



CANADIAN ASSOCIATION OF BUSINESS STUDENTS

# Pre RoundTable Package

Canadian Association of Business Students

A large, abstract graphic composed of overlapping, semi-transparent geometric shapes in shades of blue and grey, resembling a stylized, multi-faceted object or a series of connected planes. The shapes are layered, creating a sense of depth and movement.

2011

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## Welcome Letter from the President

Dear members, students and executives,

Wow, has two years flown by! It seems that only yesterday I was standing up in front of 60 presidents pitching the dream of CABS. Now, it has been two years and some considerable achievements later where we stand today. In this letter, I will address the state of CABS today, as well as our failures and successes of the past year.

Let me first begin by thanking my full executive with whom nothing would be possible. As a remote and national organization, the trust needed amongst the executive was paramount to achieve anything. Our team was not without hiccups (no great team is), however we pushed through all adversities and made sure we kept our members as our number one priority.

### Failures

Unfortunately, CABS has not delivered on a few promises this year. I would like to highlight a few of these and try to describe the environment in which our failures occurred.

#### 1. Incorporation

This is something many of our members had asked for. At present, we have not completed our national not-for-profit incorporation. At our last update, I had described how we hired a non-profit specific lawyer to assist our process. After review, they prepared a document highlighting what would be needed to make our constitution Industry Canada suitable. In short, we needed to completely change and rewrite our constitutional structure. As an option, our lawyer informed us that Industry Canada is releasing a new Not-For-Profit act, which may allow our constitution to be passed as it currently stands. **Action:** my executive voted to have me prepare a fully compliant version of our constitution for presentation to our members. Attached to this package is that version for your consideration.

#### 2. Alumni Database

Our electronic prowess took a step back this year. In my first term, we focused on the electronic infrastructure. This year, we focused on a more collaborative approach that ensures sustainability of our properties and those we are guardians of. Needless to say, there has been very little progress towards an alumni database except a few test platforms. **Action:** This is something I encourage the next executive to approach with vigour.

#### 3. Various behind the scene initiatives

Not giving too much away, CABS worked diligently all year exploring new options and services which might help our membership. As an executive and society, we focus on ensuring our executive members are perfectly prepared for their jobs. While a few of these projects came very close to fruition,

ultimately they failed. **Action:** My team is preparing transition information to make sure that if future executives wish to take on these endeavours, the work is reduced.

## Successes

Now, with the missteps out of the way, I would like highlight some of the teams' great progress.

### 1. JDCW

In August 2010, after months of preparation and challenges, CABS pitched for the Guardianship of JDCW. A competing bid placed by JDCW alumni was also tendered. While there were preliminary negotiations of a collaborative bid, it took strong feedback and an 11<sup>th</sup> hour "perspective" session to create a combined vision for the future of JDCW. Pitched and accepted on the Sunday of WBSC, CABS officially became the guardian of JDCW. What CABS is really proud of is how we believe each stakeholder is correctly respected and our members have a voice in the future of the competition. I would like to personally thank all those involved in the massive challenge in providing the future of JDCW.

### 2. JDCC

JDCC was held for the second time at Wilfrid Laurier University. Co-Chairs Evan Thor and Heather Mitchell along with their team held amazing games and truly solidified the JDC spirit in Central Canada. This year's focus, from a CABS perspective, was ensuring the sustainability of the conference and ironing out the details (see constitution). Darryl Moyers spent countless hours crafting and implementing policy and ways to ensure CABS' role was clearly defined. Another emphasis of JDCC was to ensure a bid for 2012 was tendered. After significant deliberation by the Eastern Presidents, Carleton University stepped up and placed a bid for JDC Central 2012 – good luck to the team. Finally, CABS prepared a franchise document entitled: "The JDC Central Bible", to ensure that future OC's have all the resources they need to organize and execute this very complex event.

