“To enhance the value of the UBC Sauder School of Business’ Bachelor of Commerce degree while cultivating the personal, professional and academic success of students.”

- Commerce Undergraduate Society Mission Statement
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The Annual Report

The UBC Commerce Undergraduate Society provides Sauder undergraduate students with social and professional growth opportunities through more than 30 Service Lines, which constitutes the Service Council. Entirely run by students, each Service Line reaches out to fellow students by hosting conferences, workshops, competitions, or social events. These programs cannot be possible without the hard work and dedication of the CUS Service Council, Executives, and the Board of Directors. We would like to thank them for their valuable contributions.

This annual report is a reflection of the 2011-2012 academic year. In this report, you will find a description of the achievements and challenges for the Service Council. The financial information presented in this report will allow us to investigate areas of potential improvement and allocate our society’s capital in an effective manner to further enhance the undergraduate experience at Sauder. If you are a Sauder student, we urge you to take advantage of the opportunities provided to you by the CUS, in order to explore your potential and grow your career. If you are interested in being involved, we encourage you to bring your ideas and enthusiasm forward, and help us build a supportive community together.

The Finance Commission

The CUS Finance Commission is a team of dedicated individuals who work with the Service Council in order to manage, analyze, and report information regarding the financial status of the CUS. Finance Commission oversees the budgeting process, reimbursement system, and the creation of the CUS mid-year and annual reports. The team is comprised of the VP Finance, Financial Services Director, and several Financial Analysts.
Dear Friends and Classmates,

In the past year, the Commerce Undergraduate Society (CUS) has continued to expand opportunities for Bachelor of Commerce students to achieve professional, academic and personal successes. Our investments, from the individual level to collective projects, have created more channels for students to connect, learn and grow.

While new programs are being implemented for the 2012-2013 year, we remain steadfast to our mission: the CUS exists to enhance your university experience—inside and outside of the classroom. My team and I have collaborated with the Business Career Centre to prepare the first-ever Trek China program for BCom students, extended financial and operational support to two new pre-professional campus associations, and strengthened commitments to three industry-specific mentorship programs and numerous co-curricular programs, such as the Arc Initiative.

Moreover, my team and I have introduced new fiscal efficiency plans. A number of service rationalizations have already been implemented; we are seeing noticeable reinforcements to the CUS’s robust fiscal structure with nominal impacts to service level and quality. I congratulate my team for their diligence in ensuring fiscal prudence across the organization.

I am pleased with the achievements thus far, and I look forward to sharing with you more exciting developments later.

Warm regards,

Jack Leung
President, Commerce Undergraduate Society
Sauder School of Business, University of British Columbia
2011-2012 CUS Finance Commission

Cindy Lynn
BCom 2013, Finance Director, Financial Services

Cindy Wang
BCom 2013, Finance Analyst

Charles Wong
BCom 2014, Finance Analyst

David Lam
BCom 2013, Finance VP Finance

Alan Lio
BCom 2013, Accounting Senior Reporting Officer

Song Gao
BCom 2013, Finance Analyst

Clementina Tai
BCom 2013, Finance Reporting Officer
2012-2013 CUS Finance Commission

Graeme Law
BCom 2013, Accounting
Analyst

Kathy Li
BCom 2015, Undecl.
Analyst

Brandon Tracey
BCom 2014, Accounting
Analyst

Angela Qin
BCom 2014, Accounting
Director, Financial Services

Janine Pan
BCom 2014, Accounting
Analyst

Crystal Wong
BCom 2013, Accounting
Analyst
CUS 2011-2012
Service Portfolio Highlights:
Alumni Relations

The Alumni Relations portfolio was once again delighted to run the TASTE program for the 2011-2012 year, a program which paired 22 of Sauder’s brightest student leaders with alumni for a personalized career and mentorship-driven networking lunch. The popular event attracted over 70 student applications. In addition to TASTE, the CUS External Portfolio and Alumni Relations drew upon its relationship with the Sauder Business Club of Vancouver to debut the much-anticipated Student Leaders Mentorship Program. In the 2011 pilot series, 18 recent Sauder School of Business alumni connected with 19 CUS student leaders in an effort to provide guidance, advice and support in a mentorship capacity for the duration of the year. The trial was successful; the succeeding Vice-President External and Alumni Relations Director for the upcoming year anticipate running the full-scale program which will include student mentees from the CUS Service Council.
Awards Night

