

Board of Directors Meeting Minutes

Thursday, June 27th, 2013 at 6:00 P.M.

HA Building, CUS Boardroom, Room 239C



Note: presentations and/or proposed motions from parties other than the members of the Board of Directors should be requested to be included on the agenda at least five (5) days in advance of a meeting by contacting the Chair, Cole Leonoff, at chairperson@cus.ca – materials received past this point may be considered for the subsequent meeting’s agenda at the Chair’s discretion.

Attendance:

Name	Position	Present ("X")	Late ("X")	Proxy
Board of Directors				
Enzo Woo	President	X		
Cole Leonoff	Commerce Student Senator (Chairperson)	X		
John Lee	Alma Mater Society Representative			Ben Chen
Lauren Telford	Alma Mater Society Representative	X		
Graeme Nixon	Fourth Year Representative	X		
Sean Fleming	Fourth Year Representative	X		
Maria Fung	Third Year Representative		X	
Tony Han	Third Year Representative (Vice-Chairperson)		X	
Benjamin Gardiner	Second Year Representative			Niloufar Keshmiri
Mark Sha	Second Year Representative	X		
Vacant	First Year Representative			
Vacant	First Year Representative			
Executive Council				
Niloufar Keshmiri	Vice-President, Academic Affairs	X		
Gillian Ong	Vice-President, Engagement		X (6:45)	
Jasmine Yeh	Vice-President, External Affairs	X		
Jason Cheung	Vice-President, Finance	X		
Thea Simpson	Vice-President, Internal Affairs	X		
Benjamin Chen	Vice-President, Marketing and Communications	X		
Other				
Tom Tang	Ombudsperson	X		
Hannah Vandenberg	Administrative Director	X		

Recording Secretaries: Hannah Vandenberg, Jasmine Yeh

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A. Call to Order

1. ***The meeting was called to order at 6:14***
Moved Sean, Seconded Mark

...the motion carries

B. Amendments to and Adoption of the Agenda

2. ***Be it resolved that the agenda be adopted as presented***
Moved Sean, Seconded Nil

...the motion carries

C. Chair's Remarks [Allotted Time: 5 Minutes]

1. Some presenters are coming in; we will be voting on one of the presentations, but will be tabling NIBC funding discussion unless further motioned
2. Roberts rules during budget conversation. There will be speaking limits if there are significant debates. If there are any comments, please consider wisely what you are saying.

D. Presentations to the Board of Directors (External)

- I. Consulting Club: National Strategy Consulting Conference (Circulated) [6:15 P.M. -- Allotted Time: 30 Minutes]
 - New opportunity to increase Sauder imagine in the business community
 - Our initiatives connect the business community with its students
 - Consulting only represented with 10%, less than 1% get recruited. We need a management consulting initiative.
 - All best students from top tier schools go to MGMT consulting/ibanking
 - Canadian Best school stats -Sauder isn't up there enough.
 - There are currently two consulting streams to get involved with: Strategy Consulting Initiative and SCMP. Only SCMP recruits students into industry, however, less than 40% get admitted, and half of those 40% are MBAs. Very few Sauder undergrads are actually recruited.
 - National Strategy Consulting Conference:
 - 2-day competition, 1-day conference. Trying to break down the funnel that is SCI and SCMP and make it something that is accessible to all students that want to enter it.
 - Think that we can increase this by 500%. Itinerary is already planned. We feel that these students will be able to learn more about consulting, gain the skills required to do job well, be given the opportunity to network
 - Need support from the faculty and student societies Canada wide
 - Faculty supporters: Bob Elton, Jim Southcott, Blake Hanna

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- Been in contact with schools nationwide
 - Queens and Ivey consulting club presidents have committed to bring case competitors to Vancouver
- Corporate support: Sauder alumni in major consultancies
 - David Polsky, etc.
 - Goal is to improve brand of Sauder. Need support from CUS now.
 - Ticket sales and fees: requesting \$21,350 from the CUS. Remainder sponsored by AMS, consulting club, and firms

Questions:

Q: Budget analysis?

- a. Revenue: ticket conference sales, not in case competition, just viewers
- b. External tickets -higher fee
- c. First round competition fee: minimal
- d. Final round case fees - collecting from final teams coming to competition.
- e. Other competitor fees - hotels, etc.
- f. Want to make this bigger than NIBC

Q: Sean: if I live in Vancouver, do I need to pay for hotel?

A: yes

Q: Enzo: SCMP is the main link to consulting at UBC. Go more in depth to describe the relationship you will have with them

A: network with past alumni; reached out to them, they are excited about this conference

A: Response from the alumni network: it is positive across the board

A: many firms are interested in contributing and excited about this

Q: Enzo: did you talk to the current program invigilators at all?

A: Yes

Q: Enzo: is SCMP aware that it's happening?

A: Yes; been talking to kids from SCMP, a lot of students want to get involved

Q: Maria: who is on your planning team?

A: Still in planning stages. Entity of Consulting Club. Co-chairing. In contact with ex-Sauder Summit people. Have logistics and external portion of the team covered.

Q: Nil: Date? Weekend after NIBC, but after JDC? How does that affect your success and attendance?

A: Dates can be changed, we can be flexible, we can figure out something. This is just the pitching of the idea

-Sean: details matter. Context matters and being able to get the date nailed down is important

Q: Sean: Fundraising? What happens if we don't get sponsorship?

A: we're basing costs on Pan Pacific. We may choose a cheaper venue if it doesn't work out. I'm confident we can get sponsorship. If you have a case sponsor, you can charge a good price. We think that we can get the sponsorship even with a cheaper case price tag. There is enormous interest. Brief conversations: just found 4k in the past few days.

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Q: Sean: Be careful not to overlap with Sauder Summit's sponsorship. But back to my question, what happens if you DONT get this sponsorship?

A: We could reduce costs; but there's interest from these firms. They really want this to happen. Want to get Sauder up there with Ivies.

A: Costs of competitors are variable. Financial engineering in order for us to make a profit. Cost of ticket price will cover variable costs. NIBC model, tickets without dinner.

Q: How are you getting 75 volunteers?

A: That isn't that much. JDC had over 400 volunteers. We don't think it will be a problem. When the project develops, interest will grow.

