



commerce  
undergraduate  
society

## CUS Board of Directors Minutes February 6<sup>th</sup>, 2012

---

**Start Time: 6:17**

**Present: Graham, Johannes, Tim, (DavidL), Emmet, Aldora, Mandy, Lilian, Enzo, DavidH, Klazina, Jackie, (Julie), (Chris), (Dylan), Jacky**

**Late:**

**Regrets: Anna**

### **Call to order and adoption of the agenda**

**- Adoption of Agenda**

*Motion: Armin, DavidH*

*BIRT the CUS Board of Directors Meeting Agenda for February 6, 2012 is approved*

*Voting Phase*

**For: Unanimous**

*Agenda approved.*

### **Meeting Minutes Approval**

*Motion: DavidH, Mandy*

*BIRT the CUS Board of Directors approve the previous meeting minutes dated January 23<sup>rd</sup>, 2012 for distribution.*

*Voting Phase*

**For: Unanimous**

*Minutes approved*

## **Committee Reports**

### **CSSEC- Johannes**

- Johannes: no updates right now

### **Budget Oversight Committee- Lilian**

- Lilian: in terms of the evaluation project, we had a meeting with the BoC today and discussed what we're doing going forward. My idea now is to create a standing committee to evaluate services and events for the upcoming year. I'll be sending out a plan and metrics that I've been looking at, feedback would be greatly appreciated. I'll bring it in a couple of weeks and get feedback first
- Lilian: I was thinking we'd work together with David and Tim on data collection from conferences, etc

### **Policy Committee- Jacky/ Enzo**

- Enzo: we went through the changes to all of the policies making small revisions, we're going to present it after elections at the next board meeting
- Jacky: we'll be addressing the CUSustainability regarding the voters' guides

### **Academic Committee- Jacky**

### **Building Committee- Tim**

- Tim: we'll be meeting and figuring out how to make adjustments to the memorandum of understanding and emphasize continued discussions on getting additional donations and how that'll contribute to the principal of the building cost. We also talked to Tom Ross about student recognition and have had a chance to look at the designs, in front of the CLC there will be a wide plaque (15 feet) and it'll be a nice recognition for us paying for the building

### **Senator Update- Jacky**

### **AMS Rep Update- Tim**

- Tim: I sent the report already, the AMS Finance Commission has come up with a new website and they have a new process for replacing RezGo in the future. In the long term, all of the societies will have access to this website and can use it to sell their events for free and sell merchandise. As well, I've been chairing BAFCOM and what's been proposed is that we're thinking of restructuring the AMS and coming up with a board of

directors and separating the businesses from the student societies. It'll come through the AMS meeting this Wednesday, it's very exciting

- Johannes: what are the implications on restructuring on our reserves in the AMS?
  - We haven't looked into this in detail, they manage a portfolio based on interest generated from club constituents. We've been talking with lawyers and consultants and there's a lot of flexibility to how this can work and it's up to us to decide. We want to make sure we restructure well
- Johannes: can you look into our access to funding, interest generation? What are the ranges of possibilities?
  - I'd like to, I don't know if that'll be a big priority at the moment right now, but I will try

## **Executive Reports**

### **VP Finance**

- The mid-year report is happening
- Klazina: how much longer?
  - We're about 70% done, we're forecasting it to be done by mid-February
- Johannes: can we get a report before reading break?
  - Yes, by next board meeting (two weeks from today)
- Johannes: I think it'd be good to formalize when these things should be due to the board in general, we don't have an express deadline for the final or mid-year report. What data and financials do we want to have?
- Tim: would all board members be comfortable in committing David Lam to have the mid-year report ready for submission by next meeting?
- Johannes: it's about long-term commitment though
  - It was completed last year right around turnover
- Tim: I prefer not to formalize anything, it's easier to operate
- Johannes: this project is going on, and it is to look into the reporting deadlines in general and key metrics for financial reporting
- Tim: can we request the chair of the policy committee to look into potential reporting dates in the future?
- Graham: yes

### **VP Engagement**

- Dylan: she's been working on the Wellness Fair which is tomorrow, I hope to see you all there
- Klazina: does anybody know more about the situation with the SUS? Are we planning on following up with this?
- Johannes: Sara was going to look more into this and talk to student development and the associate dean, the problems were not ours as much as they were campus security and lack of understanding of policy
- Klazina: I'd suggest talking to Kiran ahead of time, she may be able to talk to the dean

