

Executive Council Meeting Minutes

Monday, October 7th, 2013 at 7:30 P.M.

Henry Angus Building, CUS Boardroom

**Note that this document is viewable by the general membership of the CUS.*

Requests for presentation slots should be made at least 48 hours in advance by contacting the Administrative Director.



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Attendance:

Name	Position	Present ("X")	Late ("X")	Proxy
Sean Fleming	President (Chairperson)	X		
Niloufar Keshmiri	Vice-President, Academic Affairs (Vice-Chairperson)	X		
	Vice-President, Student Engagement			
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		
Tom Tan	Ombudsperson	X		
Hannah Vandenberg	Administrative Director/ Recording Secretary	X		

Guests: Lauren Telford (AMS representative), Tony Han (3rd year rep, arrived at 8:40 and left at 9:30)

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A. Call to Order

1. ***The meeting was called to order at 7:31 PM***
Moved Jason, Seconded Jas

...the motion carries

B. Amendments to and Adoption of the Agenda

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

...the motion carries

C. Presentations to the Executive Council

- I. Strategy Consulting Initiative - 7:40 PM - Cameron Abram, Graham Clark, Clarisse Ong

- Student run consulting pro bono service
- Third year of the program
- Benefits to students: real world consulting experience, mentorship from professionals, jobs with top firms, interaction with MBAs
- Benefits to Sauder: Sauder's being recognized as a hiring source, this helps build relationships with consulting firms
- Projects students work on: profitability analysis of new projects, operational and logistic improvements, business strategy and marketing
- Work with high-revenue earning clients
- Examples of clients: MEC, AquaCoustic, Finance For Good (social enterprise), Consolidated Civil Enforcement, etc.
- What the funding covers: event costs (there are 4 throughout the year), flights and gifts for speakers and mentors, marketing material, learning material
- Current funding: Student fees for members \$40/student, CUS \$1280 (equivalent to \$80/student), Dean's Office \$2000 (equivalent to \$67/student).

Questions:

- Are you building up materials over time?
 - We make students buy their own reading materials every year if they provide value
- When does the program take place?
 - Starts January 9th and generally takes 6 weeks
- What were the past student fees?

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- Didn't receive as much funding as we would have liked last year, so student fee was \$60, but as we grow we'd like to reduce student fees
- Overall program cost
 - Under \$3600 dollars
- There is a discrepancy between your two budgets where the Dean's office funding is concerned...
 - We are applying for \$2000, but we put \$1350 as a more conservative estimate
- What happens if we don't fund you at all?
 - Depends if we get funding from the Dean's office. We would have to consider raising student fees or changing the program content
- Last year you flew in a speaker from Calgary who only spoke for one hour; how much value is there in that?
 - This speaker also spent two hours with other students and with his own team of student consultants, so there was extra value provided there. He also did pay for part of his flight. Although it was only an hour speech, his impact was great
- 82% positive feedback; what was the negative, and how are you developing?
 - Potential free riders on the team, some weren't doing as much work as they should have done. We're going through the application stage more carefully this year and are considering doing anonymous surveys to see if this is going on. Students are still doing a full course load and want more time, but that really doesn't make much sense with midterms and exchange
- We fund \$80/ CUS student but you're funding pizza for MBAs and CUS students. The MBAs should be paying more
 - We're trying to reach out to the MBAs, but we're not sure if we can get funding from them. We can't, say, get pizza for the CUS students and not for MBA students
 - We can't actually give funding if it's going towards MBAs though. MBAs could just pay for the extra cost themselves
- What are the application and acceptance rates, and what is the ratio of MBAs and undergrads?
 - Last year had 110 applicants and took 30. Guessing around 40% MBAs and 60% or so undergrads

Discussion:

- Sean: We would like there to be some visible difference between the BCom and MBA fees.
- Nil: The issue is making the program cheaper for our students, because it is relatively cheap already
- Thea: Our impact should be visible; people should see the contribution that we're putting forward. The MBA office won't even see their presentation, so why should we be the only one funding
- Sean: does everyone agree that we should fund them something?

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- YES (unanimous)
- Cole: I think if we make a price differential for them, we need to make this the same for all of our services.
- Ben: just to clarify, they haven't decided to grow right?
 - Sean: no it's been the same; they're kind of limited by the amount of companies
 - Ben: so why should we be giving them more this year?
 - Sean: we did give them less money last year, but I'm not saying that's the right amount. They do add a lot of value
- Thea: I'm not overly concerned with the amount, it's relatively small, I'm just concerned about the requirements of the funding and the price differential
- Nil: We've done it for all the funding we've given so far, so I think that there should be some difference here too
- Sean: we should enforce some price differential; I suggest a \$20 price difference
- Ben: I'm in agreement with this, up to a maximum of 18 students
- Nil: So we are going to fund it per head
 - Yes.
 - Thea: As long as their students are BComs
- Maybe we should give them \$70/head
 - With a \$20 price differential
 - Thea: We should actually say \$72
 - Sean: or \$75
 - Thea: based on their budget right now, what they need is \$72. If their budget changes they can come communicate that to us and they can apply for more. We shouldn't give them more than they need, especially since the past years they've stuck to their budget
 - Sean: I think \$72 is a bit weird, why not just \$70?
 - Thea: but I don't want to give them less than they're ask for