- If you couldn't, what's your back up plan?
 - Pull favours from friends. We'll make sure they're there

Q: How does volunteering bring value to the CUS students?

A: Great opportunity to see how it would be to be in the conference

A: Can network with the professionals, watch cases, etc.

A: Exposure for pro consultants

Q: Are you approaching alumni just in Canada or out as well?

A: Scope is right now in Canada; mainly in Toronto, and some in Vancouver

Q: Would you target more prestigious firms or the larger ones?

A: Targeting the top firms. Want the most top tier firms

Q: If we made having the event not in January a condition, would you be ok with that?

Q: Enzo: fundamental goal: land a job...?

A: network, provide opportunities to students. Get UBC students into top-tier firms, to brand us as a top tier firms.

Q: Enzo: naturally target older students?

A: It's a 2-fold process. Education of younger students, and 3, 4 year students that get the best of exposure opportunities

Q: Nil: Dean's office funding? How much is confirmed, specifically as the AMS? BCC?

A: Have connections with Michelle Watson; she already expressed interest in being able to help us out.

A: Connections with Caroline; she says it's a good idea and suggested that we apply for funding.

A: external funding: Monitor Deloitte from David. Nobody has fully committed.

A: Has not yet applied for Dean's office funding. Don't think we need it yet; UGO is kind of low on money this year

-Sean: Please note that BCC is funded heavily by us

Q: Maria: what will volunteers be doing?

A: night events, day events, competition teams; we know where to group each type of volunteer. We have a good plan in place.

Q: Maria: how does that volunteering bring value to the students?

A: resume shredding workshop to help them add value. As with JDCW volunteers attend conference. We can teach them cases and presentation styles, adding some value on their

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resumes to have that leadership. A lot of skills being taught in casual consulting will be brought to volunteers there.

Q: Sean: it's hard to convince students to go to both NIBC/NSCC (same kind of students)

A: Fee is \$80, there is value in going to both.

A: Consulting firms do recruitment in September AND January, we can talk about moving the time; either term could work.

Be it resolved that the Board of Directors commit \$21,350 in sponsorship to the National Strategy Consulting Conference.

Moved: Ben, Seconded: Mark

Discussion:

- Sean: A few concerns: Date is problematic, need to find a solution for that. Need to look at schedule around November and January. Consulting is naturally limited to a smaller group of very high-achieving students, so I'm not sure how many people this would actually interest
- Maria: I like the idea, but they seemed overconfident. These people were a lot less prepared. They are maybe asking for too much. I don't know what would happen if they fail.
- Enzo: Issues with the date. Until they do some fundamental restructuring, we don't have to talk about this too much. To address Sean, as long as they don't try and be the next NIBC right away, they will attract some interest
- Nil: Biggest problem is date and funding. The date would have to be the end of January which would make their presence irrelevant. I don't think they can get what they want from the AMS. Getting funding from sponsors will be an even bigger challenge. Instead of funding them for the amount they asked we should contribute \$1 to show that we back them, then wait for them to get more funding from other sources, then if they're successful we can actually fund them.
- Tony: More case competitions → good idea. Attracts more people. Workshops are useless.
- Thea: Don't just tell them that their date isn't great; we need to offer them some guidance because we know when everything is. November is good. January is not going to work. They are also kind of undercharging. Maybe should be one day, since it's a new conference. I like it in principle but it has some kinks to work out
 - Sean: it's only one day for the people going to the conference; only 2 days for people who are competing
- Sean: It's going to be very difficult for them to hit their sponsorship target in their first year. This same type of thing happened with Sauder Summit. Sponsors like to wait for the first year to see how it goes, even if they are interested, then if it goes well they like to fund it the second year. I think this is really an aggressive target. They should scale the conference to fit that. Their conference has expensive parts ie. The venue.
- Enzo: did they say anything about approaching other firms for sponsorship?
 - No
 - Ok, I don't think they will be able to get a lot of big companies for funding

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- Sean: If they don't get sponsorship I don't think it detracts value. They should scale down to fit a lower level of sponsorship.
- Jas: We should put down a deadline for them to keep their sights on this hotel and for them to have a certain amount of sponsorship
- Maria: I don't feel very comfortable sponsoring them \$20,000 right now with all these issues

Motion to amend the previous motion, and change it to "Be it resolved that the Board of Directors commit \$21,350 in sponsorship to the National Strategy Consulting Conference, pending approval of the date by the Executive Council, the securing of a minimum of \$20,000 in sponsorship upon conclusion of August 2013, as well as the application and meeting of any further terms and conditions as set by the Executive Council"

3. ***Moved: Sean, Seconded: Maria***
Objections: none

...the motion carries

Main motion: debate

- Nil: Are there any other conditions we'd like to see before we fund them? Maybe in terms of marketing?
- Cole: for your consideration, determination of funding could be handled by execs. It has been done in the past. Terms of condition.
- Sean: Not familiar with that
- Nil: We sometimes include terms in our motions but sometimes draw them up later on. It would require some sort of report as proof that these conditions have been met.
- Thea: I can draw this up.

Be it resolved that the Board of Directors commit \$21,350 in sponsorship to the National Strategy Consulting Conference, pending approval of the date by the Executive Council, the securing of a minimum of \$20,000 in sponsorship upon conclusion of August 2013, as well as the application and meeting of any further terms and conditions as set by the Executive Council.

4. ***Moved: Sean, Seconded: Ben***
In favour: All but Graeme
Opposed: None
Abstentions: Graeme

...the motion carries

- II. Finance Club: National Investment Banking Conference (Circulated) [7:00 P.M. Allotted Time: 30 Minutes]
- Overview: Vancouver Conference Center. Great learning platform. Networking
 - Competition and conference: Learning platform for both undergrads and MBAs. Looking to help build relationships with professionals in the community.
 - History: started back in 2008 as a competition. Became a national conference in 2010. 5% of delegates from the states. Looking to increase presence in the states.
 - Two components to competition: preliminary and final run. Start applications in September, beginning of October send out case. Grade the cases to see who will be invited to compete.

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January is the final event. Great for those interested in finance. Great case community that works with us to help create authentic cases. Competitors analyse and solve a case in the final round, and then present.

