



commerce
undergraduate
society

CUS Exec Council Minutes

April 5th, 2011

Start Time: 6:15pm

Present: Andrea, Jackie, Johannes, Julie, David, Chris, Sara, Dylan

Late: Chrisanne

Absent: None

Presentation- Real Estate Club

- *see attached proposal*
- event coming up on how to build a successful career in real estate
- very prestigious professionals attending
- looking to gain further sponsorship through this event
- hoping to extend the invite to all of Sauder; currently only real estate students and the club are aware
- need to send out an invite to the entire student body
- great value in networking with professionals and, again, gain sponsorship
 - o think can obtain tens of thousands of dollars in sponsorship
- actually decided to scale back the event a bit; sponsorship with major sponsor in Toronto fell through
- now need \$4000 for the event (food, drinks, room setup fee, AV, tech, etc)
- unless want to increase costs of event to \$40-\$50 per student, can't fund selves

Questions

- Sara: date is the 11th? That is the first day of exams
 - o Has been considered; worked with speakers however
 - o Event is only 2 hours, realistically looking at 75-200 students attending
- Johannes: how many tickets have sold as of right now?
 - o A bit over 80
- Johannes: professional to student ratio?
 - o 4:1 (students: professionals)
 - o expect ratio to grow quite quickly; urban land people sending out invites tomorrow morning, looking at 50:50

- Chris: you sourced out the Pan Pacific, I know it's a bit expensive, have you considered another venue?
 - o Yes; for same event at UBC Robson square was going to charge \$10,000; felt would be less inclined to go (professionals) if were at this location
 - Didn't think would get as many professionals if held at UBC Robson as opposed to Pan Pacific
- David: how many student/s guests are we estimating for?
 - o 125, going up to 150 maximum
- David: giving everyone a drink ticket?
 - o We've cut this; no drink tickets at all
- David: how much food?
 - o \$40 per person + GST worth of food
 - o not having dinner; more of an appetizer buffet
 - o in order to get venue to waive charge, had to go with this amount of food
- David: we have a relationship with Pan Pacific to waive room charges; is a lot of food for a non sit-down dinner. Is it necessary to have so much?
 - o Pan Pacific wasn't willing to cut any more charges to waive the room charges
 - o Also have audiovisual charges; charging us \$60 for the screen, we're bringing our own projector
- Dylan: what is the real estate community like on an academic level at Sauder? Are there a lot of students, how are the courses, is there a very strong following?
 - o Quite integrated into real estate industry; only two real estate BCom's offered in Canada
 - o UBC most respected real estate program in Canada; grads are heavily recruited by a number of different companies, over 15 companies offering internships and recruiting every year
 - o Very strong co-op program; total number of students in program= about 200 between the four years
- Johannes: what are the sources of funding we have apart from ticket sales?
 - o Money we have from sponsors and tickets
- Johannes: how much in operating budget?
 - o \$2500; need \$1000 to start the year off before get sponsorship cheques
- David: did you sign the contract for the venue?
 - o No, will be doing that tomorrow
- David: what happens if we can't give you funding?
 - o Pull the event; will refund students
- Who are you dealing with at Pan Pacific?
 - o Terry, events manager
- David: I'd shrink the event; Metropolitan is pretty nice and more accommodating; at this point I don't think we can contribute much money
- Andrea: why did you come to us so late?
 - o We figured we'd get more sponsorship for the event
- Dylan: this is the first time I've ever heard from real estate; usually real estate is pretty self sustaining

- Dylan: right now it's hard for us to give money when there's no money to give (in transition point right now); if had come to us earlier would've been able to set aside more money
- Chris: I hadn't heard about this event but would love to go, maybe if we'd had more time to promote it we could've gotten the ticket sales up
 - o Because we're sending them at \$10, every ticket we sell the more money we need
- Julie: how many events throughout the year have you done and would say this is your signature event?
 - o Yes; we've done 9 events this year
- Julie: how big/ small?
 - o Depends on the event; had 12-80 people, did wine and cheese tasting, site visits
- Andrea: did you do this event last year?
 - o Yes but much smaller scale; UBC Robson Square, fifty people total (10 professionals the rest students)

Discussion

- David: I don't see this event is being sold very well; I was there last year and I don't think Robson Square costs \$10,000, provided he drops the cost we perhaps can provide a few hundred dollars
- Chris: if he got Robson Square for \$10,000 there are other ways they could shave costs off; but still seems like a really great event
- Johannes: we don't have any data proving confirmation of this event; no contract has been signed; the students have exams on the 11th, I'm uncomfortable going through with this funding
- Sara: I think this is a great event but it'd be difficult for students to attend on the 11th
- Andrea: I'm concerned about nothing being in place; I'm really surprised he came to us so late, I understand the real estate club is pretty self-sufficient but I'm concerned
- Dylan: I think we need to look at this event a bit more (numbers, etc)
- Johannes: perhaps we can't fund them but maybe we can offer them other assistance (help from David, Chris, etc to restructure?)
- David: maybe should we ask him to delay this event thanks to exams?