The 2011-2012 Awards Night was held at the Vancouver Marriott Pinnacle Hotel with the theme of a vintage office party, Mad Men style. Last school year featured two new awards including the Alumni Award and the Top Conference Award. The night was filled with impressive entertainment featuring a dance crew, a CUS-led performance, and a surprise flash mob from a Glee group. Congratulations to the NIBC team for receiving the Top Conference Award and the UBCMA team for receiving the Top Club Award two years in a row! Awards Night looks to acknowledge even greater achievements during this school year that truly showcase the top students within Sauder.
Business Week

Business Week encompasses a wide variety of activities designed to facilitate interaction between CUS clubs, conferences, services, sponsors and students. Last school year, there were over 2,500 participants, more than 35 clubs, conferences and services, and three major sponsors. Throughout the week, students browsed through booths set up by various clubs while receiving free food and giveaways. There were two night events: the P.O.I.T.S beer garden and the Meet the Prof Night. Day events, such as the annual BBQ and Enterprize Canada’s "Cotton Candy Craze", were hosted in collaboration with corporate partners and clubs. For the approaching 2012-2013 Business Week, we look forward to engaging students with our classic Kickoff Breakfast and Beer Garden along with new events and collaborations with other CUS Services such as P.O.I.T.S, Social Committee, and Sauder Sports.

Campus Ambassador Program

The Campus Ambassador Program provides an overview of university experience to almost 50 high schools in the past years including but not limited to Victoria and Port Moody. The presenters mentored prospective Sauderites and helped them learn more about both the academic as well as the extra-curricular aspects of a typical Sauder student. With an enthusiastic executive team on deck, CAP is a perfect way to get involved. In the coming year, CAP presenters will continue to share their enthusiasm with high school students. As part of a new initiative, CAP will also be presenting at colleges around the lower mainland in order to reach potential transfer students.

Case Competition Club

Sauder students consistently excel in business case competitions across all disciplines, and the Case Competition Club provides an opportunity for undergraduate students to practice their case skills in an encouraging environment. Members learn critical analysis and presentation skills through workshops, and are blessed with many opportunities throughout the school year to compete with their peers. In collaboration with the UBC Accounting Club, CUS Sustainability, KPMG, and Ernst & Young, the CCC was able to host three internal competitions. Last year, the club also introduced Premiere 32, a Sauder exclusive case competition where participants were given a short period of time to promptly analyze and present a business case. Premiere 32
has become the club’s signature event, drawing participation from over 100 students and connecting Sauder with numerous local businesses. Brace yourselves for even more ruthless competition in the following year!

Cavalier

The Cavalier refocused their coverage this year to the CUS and Sauder. The preceding 2011-2012 CUS President Johannes Rebane was proud to exclaim that the paper had “never been more talked about”. The monthly newspaper covered elections, conferences and executive meetings, as well as student fees, standard timetable changes and the search for the new dean. The paper also ran several regular columns such as “The Conscientious Cavalier” regarding ethical businesses and regular features like the back-page “Sleeper of the Month” photograph. Most of The Cavalier’s budget was spent on printing the seven issues, as well as a banner and three newspaper stands that are stationed at various hotspots in the Henry Angus building. Online presence grew as the website was redesigned and now includes more extensive archives; Facebook was used as a promotional tool and The Cavalier’s “likes” quadrupled over the year. Moving forward, The Cavalier will continue to deliver interesting stories on student life, CUS politics, and business news as Sauder’s premiere source for current events and information.
Class Liaison

The Class Liaison program during 2011-2012 was a huge success! Working with the UGO, the CUS, faculty members, and approximately 400 class liaisons, we coordinated and ran the undergraduate teaching feedback process. The mission of the program was to re-evaluate and redesign interim evaluation criteria, feedback storage systems, and training materials. The succeeding director for the incoming year intends on moving interim feedback forms online and building a new database to archive and track trends in teaching feedback – ultimately, rendering the evaluation and collection process to a more accurate and efficient standard.

Commerce Community Program

Commerce Community Program (CCP) focuses on creating philanthropic and social awareness for the environment in which we practice business. The program provides opportunities for students to reciprocate and give (back) to the community. Students who have participated in the CCP program leave with genuine and humble experiences, ones that will foster profound business careers and personal lives. Moving forward, CCP will continue to provide students with opportunities to make a positive impact in our society through their annual events. 5 Days, Urban Dash, Murder Mystery, and Building Success are just some of the programs that CCP is proud to offer to Sauderites and show them the relationship between business and social responsibility.

