



**Attendance:** Kristin, Laura, Nathan, Chris, Johnny, Uvini, Kelly

**Start:** 6:04

**End:** 8:47

**Updates:**

Kelly:

- survey response at 50%:
  - main topics: engaging student body, leadership and team building, marketing and ticket sales
- suggestions:
  - like to know when Board meetings
    - **Thato to email out Board meeting dates and times**

Kristin:

- composed involvement document to send out soon

Laura:

- café update
- over 100 people registered for FROSH

Nathan:

- Logistics Director meetings
- A/V work
- Event Evaluation

Chris:

- relay funding model to BCC – approved by Board

Johnny:

- had meeting with portfolio at Eatery
- Tyson emailed Johnny about registration system
  - responded and explained he needed proposal
  - gave him budget of \$1000
  - deadline of July 5<sup>th</sup>
- has not emailed Ruth about Class Liason – will soon
- will send email out to service council re: CUSunday

Uvini:

- Alex okay with changes to budget
- EMP board said \$10 should be charged to students
- meeting with Travis, Chad and iBanking group

**Budget Updates:**

- **Travis to place BoD under Executives heading**
- IBC:
  - had not received updates from them yet
  - **Travis and Uvini to meet with Michelle this week**
  - removing Wine Tasting and adding breakfast
- Roundtable:
  - dollars per head
  - Outgoing president must attend, but not outgoing exec
    - help advise incoming
  - do not have full numbers from other Roundtables
    - explain why numbers are what they are
    - \$1000/person



- number on budget from last year just for the flights
  - delegate fee was probably invoiced – possibly misc. conferences
- **Travis to try to find historic number, if not, just use \$4000**
- might look at only having outgoing pres, ingoing pres and External – depends on Enterprize involvement
- if someone wants to go, welcome to make a case as to why
- Board will be picking who goes to NBSC
  - may get less value as it is very operationally focused
- DVD Mailout:
  - Alina is working with Jen Loong on Sauder's DVD Mailout
    - it is very similar to our mailout
  - **Johnny to liaise with Alina re: content in Sauder's DVD Mailout – any CUS related content should go through the CUS**
  - if UGO video is good, we can use it as well
  - **Johnny to find someone to design brochure and hire a Marketing Commission**
- IT:
  - What is the marketing commission budget for?
    - CUS marketing costs – posters, banners, etc.
    - can also go towards Sauder Squad budget
    - **Travis to remove Marketing Commission budget**
  - for expenditures we know are on their way:
    - they can be placed in an Unusual Expenditures item
  - website, marketing commission and registration system to be separated
    - **Johnny to draft marketing commission budget**
  - **Registration System cost to be changed to \$10,000**
    - very complicated – Hafeez predicting what he would charge
  - **Website to be changed to \$2000**
    - quote can be thrown out to the Board for input
- Alumni:
  - Alex okay with new numbers
- Business Week:
  - **Travis and Kristin to touch base with Chris and his finance person**
- Snack Bar:
  - **Travis to follow up with Connor on revenue stream**
- Visual Media:
  - **Travis to use numbers for cheaper lens**
  - not necessarily appropriate for the Visual Media Coordinator to have the equipment
  - materials passed on to the next team to use for marketing/CR
  - they also would like to be reimbursed for the conferences they attend
  - **1 person can be reimbursed fully for each event – cut from 2**
    - **can spread the value among the people attending**
    - **deal with Enterprize so she can just show up to take pictures**
    - main reason – exec only get half when they attend
  - Quality of the pictures is important – do we need a better lens?
    - a lens is okay, but not necessarily a \$2000 lens
    - it should be better kept



- how do we enforce it this year without offices?
  - we need to sit down with Alina and speak to her about the security of the equipment
  - then she understands we are serious about the equipment
  - in the future, having Sauder Tech hold them may be secure

\*\*\*IN-CAMERA DISCUSSION\*\*\*

### **Investment Banking Competition:**

- recommendations should be giving them information that would allow them to make the BoD more comfortable
  - then those who spoke to them would introduce them and their comments
- concerns:
  - no guarantee that UBC students will participate in competition
    - possible that they have divisions
    - looking for the top students
  - prize pool
    - may not need a prize pool if they have first round interviews with investment bankers
    - competitive edge can be sustained by the advisory board and sponsors returning every year
    - they may not have enough power to give the students interviews
    - can be reduced to alter the budget
    - ICBC does not have a prize pool and students are willing to pay for the event
  - they should be talking to the Investment Banking and Mentorship Program
  - similar to SE101 and the prof control of the event
    - if the CUS approves that much spending they should have connection with it
  - they need to be careful with sponsors and the CUS funding as both want to see it go in a certain direction
    - now they are accountable to students for the direction of their event
    - need to speak to both the CUS and their sponsors as to the direction
      - advisory board can also cause issues
      - board can't be directional; it has to be advisory based upon our direction for them
    - our contribution can be variable based upon their presentation and their direction
  - they want us to pay for a very large portion of the budget
    - to continue making this contribution we need to find the money in our budget
  - may not be enough brand value and student value to Sauder
  - if the CUS is supportive of the event and pay a certain amount of money, we technically pay for the prize pool
  - can we guarantee where our money goes?
    - we can act as a sponsor and see what we receive out of the event



