



commerce  
undergraduate  
society

## Executive Council Meeting Agenda

**Scheduled Time: 7:00 PM, August 6th, 2013 | Location: Henry Angus Building, Room HA 194**

Open to the General Membership of the Society Unless Otherwise Deemed In-Camera

**Note:** presentations and/or proposed motions should be requested to be included on the agenda at least three (3) days in advance of a meeting by contacting the Administrative Director, Hannah Vandenberg, at [hannah.vandenberg@cus.ca](mailto:hannah.vandenberg@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
<b>Executive Council</b>				
Enzo Woo	President (Chairperson)	X	-	
Niloufar Keshmiri	Vice-President, Academic Affairs (Vice-Chairperson)	X	-	
Gillian Ong	Vice-President, Engagement	X	-	
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	-	

<b>Other</b>				
Tom Tang	Ombudsperson	X	-	
Hannah Vandenberg	Administrative Director	X	-	

Guests: Cole Leonoff (Commerce Student Senator), Sean Fleming (4<sup>th</sup> Year Rep- Board of Directors)

**A. Call to Order**

*The meeting was called to order at 7:09*

**I. Attendance and Confirmation of Quorum**

**B. Amendments to and Adoption of the Agenda**

*Be it resolved that the agenda be adopted as presented  
Moved Ben, Seconded Nil*

**C. Presentations to the Executive Council**

**I. UBCMA Gateways: 7:15pm**

- Keeping regular tickets free for members
- Expanding to 125 students and 3 workshops
- Changing dynamic of networking → don't want it to feel forced. Aiming for something more natural.
- Venues: workshops at Segal business center. Keynote and networking at the red room for networking. At networking, people are given drink tickets and appetizers.
- Costs: drink+App for all = \$7900. Asking for \$5700
- Costs: drinks for all – app for delegates= 5500 (asking for 3300)
- Bringing the cost down: sell 30 tickets till end of business week at \$10 (in advance). Downgrading to Harbour Center for workshops instead of Segal.

- Reaching more students – broadcasting workshops and keynotes via sponsors

#### Key Questions:

- How did you decide to sell 30 tickets in advance
  - Looking for ways to bring down costs. It was 20 percent. There was no perfect number. We don't want to sell too many, we want to wait until first years know about it. Only reason we're doing this is for those people who are really really set on it already.
- How many professionals again?
  - 63
- Why 63 again?
  - Increasing from last year by 125%. Increasing in proportion to the number of students

#### II. **Reveal: 8:00pm**

- Concerns: food budget and hotel accommodations. Worried about funding non CUS students
- Items adjusted on budget:
  - At 1500 price because it's a set price for the online simulation platform
  - Accommodation price must go up; we want all students in the hotel this year. Closer to night events, making better connections. Want students immersed in the competition throughout the whole weekend. If all students are staying in the hotel we can throw challenges at them throughout the night, which we couldn't do if some students weren't at the hotel
  - Food budget was cut down from last time. Caterer came up with a new menu. While this new menu is doable, I don't think it's substantial. There are a lot of snacks, but they don't really make up for small breakfast. Last year food was disappointing, especially given how much students are paying.
  - Cutting out one night event: beach volleyball, and one networking event
  - Upping the prize money. We want to make sure it's enough to attract people.
  - Food and hotel costs= high, it really does add to the experience, especially in the social aspect of things. We want to get to the same quality of last year, and maybe even surpass it. We really want to try and improve the event for its 2<sup>nd</sup> year.

- Ben: difference between Sauder students and non-Sauder students was not addressed. When we put our contribution in, it is Sauder student money, so it must go towards those students. We understand that it will improve the quality for everyone, but we want it to be specifically for Sauder students so that it's worth it for them.
- Gil: either you lower the cost for Sauder students or you increase the cost for other students
- Nil: and whichever one you do, it will impact your overall budget. So whichever one you choose, we need to know how your budget is going to change.
- Cole: As far as the prize money goes, no one goes into these events planning on winning, they go for the event and experience. Also, the prize money won't be significant anyway.
- More cut backs: Cut down on marketing, got rid of swag bags, don't need delegate bags or anything.
- Sponsorship: isn't going well. It's only the event's 2<sup>nd</sup> year, people aren't really willing to give big, because it's so new and not reliable. This hardship is reflected in students' willingness to buy into the experience. We can fund the basics, but when we feed people cookies for breakfast and send them on public transit to get around, it doesn't make them want to come back for next year.
- Nil: the added value for our added contribution isn't there at the moment.