## VP External

- Klazina: with regards to EMP, I don't understand the update about the LGBT criteria to the form, how is it a "professional criteria"
- Johannes: there's an option to request an LGBT mentor, if you self identify as LGBT

## VP Academic

- Dylan: we have two issues regarding long term contracts and an issue I've been having over the year and that involves dealing with external conference funding, what the dean's office and special projects should be funding. There's been a mix, students aren't all education, they think ExCo is the best place to go for case competition funding as opposed to the dean's office. I want to change this, have the board separate them and maybe put it in policy and make sure that everything is clear for the next VP Academics and for students
- Dylan: I need the board to clarify that the dean's funding is at certain times with the UGO rep, and special projects wont be used for sending people to case competitions. I'm requesting for more organization for the next exec. I'd like that you have two terms of dean funding so you don't have to finalize everything in the summer, there are lots of term two competitions but they can't always get the funding. With ExCo you have people going to case competitions that want to be reimbursed for travel, and that should go under dean's office funding. Then you have people that want to do both who are going under both
- Armin: wasn't this twice a year?
- Dylan: Ruth doesn't always set it up like that
- DavidL: for case competitions, in the summertime Ruth defines the budget and which competitions they want to support and then they have a big list and they have trials, etc, if they overlook a few competitions. Historically there are only external conferences, we should be considering if you should be sending the team to the VP Academic or ExCo as a whole, nobody knows where to go, it's the best avenue to go through one person being accountable and one person saying you can go or you can't, it might not be as easy for the VP Academic to say no to someone, the recommendation would be treated as special projects request and the execs would fund it. Follow a similar structure and that's something policy committee could talk about at board level
- Dylan: there's a message from SIFE, and they want to be funded to go to a conference, but it's a competition, they're presenting to the greater SIFE community and there are awards, they got about \$5000 in funding last year, it's like we're funding a CUS club \$5000 more like it's a special project, do I approve another \$6000 for SIFE
- Johannes: this is under the VP Academic portfolio, we budget a certain amount that the board approves and puts towards ExCo subsidies. From there it's the VP Academic and ExCo's committee to figure out. I think you can use your judgment
- DavidL: the ExCo budget is a line-by-line conference by conference budget, there's no room to use additional funding for other projects, then you're creating a slush fund
- Johannes: this is an exec discussion

- Dylan: I want to know if we want to fund a CUS club more though
- DavidL: we need to clearly define what ExCo is for
- Klazina: I think the biggest takeaway is that people use ExCo because they don't know where to go, maybe have a page for ExCo and telling people where to go for certain funding
- Johannes: we can put this to exec

## VP Marketing

- *No questions*

## VP Internal

- Julie: there have been some issues about the building usage, I've been lenient with groups taping things on walls in the lounge, and that's okay, but for areas like Birmingham and CA Hall we've been seeing some groups using packing tape to tape balloons, etc on walls and glass ceilings. Dean Dan found out there were some balloons and decorations left in the study area, and Johannes got a call from him and I got one from Linda. For future references, we can't use tape on these walls now, and if we use chairs, etc we have to move them back to where they belong, etc and keep the place clean
- Alex: I've been posting things on my locker door, but every Friday it gets taken down

## President

- Johannes: we're populating the trophy cases, how do we appreciate students that do awesome things? The Cavalier is doing great with student of the month, but what do we do to recognize people inside and outside the CUS
- Lilian: could you elaborate on the CLC equipment?
  - David and I have been working with Alex Monegro, we've been working to talk about this equipment debate and see if it gets figured out. Long story short, the LTS asked for \$30,000 for new equipment students could use for free. We denied them because they weren't transparent and we've had good talks with the CLC over the past few weeks regarding stats on usage and what would need to be purchased to facilitate lending for conferences and events on and off campus, we're planning to put a few grand towards that, which is good news overall
  - DavidH: we'll also hopefully have better service agreements to tailor more for conferences and clubs in terms of extensions, etc
- Enzo: how will the lounge donation be communicated to students? This year, next year, open house, email?
  - Dean's office will take care of that, it goes through Alumni Development, they'll probably do something for Mr. Kermit. To add to that, we're taking an active effort to emphasize that whatever donations the dean's office receives in Sauder in excess to the amount needed to fund the building, that money will go towards paying off our mortgage so students don't have to fund it

