

10.1 Call to Order

10.2 Acceptance of the Agenda

10.3 Acceptance of the Minutes: 2019-12-02

10.4 Old Business

10.4.1 Executive Updates

- *Executive team*

10.4.1.1 Ottawa Lobbying Update

- *Raynen J.*

10.4.2 Committee Updates

10.4.2.1 Clubs Committee

- *Miranda C.*

10.4.2.2 Advocacy & Policy Committee

- *Steven P.*

10.5 New Business

10.5.1 Increased MSP Prescription Coverage

- *Rose S.*

10.6 Open Forum

10.7 Reminders

10.7.1 Industry Days: 2020-01-21 to 2020-01-23

10.7.2 Next Council Meeting: 2020-02-03 at 17:30 in SE2 324 Council Chambers

10.8 Meeting Adjournment

Please refer to attached materials.

Council Meeting
Monday, January 20th, 2020
Minutes

Executives: Danny Cameron – Chair, Aerospace Technology Campus
 Miranda Campbell – VP Student Experience
 Justin Cervantes – President
 Brin Farrell – Chair, Schools of Transportation, Construction & the Environment
 Raynen Jamieson – Chair, School of Energy
 L.T. Le – Chair, School of Health Sciences
 Adam Nguyen – VP Equity & Sustainability
 Steven Palfrey – VP External
 Louis-Philippe Rivest Giguere – Chair, School of Computing & Academic Studies
 Rose Salm – VP Finance & Administration
 Hunter Sones – Chair, School of Business
 Dawson Verboven – Chair, Downtown Campus

Satellite Councillors: Ashley Obeck – Marine Campus

Staff: Caroline Gagnon – Executive Director
 Crystal Man – Administrative Coordinator
 Stewart McGillivray – Government Relations Strategist
 Darla Williscroft – Project Liaison Officer

Councillors:	Yasmeen Ali	Baldeep Litt
	Mina Arab Khedri	Gary Moon
	Kayla Arbez	Macus Ong
	Ophelia Bar-Lev-Wise	Paige Purcha
	Lloyd Carleton	Emma Raine
	Adriana de Oliveira Lima	Jordan Robinson
	Parm Dhaliwal	Felix Ruttan
	Craig Goodison	Grant Smith
	Andrey Goryelov	Anika Tabaschum
	Ruby Hsu	Monique Tan
	Delaney Hunt	Weylin Waters
	Cailo Kapronczai	Kay Yeh
	Takeshi Keber	Kai Zhang
	Brianne Lee	

Regrets: Muhammad Abdullah Kaitlyn Thompson
 Myka Gowler – Annacis Island Campus Hunter Van Dyke
 Andrea So

10.1 Meeting Called to Order

The Chairperson, Justin, calls the meeting to order at 17:46 (36 voting members, including Chair).

10.2 Acceptance of the Agenda

Motion:

Be it resolved that the agenda be accepted as distributed.

Moved by: Justin Cervantes

Seconded by: Brin Farrell

35/0/0 Carried

17:49 councillor joins. Count is 37

10.3 Acceptance of the Minutes: 2019-12-02

Motion:

Be it resolved that the Council minutes from 2019-12-02 be accepted as distributed.

Moved by: Justin Cervantes

Seconded by: Ophelia Bar-Lev-Wise

35/0/1 Carried

10.4 Old Business

10.4.1 Executive Updates

- As submitted.
- Miranda: Student Competition funding request was submitted, requesting annual funding of \$50,000. We will receive the funding to distribute, but will need to ask yearly for support.
- Justin: Hackathon was on 2020-01-10 to 2020-01-12, with 120 students participating. With generous sponsorships, we came out \$5,000 above in funding. This experiential learning competition had business and computing students work together to solve problems. At least 12 teams were approached after the event by judges to connect further regarding career prospects. It has been requested that the SA continues to hold this competition.

10.4.1.1 Ottawa Lobbying Update

- As submitted.
- As it is a minority government, spoke with as many people as possible about assisting students in various ways.

10.4.2 Committee Updates

10.4.2.1 Clubs Committee

- See attached.
- This club would like to further what the sales students learn in the classroom, providing them a way to practise hands-on skills like cold-calling. Main concern was that the club overlaps with what other clubs already do; they proactively went out and spoke to other clubs to collaborate.

Motion:

Be it resolved that the BCIT Sales Club be a sanctioned BCITSA club.

Moved by: Miranda Campbell

Seconded by: Adam Nguyen

Discussion:

- Sounds like a valuable club.
- About the club overlap, what is being done to address this?
 - It is in the submitted report.
- Who will the club be calling or working with?
 - They have a faculty advisor who will help them connect appropriately with industry.