Commerce Mentorship Program

The Commerce Mentorship Program (CMP) is a student-run program that provides support for first and second year students in their academics and university lives. The CMP holds exam review sessions for all of the second year quantitative courses and interactive tutoring sessions on a weekly basis. It also offers a mentorship program where upper year students are carefully paired with first and second year students. Throughout the year, the CMP will hold events such as ‘Games Night’ and various events to allow the mentors and mentees to meet up. The CMP’s ultimate goal is to help first and second year students with their academic studies and transition into university.
Corporate Relations

Corporate Relations strives to connect the CUS to the business community through building and maintaining relationships with firms and business professionals alike. Key functions of Corporate Relations include seeking and managing sponsorship, hosting the annual Corporate Relations Breakfast, and creating the yearly student discount card. The funds obtained from sponsorship will continue to add value to students as these funds are channeled into events, services, and conferences, all of which contribute to a well-rounded education at Sauder.

Elections

The CUS Elections in 2011-2012 saw high-quality candidates for each position, and an especially large number of first years running for positions in the CUS. Elections officer Maria Sun did a great job generating voter turnout and effectively managing the elections process. The mission for the CUS Elections this upcoming year is to increase voter awareness and turnout. Will Pigott, the Elections officer, is currently investigating the possibility of several exciting new marketing initiatives.

Enterprize Canada

Entering its twelfth year, Enterprize Canada has been Canada’s premier business plan competition and largest youth entrepreneurship conference. For the past decade Enterprize has provided over half a million dollars of funding to student entrepreneurs through its competition, and has seen many of these ventures continue to contribute to innovation in Canada in the energy, medical, and financial sectors.

Last school year, we had the privilege of hosting Lane Merrifield, Executive Vice President of Disney Online, and Arran Stephens, CEO and founder of Nature’s Path foods to share their experiences on balancing family, spirituality, and recovering from failure in growing their companies. We worked to provide direct opportunities for students through our Meet an Expert session where delegates
were given the chance to book one-on-one sessions with professionals from the Global Partnership Director at Nokia and the former Managing Partner of the Pacific Northwest tax group at KPMG. For the first time ever, we introduced the founder of the Next 36 – Canada’s premier mentorship program featuring leaders including the CEO of Ernst and Young and the Managing Partner of Facebook Canada - to recruit from Enterprize.

Over the past four years, we have managed to reduce the Enterprize budget from $500,000 to $150,000 by negotiating more aggressively with venues and seeking sponsorship for operations and prizes. This year we drew over $40,000 worth of in-kind sponsorship through printing, advertising, food, and design services. We are excited for the role that Enterprize will continue to play in empowering youth innovation across Canada.

Executive Mentorship Program

The Executive Mentorship Program (EMP) is going into its 12th year and will be offering Sauder students another fantastic year of valuable mentor relationships. EMP strives to offer students high quality mentors in order for mentees to get the greatest benefit out of the program. Last year, 85 experienced professionals were paired with third and fourth year students. Mentors aid their mentees by addressing any concerns they may have about their prospective careers and help them navigate their way through the business world. The program for the coming year hopes to arrange monthly meetings between the mentors and the mentees, as well as organize EMP events to network with other mentees and mentors in the program. Once
students are accepted into the Executive Mentorship Program, they will attend the Mentee Orientation and Kick-Off Breakfast in October, the Sharing Circle in January, and the Year-End Reception in March. One of Chairperson Grant Cheng’s goals for the coming year is to increase attendance at the Sharing Circle event.

External Conferences

The CUS External Conferences committee (ExCo) provides students with the opportunity to expand their academic horizons beyond UBC, gain a global business perspective, and further broaden their networking circles. External Conferences allow students to pursue what interests them by attending annual business conferences worldwide where they engage with industry professionals and experts. By reimbursing conference, accommodation, and travel expenses, External Conferences helps many of these students attend these amazing events. Moving forward, we will be promoting 21 different conferences with venues including Harvard and Columbia. In addition, many students also choose to attend several unlisted business conferences of their choice. Whether you are interested in private equity, marketing, or sustainability, ExCo encourages you to explore your unique passions in the business world!

