



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 25th:

- 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
- 1st 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