Motion:

Be it resolved that the BCIT Sales Club be a sanctioned BCITSA club.

Moved by: Miranda Campbell

Seconded by: Adam Nguyen

34/1/1 Carried

10.4.2.2 Advocacy & Policy Committee

- See attached. Main issue while lobbying is that we need to define what we are lobbying for to determine what students would like to say.
- Key proposed policies for provincial affordability measures:
 - Preserving cap on domestic tuition increases
 - Regulation increases on international student tuition
 - Creating a made-in-BC system of student grants
 - Maintaining 0% interest on BC student loans
 - Increasing provincial funding of post-secondary institutions
 - Shifting the focus away from less effective measures

Motion:

Whereas it is a core role of government to administer and fund a system of post-secondary education which is affordable, accessible, and world-class; and

Whereas tuition fees, while currently necessary to fund this programming, ought not to present an insurmountable or unpredictable burden to those seeking to access our world-class education; and

Whereas a progressive system of financial assistance is essential to the goal of ensuring that a world-class education can be accessed by deserving students regardless of economic circumstances; and

Whereas unsustainable levels of student debt, and the cost of that debt, can serve to disincentivize post-secondary attainment, delay graduates' investments in the economy and their own future, and increase the effective cost of an education for those least able to pay; and

Whereas provincial investment in post-secondary institutions' operating grants has not kept pace with inflation, shifting more of the burden to domestic and international tuition fees; and

Whereas public investments in student financial assistance are most effective when up-front and targeted at those who need it most:

Therefore, be it resolved that the BCITSA supports the maintenance of the BC government's existing 2% cap on annual increases to domestic tuition, and would oppose any proposals that might directly or indirectly lead to increases greater than 2% annually; and

Be it further resolved that the BCITSA strongly urges the BC government to enact a policy framework, similar to the existing Tuition Limit Policy, which would regulate the maximum rate of annual increase in tuition for international students and would, ideally, provide predictability over the length of a student's program of study; and

Be it further resolved that the BCITSA calls for the creation in British Columbia of a system of comprehensive and up-front needs-based student grants to reduce the debt burden on students from lower- and middle-income households, by shifting the emphasis from mainly repayable financial assistance (loans) to greater non-repayable supports (grants); and

Be it further resolved that the BCITSA firmly believes that the cost of student debt should not simply be "manageable," but must be truly affordable, and that the interest rate on the BC component of student loans must continue to be 0% in order to achieve this; and

Be it further resolved that the BCITSA requests that the provincial government review its funding of institutional operating grants to public post-secondary institutions, with the objective of at least maintaining annual increases at the rate of inflation; and

Be it further resolved that the BCITSA encourages the BC government, in the context of limited fiscal capacity, to prioritize spending for student financial assistance on measures which are up-front and needs-based, as opposed to inefficiently targeted tax credits and debt reduction upon completion.

Moved by: Steven Palfrey

Seconded by: Lloyd Carleton

Discussion:

- Do you intend to lobby for interest-free status on the federal portion of loans?
 - Yes, it will be addressed in the following motion.

- How many lobbying trips are scheduled before the end of May?
 - Two are planned to Victoria at the moment.

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Whereas a progressive system of financial assistance is essential to the goal of ensuring that a world-class education can be accessed by deserving students regardless of economic circumstances; and

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Moved by: Steven Palfrey

Seconded by: Lloyd Carleton

36/0/0 Carried

- See attached.
- The next proposed motion addresses the federal level of government.
- Key proposed policies for federal affordability measures:
 - Increase Canada Student Grant amounts
 - Keep interest rates low on federal student loans
 - Reduce the financial burden on those in repayment
 - Dedicate more provincial transfer payments towards education
 - Shifting the focus away from less effective measures

18:09 councillor joins. Count is 38.

Motion:

Whereas the federal government has historically played a critical role in providing funding for a system of post-secondary education which is affordable, accessible, and world-class; and

Whereas the direct cost to students of an education, while currently necessary to fund this programming, ought not to present an insurmountable or unpredictable burden to those seeking to access our world-class universities, colleges, and institutes; and

Whereas a progressive system of financial assistance is essential to the goal of ensuring that a world-class education can be accessed by deserving students regardless of economic circumstances; and

Whereas unsustainable levels of student debt, and the cost of that debt, can serve to disincentivize post-secondary attainment, delay graduates' investments in the economy and their own future, and increase the effective cost of an education for those least able to pay; and

Whereas the federal government's predictable and substantial transfer payments to the provinces are an essential element in the funding of post-secondary education in Canada; and

