerpoint)

- We're a CUS club focusing on public speaking, communication, and networking skills and abilities
- Speakout was held off campus last year, we hope to hold it at Landmark Hotel this year
- Speakout allows people to watch quality public speaking
- Our proposed budget- we hope to have 100 delegates and we're charging \$10 per ticket. For food, AV equipment, etc we have a \$3831 quote
- We have a \$650 budget for gifts, etc; \$150 for marketing and supplies
- We have a coach assigned to each contestant prior to the performance

Questions/ Discussion

- Johannes: what alternatives are you looking at?
 - We wanted to do this off-campus because it's our signature event. We really wanted it to stand out. Students are willing to pay \$10 for a hotel downtown versus \$2 for something on campus. We also have gotten a great response for Speakout, and we want to maximize the value attached to the ticket. In terms of other venues, Landmark is very special for us because they provide that ambiance that we want at a price we can afford
- Johannes: is the AV going to be fixed this year?
 - Yes, the microphones last year were from Sauder, and Landmark fixed this for us
- Dylan: who are the coaches and judges?
 - Coaches are from toastmaster, and the winner from last year's Speakout
- Johannes: what's your total budget for BizCom looking like?
 - With the other events that we're hosting, we're only leaving \$1500 for next year. We started with \$2200
- Johannes: what I'm seeing here is that at \$2100 are we expecting a presentation for this funding next year?
 - maybe instead of \$10 this year, people will pay \$15 and we wont rely as much on the CUS for funding. But relative to other events it still needs time to grow
- Andrea: have you looked into external sponsors?
 - We've looked at sponsors in the past in other regards, last year we were sponsored by Best Buy, we have but we'd rather be safe than sorry and come to the CUS first, while at the same time looking for sponsors
- Johannes: last year, how many of the finalists from Speakout were Sauder students?
 - There was only two that were not from Sauder
- Johannes: have you looked at raising funds from the other faculties?
 - We had a lot of representation last year in the community, we're definitely encouraging participation
- Chris: what's your capacity for this event?
 - We haven't started selling tickets yet, we're looking at 150-200 students
- David: I think it's fine, we gave them \$2100 last year
 - Yes, Nabil has participated and knows which changes to make
- David: is Landmark a good place to be?
 - I think the AV problem was on our end, and it's a sky train ride away and a bus; we've looked into other venues as well but they needed at least \$6000 from us
- Johannes: any other strategies for quality improvement this year?
 - Yes, last year we had the top orator award and people's choice award, and there was one who got both. We've decided to pool these together and have a runner-up. We have more draw prizes as well and take what we've learned from last year and applied it to this year

Discussion

- Chris: I'm in favor

- Sara: my only worry is how they're selling tickets, but it sounds like they've been pretty successful
- David: it will be a good indicator, if they can't sell out, then that means there's a serious problem with our attendance with events. They should sell out again
- Aldora: are we going to support them every year though? What if every club comes to us with a signature event?
- David: it's fine
- Sara: we do have to see the value in giving them money
- David: it's pretty inexpensive
- Johannes: I took a tour of our new conference area that's going to be in the penthouse of Sauder, that's going to save us a lot of money in the future on other conferences
- Dylan: I'm just concerned about the type of people that are coming to the event, they're friends and family of the speakers. That's awesome, but it doesn't mean everything we're subsidizing is for Sauder students. Not that I'm against funding them, it's just interesting
- David: yes if you weight it out some is going to allocate to friends and family
- Chris: and they could charge \$15 per ticket for friends and family
- Johannes: yes, if we're subsidizing this they should all go towards Sauder students, I'd be comfortable subsidizing \$2100 for Sauder students
- Andrea: can we give them tiered funding?

Presenters return

- Johannes: I think this is an awesome idea, however our money is for CUS students' use, we'd like to ask either we subsidize \$21 per Sauder student, or you implement a tiered pricing strategy where non-Sauder students pay a bit extra. We want to make sure the subsidies go to Sauder students. Can you track whether they're a Sauder student or not?
 - Yes
- Dylan: what we're saying is that adults can probably pay more for tickets than students (moms and dads)
- Johannes: I motion to approve \$2100
- Dylan: I second

BIRT the CUS Exec Council approve the funding of \$2100 to BizComm on the condition that the funding is used solely for subsidizing students of the Commerce Undergraduate Society.