- Held Jan 8th and 9th this year
- Not entirely investment-banking-focused but also focuses on a lot of different areas of finance, such as private equity and asset management
- Looking to expand and bring in more of the top Canadian and American schools
- Enhances Sauder's reputation on an international level and aligns with the CUS's goal to enhance the BCOM degree

Questions:

- Maria: what sort of funding do you have?
 - Dean's Office : 10K (again)
 - Career centre: connects us with the people we aren't already connected to. Personal networks not as close. Close to people in banking space, but not in industry finance. Career centre helps. Alumni office, same thing.
- Sean: You said you're not worried about anything except ticket sales, not even sponsorship...?
 - We are confident that our sponsors are coming back. We have maintained that relationship and have continued to meet with them throughout the year. Most of the sponsors are on the board at a senior level. Consistently able to gain the same amount of sponsorship.
- Sean: You're looking for a 20% increase
 - Pretty close to what we got last year. Projected that much, rose that much, ended up costing that amount.
 - Sean: So if you get extra 17k, do you make money?
 - We came in with a deficit of 1k. Now we made 5k in total.
- Nil: It was supposed to be "up to", to prevent a surplus
 - David: it was a surplus that exceeded a reasonable safety threshold. On a percentage basis, it was 3% of our budget for overruns. It's a kick-starter for next year. Do you really want it to run dry to zero? It's not the best way to do it. If the event stopped after a year, yes, but it's continuous and so the surplus carries over. It's like a rainy day fund in case a sponsor needs to drop out or draw back.
- Sean: we have no continuity from the CUS side, we don't get anything from funding you
 - David: I don't think it's that un-transparent. You want the excel?
- Nil: the CUS is the largest sponsor by the largest multiple, we want our logo in
 - David: I think our marketing people would be open to seeing about bringing the logo in. I think it can be discussed and we'll strategize the right way to approach this.
- Sean: how many Sauder students competed, and attended last years?
 - Attendance: 160-something, it's rounded up but not significantly.
 - Competitors: 1 MBA in the final, 2 Sauder undergrads in the final (out of 42 schools)
- Sean: how many external people actually come

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- David: it's limited; a lot of SFU kids wanted to come but had to limit it. It's definitely open to everyone but this event is bottom line for UBC and for the benefit of UBC the most.
- Cole: We have exceeded our 30-minute allotted time
- Maria: From my understanding, you're looking to expand; does this diminish opportunities for Sauder students?
 - David: we're increasing the final round of the competition; it is separate and doesn't affect the conference delegate seats. Could even include more Sauder teams
- Sean: Will you cap the number of Sauder students?
 - David: No
- Cole: Question period has ended; discussion will be tabled

Note: the motion "Be it resolved that the Board of Directors commit \$40,000 in sponsorship to the National Investment Banking Conference." will be debated at a subsequent meeting unless otherwise moved to be included on the agenda by 2/3rds majority vote.

E. AMS Representative's Updates and Remarks [Allotted Time: 2 Minutes]

- Pharmacy fee got approved (\$6, indexed to inflation)
- Final budget is approved; there is a deficit of nearly 400k. The VP Finance is worried about cutting services further; he believes that we will have to increase student fees
- Presidential search is underway. Caroline Wong is the student rep
- Vancouver wasn't including students in their pop count. They will now be included
- Exec goal proposals are out from the oversight committee
- Hiring a communications manager

F. Commerce Student Senator's Updates and Remarks [Allotted Time: 2 Minutes]

- On the senate budget committee. Will hopefully be appointed to another committee. Appointed to AMS council as one of two senate reps.
- Senate doesn't meet over summer

G. Executive Council Updates and Remarks [Allotted Time: 2 Minutes Each; Exception of 5 Minutes for President]

General: a few substantial funding events: ARC changed funding request after we passed our motion; it is still in discussion. A lot of discussion has revolved around budgeting. A lot of that discussion revolves around IBC.

I. President

1. Talking with cabs → getting people on board. Want recruiters to come to the campuses.
2. Goal setting
3. HR support → working with Richard on restructuring
4. Want to meet with Hannah in the first week of September to discuss the planning of Service Council Retreat. We will be determining the budget for this on Tuesday.

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- II. Vice-President, Academic Affairs
 - 1. Academic Caucus discussed implementation of flexible learning and MEoT. Awaiting the results of the Academic Experience Services
 - 2. Faculty Caucus → advocating for student representation on committees
 - 3. Admin relations → meeting with Karina MacDonald once she gets back about mutual goals
 - 4. Case Comp Funding: established the list of case comps being funded by the Dean's office
 - 5. UGO → met with Ruth to establish basis for communicating mutual funding initiatives, how to communicate our funding with them so it's not double counted
 - 6. Interfaculty Collaboration and President's Roundtable: the AMS will this year be attempting to help every constituency with one project. Also gave feedback for the presidential search committee. Caroline wants to get involved and help out with one initiative of the CUS
- III. Vice-President, Engagement
 - 1. All services have finalized their dates
 - 2. Thea: What's going on with the frosh website?
 - 1. Gil: It's fixed
 - 2. Thea: there are no bios posted and registrations in a week
 - 3. Gil: It'll be up soon
- IV. Vice-President, External Affairs
 - 1. Pitch day went well
 - 2. Hotels want referral deal. Venue sponsorship package for conferences mainly. CR team is working on it.
 - 3. More event dates are finalized
 - 4. United way committee want help with a BBQ on Oct. 16th
 - 5. Went to WCLR last month, it went well.
- V. Vice-President, Finance
 - 1. ----
- VI. Vice-President, Internal Affairs
 - 1. Business cards → no more issues
 - 2. Lots of big bookings for September. Events and conference are going on
 - 3. Communication issues with JDC and Business Week
- VII. Vice-President, Marketing and Communications
 - 1. Sauder IT email is fixed!!!
 - 2. Issue with yearbook → wasn't done. Issues are all basically solved. It will be available either end of august or in September.
 - 3. Prospectus in progress
 - 4. Cavalier couldn't hire a whole team of writers. Need support from the exec and the board. Want more content creators.
 - 5. Calendar is in the process of being made
 - 6. Thea: can we have a copy of the calendar for execs? I need to deal with club bookings, etc.

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7. Enzo: Send a mid-summer CUSunday to get reacquainted.