Whereas public investments in student financial assistance are most effective when up-front and targeted at those who need it most:

Therefore be it resolved that the BCITSA urge the federal government to continue to expand the Canada Student Grants program, as proposed during the 2015 and 2019 federal general elections, with a focus on lower- and middle-income households; and

Be it further resolved that the BCITSA firmly believes that the cost of student debt should not simply be "manageable," but must be truly affordable, and that the interest rate on the federal component of student loans must continue to be as low as possible; and

Be it further resolved that the BCITSA calls on the federal government to implement progressive measures to ease the burden of loan repayment, including proposed policies such as the increased Repayment Assistance Plan threshold and the extended grace period, but also means-tested reductions in the interest rate; and

Be it further resolved that the BCITSA requests that the federal government continue to increase the Canada Social Transfer to the provinces, while entrenching the "notional" Post-Secondary Education Allocation in law and reviewing the effectiveness of current allocations; and

Be it further resolved that the BCITSA encourages the federal government, in the context of limited fiscal capacity, to prioritize spending for student financial assistance on measures which are up-front and needs-based, as opposed to inefficiently targeted and increasingly expensive tax credits.

Moved by: Steven Palfrey

Seconded by: Felix Ruttan

Discussion:

- Using the words “inefficiently targeted and increasingly expensive”: why do we use them here and not in the previous motion?
 - The Parliamentary Officer conducted studies and found that tax credits are being paid out more on the basis of there being more students and tuition going up each year. Credits are not usually claimed in the year that they are incurred meaning there is a larger amount of funds being carried by the government until claimed. The credit system is becoming more expensive for the government.
 - These credits are useful for those when they graduate, it effectively allows for no payment of taxes for a few years.
- The federal level seems focused on ease of repayment and not on that of grants being available.
 - Grants are often on the provincial level.
- Interest rates need to remain as low as possible, this motion does not state anything specific.

18:17 Councillor joins. Count is 39.

Amendment to the Motion:

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Be it further resolved that the BCITSA firmly believes that the cost of student debt should not simply be “manageable,” but must be truly affordable, and that the interest rate on the federal component of student loans must be 0%; and

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Moved by: Danny Cameron

Seconded by: Mina Arab Khedri

Discussion:

- Meant to be intentionally vague to get the best we can while lobbying. It will restrict what our lobbyists can say if we go specific.
 - This is for what students want. If the students desire 0%, we will lobby our best for it.
- The re-elected federal government put policy emphasis on increasing grants and targeted measures to increase the Repayment Assistance Program threshold. The elimination of interest rates on student loans has been proposed by the NDP; this wording is the middle ground. The correct direction is to lower the rates overall to the lowest extent possible.
- Support to leave as originally worded as it allows for flexibility when lobbying. As low as possible does include 0%.
- The government should not be allowed to profit on education. The original phrasing takes emphasis off this.

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Moved by: *Danny Cameron*

Seconded by: *Mina Arab Khedri*

13/20/5

Failed

Discussion:

- No mention of what parents can do for their children's education in regards to Registered Education Savings Plans. Has this been discussed?
 - There is a huge list of more resolutions the Committee would like to pass. We can discuss this with the Committee and bring to a future Council meeting.
- How does reducing the cost of student debts affect student loan forgiveness programs?
 - Ideally the reduction in costs will not come at the detriment of forgiveness programs. We would be lobbying for both.

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Moved by: Adam Nguyen

Seconded by: Brin Farrell

18:21 Councillor joins. Count is 40.

Discussion:

- What happens if the government comes back with 2% being the lowest extent possible? The semantics seem irrelevant.
 - The lobbying will be done with policy research behind; an actual number will be presented at the time of lobbying.
 - The motion may outlive the current board and serve as a guideline in the future.

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Moved by: Adam Nguyen

Seconded by: Brin Farrell

31/5/3 Carried

Calling the Question

Moved by: Rose Salm

Seconded by: Gary Moon

34/4/1 Carried

Motion:

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Moved by: Steven Palfrey

Seconded by: Felix Ruttan

35/2/2 Carried

10.5 New Business

10.5.1 Increased MSP Prescription Coverage

- See attached. Gallivan provided pricing to do this, working out to be an additional 8 cents per month, per student on the plan. The addition of the antidepressants and ADHD medications is the highlight of additions. The cost of the immediate additions can be easily covered by the significant surplus in our medical fund, for the next 8 months. The Executive Board has decided to use this surplus for the next 8 months. The additional fee will be included in the budget for the 2020/2021 school year. if the coverage is desired to be continued.