Frosh

With a great executive team led by co-chairs Lauren Bruce and Elisha Allen, FROSH 2011 engaged an amazing group of incoming Sauderites and enthusiastic leaders. Continuing with the practice started in 2010, there was a larger focus on the social aspect of Sauder, as opposed to the academics. There were less informational sessions and more interactive games revolving around Frosh’s Board Game theme. Despite the large expenses on accommodation and entertainment, students enjoyed their stay at the Sandman Hotel and the weekend was capped off with a great final night event at the Telus World of Science. The FROSH team for this year is led by Ryan Buhrig and Jasper Zimmerman. If the record number of applicants for leader and exec positions is any indication, FROSH 2012’s comic book themed event will be one of the best yet!
Global Connect

Previously known as the Buddy and Exchange program, Global Connect began with new splash by undertaking a name change during 2011-2012, but that did not hinder the club’s focal point, which is to offer Sauderites opportunities to connect with students from around the globe. With a total of 250 student participants across both terms, Global Connect provided value-added initiatives to its members, including social orientations, events, and workshops such as a Day at the Vancouver Aquarium, a Skating Night, as well as a resume and cover letter writing session; all in an effort to make an exchange student’s experience at Sauder enlightening, fun, and memorable. This program portrayed a highly-regarded image of the CUS as well as an inclusive and welcoming atmosphere for the Sauder School of Business. Continuing with the success of previous years, Global Connect will carry on by dedicating their events to the wonderful pairs of exchange students and Sauder Buddies.

Graduation Night

Grad Night 2012 was amazing as we successfully attracted over 350 guests to attend a 3-course dinner at the Pan Pacific Hotel on March 31st, 2012. We were also able to organize a musical performance by fellow Sauder graduate, Bonn Smith, throughout the dinner. Afterwards, the party continued at Au Bar Nightclub, where a photo booth was set up to capture many memorable moments. We are proud to announce that the event raised over $3,000 for the Canadian Mental Health Association. As the incoming Grad Night Chair for 2012-2013, Cindy Zhan will strive to continue the success of the event through organizing a celebratory and memorable night for the Sauder graduates of 2013. Grad Night will happen during late March of 2013 before final exams – and to continue the tradition, a portion of the ticket revenues will be donated to a worthy cause.

Ignite!

It was a solid effort for the Ignite! conference, which attracted 160 students to the event in late September of 2011. The Ignite! team also organized two subsequent workshops, which aimed to help Sauder students in finding their dream career. Through stories from Sauder alumni in the first workshop as well as the CEO of WestJet in the second workshop, students learned about different methods to tap into the hidden job market. The conference aspires to be the perpetual ignition for students to realize their true potential, and how to passionately carry that into their successful careers.
It was another successful year for the International Business Conference, the longest-lasting conference in Sauder. During mid-November, the conference brought together 100 students and 80 business delegates at the Pan Pacific Hotel Vancouver. In addition to the great food and classy ballroom, students learned about the emerging economies through high-profile speakers such as Stockwell Day and Brazil's Consul General. Moreover, the Top 40 Under 40 breakfast, where students were paired up with award-winning CEOs in a 2:1 ratio to discuss entrepreneurial ideas, business issues and create personal connections, was sold out for another year. For students interested in international commerce, this year’s IBC – during late-November – will continue to expose you to global topics such as economics trends in the G20 region.

In the past year, the International Student Association of Sauder (ISAS) was extremely successful in increasing its presence within Sauder. We were able to hire 12 talented individuals of diverse backgrounds as part of the executive team to truly represent the international community. Some highlights of ISAS 2012 include launching a more professional and interactive website, creating different marketing channels to reach as many students as possible, and hosting multiple events throughout the year. These successful events included setting up a booth at Frosh, participating in Business Week, creating a Mix and Mingler for over 50 JumpStart students, and hosting our annual Thanksgiving Dinner with 40 attendees.

Also, we decided to team-up with the International Student Association (ISA) to help initiate other international student groups within the various faculties at UBC. We believe that ISAS is a great platform for uniting international students at Sauder, and hope that this group is able to grow and serve even more students in the future.
Jeux du Commerce (JDC West)

JDC West is the biggest three day student run business competition in Western Canada and it is the only competition of its kind. In addition to academics, the competition involves debate, athletic and social challenges. Every year, JDC West recruits the best business students to form a Sauder Team. During 2011-2012, we took the youngest team in Sauder's history to the competition to Edmonton. Our team of Saurerites achieved 1st Place in various categories, which include International Business, Tax, and MIS. Also, they came second in Debate, Entrepreneurship and Accounting. Team Sauder was awarded the honour of Academic School of the year and placed second for Overall School of the Year at the JDC West business competition in Western Canada. In the coming year, the competition will be held in Vancouver, and the Sauder team will be looking for a first place finish on their home turf.