H. Executive Council Presentations, Reports and Motions

I. 2013 - 2014 Budget (To Be Circulated) - Sean Fleming and Jason Cheung

- There are a few things that we've looked at and want to change; while it'd be nice to get everything passed tonight, let's do it right.

Overview of the bigger structural changes:

- There is significantly more money in student fees this year than ever before. UGO consistently underestimates students coming in. For the purposes of this budget, we're assuming a 320-student increase.
- **FROSH** – expanding significantly. Oversubscribed; lots of students couldn't come even though they wanted to. Part of it is an increase in fees. Last year we budgeted 47k; it will be 55k this year (which is higher than last year's actuals). We want to put more money in because students are getting great value out of it.
- **Enterprize** – shrinking; moving it to a 1-day model. Important aspects can be trimmed to one day to be impactful to students with the least amount of time and expenditure. Budgeting 23k less.
- **Awards Night** – shrinking. Lowered overall expenses to \$15,000. Increase number of students coming. Held on campus at some sort of hall. Will be cheaper with more people. Still same event! No revenue, just more of an enjoyment and a thank you to volunteers.
- **Visual Media**- budgeted for investments in equipment that didn't happen. Need to define protocol for renting and maintaining equipment. Haven't found a way that is effective yet, Funding presented today is under the condition that we develop an acceptable model for storing and checking out equipment. This is an investment, not a yearly expense.
- **JDC West** -underestimation of liability, 38k. There was a lot of "fat" in the budget. Because they go to Regina, it's actually still going to be very similar. We're giving an \$800 contribution per attendee. Students cover themselves through \$500. Retreat expenses (anything that isn't flight, cases, delegate fee) is being covered by student competitor fee. More in line with what we fund for other competitions. There will likely continue to be a tense relationship. There is also a lack of communication, and they are actively antagonistic towards the CUS. Budget will likely come up again. NBSC is being cut from their budget. Although JDCW captains used to go, it isn't specific or value-generating to CUS students. Only Enzo and Jasmine will attend this year.
- **IBC** – by far the least successful conference, with only 40 people attending t40u40 and 80 going to the conference. Trying to increase value added for students. We've broken it up into 2 events. \$5-10 tickets for each. Moved to early September. It's definitely contentious.
- General:
 - Standardize expenses across services (set price for team dinners, t-shirts, business cards, hoodies).
 - Conferences vs. smaller teams: cutting down on "random team expenses"

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- Marketing: making sure that budgets for marketing are realistic. People always overestimate poster costs, etc.
- Roundtable (that incoming and outgoing execs go to)
 - Part of transition. It'll be in Montreal. It's very expensive to send 14 people so we changed the funding model: only financing the incoming and outgoing President and VP External. Everyone else who wants to go on exec is subject to ExCo funding; will have to pay half of their expenses to attend roundtable. Value is still there, but certain people need to pay their way.
- **BCC (Nil)** – we received a 190k request earlier. The amount reflected in the budget is what we are currently comfortable in contributing. A lot of the expenses that we contribute year after year have been cut. This is what we are ABSOLUTELY approving. There will be additional expenses that we are still in the process of approving that will be presented at the next Board Meeting.
 - Tony: what are some of the BCC cuts?
 - Sean: we're still going over it to ensure we don't cut anything unreasonably. This is the minimum that we'll probably be spending.
 - Mark: Why the decrease in IT?
 - Sean: Last year we bought a domain name, and switched servers. There were a lot of one-time expenses, but this year will only be ongoing hosting fees and yearly expenses.
 - Graeme: does this relate to the knowledge management project?
 - Ben: that has not been budgeted for yet.
 - Sean: because we don't have a realistic estimate at this point, we will not be present it yet
 - Cole: The BCC is being budgeted in now because we can't constitutionally approve amounts larger than 50k after we've approved the actual budget. The amount that we'll have to approve on top of this funding amount is less than 50k.
 - Enzo: Nil, if we went to a referendum at all, would that damage the BCC relationship?
 - Nil: We are not going to go into that process. We need to make sure we have a good discussion with the BCC first to evaluate their contribution.
 - Graeme: what is the change with 202?
 - Nil: The StrengthsQuest has always been paid for by CUS funds. From now on it won't be taken out of a student activity fee, as it is part of a course, it will likely be an additional fee with the COMM 202 course. It shouldn't be paid for with student fees because then students are paying for an aspect of a course while also paying to be enrolled in that course.
 - Sean: it's not a matter of value discussion, it is a matter of the purpose of this organization and what we are responsible for covering
 - Maria: Cindy started doing more tracking last year and cost control. How do we make sure things like overspending on Frosh don't happen? What keeps people more accountable?
 - Sean: as of right now, there are no improvements on last year's system. It's been more of a focus of evaluation of the services and their budgets. Eventually there may be a case that we would be unable to reimburse or cover a cost incurred by a service that is extraneous.

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- Cole: we are not looking to be accountable for short fallen revenue, however in regards to expenses that have been exceeded, this would be a consideration.

Funding:

Be it resolved that the Board of Directors approve the line item "Student Fees" as presented in the CUS 2013 - 2014 budget.

5. **Mover: Sean Seconder: Maria**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Early Grad / Coop Refund" as presented in the CUS 2013 - 2014 budget.

(Students in coop can get refunded for some of their student fees)

6. **Mover: Sean, Seconder: Maria**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Sponsorship" as presented in the CUS 2013 - 2014 budget.

7. **Mover: Sean, Seconder: Lauren**

For: All

Against: None

Abstain: None

...the motion carries

Administrative

Be it resolved that the Board of Directors approve the line item "Business Cards" as presented in the CUS 2013 - 2014 budget.

8. **Mover: Sean, Seconder: Tony**

For: All

Against: None

Abstain: None

...the motion carries

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Be it resolved that the Board of Directors approve the line item "Office Supplies" as presented in the CUS 2013 - 2014 budget.

9. **Mover: Sean Seconder: Graeme**

Discussion:

- Maria: do we actually need this much?
- Cole: The idea is that it's a slush fund. There are some general administrative costs here

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Telephone" as presented in the CUS 2013 - 2014 budget.