Discussion:

- Are they covered now, or will be? Would love to know as soon as possible when the drugs are added.
 - Will be shortly, we will send out an email when the addition is active.

10.6 Open Forum

- The \$50,000 in Competition Funding is for non-School of Business students only; Business students have funding available through their School. This amount is also separate from the Student Initiative Fund, and club event funding.
- If you did not receive the agenda for this meeting, please check your spam box. Emails will be sent by Crystal.
- Mirela Gutica, Program Head of Computer Systems Technology, is seeking volunteers with technology experience to work with a small group of high school students to mentor and promote computing programs through hosting workshops. An email will be sent with more details.
 - Great to forward to the Technology Teacher Education program.
- JDC was this past weekend: operations team came second, beating 10 universities in western Canada.

10.7 Reminders

10.7.1 Industry Days: 2020-01-21 to 2020-01-23

10.7.2 Next Council Meeting: 2020-02-03 at 17:30 in SE2 324 Council Chambers

10.8 Meeting Adjournment

It was moved by Justin Cervantes and seconded by Steven Palfrey that the meeting be adjourned.

34/2/3 Carried

The meeting was adjourned at 18:49.

Objective Updates - Jan. 20

Name	Position	#	Objective	Objective Update	Next Steps
Justin Cervantes	President	1	Explore opportunities for enhancing experiential learning on campus	A hackathon serving 130 students from both the SOB and SoCAS was executed with judges ranging from startup owners in the AI/ML space, professors of Machine Learning, project managers in technology, and BCIT faculty/administration.	A full after action report is currently being compiled for presentation to council. The report will be in the agenda as soon as it is finished being prepared.
		2	Create benchmarks and KPIs for understanding how we successfully we engage with students	Current KPIs have been collected from upper management.	Analyze the report and follow up with the managers.
		3			
Rose Salm	VP Finance & Administration	1	Increase financial literacy of the Executive Board by conducting a basic info session in advance of the Annual General Meeting	Objective completed.	
		2	Conduct campaign in conjunction with Campus Print & Copy, faculty, and career-oriented associations to increase utilization of Print & Copy services around Industry Days and recruit seasons	Will meet with marketing regarding this objective. Has been stalled as I try to help coordinate the pop-up barbershop 2020.	
		3	Review bylaws surrounding Councilor and Committee selection processes	Transition document will be drafted and discussed during our upcoming Executive trip.	
Miranda Campbell	VP Student Experience	1	Create a platform such as an interactive website for clubs to communicate with each other as well as the SA to do joint club events and share resources/events	During the President's Forum on Jan 16th, brought up the platform idea and encouraged emails to myself to get brainstorms going	
		2	Create cross-campus connections that allows satellite campuses to feel just as connected to the BCIT culture just as Burnaby is. This includes events and competitions, or maybe even class projects that can be done with students from other campuses.	Cross-club connections have been growing, next step would be to get clubs from across campuses to work together (like the DSC)	
Adam Nguyen	VP Equity & Sustainability	1	Bring Multicultural Day Event at the Great Hall	The event is pushed to April to accomodate BCIT International. Everthing proceeding as expected	
		2	Create a Sustainability and Equity Committee, and from there, working with a team to begin an initiative (an emphasis with future perpetuity)	The committee will be bringing an anti-cigarette butt littering campaign which will include providing more disposal units on campus and bring a recycling program for all cigarette butts	
		3	To influence a change in at least in one BCIT policy (particularly concerning sustainability / equity)	Had a meeting with David Pereira (BCIT Manager for Sustainability) to form a partnership between BCIT Sustainability and BCITSA	
Steven Palfrey	VP External	1	Facilitate the UPass Referendum + Investigate UPass Contract	Collaborating with BCIT on Schedule A in the Upass contract	Collaborating with BCIT during their PTS review.
		2	Lobby to Government on a Municipal, Provincial, and Federal level with at least two trips to Victoria	N/A - Last trip was December Ottawa trip	Upcoming February trip in conjunction with new resolution direction
		3	Identify rezoning opportunities near BCIT Burnaby Campus	N/A - Pending meeting with municipal government	Arrange a meeting with municipal government
		1		No Progress	- Create Report Structure - Meet with Stewart McGillivray