## BizChina Presentation

- Our executives are all Chinese and fluent in Chinese and English and our members are multi-cultural
- After our last visit, we had the Chinese Business Case Competition and got twelve teams at the end of November with the last round happening at the end of January. The winners are provided with an internship opportunity
- Our upcoming event is the Resume, CV, & Interview Workshop, we're collaborating with the BCC and will have professionals come and talk about etiquette and conducting an effective interview and writing an attractive resume
- Last time, we had 72 members, now we have 85, which is a pretty good start
- Canada Asia Business Network has provided us with two judges from our competitions, the BCC helps with our business networks and training, we've also partnered with the summer exchange program
- Half of our finances come from sponsors and half from members. Most money is spent on promotion as well as food and drinks for workshops. For term two, we have new members and spent a lot of money on our feature event CVCC. We're running a deficit of \$276.99
- We were going to recover the money over the rest of the term. We'd like to be constituted as a CUS club and receive CUS funding. We want to ensure we don't end up in a deficit. We promise not to have a negative balance by the end of the year. If we receive funding, most will come from you and we'll cut our charges to Sauder students. We charge them for career workshops and we also will provide food and beverages and workshop materials and will have some thank-you gifts for our professionals. If we don't receive CUS funding eventually, our only source is to charge money to our students. \$10 per student. We'll cut our budget for food, drinks, and workshop materials. We'll cut our thank-you gifts by 50% which may harm the image of Sauder students

## Questions

- Emmet: what proportion of your 85 members are Sauder students? You need 60%
  - It was over 60% in our last presentation, and all new members are Sauder students
- Klazina: why did 20 of your members not pay membership fees?
  - This is our report to the AMS, some didn't pay (nine) as reward for being part of the case competition
- Lilian: apart from the dean's office and Shell, have you looked to the business community for sponsorship?
  - Not right now, we're looking for business resources instead of looking for finances. Providing networking is more important than money. Right now our resources are connections from people, not financial support
- Enzo: could you discuss the Shell and dean's office funding and why it's not on the income section of the spreadsheet?
  - Altogether it's \$1000

- Aldora: how many of your members were engaged in the case competition?
  - We're not sure who came, but 50 people paid to join as a participant, they weren't all clubs, most members are not members
- Sifat: one of your big events is a workshop on resumes, etc. We already have that, how would that benefit students?
  - This is targeted to the Chinese market, in 299 this was for the Canadian market, the Chinese system is very different, and it's even more different in the interviews
- Mandy: a lot of your website is in Chinese, are you going to fix that?
  - Events presented in Chinese were provided by the Canada Business Network, they're looking for Chinese-only volunteers, but we can discuss this
- Johannes: I think if you want to be a CUS Club you need to be accessible to everyone. I think this is an improvement from last time, I'm happy to see familiar faces in the competition, I'm happy to see you could get funding from Shell and the dean's office, and we should look into incorporating that funding into your forward-looking balance sheets as well, I recommend you look for sponsorship
- Alex: what kind of internship or career opportunities do you offer?
  - The internship will be in the Canada-Asian Business Network, they encourage students to go there first before moving to other companies. While they work with them, they'll be meeting with businesses in Canada and Asia

### Discussion

- Johannes: I'd like to move this motion, I think there's a lot to be done with the financials, it's less sustainable to rely on us, otherwise I'm a fan of this.
- DavidL: I think Dylan was concerned about a lot of problems in this organization, maybe this should be for next year's board.
- Klazina: I'd like to support giving them the money but not as a club, they've made leaps and bounds, I think there's a ways to go before I'm comfortable with that
- Graham: what's the difference if we give them marketing access and funding and booth space?
- Klazina: once clubs are constituted, we don't watch over them as much, I think there's a little more ways to go before they use our brand, if we give them \$1000 to see how it goes, then they can come back, I think it's a little premature. Once we approve it, I'm worried we wont check up on it
- Lilian: I think they've done a lot since the last presentation, but I feel that a lot of value like the resumes, etc, is something the BCC should be doing. Could we recommend that the BCC looks into that as opposed to using a club?
  - BizChina: the BCC wants to use our resources for resumes and cover letters, when they approached us they said they didn't have any Chinese Business Networks, they would like to collaborate with use
- Armin: I like how they've grown, but for myself to support the motion of them being a club, I'd want some contingencies, assuming they translate their website and other points. Maybe it's best that those changes were made first, and then the next board could revisit this motion once those changes are done