10. **Mover: Sean Seconder: Lauren**

Discussion:

- Maria: Do we need this?
- Lauren: Is this ombuds, office, and prez? Why does it cost so much?
- Cole: UBC has set rates across the board. Are usually 2-3 x higher than market rate..... it's unclear whether we can change that. Discussion is welcome, please do not hesitate to continue
- Maria: I am just wondering about long distance costs that we may have cut last year
- Sean: continuity is not available with this item

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Coffee" as presented in the CUS 2013 - 2014 budget.

11. **Mover: Sean Seconder: Tony**

- Graeme: why did it go up by 6k?
- Sean: in October/November, a huge spike in coffee usage. Cost 4k more than expected. Everyone drinks more coffee in colder months. Because of current # of students taking summer courses, we need to incorporate summer costs
- Maria: did we change suppliers?
- Sean: Yes. Lowered overall unit cost.

For: All

Against: None

Abstain: None

...the motion carries

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Executives & Board of Directors

Be it resolved that the Board of Directors approve the line item “Board of Directors” as presented in the CUS 2013 - 2014 budget.

12. Mover: Sean, Seconder: Tony

- Sean: this is the Food for each meeting. There has been a separate line item for the retreat. We've separated to reflect the different costs.
- Mark: for the surplus at the end, what will happen?
- Sean: it will be addressed later.
- Cole: it's a little generous for food. It also encompasses little miscellaneous costs, like second training session with 1styr reps
- Maria: did Robert's Rules fall under this category?
- Cole: Yes. Any further discussions?
- None

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item “Executive Council” as presented in the CUS 2013 - 2014 budget.

13. Mover: Sean, Seconder: Nil

Discussion:

- Sean: Execs are given small amounts of money to take their teams out. It's \$200 for each exec portfolio head. Finance is not included because it is underneath FinComm.
- Maria: in the past year, exec council as a whole would hold things like clubs council meetings, does it come out of the budget? Or what about the BCC forum?
- Sean: it's up to the discretion of the Execs. If there are extra events, it should be budgeted under a separate line item.
- Maria: what about things like the Clubs Presidents' general meeting?
- Cole: In the past, it would come situationally, and the VP Finance would approve or disprove it
- Nil: to address the BCC town hall, I would budget it within the BCC line item to reflect proportionate and accurate portrayal of fund distribution

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item “National Business School Conference” as presented in the CUS 2013 - 2014 budget.

14. Mover: Sean, Seconder: Tony

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- Gil: Are we going to do a funding model for this through ExCo?
- Sean: No, only for roundtable. Only the President and VP External attend.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Roundtable" as presented in the CUS 2013 - 2014 budget.

15. Mover: Sean, Seconder: Nil

Discussion:

- Sean: this is the expense to send 4 people to Montreal. (both Presidents and VPXs) Others are accounted for under the ExCo budget.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Service Council Retreat" as presented in the CUS 2013 - 2014 budget.

16. Mover: Sean, Seconder: Tony

Discussion:

- Enzo: what was last year's amount?
- Sean: close to 5K
- Maria: does board attend?
- Cole: yes, both exec and board along with service council

For: All

Against: None

Abstain: None

...the motion carries

Maria: going back to business cards, I thought we made money on them?

Nil: the old model didn't make sense. We decided to budget to get better business cards at a cost to us and no additional cost for students.

Be it resolved that the Board of Directors approve the line item "Executive Retreat" as presented in the CUS 2013 - 2014 budget.

17. Mover: Sean, Seconder: Ben

For: All

Against: None

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Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Board of Directors Retreat" as presented in the CUS 2013 - 2014 budget.

18. Mover: Sean, Seconder: Tony

Discussion:

- *Mark: is this just the hotel and dinner for one night?*
- *Sean: yes, included miscellaneous expenses like markers*
- *Cole: historically it was slightly less, realistically not very different*
- *Enzo: was about the same*
- *Sean: The BoD retreat that has happened for this board has already happened. It has been budgeted into last fiscal year. This would be a BoD retreat for the incoming board next year*

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "West Coast Leadership Retreat" as presented in the CUS 2013 - 2014 budget.

19. Mover: Sean, Seconder: Graeme

Note (Cole): expense has already occurred

For: All

Against: None

Abstain: None

...the motion carries

Internal Services

Be it resolved that the Board of Directors approve the line item "Financial Services" as presented in the CUS 2013 - 2014 budget.

20. Mover: Sean, Seconder: Tony

Lauren: what falls under this category?

Sean: Fincomm requires a significant amount of training, meet more often than "portfolio groups". There is a slightly higher expense. It is separated and Jason does not receive his own exec budget of \$200

For: All

Against: None

Abstain: None

...the motion carries

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- 21. Be it resolved that the Board of Directors approve the line item "Human Resources" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Lauren
Sean: last year's was lower, and the first year we had a team for HR. It is now more established and structured, and more resources have been invested.
Enzo: I think Richard wanted to start an initiative during the 2nd week of sept, a minor special projects funding request may be in the works.
For: All
Against: None
Abstain: None

...the motion carries

- 22. Be it resolved that the Board of Directors approve the line item "Information Technology" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Graeme
For: All
Against: None
Abstain: None

...the motion carries

- 23. Be it resolved that the Board of Directors approve the line item "Alumni Relations" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Lauren
For: All
Against: None
Abstain:

...the motion carries

- 24. Be it resolved that the Board of Directors approve the line item "Corporate Relations" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Tony
Sean: biggest expense is just CR breakfast. Outside of that it's just printing of sponsorship packages.
Mark: business week? Does the sponsorship that go through that get counted in here?
Sean: no, that is budgeted through business week
For: All
Against: None
Abstain: None

...the motion carries

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Be it resolved that the Board of Directors approve the line item “Visual Media” as presented in the CUS 2013 - 2014 budget.

25. **Mover: Sean, Seconder: Ben**

Maria: do they have a specific list of items?

Sean: yes, it's been gone over by Ben & Cole who understand the equipment and typical costs. It should work for us for years to come. Still need to look for a way to effectively store it to make sure it's secure, but

Cole: purchasing a few high-end pieces of equipment instead of general items. Could have a significant impact on the quality of photos produced thru VM

Tony: We can get the CLC to host it.

Sean: we still need to figure out any liability issues that might potentially arise, but we will take a closer look. Brian (VMD) understands that no equipment is to be purchased yet.

Cole: clear registration of the equipment is important.

Sean: We welcome any other ideas or systems.