- can be more of a sponsorship tier
- more emphasis can be placed on the investment banking experience
  - PMF alum can be targeted
- need to give some guarantee around numbers of Sauder students
- as a sponsor we can be set on the contribution we agree on and not necessarily the strategy
- could have certain criteria based upon Sauder student attendance and involvement
  - can do 2 tiers in a fixed-variable model:
    - tier 1: \$5000 fixed
    - tier 2: variable based upon Sauder attendance/participation
- CUS can subsidize the Sauder student fee
  - this doesn't change their revenue
  - agreement could be charge the CUS students less money – part of our sponsorship
- Advice to the group:
  - fixed-variable not relevant
  - speak on advice for event and value proposition itself
- Fixed-variable model:
  - **Chris and Travis to work on the model**

BMMP:

- someone approached Board member to bring a change to the Board
  - makes more sense to bring to Exec
- contribution per student needs to be altered
  - BMMP is underfunded compared to SCMP based upon second funding portion
  - also to create incentive to enter the program
- success rate?
  - less than SCMP – 1 person last year
- funding should be relative to their success rate
- currently fund \$5000 total for 15 students
  - SCMP: \$6500 for 16 students
- are we willing to subsidize student fees equally to SCMP?
  - to determine that we need to know how students were selected
- BMMP is \$670 of own money opposed to \$1000 for SCMP
  - we give SCMP students less up front
  - we can give 200 if they are successful compared to the 300 for SCMP to keep cap at 600
- have to keep BMMP and SCMP programs equal in the eyes of the CUS
  - SCMP is very highly regarded in the industry
- may have to reduce the fixed to allow for variable contribution
- variable portion acts as an incentive to move through to the next level
- **for budgeting purposes, we need to know roughly how many people she will send**
- **for now, 330 fixed and 270 if they are successful**
  
- **All in favor of giving a successful interviewee \$270**
  - **Yes: 5**



- **No: 0**

### JDC West 2011 Bid:

- Josh has officially put in our intention to bid
- 4 other schools bidding
- Jen Loong may potentially co-chair the conference if we are successful
  - she may also want to go present the bid
  - contingent on whether she can get off work and if we can fund her to go
    - may not be the best responsible to pay for an extra ticket, however, if we don't send both co-captains schools may feel uncomfortable voting on the school
    - **she can go if she is 100% committed, we can fund her to go – letter of intention to the CUS**
    - what is the value of August meeting?
      - traditionally only captain that goes
      - we are the only western school that represents CABS
- our support of Josh directly reflects our support of JDC
- need to establish how much control the CUS has over the event and the organizing team
  - what will be the reporting relationship?
  - consulting, updating, etc.
  - we can get a commitment from Josh now before August meeting and the bid takes place
    - setup guidelines with Jen and Josh
    - **Laura to follow up**
- Dean's Office is generally supportive of JDC

### Orientations:

- keen on int'l student orientations:
  - Jumpstart
    - August 28<sup>th</sup> (Friday)
      - faculty day (Philippe on networking)
        - CUS to come help practice networking
      - welcome to Sauder session (CUS rep to give welcome)
  - GALA
    - September 4<sup>th</sup> (Friday)
      - Sauder Breakfast (sit at table and mingling with students and small welcoming speech)
        - need 15 people
        - 8:30am
      - Credits Courses and Faculty Presentation (would like CUS involved with faculty presentation)
        - presentation on CUS
        - 11-12:30
      - Faculty lunch (mingling with students)
        - 200-300 students
        - 12:30pm
        - do we want to lead an activity
      - Panel re: parent of a UBC student



- need a UBC student
  - Connections with UBC
    - **we won't go**
- Frosh
  - need Exec introduction
    - video?
    - something more reflective of useful information
    - Exec video – tentatively August 14<sup>th</sup>
- Imagine
  - Laura speaking at all Dean sessions
  - Nathan and Stas to paint themselves =D
  - we will participate in events but not plan the events themselves
  - look into Dean being processed in
  - look into being placed in the front