Objective Updates - Jan. 20

Name	Position	#	Objective	Objective Update	Next Steps
Hunter Sones	Chair, School of Business	2	Develop a contingency plan for event that there is a sudden material decrease in student fee revenues.		
Raynen Jamieson	Chair, School of Energy	1	Develop a new framework for effective Set Rep meetings to be handed down to future chairs	No Progress	Create rough framework to guide future chairs' set rep meetings using data collected by darla and myself.
		2	Increase communication between students and faculty about capstone funding, increase capstone funding, and move EXPO to SW1	No Progress	Meet with AD to discuss the EXPO planning
		3	*Reserved for objective(s) created by Set Rep meetings*	SUN RUN! Energy, TCE, and Computing are all committed to \$500 each, I'm still awaiting response from Health and Business.	Contact MarCom leads from each school to help promote the event, set up teams on the sun run site
Louis-Philippe Rivest Giguere	Chair, School of Computing & Academic Studies	1	Create a network to empower female tech students	Currently working alongside the School of Computing and Academic Studies to provide counsel on a project focusing on women in technology. Working on a business case to present to SoCAS for increasing BCIT Computing's programs in high schools. In discussions with Career Services to provide an upcoming interview prep session for female CST students.	I will pursue advice and learning resources for how to develop a strong business case, and share the completed business case with Cynthia van Ginkel from BCIT.
		2	Continue and improve existing SoCAS engagement and wellness events, specifically the Sun Run and the LAN Party	Lan party 2.0 has started. The event is slated for February 28th and will occur in SE 06. Promotional material will be ready by the time this update is read. A new sponsor, EA, has joined us. The volunteer team is being prepared to advertise the event. Registration link will be available by Monday. Currently only BCIT students are invited to register. Non-BCIT students (excluding recent graduates) will be invited to register later in February.	Currently equipping all parties involved with everything they need, including MarComm, volunteer teams, sponsors, IT services, instructors, part time courses, and ultimately students that will register.
		3	Facilitate student insight into industry through career-oriented connections	No major progress. Still working with Career Services to develop a feasible plan to execute this objective.	Meeting with Career Services again this Thursday to review existing career-oriented initiatives and suggest possible initiatives.
L.T. Le	Chair, School of Health Science	1	Working with BCITSA objective 5: "Expand Student Mental Health Literacy", I would like to champion the creation of a peer to peer program supporting mental health and resiliency		
		2	Raise awareness and provide naloxone kits year round to students		
		3	Advocate for the creation of a BCIT Student Refugee Program		
Brin Farrell	Chair, Schools of Transportation,	1	Develop a strategy to enhance support and services for Applied & Natural Science students	Reached out to Program Heads in associated programs to discourage field trips being scheduled on the Natural Resources Career Fair date as well as forwarded them an invitation to distribute to students. Sent invitations to Natural Resources Set Reps to share with classmates.	Follow up with SER club about Panel Discussion and promote the event through Set Reps and Program Heads once logistics have been solidified. Provide final reminders to students and faculty of the date/time/location of event + employers attending Natural Resources Career Fair.

Objective Updates - Jan. 20

Name	Position	#	Objective	Objective Update	Next Steps
Brin Farrell	Construction & Environment	2	Develop a comprehensive program for the new Student Centre that refines space allocation and incorporates student and staff stakeholders in the planning process	Compiling feedback from the Student Spaces Development Committee on space allocation/function for the new building. Coordinating Set Reps from each School to participate in focus groups to further verify this information.	Confirm Set Reps attending each focus group - help Project Manager and Executive Director facilitate 3 student focus groups.
Dawson Verboven	Chair, Downtown Campus	1	Help support the students in the ISEP program at DTC by making sure they have resources to succeed	Working on setting up the first round of set-rep meetings with the new ISEP Mentors. Still working on getting volunteers for the language translation days.	Work with Philip at the DTC to engage with potential volunteers
		2	Generate more clubs that are DTC oriented. Create a culture of clubs that transition between program years	During orientations working on pushing the new DTC clubs so they can gain more traction.	Finish orientations and continue supporting the new clubs.
		3	Push for exam scheduling at DTC to be on par with the Burnaby campus. Exam schedules should be seamless between campuses.	fixed	Work on DTC gym
Danny Cameron	Chair, Aerospace Campus	1	Coordinate more events at ATC, as well as an increase in awareness of other BCIT events available to students.	Collaborated with industry to create a curriculum that is valuable to students regarding human factors.	Scheduling and generating student interest.
		2	Advocate for better food availability and quality on campus.	Trying to bring BCIT leadership to ATC for Lunch, as well as a set Rep meeting. Sending out a survey to find specific requests on need.	
					A couple other things--working on international student resources on campus, trying to collaborate with staff regarding avoiding a possible non smoking pilot at ATC that the students do not want, per a survey I sent out, and finding / introducing myself to new reps across incoming levels and levels who've lost their reps. Continuing to push on better library hours.

