



**Attendance:** Laura, Travis, Nathan, Uvini, Connor, Chris, Johnny (skype) Kelly, SE101

**Start:** 6:05

**End:** 8:26

**Updates:**

Travis:

- worked out FROSH budget and will meet with Margaret
  - using the Sandman Signature in Richmond
  - will match price and waive penalty fee
  - might be good to inform both sides (Holiday Inn and Sandman)
  - **Kristin to follow up with the hotels**
- working with Enterprize; budget needs a bit more tweaking
  - may cut \$7000 from BP price pool to mitigate costs

Kelly:

- CUS Contact Form on website → complaint was sent
  - no idea who sent it
  - Johnny changed the site to close the contact form
  - attempting to find a way to address the person's question publicly
- made an ombuds guide video for the BoD

Chris:

- will meet with BCC to discuss COMM299 changes
- Academic meeting tomorrow
  - designate someone moving forward with BCom/BA
  - liaise re: Sustainability
  - working on OB and 299 with other schools
- Ralph finished hiring his CC team
  - ensuring the External coordinator will take over where Ralph left off
  - Ralph to liaise with Whitney to send a report explaining ExCo endeavours
- Awards Night asking about IT Director and wondering who can help them with web issues

Connor:

- Alice having troubles working with Business Cards
  - contact Johnny re: access to the online form
  - Johnny cannot access this
  - **Johnny to send Laura email thread with Hafeez**
- the business card company does not accept cheques
  - can we get a prepaid credit card under the AMS to pay for the cards?
  - **Josh needs CR business cards immediately**
- hard to get a hold of Elections Officer
  - need to talk about options around elections re: Olympics
- **Connor to meet with Laura and Paul**

Uvini:

- Golf picked charity: Canucks for Kids
  - silent auction with volunteer hours
- **CR Breakfast will happen soon and Exec should be there**
- Dionne (Enterprize VP Community) is wondering about having a "club membership card"
  - because we're subsidizing the cost does it make sense to have the card?
  - **Added to agenda**



- **Travis to CC Uvini on all conference meetings so she can try to be present**

Nathan:

- working on A/V for all conferences
- IBC is probably signing with the Hyatt as well

**SE101:**

- Present: Candy, Christi, and Kirby
- SE101 is run under the umbrella of the Dean's Office
  - 7 undergrads and 7 MBA's going on this trip
  - months of preparation for the trip in July
  - business plan lessons and workshops on social entrepreneurship
- Program:
  - Partners in Kenya recruit potential entrepreneurs
    - apply for micro financing and may get a chance to run their business
  - The program is a very unique and helps drive the BCom degree
    - helps engage the student body and influences recruitment
  - Expanded the team this year and established a body of support in Kenya
- What happened in SE101 2008:
  - 2 coordinators, Nancy and Bob
    - contrasting visions; one Sauder, one non-Sauder
    - some were led to believe that it was a student-led program rather than a student-dependant program
    - miscommunication occurred which prevented the team from bonding as much as they would have liked
    - some safety allegations were made early in the program
      - these were unfounded as the Canadian gov't did not restrict access
      - Dean Dan had no options but to cancel the program
      - However, people still wanted to go and attempted to convince Dean Dan but were not successful
    - Kirby was selected to keep the program going
    - By missing a year, continuity and returning would be a problem
    - They went and graduated 80 students
  - For this year:
    - they have 1 official coordinator (Nancy)
    - very stringent Code of Conduct
    - this program is about teaching business skills and converting dreams into reality
    - done a great job of team building for this year
    - good mix of MBA and Undergrad (mentorship)
    - on track for departure date in July
- Action Plan for the upcoming year:
  - On Kenyan side, want to have more than 100 participants
    - 4 classrooms rather than 2
    - document success stories
  - Team started in March
    - preparation work and active fundraising



- Now in June, they are on target and meeting all of benchmarks
- The team can come back 3-4 weeks before departure and explain how they reached their goals and keep the CUS in the loop
  - money being spent responsibly
  - team on track and making program happen
- Participating Students:
  - the team is going over to Kenya and working with Strathmore University students
  - Co-op perspective: real life situations and making real impact with local entrepreneurs
  - Mentorship perspective: working with MBA students
- Value for All Students:
  - not just for students directly involved
  - looked at creative ways to engage student body at large
    - IBC and IB Club will sit in on the SE101 meetings
  - held a panel discussion last month on the topic of microcredit
    - engaged not only Sauder but UBC community in a dialogue
    - also created opportunity to network in SE industry
  - serves as a branding tool for the CUS to attract incoming students (specifically high school students)
    - will build Sauder's image as a business school that gives back to the community
    - High School's will notice Sauder's SE101 and will influence their decision
- CUS Funding:
  - Asking for \$5000, program as a whole is \$40,000
  - each member putting in over \$2000 for the program
  - the CUS' \$5000 will go towards:
    - teaching materials
      - curriculum and stationary for students
    - graduation ceremony
      - special event for students at end of 3-week program
      - for volunteers and students that participated
      - a moment for participants to feel proud and recognize their accomplishments
  - 2 types of participants:
    - those with experience in business
    - those with no business background at all
- Program Growth:
  - Increasing # of participants by 200%
  - started off with 1 site in 2006 and are expected to have 4 sites this year
  - gaining support from Kenyan volunteers and partnering organizations
  - planning to put quantitative measure in place
    - feedback after sessions
    - will tally up effectiveness in terms of teaching at the end of the program
- Questions:
  - What is your relationship with the University in Africa?
    - worked with them in 2007 and came back in 2008.