Be it resolved that the Executive Council commit to fund the Strategy Consulting Initiative ("SCI") \$72 per CUS-member involved in the program to a maximum total of eighteen students, provided that the program costs borne by participants be at minimum \$20 less for CUS-member participants than for other participants in the program.

Be it further resolved that this subsidy be contingent upon the acceptance of a set of terms to be further developed by the Vice-President, Internal, and agreed upon by the SCI no later than October 21st 2013.

3. ***Moved: Thea, Seconded: Jason***
Objections: none

...the motion carries

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D. Personal Updates

E. Professional Updates

I. President

1. Meeting with the Dean on Wednesday
2. Got contacted by a PHD student who wants to write about us
3. Haven't heard back about the POITS situation
4. Exec hiring later this week

II. Vice-President, Academic Affairs

1. Meeting with the Dean as well
2. Alumni meeting tomorrow
3. Meeting with portfolio this week
4. HR is launching the equivalent of "service counsellor of the month"
5. Sent out a post-event data submission form to use to evaluate services
6. ExCo decided to change their policy without telling us → will be meeting with them this week

III. Vice-President, Student Engagement

IV. Vice-President, Finance

1. Financially, not much

V. Vice-President, Internal Affairs

1. Business week still owes \$240; we told them that we'd pay half and that they should split up the rest amongst all responsible parties
2. Awards night wants to get a bar; re-budgeted to the venue to get a cheaper one, so with this venue change and the bar tender, the cost would remain pretty much the same
3. Awards night has a small team and needs help evaluating the events; if you go to the event, please fill out the evaluation form.
4. JDC West had their retreat this weekend
5. Room bookings: cracking down! If room bookings are not made on time we won't be looking at them. We require at least three days' notice. We also will not be shutting down Birmingham for a 60 person event. People need to study there, as it is a student space. People need to start respecting the building and the staff more

VI. Vice-President, Marketing and Communications

1. Cavalier is all good

VII. Vice-President, External Affairs

1. Chasing sustainability has sold 50 tickets (half as much as they want to), but still have two weeks before the conference. Still working on confirming one final speaker
2. MeInc. Is giving a formal update sometime this week
3. Need to touch base with Top 40 Under 40

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4. CR is finalizing the invoices with the big four
5. United Way Hot Dog Fundraiser- Wed. Oct. 16th from 11:15-2:15; want execs and board to help fundraise

VIII. Administrative Director

1. Service Council Retreat just happened: no complaints
2. Received the invoice from Vancouver Charters from the service council retreat; forwarded to J
3. Still waiting for the invoice from Loon Lake

F. Executive Business and Discussion

I. Communications Standard- Sean

1. We should be setting standards within the exec council for communication amongst ourselves and stick to them
2. Thinking that you should have to reply within 24 hours for emails, 4 hours for texts and 2 hours for phone calls; between 10pm and 8am these rules don't apply

II. Brazil Case Competition Funding- Nil

1. Details were emailed out
2. Invited to send a case comp team to Brazil for a case competition
3. General model: we fund 1/3, Dean's office funds 1/3 and the students fund 1/3
4. It's pretty cheap this year because it's the first year and the school's funding the accommodation
5. \$2000 for 4 students which is still cheaper than JDC West
6. Sean: Personally I think it is fine. There's a good coach who's interested in coaching a team to send. It seems like an opportunity to add a lot of value for whoever goes. At this time, I think 1/3:1/3:1/3 is a fair funding system
7. Nil is going to fill out an SPF agreement on their behalf

III. Couch

1. Couch in the exec office is Gil's
2. She wants it back, or she wants us to buy it from her
3. She wants \$150 for the couch → would be put under office supply budget
4. Can we sell the old couch that's in the president's office?
 - It may not be ours to sell; we should double check if we can liquidate that or not; need to verify the ownership of the couch. Contacting Johannes
5. Gil's couch is a much better one than the last one
6. We are only comfortable paying \$150, not more

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G. Approval of Minutes

Be it resolved that the minutes from the Executive Council meeting on September 23rd and September 30th be approved for public distribution

4. *Moved: Jason, Seconded: Jas
Objections: none*

...the motion carries

H. Next Meeting

Scheduled Time: TBD

I. Adjournment

*There being no further business, the meeting was adjourned at 9:47
Moved: Jas, Seconded: Ben*

...the motion carries