Student Leader Reports

Name	Position	Report	Optional - Other Notes
Ashley Obeck	BMC Satellite Councillor	Still working to get a sleep pod at bmc. As well I would like to look into getting a student fridge in our cafeteria.	
Myka Gowler	AIC Satellite Councillor		

Committee Reports

Committee	Report by	Optional - Other Notes
Finance	Rose Salm	Finance committee met on December 5th. We reviewed the investment portfolio with our advisor. Results have been strong, and Vancity is moving towards greener investment initiatives.
Student Spaces	Brin Farrell	BCIT approved the SS Committee's request to implement 2 drafting tables in the Burnaby Campus library. The SS Committee is currently reviewing results from Fall semester focus groups regarding the new building to provide student feedback consultation.
Bylaw	Rose Salm	Bylaws committee met on December 4th. We discussed plans for the executive transition document, as well as how best to add the Sustainability Development Committee formally to the bylaws.
Advocacy & Policy	Steven Palfrey	Meeting and proposed resolution for council regarding the SA's position on student loans, student grants, international and domestic student tuition, student loan interest rates, investment into PSI's.
Clubs	Miranda Campbell	Clubs Committee was held on January 10th. Agreed to bring forward "Sales Club" for sanctioning, brought up changes in policy that will be written up and forwarded to Bylaw's Committee. Distributed event funding to only 6 events for the December intake. Next meeting scheduled for January 24th (January funding intake)

Objective Updates - Jan. 20

Name	Position	#	Objective	Objective Update	Next Steps
Board of Governors	Justin Cervantes		The board recently September Q2 financials, with a reported 89% YoY change, or a 5.5 million dollar surplus in PT International differential tuition revenue, and a 66% year on year change to PT differential deferred tuition fee revenue. Questions raised were with regards to cost of services for international students keeping pace with revenues as this rising cost was not seen, and raising the question of how 124/512 cases with a rising ratio for our advocates are from international students can be justified. I was advised to wait for the February BOG meeting for the PTS review.		Next meeting is in February (full day)
Education Council	Miranda Campbell		Next Education Council exec: Jan 22nd, full council: Jan 29th.		
Alumni Board	Steven Palfrey		No Updates		
Sustainability	Adam Nguyen		The Committee will be bringing in David Pereira as a guest to the next meeting to speak upon BCIT Sustainability Vision.		

Item 10.4.1.1: Ottawa Lobbying Update

During the several days when the School for Energy Chair and the Government Relations Strategist were in Ottawa last December, the main focus was to lobby local MP's, the team around the Minister of Employment and Workforce development, in addition to MP's and Senators from the Conservatives, NDP, and Independent Senate Group. Discussions focused mainly on proposed enhancements to Canada Student Grants (from the Liberal platform in Oct 2019) and on the alternative policy proposals being considered by the other parties. Some requests for meetings went unanswered, while others prompted an undertaking to meet next time the SA visits Ottawa. On the periphery of the office meetings during the weekdays, further activities included (1) watching Question Period in the galleries, (2) receiving a tour from the Environment Minister's staff, (3) networking at one partisan event, and (4) pursuing a few additional leads and policy discussions at a holiday party. Unexpectedly, the Leader of the Official Opposition also tendered his resignation on the final day of the trip.

In terms of issues discussed, the main subject matter was student financial assistance (Canada Student Grants; RESPs; interest rates on federal student loans), with additional discussions on Work Integrated Learning, housing, supports for international students, transportation and transit investments, and the value of investing in students and in the great work being done at post-secondary institutions in the Lower Mainland, especially BCIT. As always, further details on the individual meetings is available from the Government Relations Strategist and the VP External.

Item 10.4.2.1: Clubs Committee

CLUB APPLICATION

NAME: BCIT SALES CLUB

TYPE OF CLUB: ACADEMIC/EDUCATIONAL

CLASSIFICATION: GENERAL – has all the rights and responsibilities outlined in the Clubs Policies and BCITSA Bylaws.
General Clubs shall also have full access to all Club Resources.

INFO FROM ORIGINAL APPLICATION:

Club Mandate/Objective:
To streamline development of young professional's sales skills and maximize their career potential.

Outline what you intend to accomplish upon sanctioning:

- 1) To have all Professional Sales students attending once a week.
- 2) For all club members graduate feeling more confident than they would otherwise.
- 3) Have all club members learn & practice practical industry skills.
- 4) To become a locally known club within sales organizations in Vancouver.
- 5) Communicate value of sales to BCIT's School of Business.

Briefly explain how your club will benefit student life: (give a few examples)

- 1) Increase confidence in presentations.
- 2) Community for 1st & 2nd year students to collaborate
- 3) Practice sales theory learned in class.