Cole: there are concerns that it would significantly limit when the equipment can and cannot be taken out. It could be difficult in times with busy schedule with events and require after-hours access.

Ben: a discussion will be take up with the CLC first

Maria: hen VM and Cavalier team members attend conferences, who pays for their attendance?

Sean: sometimes they aren't afforded all of the perks. As for execs and board members, there is a budget allocated for conference attendance. has been more informal in the past, but unsure if that's something you want to do.

Ben: there have been problems with being able to treat the videographers/photographers being mistreated, so a form would be distributed to create a relationship agreement

Maria: there are attendees from Awards Night individuals as well

Jasmine: CR reps for certain firms as well.

Cole: this is something that has been fairly informal in the past. Something formalized could be implemented

Sean: it's never been a huge problem before, relative to our expenses and

Jasmine: reflection upon performance of different conference teams

For: All

Against: None

Abstain: None

...the motion carries

Student Services

Be it resolved that the Board of Directors approve the line item “Appointment, Promotion, and Tenure” as presented in the CUS 2013 - 2014 budget.

26. **Mover: Sean, Seconder: Nil**

For: All

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Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Awards Night" as presented in the CUS 2013 - 2014 budget.

27. **Mover: Sean, Seconder: Nil**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Business Week" as presented in the CUS 2013 - 2014 budget.

28. **Mover: Sean, Seconder: Lauren**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Campus Ambassador" as presented in the CUS 2013 - 2014 budget.

29. **Mover: Sean, Seconder: Graeme**

Maria: what happens with collaborations happen? where do cash allocations go?

Sean: depends on nature of event, and if it is a whole new event or an alteration of currently existing events.

Jason: we made sure there wasn't any overlap or double-budgeting. There aren't as many collaborated events this year.

Thea: Question, did they add back in Tshirt\$?

Ben: they didn't use it last year. Only used like \$50 on pizza last year.

Jason: They're doing lanyards instead, and presenting in business formal

Ben: they are going to be presenting in business formal with a lanyard

Nil: metallic nametags are a consideration as well.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Case Competition Coordinator" as presented in the CUS 2013 - 2014 budget.

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30. **Mover: Sean, Seconder: Lauren**
For: All
Against: None
Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Cavalier" as presented in the CUS 2013 - 2014 budget.

31. **Mover: Sean, Seconder: Ben**

Ben: some issues with printing and actual quantities put out were lower than expected
Cole: it was mentioned that it'd be moved online, and only printed during "key times" during the year, not for every single month. More realistic for them to produce.
Maria: if there is less printing, why is the closing now higher?
Cole: last year had issue with printing and couldn't produce as many.
Sean: last year was done accidentally; we are now adopting this reduced model purposefully.

For: All
Against: None
Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Class Liaison" as presented in the CUS 2013 - 2014 budget.

32. **Mover: Sean, Seconder: Nil**

For: All
Against: None
Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Commerce Community Programs" as presented in the CUS 2013 - 2014 budget.

33. **Mover: Sean, Seconder: Tony**

For: All
Against: None
Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Commerce Mentorship Program" as presented in the CUS 2013 - 2014 budget.

34. **Mover: Sean, Seconder: Nil**

For: All

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Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Elections" as presented in the CUS 2013 - 2014 budget.

35. **Mover: Sean, Seconder: Lauren**

Sean: If you look at the expenses from 2 years ago, Will had saved an incredible amount.

Cole: there is a good chance that they'll actually come in less than that. Although last year's closings came in low, it could've been candidates not coming forth to reimburse their own posters.

Maria: what is the marketing budget?

Sean: that is to market the actual election.

Thea: a majority of their budget is actually pizza for candidates' forum.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Enterprize" as presented in the CUS 2013 - 2014 budget.

36. **Mover: Sean, Seconder: Lauren**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Executive Mentorship Program" as presented in the CUS 2013 - 2014 budget.

37. **Mover: Sean, Seconder: Mark**

Maria: why is there a 7k increase?

Sean: there is an additional mentor appreciation event approved as well as expansion of the program to reach more students.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "External Conferences" as presented in the CUS 2013 - 2014 budget.

38. **Mover: Sean, Seconder: Tony**

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Tony: what is the marketing cost of Exco?

Nil: theoretically the only function besides reimbursements is marketing. There is an increased focus on that. It should be around or below 30k. Note that Roundtable has been budgeted into the ExCo costs

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "First Year Committee" as presented in the CUS 2013 - 2014 budget.

39. Mover: Sean, Seconder: Tony

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "FROSH" as presented in the CUS 2013 - 2014 budget.

40. Moved: Sean, Seconded: Enzo

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Grad Dinner" as presented in the CUS 2013 - 2014 budget.

41. Mover: Sean, Seconder: Tony

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Imprint" as presented in the CUS 2013 - 2014 budget.

42. Moved: Sean, Seconded: Ben

Sean: it was rebranded for the first time last year, started from 5-10:30. Alex Lam wanted to extend it to full day, feedback was that it was rushed and a longer format would afford better experience. Shifted it to still be a one-meal event starting from about 2 - evening. It will serve more

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people with a larger dinner, but relatively the same as last year.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "International Business Conference" as presented in the CUS 2013 - 2014 budget.

43. **Moved: Sean, Seconded: Mark**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "International Student Association of Sauder" as presented in the CUS 2013 - 2014 budget.

44. **Mover: Sean, Seconder: Mark**

Ben: any significant changes, i know there is a smaller team, any others?

Nil: there are changes based on their original proposal, but not many changes based on last year's events.

There have been changes from their original proposal, but not dramatic ones from last year.

Tony: what are the ticket sales?

Gil: from Christmas party, thanksgiving event, Canada day event,

Tony: Is there anything beyond social events?

Nil: No.

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "JDC West - Sauder Team" as presented in the CUS 2013 - 2014 budget.

45. **Mover: Sean, Seconder: Tony**

Enzo: Is NBSC and Hoodies excluded?

Sean: NBSC is out, Hoodies in

Enzo: Jackets?