### 3. RoundTable Bids

One of the mandates of the CABS pitch for RoundTable Guardianship in March of 2010 was ensuring the quality of bids moving forward. We are extremely pleased that two universities have expressed interest in hosting RT 2012. We would like to offer our support to both the Edwards School of Business and The University of New Brunswick in their pitches. Finally, CABS has implemented transition packages, past budgets and a review of presentation materials to ensure quality bids are presented to the membership.

### 4. Drop Box

The loss of old documents and past knowledge is astounding. No recent records of the CBSC ever survived their demise. With this in mind, as well as our national reach, we have implemented an internal cloud based file system. Next year's executive will find everything we have created, available at a moment's notice.

### 5. Transition

I believe a strong transition to next year is of the utmost importance to ensure the sustainability of CABS. Therefore, we have prepared and are continuing to prepare transition documents, clean emails and one-on-ones.

### 6. Elections and Solicitation

As of writing, we have candidates for all positions for next year's executives. We as a team are extremely excited with the candidates and the quality of said candidates. I would have liked to see multiple names for every position. Moving forward, this should prove easier as only 4 executives will turnover each year.

### 7. Financial policy and sustainability

We are ending our term with a strong financial position, with solid financial policy and records.

### 8. Increased member communication (development sessions / monthly updates)

This year, we implemented stronger recorded monthly updates to members; as well, each VP Member Relations attempted to hold monthly development sessions. This practice is something we hope continues in the future.

## The Future of CABS

I would like to finish with a thought for the future of CABS. As an organization and idea, CABS has grown tremendously in our first two years. However, I believe we have only scratched the surface of what united business students are capable of. I believe CABS will one day represent full time positions working around the clock to ensure Canadian Business Students are the most motivated, organized, educated and developed students in the world. I would like CABS to ensure we are the envy of every nation.

Thank you for reading

Wishing all our members continued success and a lifetime of laughter.



Justin David Hein  
President

The Canadian Association of Business Students  
2009-2011

## VP External Update

Wow, I can hardly believe that a year has gone by already. With RoundTable one week away, it's sad to see my time as a CABS Executive come to an end but it's been a great year and I am excited to pass on our work to a very strong group of election candidates.

I had the opportunity this year to be the first ever VP External for CABS. I set a list of goals, and as in any position, as you can all now attest to as your mandates come to an end, some goals get realised and some don't. I am happy with the way the VP External role developed and am looking forward to a successful turnover so that my successor may continue the initiatives I may not have had the chance to complete.

## Accomplishments

One of my main goals was to establish relationships with other organizations to improve CABS services, share best practices and improve the overall awareness of the CABS brand in Canada. As you know, CABS now has a very strong working relationship with RÉFAEC, which includes a written working agreement, regular contact and updates between the organizations as well as standing invitations to each others' conferences. CABS and RÉFAEC share some common goals and are excited for this relationship to continue and grow in the future. Furthermore, CABS has also established communication with the Canadian Federation of Engineering Students (who have a very similar organizational structure and properties as CABS) as well as the Canadian MBA Society.

As the connection between CABS and RÉFAEC as well as the only French speaking Executive on CABS, I wanted to make the organization available to all universities in Canada. Therefore, I enlisted the aid of a translation student and past executive of the CFES (who translated their constitution) to create [unofficial] French translations of the CABS Constitution and By-Laws.

The CABS Year End Awards are new this year and is something I undertook as VP External. Modeled after the awards given by RÉFAEC, I worked to establish the awards to promote collaboration and communication between all of our members. We had an exciting list of nominees and I am looking forward to announcing the winners at the RoundTable Gala next weekend.

Although the elections are still to come, I already consider them to be a success. I moved the awards under the VP External portfolio this year and undertook the coordination of the nominations, the candidates as well as the actual election process. Although there is not as much competition as I would have liked to have seen, I am very happy with the strong candidates that have been presented to you.