- those that haven't graduated want to come back this year
- met with President; loves curriculum and sees it as a great opportunity for students to grow
- Do you receive any funding from the MBA program?
  - have not applied for any funding from the MBA program
  - MBA students are looking at applying for funding
- When you go through planning, what #'s are you looking at for opportunity for Sauder students to get involved here in Vancouver?
  - Candy is an example of a student who is helping organize but not going on the trip
  - they welcome any students to help
  - there is a lot of room to get involved on various levels of commitment
- If only 14 students are going on the trip, is there any way they could incorporate a pre- or post-conference to show value to all students?
  - recently started collaborating with IBC committee
  - something the existing program members can come back and assist with next years committee
  - definitely something they can discuss as a team and look into for future collaboration
- If you continue to grow, how much more funding would the CUS need to contribute? We want to keep events sustainable.
  - the \$5000 is tied to a fixed cost (teaching materials and graduation)
  - we can recycle the textbooks to eliminate the printing costs year after year
  - the fixed cost can last a few years
  - have 2 MBA interns this year helping to flush out the program
    - having sustainable revenue-generating activities
- What is the necessity of the CUS funding to send the program forward?
  - If the CUS does not fund the program, more fundraising activities will need to be held or money will come out of their own pocket
- How much was given by the CUS last year?
  - \$3000
- Did the MBA society get involved last year?
  - No, this is the first year involving MBA students
- How do you feel the program has changed by involving the MBA aspect?
  - value exists in working together with MBA students
  - network that it creates is huge
- Who else have you approached for funding?
  - mostly been event fundraising
  - corporate sponsorship is on the list of to-do items
  - having a boat cruise in a month
- How much is the Dean's Office donating?
  - not confirmed yet
- How much funding is confirmed?
  - ~\$6000
  - just started the process of applying to different groups for funding



- every person on the team is tapping every resource they know for funding
- In terms of Dean's Office and more fundraising, how much is expected?
- How solid are the numbers you have provided?
  - in terms of teaching materials, used \$.10 per page
  - assuming costs are higher in Kenya
  - to bring the materials with themselves may be a bit cheaper (less transportation costs), however, they are looking at benefiting the Kenyan society as well
- Have you booked airfare yet?
  - Yes
- What is your relationship with Nancy as a student group and what is her degree of control?
  - relationship has been excellent; they have worked a lot with her during school
  - she has a great amount of control and respect
  - Nancy controls the vision, but in terms of fundraising activities, it is all up to the students
    - she is simply facilitating the discussion during the weekly meetings
- What was her startup role and how has that evolved?
  - 2 Sauder students that originally had the idea and approached Nancy
  - Nancy played the advisory role and suggested we use our business expertise to aid the students in Kenya
  - the roles and expectations as the years go by have been more clearly defined
    - Nancy sets the framework, but the students breathe the life into the program
    - she is there to ensure that no information is lost year after year (continuity)
    - set up framework for recruitment and that everyone is on target
    - majority of the program is very student-dependant
  - Nancy also plays a key role in developing relationships on the ground
    - built support network both before and after the trip
- Who are the students involved?
  - 5 plus Eric and Carlene who have helped up to this point
  - Of the 7 undergrads, 4 are going
  - All MBA's are going
- What role do undergrads play?
  - primarily target undergrad (3/4)
- Did you have people that ask to pay fee but didn't qualify through interview process?
  - Yes
  - Had ~20 applications (around 75% were undergrads)
- A lot of programs developed to target one specific area of the industry. How likely is your program to sustain itself in the long-term?