Voting Phase

For: Unanimous

Motion passes.

Commerce Capitalists Presentation- Ryan and Patrick (see powerpoint)

- Last year there were sixteen of us, we went out to Kingston for a hockey tournament, it was a “Cure Cancer Classic” and they’ve raised over \$95,000 in the last three years
- The government matches all donations 9:1, last year we took the Mr Sauder money, held a few fundraisers ourselves, and took a lump sum to Kingston to donate to the charity there
- The tournament is made up of eight business schools that up until last year were all east-coast schools, they reached out to us, and we did that with three objectives, the first being that whenever we do charity events in Sauder we put in a good effort to raise money, so our goal was to bring the most money to the tournament. Our second objective was to take a JDC West approach, and a third goal was to represent Sauder and be able to come back the following year
- We were one of only four teams to bring money to the Canadian Cancer Society, we donated just under \$5000 total, and then that got the 9:1 kickback
- Sauder Sports organized our own tournament for September of 2012, we’re going to host one in the first term and Kingston in the second term, and we got invited back
- All of the Commerce Capitalists are Sauder students, and there are three social events each night
- Eight schools are involved this year, Sauder being the eighth
- Last year we took a shotgun approach and tried to make the cost as low as possible. Kingston actually provides transportation from the event and back to the airport, they stepped up in getting us out there. We’ve been able to narrow down the cost, the tournament cost was \$2880 including three nights, the social events, etc, the only other thing that we need funding for is the flights. We’ve based this on a \$700 round trip for sixteen students to get to \$11,200, so a grand total of just over \$14,000. Last year we got tickets for \$538 last year, so it was cheaper than expected, but worst-case scenario this year, tickets are \$338 both ways
- I got confirmation from the dean’s office tonight, last year we were able to go with the CUS and Dean’s office support and we wouldn’t have gone had we gotten support on either end. We have a lower total cost this year just because we know what’s entailed this year as opposed to not knowing last year
- The Dean’s office has contributed 1/3, we’re looking for \$4693 from the CUS as well

Questions

- We want the whole team from Sauder this year to go, with the external value, many of these guys haven’t been involved in these external events. We have one returning guy, and the other 15 students are Sauder students
- Aldora: did any girls ask to join this team?
 - No, they haven’t asked, we had some girls in the past and it’s open to them
- Dylan: this is like a Case Competition funding model, we do the 1/3 but we sponsor up to \$500 per person. Given the \$313 number per student that’s acceptable. On the conference side, what are the social events like?
 - It was all industry-based last year, they had finance, accounting, and marketing firms there. Some were alumni and got companies involved as sponsors. The first night was a banquet where they set us up with students and industry people and

they had two keynote speakers, one from PWC and the other from a local marketing firm

- Dylan: would there be an opportunity for someone to get a job?
 - Yes, a girl who now works for Shell was at Kingston and got her job from the social event
- Johannes: any opportunity for sponsorship on your jerseys outside of Sauder?
 - We tried last year, but there were certain companies we were and were not allowed to approach. Sorting that out, we were short on time to get it together and did our own fundraising
- Johannes: would you be opposed to doing this?
 - No, there would be more work in putting the logos on the jerseys but it could be done
- Andrea: it would work, as long as you figure out how to put the logos on and you'd have to factor in costs, but are you under the CUS or are you separate?
 - Sara: they're a hockey team in our hockey league at UBC
- Johannes: do you have Sauder or CUS representation?
 - Yes, we have the CUS logo on our jackets
- Julie: how much does it cost to produce a jersey? We have trophy cases
 - you have to order them at the start of the year
 - It's something we could get and backdate, but it would be at the end of this year
 - We've also won the trophy 5/6 of the past tournaments, they don't let us keep the trophy but we were thinking of getting internal trophies
- Johannes: I propose funding this amount, but I'm hesitant in making sure this goes only to Sauder students
 - Last year we were approved by the dean's office for \$5000 and paid for what we needed to pay for, and then we submitted receipts and the UGO checked that we were Sauder students
- David: we'll do the same thing as Ruth and we can verify everything again, do you foresee expenses going higher than your quote?
 - No, they shouldn't go higher

Motion: Johannes, Sara

BIRT the CUS Executive Council approves funding the Commerce Capitalists up to one third of their expenditures to a maximum cost of \$4693.33 in line with the Dean's Office contribution for the 2011/2012 year.