- DavidH: if we allow BizChina to come up for other things like BizEurope, Australia, etc, does that dilute the value of the IB Club? Does that dilute the fact that sometimes the IB club has people coming in to speak about China? We don't want to over program an already over programmed CUS
- Chad: if you pass them as a club, they're a line item on the CUS budget, having said that, think about what you're actually concerned with. The official club has to contribute to the mission statement of the CUS. If you're worried about whether or not the club will perform, survive, then maybe they should come back and discuss progress and then approve them as a club
- Johannes: I'm still in support of this club. First I'd rather place my faith in making solid China connections with people who are from China, I think they've done a good job. Another thing to look at is in terms of contingencies and how this is adding value, other clubs that have been "value-added clubs", I don't really know what some of these clubs do, some haven't had booths for ages, some clubs have only 30 members, one event, this club has brought in 85 members, created strategic links to provide a resource that a lot of students could look at. Julie is here to make sure the clubs are doing well, and to communicate with them, which she has been doing. There's nothing to tell me not to put my faith into them, they've done a lot to add value to Sauder students who are making a niche in the Asian Pacific market
- Enzo: the value is there and I agree with it, as long as this particular club brings value to students then that's fine with me. Before we give the vote of confidence, I'd like to see some changes to the website, budget, more detailed line items, a few more amendments before the stamp of approval
- Julie: I know one concern is the IB Club, the reason BizChina came around was because the IB Club resources weren't enough for the target market, there is a demand for this Chinese network, and as the liaison, I understand that by having a new club it'll provide competition but in a good way, it'll differentiate them and determine their club mission and know that there's competition to step up their game. With the Trading Group, it's been influencing other clubs as well to push for more membership, I think it should create a competitive environment for the club
- Enzo: On a broader spectrum, our goal is consolidation and the best possible offering of quality over quantity
- Johannes: nowhere in our constitution or documents is there support for consolidation, I think the only way we can make this judgment right now is if it's adding value to students, if the board thinks that changing a few words on their website is what's needed to approve them, we can wait two weeks for them to make the changes if we want to wait. I'd support them right now and ensure they do it by the next meeting
- Klazina: I think that since their revenues are entirely reported, and their website isn't up to date, I'm not comfortable with this, but I don't want to stall their progress which is why I'm in support of still funding them
- Tim: Given that there's disparity and there are two schools of thought, nobody is objecting that UBC BizChina Club has made a lot of progress, the point is whether or not the board is willing to take the extra step to make them a club. We could give them \$1000 and make a decision then, but I want to know, would you be fine if we just gave

BizChina \$1000 for this year such that you'd be able to present at a later time for further constitution?

- If we received \$1000 we'd have a good budget, I support Johannes however
- DavidL: if you get \$1000 and are constituted now, it's not a recurring provision, you have to reapply anyway. Would you be happier with the \$1000 now, plan for next year, and have more foundation set for next year?
  - I think a better website is easy to do, and a better budget is needed yes, and we do believe that if we ask for constitution next year, it means we haven't succeeded twice now, meaning something negative to us

Motion:

*BIRT the CUS Board of Directors approves the incorporation of the UBC BizChina Club into the CUS as an official CUS Club.*