Me Inc.

Me Inc. is a career exploration conference that seeks to align passion with a career. The personal development that Me Inc. provides is remarkable. Not only will Me Inc. help you to recognize your potential, it will also allow you to network with industry professionals who could provide you with insights on opportunities and career paths. The best part about Me Inc. is the sense of culture in which the team operates. As we develop our skills together, it enables us to succeed as a close knit group by providing Sauder students with the best conference at this school. The conference has traditionally sold out within hours, demonstrating that students understand the importance of reserving a seat at Sauder’s most high demand career-changing conference.
P.O.I.T.S

P.O.I.T.S is a bi-weekly beer garden with the sole purpose of stimulating a social environment for students to interact, converse and meet fellow peers. The biggest challenge for P.O.I.T.S and the CUS is operating the beer garden in a manner that is both fun and profitable within the confines on the law. In the past 3 years P.O.I.T.S has been very successful at striking this balance and students have benefited as such. Last year, the UBC regulations regarding security guards changed forcing P.O.I.T.S to incur an average increase in fixed costs of $1,800. Moreover, security remains one of the largest expenses for the organization at a cost of $0.72 per drink sold. To maintain attendance to our events, prices must remain low (as we compete with many other social drinking establishments). Therefore, this year we have had to significantly reduce our margins on drinks sold. Overall, we hope P.O.I.T.S can grow attendance over the 2012-2013 year with more casual early-evening events that are open to all years (but primarily students 19 years of age and older).

Prospectus

This past year, the prospectus team handed out 2,600 copies of their well-designed Sauder agenda, which included a new back cover pocket, with the goals of helping students to stay organized, and find out more about the CUS. Returning students should be sure to pick one up when the fall semester begins.

Sauder Sports

Sauder Sports went through a reinvention this year, aiming to not only give students an opportunity to stay active through sports but also through community oriented events. On the athletic side, Sauder Sports helped organize multiple UBC REC teams and helped fund over 15 teams by facilitating CUS reimbursements. Specifically for the Sauder community, we put on 10 events including a 5-on-5 indoor soccer tournament, a 3-on-3 basketball tournament, and an on-campus Capture the Flag game. There were multiple philanthropy related events such as an NHL regular season hockey pool to benefit the Leukemia & Lymphoma Society of BC, a bar night to raise money for The Right to Play Foundation, and of course a Vancouver Canucks game night. Finally, the team also spearheaded the creation of Sauder Yoga, a weekly free yoga class accessible to all Sauder students. Sauder Sports delivered on their mission to provide students an outlet to stay healthy, active, and involved this year and hopefully set the tone for years to come.
Sauder Squad

Sauder Squad is an organized group of Sauder students who love, live, breathe, and represent Sauder on a daily basis. Through guerilla marketing tactics and supportive cheerleading services, Sauder Squad is dedicated to finding innovative and unconventional ways to market CUS events and opportunities. A team of approximately twenty, the Squad is also in charge of managing the busy schedule of the school’s popular mascot, Wally the Bull. Wally and his army are already looking forward to what CUS has to offer this year.

Social Committee

The Sauder Social Committee (SoCo) is here to bring together students of all years through organized social events to facilitate new relationships and create a sense of community. To kick off the school year, SoCo reinstated Sauder’s traditional sport – SMASHBALL. The event showcased Sauder pride in a fun, competitive environment that encouraged Sauderites of all ages to mingle and keep spirits high following Frosh. In November, SoCo revealed some of Sauder’s sexiest future fortune 500 CEO’s at the annual MR. SAUDER male beauty pageant; $400 was raised for BC Children’s Hospital. In December, Sauder was introduced to “The SoCo Angels”, who helped promote for SoCo’s annual event – SKI TRIP, which sold out in an unprecedented six hours. For the biggest event of the year, over ninety Sauderites hit the slopes of Big White, and barely came home in one piece. Moving forward, the SoCo team looks to plan even rowdier events, and truly showcase the social facet of Sauder.