### III. **Paul Dhaliwal to present CPA sponsorship proposal**

*Motion to move in camera*

*Moved Nil, Seconded Ben*

### D. **Executive Business and Discussion Pt. 1**

*none*

#### **UBCMA Discussion:**

Thea: I have an issue with using student money to fund an event that students are willing to pay for themselves. I think we can give them some money, but not as much as they want

Nil: My issue is that our biggest value is to provide it to as many students as possible. They're increasing it by 25 people and asking for (6000)

Ben: I'm looking at plan A way more. There's not enough value added for plan B. They did make some changes. I like that they're increasing it. I think the food and the drinks are more for the benefit of the delegates, and therefore increasing the quality of the delegates. In one plan they have a better venue, but it's not adding that much extra value.

Cole: Last time they came in they said they would increase the total number of students by a lot more. This time they've decreased that number, which is not at all the changes we wanted them to make.

Nil: I agree; the added value for us was that there were more students going. The issue is when we give them less money, they don't increase ticket prices, but instead they lower the number of students.

Cole: I think it's going to be difficult to charge some people and not others. (30 initial tickets)

Thea: They still sold 30 tickets last year.

Cole: They put 'increasing 150 students' on their initial plan. I think we should try and get them to do this. For us it would be money well spent.

Enzo: what's the fire code restriction for people for the cheaper venue

-it's 150 people.

Ben: Difference between plan A and plan B is 15 dollars per person. A \$25 per student. 30 tickets in advance = price drops to \$23 per student.

Nil: I think that if people want to come for food, that's what the early tickets should be for; these people can buy food tickets, come early. Network and eat.

Sean. We should give them \$25 per CUS student attending to a max of 3750.

Enzo: Do non CUS students ever go?

Sean: it's always possible, so it's better just to add that part in.

Thea: I still think we should make them sell the 30 tickets in advance

Cole: I get that there's some security in getting a ticket, but with their expanding capacity I don't know if this'll work

-We've torn down their initial plan, maybe we should just let them have this.

Nil: this year we're giving them the money because they want to expand, but if they keep selling out in the future, we need to suggest that they start charging for their events.

*“Be it resolved that the Executive Council commit to fund UBCMA’s “Gateways” event \$25 per CUS-member in attendance to a maximum total of \$3,750 (150 CUS members)”.*

*Move: Jason, Second: Nil*

*Objections: none*

*Motion passes unanimously*

### **Reveal Discussion**

- Their main issue is that they want to improve food, and that’s why they want us to give them more money, but even with our added contribution they’re still not really improving food.
- Sean: I don’t think we should give them money yet.
- Nil: If we’re giving them more money we should see a larger change value from last year.
- The quality of everything in their event hasn’t changed except the accommodation, and we’re paying twice as much.
- Cole: We can keep asking them to come back and change their budget, but it seems to be going nowhere.
- (Sauder price 135, external 250. We pay 100 per student. Our subsidy would make a difference of 75 dollars)
- Nil: I think that they can have a gala, just not this big of a gala.
- Sean: We should micro manage them, but there are going to be issues.
- Their budget is going to be crunched, and they are going to cut food rather than their gala expenses
- Sean: Are we going to fund them at all?
  - Yes. Issue is that the min amount of funding they need is around 10 grand from us.
  - We should do a per person subsidy.
  - We could try to get them to raise ticket prices?
    - I don’t see them doing particularly well. It’s already quite expensive to begin with
- They lost about 2000 in sponsorship from last year; we’re covering this loss by paying 2500.
- We should fund them but give them a long list of requirements. Still keeping it as a per person funding.

- We can't give them as much as they're asking though. We're not giving say 5000 cash going directly into their budget. A lot of it will be reflected in the ticket subsidy price.
- Nil: lower our tick prices to 180, others to 250, if we give them 100 per Sauder student. Up to 5000, where the price differential is 50 between Sauder student and non-Sauder student

*Be it resolved that the Executive Council commit to fund the Reveal Competition \$110 per CUS-member in attendance to a maximum total of sixty students, provided there be a price differential between the cost of tickets for CUS-members and external delegates of \$50.*

*Be it further resolved that this subsidy be contingent upon the acceptance of a set of terms to be further developed by the Executive Council no later than September 1<sup>st</sup> 2013.*

*Moved Nil, Seconded Ben*

*Objections: none*

*...the motion passes*

**UBC Towels:**

- Towels aren't personalized
- Shouldn't UBC pay for them?
  - I think if we don't pay for them, UBC will find the money.
- Where does this \$300 come from?
- We can say no though, or we can base our acceptance on other faculties
- We should not be the only student association funding this.
- Instead of passing a motion, we should wait and figure out some details. We should not be agreeing to this right away.
- If we contribute the 300, do our towels get customized?

**D. Next Meeting**

Scheduled Time: TBD

**E. Adjournment**

*There being no further business, the meeting was adjourned at 9:55  
Moved: Nil, Seconded: Ben*

*...the motion carries*