Sean: Included

For: All

Against: None

Abstain: None

...the motion carries

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- 46. Be it resolved that the Board of Directors approve the line item "Me Inc." as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Maria
For: All
Against: None
Abstain: None
- ...the motion carries*

- 47. Be it resolved that the Board of Directors approve the line item "POITS" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Nil
Sean: subsidization of POITS is the security costs (360 per event) and others regarding licensing and safety, and one-time larger events.
Beer is sold above cost, nothing is covered by the CUS contribution in terms of alcohol
Maria: Oktoberfest mugs?
Sean: Yes. They didn't have it last year, because of organizational difficulties. Will be held in conjunction with sciences this year
Tony: if cost of the beer isn't subsidized, are revenues recorded?
Sean: The beers cost as low as \$1.35 each, recycling fees + ice included it comes to about \$2. We sell each between 2.5-\$5.
Sean: It has been subsidized in the past, but only covers operating expenses now.
For: All
Against: None
Abstain: None
- ...the motion carries*

- 48. Be it resolved that the Board of Directors approve the line item "Prospectus" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Graeme
Maria: are we increasing #s?
Ben: yes, but no rulers.
Jasmine: No?
Ben: it was brought up in a sponsorship light, but we will not be proceeding.
For: All
Against: None
Abstain: None
- ...the motion carries*

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- 49. Be it resolved that the Board of Directors approve the line item "Sauder Sports" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Tony
For: All
Against: None
Abstain: None

...the motion carries

- 50. Be it resolved that the Board of Directors approve the line item "Sauder Squad" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Tony
For: All
Against: None
Abstain: None

...the motion carries

- 51. Be it resolved that the Board of Directors approve the line item "Social Committee" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Lauren
For: All
Against: None
Abstain: None

...the motion carries

- 52. Be it resolved that the Board of Directors approve the line item "Sustainability" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Tony
Sean: moved from hotel to campus
For: All
Against: None
Abstain: None

...the motion carries

- 53. Be it resolved that the Board of Directors approve the line item "Yearbook" as presented in the CUS 2013 - 2014 budget.**
Mover: Sean, Seconder: Nil
For: All
Against: None
Abstain: None

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...the motion carries

Club Subsidies

Be it resolved that the Board of Directors approve the line item "Club Membership Subsidy" as presented in the CUS 2013 - 2014 budget.

54. **Mover: Sean, Seconder: Tony**

Graeme: this is the \$2 subsidy for each member per club that each club receives? 2500 students joining clubs

Sean: yes

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Club Grants" as presented in the CUS 2013 - 2014 budget.

55. **Mover: Sean, Seconder:**

Sean: 18 clubs, 1000\$ each. Most we end up paying. Number may come down pending club review

Cole: no more multiple classifications for clubs now, it is one classification under the new structure.

For: All

Against: None

Abstain: None

...the motion carries

Special Projects and Contributions

Be it resolved that the Board of Directors approve the line item "Business Career Centre Contribution" as presented in the CUS 2013 - 2014 budget.

Mover: Sean, Seconder: Nil

Sean moves to postpone discussion

56. **Moved: Sean, Seconded: Nil**

...the motion carries

Be it resolved that the Board of Directors approve the line item "Brand Management Program" as presented in the CUS 2013 - 2014 budget.

57. **Mover: Sean, Seconder: Nil**

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Sean: key difference between the two years is that previously subsidies were never budgeted. If a successful BMMP student goes to Toronto and get work, you get a certain amount of expenses reimbursed through the CUS. This is why it is more than previously budgeted

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Strategy Consulting Mentorship Program" as presented in the CUS 2013 - 2014 budget.

58. **Mover: Sean, Seconder: Graeme**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Case Competition Funding" as presented in the CUS 2013 - 2014 budget.

59. **Moved: Sean, Seconded: Tony**

For: All

Against: None

Abstain: None

...the motion carries

Other

Be it resolved that the Board of Directors approve the line item "Hoodies" as presented in the CUS 2013 - 2014 budget.

60. **Mover: Sean, Seconder: Nil**

For: All

Against: None

Abstain: None

...the motion carries

Be it resolved that the Board of Directors approve the line item "Newspaper" as presented in the CUS 2013 - 2014 budget.

61. **Mover: Sean, Seconder: Lauren**

For: All

Against: None

Abstain: None

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Thursday, June 27th, 2013 at 6:00 P.M.

HA Building, CUS Boardroom, Room 239C

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...the motion carries

Be it resolved that the Board of Directors approve the line item "Special Projects" as presented in the CUS 2013 - 2014 budget.

Mover: Sean, Seconder: Lauren

Sean: SPF and safety buffer are contingent on the rest of the expenses. Safety buffer is "whatever we have left". Set an amount, could vary later in the meeting. SPF 150k is reasonable and approximately how much we spent last year.

Nil: we've approved over 100k in SPF already.

Cole: This includes things like NIBC and Sauder Summit.

Sean: If we approved everything we saw today, it would be over 107k.

62.

Motion to postpone until the end of the meeting

For: Sean, Seconded: Nil

...the motion carries

Be it resolved that the Board of Directors approve the line item "Safety Buffer" as presented in the CUS 2013 - 2014 budget.

Mover: Sean, Seconder: Nil

63.

Motion to postpone until the end of the meeting

Moved: Sean, Seconded: Nil

...the motion carries

Closing

Be it resolved that the Board of Directors approve the line item "Closing Surplus" as presented in the CUS 2013 - 2014 budget.

Tabled discussions

IBC

Sean: reason for tabling is that some people feel fairly strongly that the lecture portion of IBC should be cut. It was not successful (by a reasonable metric) last year. The question is whether it was a result of organization or student interest

Thea: it should be cut

- The executive council wanted to cancel IBC and just hold the T40U40
- Nobody really communicated that to the chair, even though that was decided, then the idea snowballed
- Initially going into this process we wanted to cancel it.