Style and the City

After a long year of strategizing, planning and execution, Style and the City was very excited for students to finally experience everything the event had to offer. When the conference first launched four years ago, it initially revolved around personal branding and dining etiquette. The theme of entrepreneurial branding came to be when the team realized how strongly students felt about the idea of creating something new and different. With all the resources available to new graduates today, the possibility of where a unique idea can take them is truly endless. Style and the City 2012 aimed to teach students how to effectively communicate their ideas and create strong brands through effective marketing. The conference also helped prepare students for post-graduation life by teaching them how to network.
effectively, stand out in an interview and develop a unique personal brand as a new entrant to the workforce. Looking forward, it will be another exciting year as Style and the City is adopting a new image and being rebranded under the name, Imprint. Quite fittingly, our theme for this year is, “a brand new experience”. And yes, the pun is very much intended!

**Sustainability**

The 2011-2012 year was a definite success for CUS Sustainability. With 73 student delegates and 16 business delegates, the team successfully hosted the Chasing Sustainability Conference, leaving participants inspired to pursue the sustainability concentration at Sauder. Clubs and events of the CUS were provided with the “Green Guide.” Furthermore, CUS Sustainability hosted the Clean Bin Project Screening, motivating students to further reduce waste in our landfills. In January 2012, we hosted the inaugural Ernst and Young Sustainability Case Competition. CUS Sustainability hosted the HRMC Business and Sustainability Management (networking event with sustainability specialists) and held a weeklong event “Chew on This” that focused on food security and sustainability in February. Lastly, we co-hosted a “green” P.O.I.T.S - just in time for St. Patrick’s Day. Moving forward, we aim to reach out and collaborate with even more CUS clubs, which will ultimately allow Sauder students to gain more exposure to sustainability concepts.
Visual Media

The CUS Visual Media Team is filled with talented and passionate photographers, videographers and graphic designers who give their services to the CUS and Sauder at large. Through attending a multitude of events that Sauder offers, our photographers and videographers capture those special moments so that all of Sauder can enjoy and remember them. We edit and upload our work onto the Visual Media Team’s Facebook page, where students can tag themselves and their friends to relive in the remarkable times that they experienced through Sauder. The Visual Media Team also documents these events for the Yearbook, as well as helping services and clubs reach their target audiences. The promotional material that we provide to clubs and events is an invaluable part of their marketing campaigns and helps Sauder to brand itself in a way that is unique and dynamic. Unlike other media providers, all our services are free of charge and designed to be inclusive towards all manner of Sauder activities that require our services. We know that our passion for visual media can be transformed into a service that impacts all of Sauder in a lasting and meaningful way.

Yearbook

The CUS Yearbook Committee presented Seeking Innovation, a theme hand-picked by Sauder students to portray their well-deserved accomplishments and personal connections to Sauder. This year, the team had a strong physical presence by setting up weekly booths in the CA Hall. In order to establish online presence, weekly previews were posted on Facebook and CUSOnline. It showcased the details of the yearbook where students could be involved by spreading the word and tagging their friends. At the end of the year, grad portraits were released online for comments and suggestions from the students to facilitate further improvements for future years. The final moment of success came at the graduation convocation, where the marketing team distributed over 250 yearbooks that marked the achievement of many Sauderites. This year’s team is once again looking forward to creating a book that will capture the memorable events and achievements of the 2012-2013 year, and provide students with something to look back on during their successful careers.
CUS 2011-2012
Financial Statements:
# UBC Commerce Undergraduate Society

## 2011-2012 Annual Fiscal Report

**For the Year Ended April 30, 2012**

### Funding

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### Executives & Board of Directors

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<tr>
<td><strong>Budgeted</strong></td>
<td><strong>Actual</strong></td>
<td><strong>Closing</strong></td>
</tr>
</tbody>
</table>

### Service Council

<table>
<thead>
<tr>
<th>Budgeted</th>
<th>Actual</th>
<th>Closing</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td><strong>Expense</strong></td>
<td><strong>Closing</strong></td>
</tr>
<tr>
<td><strong>Budgeted</strong></td>
<td><strong>Actual</strong></td>
<td><strong>Closing</strong></td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td><strong>Expense</strong></td>
<td><strong>Closing</strong></td>
</tr>
<tr>
<td><strong>Budgeted</strong></td>
<td><strong>Actual</strong></td>
<td><strong>Closing</strong></td>
</tr>
</tbody>
</table>
# UBC Commerce Undergraduate Society