Voting Phase

**For:** Emmet, Johannes

**Against:** DavidH, Klazina, Lil, Tim, Mandy, Armin

**Abstain:** Enzo

*Motion Fails.*

- Tim: at the end of the day, the board is uncomfortable with making BizChina a liability, if we're not willing to make the commitment we should still be able to support them financially
- Johannes: what are we looking for from them tangibly and what do they have to come back to us with? I think we're just going to get into a cycle and have them as operational clubs
- Klazina: I'd like to see the website improved, if one of us or Aldora goes to the event and sees how it's run, and they've done a good job but I don't know if they're graduating or not and if this is a startup that will fizzle out, that's why I'm hesitant to constitute a club without this information
- Tim: to build on that, it goes back to sustainability and longevity. You want to ensure that a club has enough members and events, but don't want to rely on the current execs and board for this and I'd hate to see that eventually de-constitute because there wasn't enough preparation to keep it going in the long term. Every time they've come, they made progress, the next board will see that we were pushing them in the right direction
- Alex: I agree with Tim and Johannes, the website is a minor issue, I think this is on the right track to add value, but I think this is a great way to see them polish things up and have things perfected, and you wont have to make a lot of expenditures for next year, your value will be so much more obvious
- Johannes: I'd like to bring up the UBC Trading Group. We approved them on the first day they came, they had no budget and were conflicted with Finance Club. I'm conflicted in

our consistency in how we're treating initiatives, we need to have a rubric on what we need to expect and what it takes to be a club, I'm not seeing clarity of decision-making

- Dylan: there was a difference in the fact that the people starting up the club were proven in success with sales, trading, and the business that was going on and they had a tangible leap from members. There was a niche we weren't serving, with this club there is a less clear interpretation of what type of business they're targeting but we know the location of the business, we haven't audited this club. Nobody has gone to an event, I think we should consider this
- Aldora: Jacky and I are making guidelines on what we should be doing before clubs come in to present

### Voting Phase

*BIRT The CUS BoD approves the contribution of \$1000 to the UBC BizChina Club for the upcoming 2012/2013 year.*

**For: Unanimous**

*Motion passes.*

### Enterprise Update

*Motion to move in-camera: unanimous, 7:46pm*

*Motion out of camera: Unanimous, 7:53pm*

### BCC Update

- Lilian: we approved \$130K, contingent on things like Dylan's survey, communications with Linda Gully, etc. We've talked to them and the BoC is uncomfortable with giving the extra \$30K since there was no communication about what it was going to be used for and there was no communication of value. They said this was going to go towards consulting, etc. We believe the BCC can't spend money without consulting any of us like this, so that's why we concluded that \$30K should not be passed, and that is our recommendation. We should motion whether to pass the \$30K

### Questions/ Discussion

- Graham: when does Linda need an answer?
  - I feel like it'd be good to come to a decision soon
- Johannes: I'm in favor of tabling this, I'm not comfortable with making a big decision like this without more information, I'd request Lilian come back with a more detailed plan of information
- Graham: Dylan is supposed to give us information on where to better spend the BCC money, that discussion is coming soon,

- Johannes: while we're deciding, I want to know the implications of not giving this money and implications on the BCC's operations. Is this going to help students get better jobs?
- Klazina: this is money they've been asking for since the summer, and we asked for a breakdown and they said they'd get back to us, then we wanted a sensitivity analysis and didn't really hear back, and we felt they were pushing it off, we gave them \$140K to operate and discussed the extra \$30K but we haven't had proper communication with them, they're essentially spending money and billing us
- Graham: we will table this until the next meeting

### **Board Retreat- Tim**

- Tim: historically this has been two days, and two days lets people strategize, etc. Given the timeline with Enterprize conflicting with the retreat, we don't have a lot of room to maneuver. We could have a retreat from 10-2pm on the Saturday in addition to Sunday. I talked to Jesse, we can meet at Enterprize and then at Robson Square, I don't want to plan it if not enough people show up though
- Klazina: I don't think we need everyone there
- Tim: lets do Saturday morning
- Johannes: we'll do this Saturday and Sunday, Tim will email this out to the candidates, we have to discuss our itinerary, if Tim can get this out ASAP that'd be great
- Alex: JDC is hiring tomorrow and Edmonton is flying in this weekend
- Graham: we could also do it Monday night from 5:30-9:30 or 10:30, we don't want poor turnover
- Klazina: I like Saturday/Sunday

### **Composite Photos**

- Johannes: the execs get photos every year, it'd be nice to have composite photos for board, service council, and execs, is the board interested and when should we do this? Artona can come in and book a room, maybe next service council meeting
- Johannes: lets just do board

*Adjournment of meeting: Unanimous*

**Next Meeting: TBA**

**Adjournment**

*BIRT the meeting is adjourned*

**End time: 8:11pm**