### Items for Succession

I am already hard at work creating a turnover package for my successor as I strongly believe that an organization such as CABS is only as successful as its succession. I came into this role blind so I want the new VP External to have as easy of a transition as possible.

The Alumni Database was an initiative suggested to me back in the fall. However, due to a lack of time and a shift in priorities, the database did not get much further than a few testing platforms. I do believe this is something that could be a huge asset to the organization and I encourage the next executive to make it (as well as the website construction to host it) a top priority.

Finally, I would still like to explore the possibilities of Five Days for the Homeless coming under CABS guardianship. Although it was looked into, it was not possible this year but I would like to see it explored again next year as both organizations grow and move forward.

When you elected me at a year ago, I was excited for a new challenge but I had no idea what I had gotten myself into. It has been a lot of hard work but being a part of CABS has been an amazing experience that I wouldn't change for anything. I am so proud of everything that our Executive accomplished, as well as everything that our members accomplished this year. Congratulations to everyone and see you in Kelowna!

Jessica Karam 😊

## VP Corporate Relations

Dear CABS Members,

I hope you all are looking forward to RoundTable 2011. I regretfully am unable to attend the conference and I am very jealous of the great weekend you're about to have with your CABS' friends.

A full year has gone by since the VP Corporate Relations position was created. During the year, we had an opportunity to begin developing this position and some relationships that can continue and grow in the future.

My goals for the portfolio this year were the following:

- To establish national partnerships that are beneficial for CABS Members through providing discounts on services they frequently use (ex. Travel)
- To develop a set of resources that can be used by CABS when reaching out to sponsors
- To ensure partnerships entered into by CABS are not in excess of what CABS requires and to not "compete" with our member for sponsors
- To connect CABS partners with conference OC's and member schools where appropriate
- To adequately prepare my successor through transition planning throughout my term

I am happy to report that most of these goals were accomplished and CABS has laid a foundation for this portfolio to grow in the future.

## Accomplishments

During the year, we established relationships with companies such as Enterprise Car Rentals, Greyhound, and M.A.D Distributions. These relationships should continue in the future for CABS members to take advantage of. To the incoming CABS member: the details of the offers are found on the CABS website which you will gain access to after the conference. To this date we are continuing to explore partnership opportunities and deals so we can provide you with opportunities for cost-savings that will be passed off to my successor.

I am anticipating a smooth transition for my successor and am excited that they will be able to "hit the ground running" and focus exclusively on developing strategic partnerships for CABS and its members. As we continue to mature as an organization, this portfolio will continue to grow and generate exciting opportunities.

## Areas for Improvement

One of the biggest obstacles we faced this year was the inability to share your contact information with potential sponsors who were interested in working with you. In order to remedy this for the upcoming



year, we are providing each President and VP Corporate Relations a consent form that allows us to provide information to interested sponsors. Please ensure that you provide us with this completed sheet at Roundtable.

I'd like to congratulate you all for your accomplishments over the year. Give yourselves a pat on the back for all your hard work. I'm very thankful to have had an opportunity to meet many of you over the two years I have been involved with CABS as a member and as an executive. Best of luck in the future and I'm looking forward to continue to celebrate your success as a CABS fanboy.

Your CABS Friend,

A handwritten signature in black ink that reads "Matthew Ryan". The signature is written in a cursive, flowing style.

Matthew Ryan

## VP Finance Update

It was a fairly eventful year for the second and final term as VP Finance for the Canadian Association of Business Students. With extensive expansion this year, especially into the west, CABS had a lot more cash flow than it did in prior year. We experienced growing pains as a larger society financially when the realizations came that the controls and reporting systems originally assigned were not adequate for a society of eight people. Financial controls and policies over expense reporting, late fees, no paying schools, creation and removal of the TTS Financial Structure were all put in place to compensate for the ever-growing interest in the Canadian Association of Business Students.