## 2011-2012 Annual Fiscal Report

For the Year Ended April 30, 2012

<table>
<thead>
<tr>
<th>Clubs</th>
<th>Revenue</th>
<th>Expense</th>
<th>Closing</th>
<th>Revenue</th>
<th>Expense</th>
<th>Closing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Club Membership Subsidy</td>
<td>$ -</td>
<td>$ 5,000.00</td>
<td>$ (5,000.00)</td>
<td>$ -</td>
<td>$ 3,604.00</td>
<td>$ (3,604.00)</td>
</tr>
<tr>
<td>Club Grants and Awards</td>
<td>$ -</td>
<td>$ 14,000.00</td>
<td>$ (14,000.00)</td>
<td>$ -</td>
<td>$ 15,000.00</td>
<td>$ (15,000.00)</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td>$ -</td>
<td>$ 19,000.00</td>
<td>$ (19,000.00)</td>
<td>$ -</td>
<td>$ 18,604.00</td>
<td>$ (18,604.00)</td>
</tr>
<tr>
<td>Special Projects and Contributions</td>
<td>Revenue</td>
<td>Expense</td>
<td>Closing</td>
<td>Revenue</td>
<td>Expense</td>
<td>Closing</td>
</tr>
<tr>
<td>Arc Initiative</td>
<td>$ -</td>
<td>$ 14,000.00</td>
<td>$ (14,000.00)</td>
<td>$ -</td>
<td>$ 14,000.00</td>
<td>$ (14,000.00)</td>
</tr>
<tr>
<td>BCC Contribution</td>
<td>$ -</td>
<td>$ 140,000.00</td>
<td>$ (140,000.00)</td>
<td>$ -</td>
<td>$ 140,000.00</td>
<td>$ (140,000.00)</td>
</tr>
<tr>
<td>Brand Management Program</td>
<td>$ -</td>
<td>$ 6,000.00</td>
<td>$ (6,000.00)</td>
<td>$ -</td>
<td>$ 6,000.00</td>
<td>$ (6,000.00)</td>
</tr>
<tr>
<td>Imagine Day</td>
<td>$ -</td>
<td>$ 3,300.00</td>
<td>$ (3,300.00)</td>
<td>$ -</td>
<td>$ 3,218.19</td>
<td>$ (3,218.19)</td>
</tr>
<tr>
<td>Sauer Survival Guide</td>
<td>$ -</td>
<td>$ 3,200.00</td>
<td>$ (3,200.00)</td>
<td>$ -</td>
<td>$ 2,665.60</td>
<td>$ (2,665.60)</td>
</tr>
<tr>
<td>SE101</td>
<td>$ -</td>
<td>$ 750.00</td>
<td>$ (750.00)</td>
<td>$ -</td>
<td>$ 750.00</td>
<td>$ (750.00)</td>
</tr>
<tr>
<td>Special Projects</td>
<td>$ -</td>
<td>$ 100,000.00</td>
<td>$ (100,000.00)</td>
<td>$ -</td>
<td>$ 90,043.04</td>
<td>$ (90,043.04)</td>
</tr>
<tr>
<td>Strategy Consulting Mentorship Program</td>
<td>$ -</td>
<td>$ 6,000.00</td>
<td>$ (6,000.00)</td>
<td>$ -</td>
<td>$ 5,024.99</td>
<td>$ (5,024.99)</td>
</tr>
<tr>
<td><strong>TOTALS</strong></td>
<td>$ -</td>
<td>$ 279,950.00</td>
<td>$ (273,250.00)</td>
<td>$ -</td>
<td>$ 272,284.81</td>
<td>$ (270,542.81)</td>
</tr>
</tbody>
</table>

## CLOSING SURPLUS (DEFICIT)

|                        | $ 1,200,250.50 | $ 1,180,935.93 | $ 26,014.57 | $ 1,050,381.11 | $ 1,071,961.89 | $ (19,528.77) |

### Account Position

<table>
<thead>
<tr>
<th>Account Position</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Account Balance as of April 30, 2011</td>
<td>$ 408,583.92</td>
</tr>
<tr>
<td>Carry-forward Expenses from Fiscal 2010-2011</td>
<td>$ (25,000.00)</td>
</tr>
<tr>
<td>Fiscal 2011-2012 Opening Balance</td>
<td>$ 383,563.92</td>
</tr>
<tr>
<td>Fiscal 2011-2012 Surplus (Deficit)</td>
<td>$ (19,028.77)</td>
</tr>
<tr>
<td>Budgeted Closing Balance</td>
<td>$ 363,735.15</td>
</tr>
</tbody>
</table>

1. Items were planned after the budget was published.
2. Previously Buddy & Exchange Program.
3. Larger discrepancies between budgeted and actual amounts may be due to transactions not yet reflected by the year-end.
2011-2012
CUS Directory:

CUS Board of Directors

Johannes Rebane, President
Jacky Leung, Senator
Tim Tong, AMS Representative
Emmet Lee, First Year Representative
Armin Rezaiean-Asel, First Year Representative
Enzo Woo, Second Year Representative
David Huynh, Second Year Representative
Mandy Cheung, Third Year Representative
Lilian Hsieh, Third Year Representative
Klazina van den Berg, Fourth Year Representative
Anna Kouzovleva, Fourth Year Representative
Graham Russell, Speaker

CUS Executive Council

Andrea Yeung, VP External
Sara Hladun, VP Engagement
Dylan Callow, VP Academic
Julie Li, VP Internal
Chris MacDonald, VP Marketing
David Lam, VP Finance
Aldora Chong, Ombudsperson

CUS Service Council

Natalie Zhang, Business Week
Christopher Woo, Case Competition Club
Riley Chow, Cavalier
Kyna Ng, Cavalier
Joey Chou, Commerce Community Program
Chrissy Chen, Commerce Mentorship Program
Maria Sun, Elections
Jesse Xin, Enterprize Canada
Monica Wong, Executive Mentorship Program
Elisha Allen, Frosh
Lauren Bruce, Frosh
Stacey Lee, Global Connect Program
Rachel Lou, Ignite!
Irina Shestak, International Business Conference
Alexander Aleksandrov, International Business Conference
Jenny Chan, International Student Association of Sauder
Sophie Manfredi, JDC West (Sauder)
Jess Tang, Me Inc.
Sean Fleming, POITS
Tony Lam, Prospectus
Sean Wheeler, Sauder Sports
Aarun Kumar, Social Committee
Farah Khan, Style and the City
Allison Cheng, Sustainability
Ivy Wan, Sustainability
2012-2013
CUS Directory:

CUS Board of Directors

Jack Leung, President
Enzo Woo, Senator
Michelle Ho, AMS Representative
Rameez Al Aghbar, Chairperson
Quinn Blunderfield, Second-Year Representative
Joanna Zhu, Second-Year Representative
Sifat Hasan, Third-Year Representative
Alexandra Lam, Third-Year Representative
Rameez Al Aghbar, Fourth-Year Representative
Sara Hladun, Fourth-Year Representative

CUS Executive Council

David Pratt, VP External
Sean Fleming, VP Engagement
Joey Young, VP Academic
Claire Eagle, VP Internal
Riley Chow, VP Marketing
Cindy Lynn, VP Finance
Jasmine Jan, Ombusperson
Maria Fung, Executive Assistant

CUS Service Council

Josh Andler, Alumni Relations
Catherine Hsu, Associate VP Academic
Amanda Ng, Awards Night
Beini Chen, Business Week
Harriet Ho, Cavalier
Karen Lee, Cavalier
Richard Wong, Class Liaison
Jorline Ou, Commerce Community Program
Diou Cao, Commerce Mentorship Program
Elizabeth Cheong, Case Competition Club
Graeme Nixon, Campus Ambassador Program
Lilian Hsieh, Corporate Relations
William Pigott, Elections
Jasmine Yeh, Enterprize
Niloufar Keshmiri, Events and Calendar
Grant Cheng, Executive Mentorship Program
Kyle Yoshida, External Conferences
Angela Qin, Financial Services Director
Ryan Buhrig, Frosh
Jasper Zimmermann, Frosh
Wilson Lu, Global Connect
Cindy Zhan, Graduation Night
Abby Nann, Health and Wellness
Elisabeth Piccolo, Human Resources Director
Topaz Glazer, Imprint
Pooja Misra, Imprint
Benson Luu, Information Technology
Damian Yeung, Internal Affairs
Ira Shestak, International Business Conference
Andrew Young, International Business Conference
Dilraj Rahal, International Student Association of Sauder
Jess Tang, JDC West (Sauder)
Jacqueline Chen, Me Inc.
Graeme Law, P.O.I.T.S
Graham Russell, P.O.I.T.S
Cole Leonoff, Policy Director
Rebecca Jiemy, Prospectus
Anupama Rao, Retail Operations
Jason Cheung, Sauder Sports
Naina Varshney, Sauder Squad
Ashley Brodeur, Sauder Yoga
Olivia Wong, Social Committee
Laura Lam, Sustainability
Michael Darnel, Sustainability
Tom Tang, Visual Media
Rebecca Jiemy, Yearbook
Understanding the past, redefining future, together.