Promotional Paragraph to be used on the BCITSA website (mandatory):

The BCIT Sales Club (BCITSC) aims to streamline development of young professional's sales skills through practical activities. Improving soft skills such as public speaking, rapport building, and general confidence are just some examples of what we work on to maximize your career potential. "Growth Through Discomfort" is a common mantra of this club.

MINUTES FROM NOVEMBER 20TH, 2019 CLUBS COMMITTEE

Initial presentation:

- Matthew and Josh present their club application for the BCIT Sales Club
- Goal: streamline a way for young professionals to practice their sales skills and maximize their potential
- Want students to be able to practice and use skills after each week
- We're noticing a lack of practice learning theory
- Want to benefit students with increasing their confidence in presentations
- Differentiation from other clubs
- We met with community partnership of Enactus and talked about some collaboration we could do
 - Sales club students could cold call for ENACTUS. We would get to practice skills and work with the club

- Spoke with president of MA and we discussed the idea of making the sales club a committee of the MA, but due to the high membership fees of the MA we feel that would put pressure on our members and they would feel obligated to club and wouldn't attend out of desire to learn/practice sales skills
 - Want to be able to provide practice for students on sales
 - Ideas for sales mentorship, where students in industry would

Questions:

- Are you going to ask your members to join sales competitions?
 - Because our mission is to maximize potential of students, we would encourage students to attend MA competitions, a pitch competition (Great Canadian Sales Competition) and toastmasters
- Have you spoken to Breadmasters; they have done things focused on sales pitch/presentation? How would your presentation practice be different from that?
 - We didn't know about Breadmasters, but we knew about Toastmasters and would be interested in
- Who would be your primary faculty advisor?
 - So far it is Bruce Anthony who we have been working with the most on the proposal and presentation. He did give a signature on the proposal and he is the program head for sales option.
- Is this open to anyone?
 - Its open to everyone interested in learning or practicing sales skills. We would prioritize our professional sales class and students, but it's open to everyone interested.
- Other than cold calling, what else are you going to be assisting members with that they might not otherwise learn in classroom?
 - Using classroom resources, Harvard business and different styles we will make simulations, activities,
- How many perspective members do you have for the club so far?
 - So far, we have 27 total members that have officially signed on, but we haven't yet pitched to the second-year sales sets yet.
- Do you have any ideas for succession of your club?
 - It will be a bit different this year, because we will start in Jan. Typical succession we will send out a notice to club members just before winter break for a first year liaison, and they would be working with the second years to 'shadow' them and then the following year the liaisons would be the leaders of the club.
- Can you go into detail about prize pool?
 - One of the problems we saw having a club with low commitment, we tried to gamify it for rewarding people for showing up and not punishing for not showing up. Essentially, they will get a ticket in a raffle if they attend meetings or if they have good work ethic, and then at the end of the semester we draw for a prize.
- How are you getting CPSA on board?
 - I think with CPSA we're mostly trying to get students to apply for their rewards and scholarships. For their resources, we're mostly going to use those as inspiration for our workshops. The Sales program is also CPSA credited, so students can apply to be CPSA for \$27
- Do you have other students interested in being executive?
 - We do have one person interested in being treasurer, but we're waiting for full sanctioning to promise positions to people.
- Do you see any other roles that would need to be filled in the sales club?
 - We want to try to keep our executive board simple and focus on building up skills. Two more positions we would need to be filled would be community relations and mentorship manager. For this year we just need first year liaisons.
- Is there a way you plan on promoting your club for staffing?

- We haven't discussed it yet, but once we do an actual pitch to our interested members, we think we will have some students eager to be part of it.

Discussion:

- Like the idea
- Think it would be super helpful to other students on campus
- Would be good for them to talk to other clubs that are already on campus
- Good amount of people already
- Issue with conflict from MA because they go to New Orleans to do a sales competition – potentially conflict there
- Might have troubles with succession, having a specific plan on how to pass on to next set of students

VOTE: TO GET MORE INFO AND BRING TO NEXT MEETING

Questions back to them:

- Need to have set election process (policy)
- Membership fees need to be the same for all
- Become more familiar with other business clubs, how are they different from those?
- Subjectively rewarding – how could you make it non-subjective
- Confirmation from Bruce about being faculty advisor
- What kind of competitions you'd like to do, besides GSC – membership fees will depend or rely on
- What kind of industry connections you're likely to get or look into?
- Associations with other sales associations outside of BCIT? – impact on membership fees

LIST OF QUESTIONS/ANSWERS SINCE THEIR PRESENTATION

Due to club policy, you would need to have a set election process, instead of appointing liaisons as mentioned in the presentation

For this year, we don't need any more executives. For ongoing years, we would have a simple form go out along with an application form for current club members to apply. It would have a few questions such as:

1. Personal information (name, course, years at BCIT)
2. Educational background
3. Work background (relating to sales)
4. Achievements/why they think they would be a good fit for the position

Election Process:

Interview candidates that are interested and appoint them, we can have them apply by March 15th. All active club members will vote for the executives who they think will best fit the decision. The final decision for BCIT Sales Club executive will be made by April 1st once all votes are submitted. Voting can be done through an email form or in person. From April onwards current executives will be handing off and preparing upcoming executives for the coming year.