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- it was a failure last year, was doubly as successful the year before.
- 2011 had 70 people attend
- 2012 40 T40U40, 120 for conference
- In these cope of the other conferences, it is the lowest-achieving.
- There seems to be a lack of a real target market or real interest.
- IBC doesn't seem to be connecting to the same way that people are looking to IBC.
- Still don't think it's going to work, should go back to original plan to cut the conference portion
- Reasons it should be cut:
 - Sept 26 - POITS and SoCo event. They will be more popular. It can be moved, but in general sept is a bad time of year for an event. We keep saying we'll cut it and it is hard to place
 - Sean: for the record POITS and SoCo are going to move
 - It will have a negative impact on the impression that first years have on conferences
 - the buzz generated by frosh and such, timing may bring up attendance, but if the event doesn't go well
 - may leave a bad impression on the people who intend to bring
 - not a traditional conference, lecturers with a little bit of food
 - if the first thing the first years hear about is a \$5 conference
 - the low price point is hard to bring up for the other conferences.
 - We can't judge this against IBC's failure in the past,
 - paying 10k for a lecture series is not effective -large portion of it is flying in a speaker. CLC is doing it better and we don't have to fund it.
 - can't differentiate ourselves by running a lecture event
 - in respect that event, if we infuse it into something new with potential
 - costs \$83/person, but \$5. It does not cover the cost of food.
 - Too many events, speaker series don't run well, take the 10k and run it with Consulting conference
- Tom: question, T40U40 still keeping around? will the timing be as early this year?
- Sean: no it will be in November
- Graeme: what is the organization that has gone into it already?
- Jasmine: the team has been hired, as well as brief organization
- Sean: it would be difficult and would cut ties with the Alumni Advisory board
- Graeme: how many people on the team?
- Cole: I am yielding the Chair and tony will be acting chair
 - I feel we have been unwilling to make the hard decisions. I understand that it was difficult to make those cuts and damage those relations. There's a danger in devaluing the conferences as a whole, they pay 5% of the cost to go. The lack of willingness to pay is marked of the lack of interest. when delegates are paying only 20% of the food costs,
 - this is largely going to appeal to first years, they might be convinced at that point to buy tickets, but if the event goes poorly, it may damage the impression of conferences to first years
- Ben: is there a right to compare it to chasing sustainability

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- Nil: the off campus move and costs made the conference less successful.
 - IBC keynotes stay at the hotel for a lot longer, these costs are not incurred otherwise
 - The Advisory Board
 - their lack of knowledge in terms of having perspective with the event as well what the CUS does. They are under false impressions of the scale of IBC and that the fact that they can't do the conference during the same month as NIBC.
 - Graeme: push this forward
 - can we leave the door open if they can restructure and come back with a better proposal?
- Sean: I don't believe we have the experience in place to say that it won't be successful in the future. We don't treat any other team with the expectation that they can't do what they say they can do. We significantly changed the value proposition. Trying to say that it would damage the perceptions of the CUS with the event that we put on, would be a disservice to them.
 - we have a lot of money. By funding IBC, we're not taking money away from anywhere else at this point. There are not any better initiatives coming forth. We're not an organization limited by money, but time. It is the most open time that the CUS has. It is a good opportunity to bring students in to have students come in to the habit of attending CUS events. Other people do lecture series better? The CLC spends a substantially greater amount of money bringing in their speakers. I think it adds value for students, and it is worth taking the chance to spend the relatively small amount of money to put this on. If it works this year, then we know that students don't care about it. If it doesn't work then we would cut it. It's unfair to say that we shied away from hard decisions. We specifically restructured this. It's because we don't want to make rash decisions based on incomplete data.
 - This is a relatively small risk for the things that we do
- Tony
 - If at this point we go through and cut it, the business professionals and the advisory board, we can't technically cut it off anymore, like Sean said, we need to see if it is a problem with execution or the product itself.
 - It's been proved that it was unsuccessful in the past, we need to consider what was worth trying again.
- Mark
 - This isn't the first thing I'd pay to go to. Academically and socially. It's not speaking from someone who didn't want to participating.
 - I would support cancelling the conference
- Maria: Jasmine, how confident are you in the team?
 - Jasmine: I feel that they can deliver the event that the proposal entails
- Cole: I am not confident
- It is harder to sell IBC because their target market is harder to define

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- Sean: I believe that the past lack of success, is not indicative of students' attitudes towards
 - It is literally just about speakers, and if as a group, not enough students at Sauder care about someone coming from overseas
 - Nil and Thea believe that we already know that, and don't need to waste money
 - it has other repercussions
- Nil:
- Enzo: money is not indicative of failures. They made their mark, it was just about getting overseas and that was what they advocated. They ran heavily on the 20th anniversary thing, the marketing didn't click. Scared that the marketing and the positioning won't interest the first and second years, on a
- Cole: I don't want to not do this because we don't want to not make this hard choice.
 - We're doing this because we've committed partially and just want to let it run.
 - Ben: are we cutting something that international business has value, all these conferences that run towards target markets, do IB students miss out? There were people who went to that conference, would they return? People who would've gone to that conference, would those people still get the same value.
- Enzo: if you break it down in terms of years, it lacks the focus and easily digestible information. Need more fun. 3/4th years, they're not going to these in the first place. It doesn't have
- Nil: We do offer something specifically for international students, ie. Exchange, trek china. We do other things outside of conferences, running more events detracts from all of the other things.
- Sean: they don't need 12 people to run the breakfast.
- Thea: we do have an IB Club that runs events throughout the year. It's for people interested in international business. Trying to predict the success of something that has never happened before.
 - personal experience, lecture series is not successful

Sean motions to call the question on funding IBC

64. **Moved: Sean, Seconded: Tony**
In favour: Sean, Lauren
Opposed: Graeme, Mark, Enzo
Abstain: Maria, Nil

...the motion fails

BCC

Sean: don't know what ultimate bcc expenditure is going to be. Voting for the \$119k now.

Nil: the rest of the funding is going to be presented to the board at a later date once more consultation has been done.

Be it resolved that the Board of Directors approve the line item "Business Career Centre Contribution" as presented in the CUS 2013 - 2014 budget.

65. **Moved: Sean, Seconded: Nil**

...the motion carries

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Special Projects

Be it resolved that the Board of Directors approve the line item "Special Projects" as presented in the CUS 2013 - 2014 budget.

66. **Moved: Sean, Seconded: Graeme**

...the motion carries

Safety Buffer

Be it resolved that the Board of Directors approve the line item "Safety Buffer" as presented in the CUS 2013 - 2014 budget.

67. **Moved: Sean, Seconded: Lauren**

...the motion carries

I. Next Meeting

There next regularly scheduled meeting of the Board of Directors shall be: not yet scheduled

J. Adjournment

There being no further business, be it resolved that the meeting be adjourned at 12:15 AM

68. **Moved: Sean, Seconded: Lauren**

In favour: all

...the motion carries