Things we accomplished this year regarding implementation of new financial policies are:

1. Pre-approving large expenses,
2. The inefficiencies in the current TTS Financial Structure,
3. No-payment policy,
4. Late payment penalty and,
5. Expense policies regarding transportation.

The purpose of these policies and controls that have been implemented over my two years as VP Finance were to protect member's financial interest in CABS. Without the interest of our members our operations would be severely compromised.

The largest challenge we faced this year was managing our travel expenses. Since our expansion into the west, the travel became more expensive. With our two largest conferences approaching (RT and NSBC) we had to budget very conservatively in order to ensure we didn't run a deficit budget to leave our successors with. As illustrated by the financial reports, we were successful, and have managed to leave a nice surplus for the incoming executive. We were able to achieve this by choosing to send fewer executives to conferences where they weren't needed as well as booking flights in advance.

Thank you for a great two years and I look forward to watching where the society grows from here!

Christine Linton

Note: Budgets and Financial Reports can be found in the Appendix

## VP Members East Update

Dear Friends,

I write this year-end report to you as “friends” instead of “members” because our relationship collectively, as the Eastern Canadian portion of CABS, and individually has grown into a strong friendship. Collectively, we’ve had a very successful year. We’ve overcome some pretty tough challenges as a team and set CABS and its properties on a good course for the next group of leaders. Individually, your executives have performed well and have achieved some pretty amazing goals. You have all added significant value to your universities and student constituents and you should be very proud. I have been honoured to be your sounding board, confidante and shoulder to cry on (on rare occasions), among other things. I have had an opportunity to get to know each of you as colleagues and as friends and I look forward to many years of sharing jokes and stories about the journeys we’ve had. I wish all of you success in your future endeavors and hope you have learned valuable skills which can be applied to your life and future careers.

To look back on the year we’ve had:

### 1. ECLR:

The first time we met since the Odette “Surf and Turf” RoundTable! Jessica Ruston and Sprott hosted an amazing weekend where our bonds began to form! The energy and pride you all showed when presenting your schools, your executive and your plans for the year were fantastic and set the tempo for the year! In addition to your personalities and desires showing through, so did some of your alter egos, right “Heraldo” and “Kumaraldo”?

### 2. August Meeting:

Oh my gosh! Let me say that once more for effect, oh my gosh! From challenges and conflicts scheduling a last minute meeting to establishing a constitution for JDCC and bidding on ECLR (Congratulations Dalhousie!) this had to be the most adrenaline pumping moment of my year. As a team we used our creativity and flexibility to accommodate a sticky situation and get the job done! Mitch Robitaille spent 6 hours on Skype participating in our meeting just so we would have quorum! Now that’s gumption!

### 3. NBSC:

In addition to fist pumping on Friday and finding Waldo (and Heraldo...and Kumarldo) on Saturday we discovered that our monthly meeting structure wasn’t working. Instead, we developed a process (Thank you, Brian) to share information once a month and create time each month to connect, discuss challenges and generate solutions. While this could have occurred more frequently, and received more participation, it was definitely a valuable practice which I hope continues on next year. Another plus that came out of NBSC was landing Sprott as the host of JDCC 2012. Who thought that all it would require is a room full of Presidents having fun and one President throwing a paper bag at another President!

#### 4. JDCC:

A second successful year for JDCC! 400+ Eastern Canadian business students gathered from 8 universities and REFAEC to compete at Wilfrid Laurier University. Hosted by Evan Thor and Heather Mitchell JDCC saw Dalhousie and Brock expand their delegations while adding the Richard Ivey School of Business (Can I see your I-V?). Mark Featherstonhaugh and Christine Jackson will host JDCC 2012 at Carleton University and have plans on expanding the competition further. Rumour has it that we may even see delegations from Guelph and Windsor!

