

# Executive Council Meeting Minutes

Monday, January 14<sup>th</sup>, 2013 at 6:00 P.M.

Henry Angus Building, CUS Boardroom, 239C

*\*Note that meetings are open to the General Membership of the Society Unless Otherwise Deemed In-Camera*

*\*Note that presentations and/or proposed motions should be requested to be on the agenda at least three (3) days prior to a meeting by contacting the Administrative Director, Hannah Vandenberg, at [Hannah.Vandenberg@cus.ca](mailto:Hannah.Vandenberg@cus.ca)*



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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		
Jasmine Yeh	Vice-President, External Affairs	X		
Jason Cheung	Vice-President, Finance	Away on exchange		
Thea Simpson	Vice-President, Internal Affairs	X		
Benjamin Chen	Vice-President, Marketing and Communications	X		
Tom Tang	Ombudsperson	-		
Hannah Vandenberg	Administrative Director/ Recording Secretary	X		

Guests: None

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## A. Call to Order

*The meeting was called to order at 6:00 PM*

## B. Amendments to and Adoption of the Agenda

*Be it resolved that the agenda be adopted as presented*

1.

*Moved: Nil, Seconded: Jas*

*Objections: none*

*...the motion carries*

## C. Presentations to the Executive Council

- I. Bizzcomm Speakout - Caitlyn, Vanessa, Fred - 6:15
  1. Night of public speaking, Bizzcomm's signature event
  2. 5 contestants, 5 mentors, 3 judges, food
  3. Theme: What drives you
  4. Last year's expectation: 70 CUS, 10 Non-CUS; actuals: 20 Non CUS, 10 external, 65 CUS
  5. Using Empire Landmark; they're waiving rental and AV fees
  6. 45% who took the Bizzcomm survey said that speak out was their favourite part of Bizzcomm
  7. Survey indicated that biggest problem was the lack of food.
  8. WHY we're here: 20% increase in venue costs. Requesting \$3000. Have 228 members (increased by 70 members; 71% CUS)
  9. Proposed budget for Speakout 2014: charging 10 for CUS and 15 for non-CUS
  10. Food is around 40 dollars per guest
  11. Acquired 2000 in sponsorship
  12. Expense sans catering including: forgone revenue, prizes, gifts, parking, venue

Questions:

- Ben: last year you expected 70 CUS students but got only 65. What are you going to do to increase CUS student attendance?
  - We're thinking that it will increase on its own. We've looked at trends and the event used to have a lot less commerce students attending; also a lot of non-CUS students who go to the event are actually trying to get into Sauder
- And to clarify, how much are you asking for?
  - \$3000. We thought we needed \$2500. We only figured out today that landmark is actually upping their costs by 500.
- Capacity of the place?
  - 260
- Sean: Last year, they intentionally made the event smaller, that's why they came back a couple times. Is that correct?
  - Last year they were actually a smaller club
- 95 people last year: are they members or people in total? Does this include execs and professionals?

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- 95 people registered. This doesn't include executives and delegates
- Thea: your budget doesn't include our funding, but you can right now pay for the 109 people that you expect to attend
  - Yes, but your money is going toward enhancing the quality of the event and improving food
- Nil: You wanted to increase the quality of the food; if you compare the amount of money per person last year to that this year it has decreased.
  - We're allocating more towards food, more from sponsorship.
- Thea: If we give you \$3000, you'd be getting a 29 dollar subsidy per person. Right now you can sell to 109 people without our money. You're not expecting 200 people to pay for tickets, which is what's in your budget. 109 people is the amount of paying people. How many people are you expecting to pay and attend? You need two numbers, the first estimating how many people will pay to attend your conference, the second will be the number of people attending (will be bigger because it includes execs, delegates, professionals, etc.) You'll have a total number and a slightly smaller number of people who will be there and paying.
  - 200 is the big number. 8 business delegates, 14 execs, 5 competitors, 8 others who don't pay
  - \$8000 in expenses for food
  - Sean: they need \$2629; their ask is \$400 higher than it needs to be
  - Vanessa and Caitlyn: we also want to have some extra money left over in our accounts at the end of the year for next year's groups
    - We don't do that. We will fund your events, but we're not going to just give you extra money to keep around. This is what SPF is for; if you need additional funding you can always come back and apply for SPF, like you're doing now.
- Sean, based on your ask, and the projected amount of CUS students attending, I suggest we fund \$22 per CUS student
- Vanessa: you're ok with the 5 dollar price differential?
  - Thea: Yes
- Ben: Tell us more about your marketing
  - New website, people use phones to vote on what topic they'd like the presenters to improvise on while at the event
  - Ben: how are you going to market the event in general? Last year it was really mostly members bringing friends
  - Vanessa: auditions are going to be in early February. Don't want t to sell out too fast. Ticket sales/boothing/promo videos/mascots/members are really loyal
- Nil: Where do you see Speakout going in the future if you get this funding?
  - V: People remember Speakout; they'll be encouraged to apply for exec next year.
- Vanessa: we have a question: VP finance is transitioning; will there be a big lag time, just because we need to submit payments in February
  - Sean: we're doing interviews tomorrow so it should really be no problem

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- Sean: You've answered all of our questions, we'll discuss funding a little more and get back to you

Discussion:

- Thea: I think their pricing is a little weird. They have 5 dollar price differential between members and non-members, not CUS and non-CUS students. They should probably increase their base ticket price
- Sean: We could do quotas, so that they have a minimum amount of CUS student. So say they need 140 CUS students
- Thea: the whole point of the price differential is to make a visible price difference so that CUS students can see the value of the CUS
- Nil: have we ever enforced a price difference from a club?
- Thea: we do it for everyone who comes here. I would say we need to do it. They'll also make more money if they do this and raise their base price
- Sean: skeptical of attendance if we raise prices
- Nil: so they'll earn \$20 extra of revenue if we make this price differential??
- Thea: yes. They're open to the price differential. And they'd actually earn about \$170 of extra revenue. I think we should raise it to \$20 for non-CUS, non-Bizzcomm member (which is most likely going to be family)
- Sean: what if we do \$10 for CUS, \$12 for non-CUS but Bizzcomm member, and \$15 for non-CUS non-Bizzcomm
- Thea: Change that to \$10, \$15 and \$20 respectively
- Nil: this would also marginally increase their revenues
  - Thea: Based on these new numbers and the percentages we gave them, they only need \$2300. I suggest we fund \$2500
  - So giving \$2500 given the 10, 15, 20 price differential
  - They'll technically making an extra 300, we're taking away 500, so this would still leave them with 150 for miscellaneous.
  - (Let's keep in mind, they wanted 500 for miscellaneous expenses...this is way too high, it's good that we're cutting this down, you should be including whatever miscellaneous expenses you plan on incurring in your budgeting at the beginning of the year)
- Sean: may I propose the following motion:

***Be it resolved that the Commerce Undergraduate Society commits to sponsoring Speakout \$2550, provided they have a price differential that would leave their ticket prices at \$10 for people who are CUS and Bizzcomm members, \$15 for people that are either members of the CUS or Bizzcomm but not both, and \$20 for people who are neither members of the CUS nor bizzcomm.***

***Be it further resolved that this funding be subject to acceptance of a set of terms developed by the Vice President Internal, no later than January 30<sup>th</sup>.***

2. ***Moved: Nil, Seconded: Ben***

***Objections: None***

*...the motion carries*

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## D. Personal Updates

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## E. Professional Updates

### I. President

1. AMS council failed the brewery
2. Met with PVCC today about their funding request
3. We're hiring for VP Finance tomorrow
4. We have the cheque for our 50 grand deposit
5. POITS is getting a lot of sponsorship for the rest of the year

### II. Vice-President, Academic Affairs

1. Went to the AMS council meeting as well; their funding structure doesn't make sense and was used to confuse the students. The way they're collecting fees is unethical. It failed though, so it's fine
2. Class liaison is starting up again
3. Everyone else is under control
4. I've received 15 more data entries; none from conferences. All of Sean's, Ben's, and Thea's services have submitted

### III. *(Student Engagement Portfolio)*

1. Ski trip is next week

### IV. Vice-President, Finance

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### V. Vice-President, Internal Affairs

1. Need a new pair of lock cutters
2. Haven't sold out of lockers yet. There's been lots of confusion though
3. UBC lock cutters came without telling me; they broke one in the basement, and left other people's stuff in the ones they cut upstairs
4. Imprint and Jordan had a meeting; Imprint forgot which locker was theirs. We now have to cut the locks of all the ones we don't know who they belong to. We stuck warning signs on these locker's doors.
5. Business cards still don't have the CPA logo on the card. Ben if you could do this, Jordan and I just don't know where to place the logo on the card. There's really not room for the logo though, so we could just write "powered by CPA" below the CUS logo
6. Building events has had some issues lately; people are skirting the system. The concierge is going to contact me when someone tries to contact her directly, then I will suspend this person's booking authority for about 2 weeks. Hopefully this will encourage people to go through me for bookings. This will also encourage people to submit their requests on time. Issues because if there's an event, and they're late on booking it, I'm going to have to rush their request, which is not fair to the concierge because we're asking her to rush all room bookings.
7. Awards night is going well
8. Elections are coming up. All candidates' meeting is on Monday.

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9. JDC West is this coming weekend. We'll discuss it more next week
- VI. Vice-President, Marketing and Communications
1. Overall marketing: events are picking up.
  2. Campus AmbaSauder is almost over for the year
  3. Cavalier → no updates since last meeting. No issues with the quality or the topics
  4. Nicola is making deadlines for the Yearbook
  5. CCP is moving forward with their events
  6. Sauder Squad: the new quote for Wally's suit is about \$500 which is cheaper than anticipated. Helena will go over this
- VII. Vice-President, External Affairs
1. Met with Alex Lam – working on resolving the locker situation. Imprint J. Crew workshop this Thursday at 12:30. Also planning a Sauder Shopping event.
  2. Enterprize is planning a mega booth; there will be music
  3. Talking to Paul for CR. They were wondering what their final amount for team is; they want to have a team dinner. (Sean: it's probably \$25 per student)
  4. EMP is doing their sharing circle on the 30<sup>th</sup> at BCIT
  5. Get to talk to someone from Cossette
  6. Melnc is doing Navigate – more than 50% sold out
- VIII. Administrative Director
1. Yearbook wants 5 photos of service councillors...following up to get more details of what they mean by this
  2. SCI is working on completing their SPF agreement
  3. Sent SPF documents to 3CC and explained our funding process a bit. I haven't heard back from them yet so I don't know if they're going to apply
  4. Office hours are posted so please show up

## F. Approval of Minutes

*That the minutes from the January 7th, 2013 Executive Council meeting be approved for public distribution*

3. *Moved: Thea, Seconded: Ben*

*Objections: none*

*...the motion carries*

## G. Next Meeting

Tuesday January 21<sup>st</sup>, 2014

## H. Adjournment

*There being no further business, the meeting was adjourned at 8:06*

4. *Moved: Jas, Seconded: Ben*

*Objections: None*

*...the motion carries*