Recommendation: Event will not be funded, will be looking at offering assistance in restructuring either the event itself or the Real Estate Club's marketing and budgeting tactics overall.

Personal Updates

Individual Updates

Chrisanne: No updates

David: Cindy hiring for FSDs for the CUS; orientating the financial services team and get the annual report going once we get to year-end

Johannes: working with bookstore on CUS store, met up with Ruth Kwok re: helping out with the year; meeting with Plug n' Play with Andrea (interested in sponsoring); met up with CGA, working on getting CUS email addresses transferred

Julie: found a new business partner for business cards, already doing banners for Sauder, working with David on opening account to pay for them; talking with Sustainability and Awards night, would like to meet up with the club presidents one-on-one with sustainability to improve club sustainability ; awards night- want feedback on how to rate the clubs, etc

Jackie: Business cards on their way, our Dropbox organized, turnover party well on its way, emails should be updated soon hopefully, getting free lanyards, working with Wiggio for project management, working on minutes

Andrea: met up with conference chairs; met up with Amrinder re: CR Breakfast in the first week of June; hiring right now and working on a training sessions, looking at putting together a CR manual (corporate relations 101); making slight change to CSMs (bringing conference chairs with them to meetings); met with Valeriya re: Alumni Relations, setting up booth, working on putting on more events this year (need to know how much they have for budgets)

- possibility of budget workshop for execs?

Dylan: all of portfolio vision statements have been received

Sara: portfolios are hiring for their teams now; ISAS and SoCo going well; met with Amrinder and Sean to talk about getting a beer sponsorship from companies for POITS

Chris: giving people access to website; lots of work to do over the summer re: the CUS website; emailed some people to be our new IT people; working on recruiting ISAS people, setting up service council plans

VP Engagement Budget- Sara

- want to increase to \$500 to have room in case something comes up (new ideas, etc)
- David: you want to engage a specific population; most of the funding is for general use; just ask if have new idea and can discuss specifically

POITS Hut- Sara

- thinking of getting our own POITS house within the surrounding area
- big hurdle: going through the AMS; have to get the dean on board; need to do this before we get a new dean

- need a committee; need dean's approval and set up an AMS proposal; need to research available land; have alumni lined up to fund project

Discussion

- Johannes: who should we give this to?
 - o board building committee?
 - Julie: is this something Tim would do perhaps?
 - Sara: could we get a new committee?
 - David: could we get real estate students?
 - Sara: what about alumni?
 - Dylan: I will get in touch with Michael Kingsmill to get on board with the architecture (has extensive experience on-campus)
 - Johannes: who could we get on board?
 - o Alumni: Chad Embree, a representative of the donor+ another alum
 - o CUS students: board members (2), exec members (2), students at large (2), president (Johannes)
 - o Need a mission statement/ description of the purpose of the building
 - *Deliverable: Johannes will put the committee description together*
 - *Deliverable: Andrea will get info about who the donor is*
 - *Need to populate the committee*
 - *Dylan will get in touch with Michael Kingsmill*
 - o *Get info on EUS and SUS student spaces and their history*
- Sara: we need representative alum to be on this committee; people who have CUS spirit and strong connections to the CUS; perhaps get a real estate student on board?

CUS photo shoot theme brainstorm- Chris

- Chris has booked our visual media team
- Meet in the CA lounge; working on deciding on a theme
 - o The Office? Wall Street?
- Formal attire

Grad Night Gifts- Johannes/ Dylan (from Brian)

- have extra gifts from grad nights
- every year we give a gift to the professors; will be giving grad night gifts to them

Case Competition Funding- Dylan

- who decides on budgets for case competition funding?
 - o Usually go through Kin for approval (if want new competition to be funded by UGO, give to Kin, he decides if valuable and gets back to Dylan)

- Need a more streamlined process for budgeting
- Want to support the invitation-only competitions
- David: discuss with Ruth; she's only talking about three more competitions

Meeting Ends: 7:42pm