Voting Phase:

For: Unanimous

Motion passed

Portfolio Updates

- Andrea: I haven't been happy with how TASTE is going and the position in general, I'm going to meet with the person in the position in the new year. TASTE is going to run in January.
- Style in the City has been talking with Groupon to get a speaker out; I'm going to be meeting between Enterprize and another new initiative to see if they'll overlap
- Dylan: I've been analyzing the BCC information that they've been giving us. I looked over the survey as well as realized the annual report. In the BCom 2010 class the employment rate was 92% and in 2011 it was 82% and the response rate is high; there's an increase in quality of jobs. The number of co-op placement and job postings on the website have gone down. For January I can get a report out to board
- Johannes: I think Monday's board meeting was very good, Graham's agenda is great; I spent some cool report in the archives, there was an initiative in 1969 where students were asking for a new social building because enrolment was going up. The next year they got the POITS hut. There also was a protest on the BCom and how it was too technical, the Pass/D/Fail initiative then came in. I also spent time with GRTF people and Sheldon from the AMS. We got our draft of the constitution looked over, now we're just marketing it for next year
- Julie: the all-club president meeting went well, finance and accounting club were very vocal however, Riki was helpful in talking to them about transitioning. Only two clubs didn't attend

LGBT Initiative- Andrea

- I met with Philip today about this initiative, it's EMP-related adding a line asking if you'd prefer an LGBT mentor in the community. He knows people in the community that he could ask to be mentors. They don't have to be paired with LGBT students, but if they'd prefer then they're present. I'm for it, I think it's a great idea
- The initiative part- I was talking to him about the email he sent which was more detailed, and he was wondering about the process if he wanted to start a program that was an LGBT mentorship network or business diversity club within Sauder, it'd be like a CCP kind of program
- Johannes: he needs to come up with a job description and find out where he wants to fit into the CUS
- Dylan: he needs two or three other people to support him in his initiatives
- Andrea: he's talked to CUS people who are in leadership positions that would support him
- Chris: what would be the funding we'd give?
- Andrea: he doesn't know quite yet, we'd work with him and he just wants to know what the process is, because if he wants to get this started he has to start now since he's graduating
- Johannes: he could be a separate entity like the strategy mentorship program and we could fund them
- Sara: I don't think being a club is a good idea

- Andrea: I don't think he wants this to be a club, I think the purpose is so students have more information
- Sara: if it's a separate entity, that way people who are more private and may not want to come out don't have to if, say this were a club
- Chris: connecting them with EMP would probably be the best thing
- Andrea: I don't think it should be under EMP given the events and initiatives he wants to start, it's similar to a YYiB for LBGT students. He's talked to YYiB as well and they recommended they talk to us first, but the thing with YYiB is they're UBC-wide and we want this to be exclusive.
- Johannes: and if he wants this to be part of the service council, he has to convince us that this should fit within one of our portfolios, probably the engagement portfolio, and then this would go to exec and execs recommend to the board

Coffee

- Julie: The machine is overused and is breaking down sometimes, the main issue is the coffee beans and how we run the machine. We thought maybe Emily should be doing the coffee beans, but she has work and school, and when the coffee beans are all consumed, we can't have her coming out of her class to change the coffee beans. I propose that since we're all going to be in the CUS offices, I'll make a sign saying if people run out of beans to come to the exec office and we'll refill it. It's not hard
- Dylan: the reason why the machine is breaking is because the fuse breaks. We either need to gain access to where that fuse is and turn it on every time, or let someone know which might take a while
- Chris: or we need a breaker or it working on another circuit. If we have the coffee in another part of the lounge we can also break up the lines. Or we need two separate circuits
- Dylan: they're on two separate circuits. One has a breaker in the back but the other doesn't'
- Johannes: have we been in contact with ThirstFirst about this?
- Chris: I know Emily's called
- Aldora: they've been responding, they've been helpful in my opinion. They taught me that when it's overused, a little cup of water comes out to show it's getting overflowed and they also recommended that we turn it off for ten minutes sometimes just to let it rest and then start it up again
- Julie: it will solve the problem if we have instructions, it'll decrease the text messages that we get
- Johannes: I'd love to hear what our financials are, and maybe we fill it during the day and then turn it off after a certain time
- David: we've spent \$2000 so far, how much supplies are left?
- Aldora: quite a few, twelve large bags of coffee beans. There's a box of chocolate power left, lasting about a week
- Dylan: we only have the first and second invoice. By the time the second invoice runs out we have to calculate how long it took us to run out.
- Johannes: could we get that for January?