#### 5. Other accomplishments:

- **McGill Constitution:** Celine and the team at McGill worked hard to revamp their corporate structure and implement a new constitution. Springing the plan on me at April REFAEC, Celine leveraged CABS to source constitutions from other societies and began the tedious task of restructuring the MUS. The new constitution was voted in and will take effect for the 2011/2012 executive.
- **GTL:** Guelph, Laurier and Ryerson have found the ability to merge societies to form Greater Toronto Love (GTL). These three schools have attended each other's events year-long and even hosted joint events. I hope to see this collaboration continue and new collaborations formed among other schools!
- **UNB Levy:** I still haven't had the opportunity to meet Bob Keleher, President of the UNB Business Administration Undergraduate Society (Biz Soc), in person. Yet, I feel like I know Bob very well! Bob's presence was felt at every monthly meeting. Always a strong contributor, Bob desired to learn as much as possible about other societies which could be used to increase the profile of the UNB Biz Soc and the value it provides members. With the help of CABS, Bob's executive was able put its first levy in place of \$100.00 per student, increasing its budget to \$100,000 annually! The Biz Soc previously operated on a budget of ~\$2,000 annually (not including sponsorship) generated through memberships sold to students for \$10 each.

While I'm sad to leave CABS after working with Justin to start the organization two years ago, I'm thrilled by its growth and the friends I have met. I wish all of you the best on your future endeavours and hope you continue to remain involved in your school community in some capacity as well as the overall community of the Canadian Association of Business Students as Alumni.

Your friend,  
Chris

## VP Members West Update

Dear Members (both East and West) and everyone else;

I have this strange feeling that most of the letters in this will start with “Oh how the time has flown,” etc. and not to be cliché, but it’s true! It’s hard to believe just one year ago I was in front of all of you presenting the Two Territory Strategy and then getting elected, winning out over no one.

I wouldn’t have changed the experience for anything and want to thank all of the CABS exec, as well as all of the Western Presidents. It also goes without saying that all the other executives and committee members were amazing to have been able to meet!

To be candid, the first little while in my tenure were a mixed bag. With settling into the new role while going through some major life changes it was hard to strike a balance. In addition, I was always very cognizant of not wasting anyone’s time and if I ever were to contact you, you knew it had to be for a good reason!

After getting some good feedback, Courtney, the rest of the exec and I had some projects on the go and that was an experience. At the end of the day we accomplished the “big one” and I know that the new structure of the guardianship of JDCW will endure into the future. It will effectively grow JDCW, as it continues to be the premier competition in Western Canada.

As a parting gift to next year’s CABS executive, as well as that of the other schools, I’ve been busy working on how to make communication and transition a little better for all councils. I hope that you take the time to use the resources that are going to be made available, as well as continue to be a great support system for one another.

Thank you all for the experience I had and I truly hope to hear great things about all of you in the near future.

Sincerely,

Kevin Parsons

## VP Conferences & Competitions East Update

Dear CABS Members, Students, and Executives,

It is with a heavy heart that I write this, my final semi-annual update from the CABS VP Conferences & Competitions Portfolio. As many of you know, I have spent the past two years of this amazing, successful, and often-chaotic term working alongside some great people who have become great friends. And since I expect that many of those friends will be writing about the measurable impact that the outgoing executives' work has had on the whole organization and their specific portfolios, I'd like to shift my focus away from straight-up reporting and onto reflecting. So if you will (and in the spirit of RoundTable's theme this year), I'd like you to think of this report as more of a toast than an update...

### 1. A toast to JDC Central 2011...

- To Co-Chairs Evan Thor and Heather Mitchell, their amazing OC, and their extremely successful execution of JDC Central;
- To The School of Business & Economics at Wilfrid Laurier University and the bustling metropolis (Mennonite buggies included) of Waterloo, Ontario;
- To CGA Ontario, the competition's premiere sponsor and a late addition to the team that hit the ground running (they even started the #JDCC2011 Twitter hashtag!);
- And finally to the delegates, the delegations, and all of the organizers, coaches, captains, and support staff who helped JDC Central "Celebrate a History of Success."  
... **Cheers!**

JDC Central 2011 welcomed 9 delegations and over 400 participants this year (including a new entrant from UWO's Richard Ivey School of Business, and two half-teams from 2010 that grew to become into larger delegations). Significant improvements were made to the competition's rule book and captain's guide, and the JDC Central constitution was formally accepted and put into use as the competition's governing document.