- to help prepare for their presentation, a member from SE101 2007 came to assist
- alumni network is very informal and small at the moment
  - have a close and casual relationship with them
- moving forward, they see themselves developing a more solid framework on how to keep everyone in touch and in the loop
- How likely is it to become a course?
  - All students need to take a 1.5 credit course in connection with the program
- Exec Discussion:
  - Do we have the money?
    - Travis is projecting 20% decrease in CR
    - there is \$17,000 for special projects; many groups are looking
      - it was decided upon from last year's budget
    - CR decrease and BCC increase
  - Interesting that they just start fundraising now
    - when funding at this point in a project it is late because they are already going
  - Program is unique, however, it is quite MBA heavy. It would be nice to see the MBA's match our contribution
    - MBA budget is only ~\$23,000
    - we can give them \$x and more if MBA's match it, up to \$y
  - Whole story behind Nancy wasn't revealed
  - Comfortable around Nancy's amount of control?
    - if structure needs to change, that is more post-program
    - we're not paying enough to be able to control it
    - we can suggest to them certain changes on the program
  - If it fell under the CUS' portfolio, it would be a great idea and it would get more students involved
    - chance for undergrads to meet MBA's
    - the structure of the organization is very poor but the organization itself has a great purpose
  - Assuming we subsidize, they're short \$9000
    - Dean's office probably covers what they do not receive
  - If they did not need our money and received it through fundraising, what would they do with our money?
    - very little guarantee
    - subsidize airfare, etc.
  - For Sauder, largest aspect is contribution to the brand
    - no concrete planning pushing mini-conference or other portions of growth
  - Reaches aspects of the CUS nothing else does
    - only 4 BCom's going and \$5000 is probably too high
    - \$3000 may be more reasonable
    - can we find out why only 4 undergrads are going?
      - may be pushing more towards MBA
  - Is Nancy moving out of or into the program?
    - It is her program. She interviews and has the veto on who goes
    - Using her contacts and her time to put the program together



- SCMP builds onto itself but this is not yet at that point (2 years vs. 4 years old)
  - when someone is controlling it so much it's hard to grow to the point where it can give back to undergrads
- If it was \$2500, around \$600 per student.
- How is it sustainable for the future?
  - good answer; only a fixed cost
- \$2000 = \$500/BCom
  - ensure it is not an ongoing offer of a per student amount
  - this would be half of their teaching materials
  - Graduation should not necessarily funded by us
  - is their benefit in the organizers staying here and the unique value of the program?
    - Candy, while not going, now has a lot of SE experience and has gained a lot from that
- **Can be added into the Campus Ambassador presentation**
- Improvements:
  - more BCom's
  - see report after the program (experience of the 4 BCom's)
  - expand long-term planning (through conference, etc.)
  -
- **All in favor of giving \$2000 to SE101 for their trip to Kenya?**
  - **Yes:** 5
  - **No:** 0
  - **Noted Abstention:** Johnny

#### IT:

- do not have IT director and are looking to outsource
- will be working on CUSunday, Website, and Reg System
  - need a lot of time upfront to make them workable
  - someone to maintain and be accountable
- turn to Johnny for website updates
- meeting with past alum's or collaborating with AMS

#### CR Breakfast – June 25<sup>th</sup>:

- will there be a screening process for the presenters?
  - make sure the best presenter from each Exec team is presenting
- probably keeping the event a breakfast (rather than lunch)
- sending 2 people from each event (3 from Enterprize)
- want as many business delegates to come as possible
  - sending 1 sponsor from existing sponsors to receive the award from last year
  - 2 (possibly 1) from each company

#### Enterprize Community Cards:

- card for discounts for community events
- assist for community event numbers
- not necessarily ethical to ask for another \$5
  - the cost of the conference is huge
- could charge a higher amount for those outside of Sauder



- relationship between Enterprize and the students
- downsides of the cards:
  - tough to market
  - another card
- receiving good sales outside of Sauder improves perception
- connect the students to Enterprize rather than Enterprize to them
- **Uvini to contact Dionne and give the cards the go-ahead**

#### **Snack Bar:**

- coffee:
  - do we really want to buy the minimum amount of coffee just for the sake of having machines?
  - is anyone actually going to go to the snack bar?
  - a lot of people only went to CG to get the coffee
  - around \$2000 for coffee per term
- **All those in favor of having coffee for the first term of next year?**
  - **Yes:** 6
  - **No:** 0
  - **Noted Abstention:** none
- newspaper:
  - National Post was ripping us off
  - go with a different paper

#### **Building:**

- classrooms on other side will be available now
- 1<sup>st</sup> phase should be done for term 2

#### **BCC on CUS Website:**

- the website will be more of a blog
- the BCC will have it's own section/page on the website
- received an email from Linda. they want a page on the CUS website to communicate events to students
  - give more students access to what's going on
- sauder.ubc.ca/bcc is more for prospective students/recruiters
- for current students, they want to do it through our website
  - would like direct access to edit the content and want it up and running from the start
  - we can't provide this right now, but we can work something out for September
- it is possible to get CompSci to work on our website for us
- if they decide they want to be on our website when it is ready, that is fine, but they may just want to be on the Sauder website
  - BCC and CUS are very different
  - they are probably just trying to get the BCC message out as far as possible
  - they may want to be tapped into the people we connect ourselves with