- David: if we let this run out, we'll know how much \$2000 gets us
- Dylan: I think it'll go for another week which is exam time, and we won't want to buy anymore and then we can test how long that lasted us. We first got it on the 23rd, and that lasted us until Monday or Tuesday at \$650. Then we got a new big shipment afterwards on the 25th
- David: let's wait for this to run out
- Dylan: the \$1000 a week estimate is probably what we're looking at
- Julie: if it's necessary, didn't we recommend we charge \$0.05 per cup? People know it's free so they're abusing this, I think waste contributes to this cost. If we see our financials being too expensive we can work on talking about this
- Chris: I'll get in touch with Graham
- Johannes: we were thinking of eliminating the flavored stuff and keeping hot chocolate
- Dylan: I don't think it matters that this is \$30,000, every student is talking about it, there's more traffic in the lounge, more people are seeing our CSSEC posters, I don't see anything wrong with that. I think we should go back to board and see what they think about it, I hope they'd think it's a good idea, but I think there's nothing wrong with contributing more money to this
- Aldora: are there sponsorship opportunities for this?
- Dylan: people do sponsor coffee and we can put their name on it
- Julie: everyone will see it
- Andrea: I'll reach out to CGA about this if you give me some financials on this
- Dylan: the demand was higher than anyone thought it would be
- Andrea: we'd need to get a multi-year agreement
- Johannes: we'll talk about this in January
- Aldora: I think students need to be more responsible, I see people dumping coffee on the floor
- Sara: I think we need signs asking people to clean up after themselves
- Johannes: we have a problem with non-Sauder students trying to steal our coffee
- Chris: we see them in the CLC as well
- Julie: Dean Dan gave permission to the CLC supervisors to kick out non-Sauder students
- Chris: we should have keycard access for the CLC
- Johannes: but we have the David Lam Management library open to all students
- Aldora: I think we should call people out with regards to the coffee
- Johannes: hypothetically what do we do if we see a non-Sauder student getting coffee?
- Andrea: usually we should put up a sign
- Sara: it's too bad we don't have commerce cards for us to check
- Johannes: Forestry has cards
- Andrea: could you get some kind of stickers on cards?
- Chris: if you're a commerce minor, you're not paying the student fee
- Johannes: we'll get a sign for coffee up, if people bring their friends from different faculties is that okay?
- David: I don't think it's that severe of a problem, if it is we'll ask the school for keycard access
- Julie: we'll see what the effect of the signs are, if they don't work we'll talk about another approach, but we need numbers

BizChina Update- Aldora

- We met and discussed their marketing wording and how it's perhaps insensitive to non-Chinese students, and they're going to fix it. I also talked with Jacky and the other professionals and this is not the first time a problem like this has come up, and they suggested that a case competition like this to be a great opportunity to bridge that problem. At the same time it could be a great divide and drive away more non-Chinese people. They're going to come in January to make a presentation and they have some recommendations, perhaps working with the BCC to have a dialogue
- Julie: Sunny had initiated connecting BizChina and the BCC, I don't know what it's going to look like and they're having a meeting this term and will update us on the progress. Right now they're new, and they weren't really aware of how big marketing is and the effects of marketing, so we've asked them to double check their marketing in the future and they will be in close communication with us. We'll have meetings with them
- Aldora: it's a very sensitive issue, Jacky and I met and were talking about bringing up the "affiliate club" policy and completing it

In-Camera Discussion

Motion to move in-camera: 8:35pm

Motion out of camera: 9:00pm

End time: 9:00pm