### 2. A toast to JDC Central 2012 ...

- To host school Carleton University in Ottawa, Ontario, who agreed to host *only* after careful deliberation and thorough discussions with School Administration (thereby establishing a model for future schools who consider hosting);
- To Co-Chairs Mark Featherstonhaugh (A two-year veteran of the competition as Captain of Team Sprott and JDCC 2011 winner of OC of the Year) and Christine Jackson (A two-year veteran of the competition as Volunteer and a member of the Finance Team and Outgoing VP-Internal for the Sprott Business Students' Society) whose combined experience and professionalism will set a high-watermark for future JDC Central Organizing Committees;
- To an effective bidding process and acclamation vote facilitated under the *new* JDC Central Constitution;

- And to the effective and collaborative transition process that is *already* underway;  
... ***Cheers!***

I'm confident that the work that I've done over the past two years with JDC Central will ensure the competition's long-term sustainability. The role of the CABS VP Conferences & Competitions with regards to JDC Central is now clearly defined and understood – a major goal of mine over the term. Transition documents have been developed and constantly improved, governing documents are now in place, and the competition is old enough that future OC's can be made up predominantly of experienced JDC Central veterans. JDC Central is in a good place and I'm confident that it can only go up from here!

### 3. A toast to ECLR 2012...

ECLR 2012 will be hosted by Dalhousie University in Halifax, Nova Scotia and is aiming to further-extend our network of business and commerce student societies across Canada. By leveraging its East Coast location, Dalhousie hopes to welcome the student societies from a number of the smaller Atlantic schools who are less active on the national scene. We hope to see this come to fruition and, should they get involved, hope it will represent a long and beneficial relationship for all societies, new and old.  
***Cheers!***

### 4. A toast to the future...

I'm proud to say that my portfolio has two amazing and capable candidates running to succeed me. I urge you to speak to both of them, learn about their background, find out why they think they'd be a great fit for the role, and to make an informed decision. Regardless of who takes over the portfolio, they can be sure they'll receive thorough transition material and a full briefing about my experiences from the past two years. I encourage the new VP Conferences & Competitions (Eastern Region) to continue to push for a more collaborative, accurate, and effective Competition & Conferences Calendar and to truly make the role their own. Much like the entire organization and the numerous conferences and competitions that this portfolio oversees, I'm confident that this portfolio will only get better with time.  
***Cheers!***

### 5. A toast to conclude...

Finally, I'd like to offer a toast to everyone I've had the pleasure of meeting and working with over these past two-plus years. It's been an absolutely unbelievable ride and I hope that those who come after me (both in CABS and in their societies) can take whatever experiences they're involved with and whatever organization(s) they're a part of and make them even better. The best legacy you can leave is an opportunity for others to have even greater experiences than what you did.

Enjoy the weekend and I wish you all the best in "whatever's next."

***Cheers!***

Darryl Moyers

## VP Conferences & Competitions West Update

Dear Members,

Wow! What a wild ride this year has been. It seems like only yesterday that Justin and Kevin were telling me about CABS and why I should join this executive, and now my year long term is coming to a close. I have not only made some great friends on this executive and with you, our members, but I have also learned so much from the political environment this position throws you into!

I will touch on a few key items that I have been working on, as well as add in transition points which I would like to see future executives take on.

### 1. JDC West & the Competition Council (JDCWCC)

In the summer, there was a whirl wind of activity out west in regards to the competition which every school in the region holds so dear – JDC West. CABS arrived at the Western Business School Conference (WBSC, previously August Meeting) at the Edwards School of Business ready to pitch a strong bid for ownership against the JDC West Alumni group as many months of group collaboration went nowhere. However, after both groups pitched a little side conversation turned into a last minute collaboration and shocking presentation the next day. Needless to say, I think everyone was happy. The collaboration put CABS as the “guardian” - the definition of that being the group which will step in and handle JDC West should the competition board dissolve or become reckless.

After speaking with the JDC West lawyer about the new “act” passed, she informed us that legally the word guardian doesn’t really exist. I then decided to write up a brief contract stating the arrangement between the JDCWCC and CABS. This is to be signed next week by both parties. The current structure of the JDCWCC is quite strong with 6 alumni positions with voting rights and 1 alumni position without. This is in addition to the 1 non-voting position for the CABS VP Conferences and Competitions West and the 1 voting position for the current year’s JDC West Co-Chair external. This position is currently held by Nathan Petersen of the University of Alberta.

The council has been implementing some strong guidelines and will be going “full steam ahead” as well enter into JDCWLS in Edmonton at the end of the month. The council is trying to have all of them there, at Nathan’s invitation, to show a strong front and to have a strong transition for the JDC West captains this year.

### 2. RoundTable

As everyone knows, RoundTable has had to go through a few speed bumps along the way this year. However, Dustyn and his team made it over them and have designed an amazing conference full of new and exciting twists that really places RoundTable above and beyond a normal business conference. It was great to have the support of the CUS at UBC and between their points and mine in meetings; a strong sense of unity was really achieved. I’m so proud of this year’s organizing committee and they all



deserve a good day off after this weekend!!

There are two great bids which are secured for 2012. All of my best wishes go out to the University of New Brunswick and the Edward's School of Business. The winner of this process will be announced at the Saturday night gala at RoundTable 2011. As we speak, a transition checklist is being created (with deadlines) for the 2011 OC, so that the 2012 OC can be fully informed on the good, bad and amazing of the previous year's work. Any feedback from RoundTable 2011 can be sent to [roundtable@cabsonline.ca](mailto:roundtable@cabsonline.ca) or can be included in the survey, which will be sent out after the conference.

### 3. JDC & JDC West & The Pan Canada Question

This year, I had the privilege of attending two of the three JDC competitions this year. Jeux du Commerce or "Le Jeux" as it is lovingly referred to out east, was an eye-opening experience! It was so neat to be at a fully bilingual conference and see case presentations in French! For those of our members whom are bilingual, I tip my hat to you- and thank you for being my translator for the weekend! Liane and the team at Telfer held a great conference- and I definitely learned a lot about the conference world in that weekend. Some of the highlights for me were walking in the parade past the Parliament buildings, seeing a stock simulation and watching some great case presentations! Thanks also to REFAEC for their support of us attending JDC. Congratulations to the Telfer School of Management for winning Academic School of the Year, as well as The John Molson School of Business for taking the School of the Year top honours! JDC 2012 will be in Quebec City at the Universite Laval.

JDC West was held in Saskatoon at the Edwards School of Business this year. It was amazing to see how involved the whole city was and how invested their new Dean was to this endeavour that she had just walked in to. Congratulations to Matt Bennett and Steph Ulm for all the months of hard work they put into the conference. You could see it shine through and through. Some note-worthy moments of this conference for me was giving props to UBCO for surviving the 24 hour bus ride to Saskatoon, the amazing swag swap booths set up at the opening ceremonies and all the support that each school showed each other during the beautiful gala. Congratulations to the Sauder School of Business for taking home both School of the Year and Academic School of the Year and to Dr. Sandy Hilton for winning Faculty Advisor of the Year for JDC West. Sandy is also the Faculty Advisor for RoundTable. JDC West 2012 will be in Edmonton, AB at the University of Alberta.

After seeing this two conferences and attending JDC Central last year, it has been made clear to me that the possibility of a Pan Canada games is well within reach- just not for at least 3-5 years. JDCC is still going through growing pains and trying to find a balance in regards to size, and there are still quite a few gaps between the 3 competitions before they are merge-able. I have passed on this and other details in my transition documents so that the next executive can make the decision of whether or not to pursue it.

Even though I was not at JDC Central, I would like to congratulate Wilfrid Laurier University in winning school of the year and send my best wishes to the 2nd place team as they take on hosting JDC Central 2012. Good luck Sprott School of Business and Carleton University!

#### 4. Transition

This year has been busy, but I would like to let you all know that I have already started preparing my transition. You have not seen an email box with more folders and labels than mine! Part of my transition however, is to reach out to this year's hosts of the conferences in the west to request an invitation (if it hasn't already been granted) and ensure that the VP Finance role can turnover knowing what to expect for the conference budget next year.

For each school, choosing what conferences to send students and/or executives to is always a challenge. At CABS, it is just as challenging for us because we want to ensure that value is being brought to our members by being in attendance. I hope that this year, our roles as moderators throughout the weekend at RoundTable will prove that value and open the doors to more opportunities to participate as the years go on.

#### 5. Thank you

I would like to close by again saying what a great honour it has been to work with the members, alumni, and student body of the many schools across this country. It has been amazing meeting you all, seeing the events you host at your schools, and participating in the great many joys this community has to offer. Please keep in touch as your new terms begin in your societies, or your lives begin as alumni! Enjoy your weekend at RoundTable.

All My Best,

Courtney Whitney

## Appendix A

<b>Annual Financial Report for CABS 2010 (Year over Year)</b>					
	2010/ 2011 Year End	2009/ 2010 Year End	\$ Variance	% Variance	
Note: based on 26 member schools	22,500	7,000	15,500	221%	
Travel	8,593	1,356	7,237	534%	
Conference Fees	5,010	1,031	3,979	386%	
Conference Sub Total	13,603	2,387	11,216	470%	
D/O Insurance	-	-	-	0%	
Business Cards	-	-	-	0%	
Corporate Relations Expense	-	-	-	0%	
Constitutional Correspondence	-	-	-	0%	
Misc	625	-	625	0%	
Web Hosting	-	1,485	(1,485)	-100%	
Awards	-	-	-	0%	
Legal Fees	500	478	22	5%	
Total Operating Expenses	15,478	4,350	11,129	256%	
Operating Income	7,022	2,650	4,371	165%	
<b>Annual Financial Report Compared to Budget 2010/2011</b>					
	2010/ 2011 Year End	2010/ 2011 Budget	\$ Variance	% Variance	
note: based on 26 member schools	22,500	22,355	145	1%	
Travel	8,593	14,250	(5,657)	-40%	
Conference Fees	5,010	3,200	1,810	57%	
Conference Sub Total	13,603	17,450	(3,847)	-22%	
D/O Insurance	-	1,200	(1,200)		
Business Cards	-	350	(350)		
Corporate Relations Expense	-	100	(100)		
Constitutional Correspondence	-	200	(200)		
Misc	625	650	(25)		
Web Hosting	-	280	(280)	-100%	
Awards	750	750			
Legal Fees	500	1,000	(500)	-50%	
Total Operating Expenses	15,478	21,230	(5,752)	-27%	
Operating Income	7,022	(4,464)	11,486	-257%	

### Appendix B

<b>CABS Budget 2011-2012</b>		
note: based on 25 member schools	22,500	
Travel		8,500
Conference Fees		6,000
Conference Sub Total		14,500
D/O Insurance		1,200
Business Cards		350
Corporate Relations Expense		100
Constitutional Correspondence		200
Misc		650
Web Hosting		280
Awards		750
Legal Fees		500
Website Development		1,750
Total Operating Expenses		20,280
		-
Operating Income		2,220