Membership fees need to be the same for everyone, despite being an international student or not

The membership fee will be set at \$10 per person for all members.

Discuss some ideas on how you could make your rewarding less subjective (i.e. no rewarding for good work ethic)

Rewarding based upon good work ethic will be removed to make rewards less subjective. Instead, we will be rewarding club members based upon attendance and/or punctuality. If a club member arrives on time, they will be awarded with 2 raffle submissions per week. There will be deductions if club members are late. At the end of each semester, the president of the club will submit raffles based upon attendance for a prize draw. Prizes will include gift cards, stationeries, and/or fountain pens.

What kind of competitions would you like to do besides ones that other clubs are involved in? Are there fees associated with taking part in these competitions?

We don't have plans for a competition with another club. As for the competition we have planned, membership covers admission into the competition. As it's currently only \$10, even if someone isn't in our club, it's affordable enough to enter. Naturally, things aren't set in stone; if the club's admission goes up over time as we get bigger and have more events, this can be adjusted.

What kind of industry connections would you likely look into?

We would like both industry speakers and industry tours, however this will likely be in the future. Some examples of this might be:

- New sales professionals (to explain their transition from student to professional)
- Experienced sales professionals (for insight or wisdom into the industry)
- Sales managers (for tips in regard to job searches or general career)

Tours will ideally cover the more popular industries, such as tech, finance, and recruiting. They will have a clear sales focus but will show the company as a whole for context. An example of some companies that we would like to reach out to are:

- Absolute Software
- Nicola Wealth
- IT/IQ

The committee suggested becoming a bit more familiar with other business clubs (like Breadmasters) and define exactly how the Sales club would be different from those.

Breadmasters:

- Breadmasters compared to Toastmasters differences:
 - Culture
 - they follow principles from COMM 1100.
 - Their fee is also \$1, as opposed to \$90
- Breadmasters/Toastmasters compared to our club are very different, as public speaking is not the main goal. We estimate public speaking would only account for 10-20% of club activities, whereas this is the entire goal of these clubs.

YWIB:

- Primarily a networking-based club, focusing on female empowerment. Offers opportunities to meet industry professionals in business (no focus) and other students.

Business Management Association:

- Social media hasn't been updated in a few years, or never existed in the first place.
- Event list is very short, primarily just social events (networking, etc.). Only one event listed for this semester, nothing listed for next semester.
- Unable to make an informed decision.

JDC West:

- We were suggested to ignore JDC as a competitor by our faculty advisor, Bruce Anthony.

MINUTES FROM JANUARY 17TH, 2020 CLUBS COMMITTEE

- Clubs Committee reviews the Sales application from previous meeting
- Main issues were transition process, election process and specific ideas of competitions
- Didn't really answer which competition they would partake in
- Do have plan of industry connections they are hoping to make
- Worried that if they get sanctioned, other clubs might come back asking why they were sanctioned because those areas were already covered
- Emphasis on Sales club to only be focused on Sales Based items

Item 10.4.2.2: Advocacy and Policy Committee

General policy on provincial financial assistance and funding of post-secondary education

Adopted by Council: _____ / Adopted by Committee: January 16, 2020

Whereas it is a core role of government to administer and fund a system of post-secondary education which is affordable, accessible, and world-class; and

Whereas tuition fees, while currently necessary to fund this programming, ought not to present an insurmountable or unpredictable burden to those seeking to access our world-class education; and

Whereas a progressive system of financial assistance is essential to the goal of ensuring that a world-class education can be accessed by deserving students regardless of economic circumstances; and

Whereas unsustainable levels of student debt, and the cost of that debt, can serve to disincentivize post-secondary attainment, delay graduates' investments in the economy and their own future, and increase the effective cost of an education for those least able to pay; and

Whereas provincial investment in post-secondary institutions' operating grants has not kept pace with inflation, shifting more of the burden to domestic and international tuition fees; and

Whereas public investments in student financial assistance are most effective when up-front and targeted at those who need it most:

Therefore, be it resolved that the BCITSA supports the maintenance of the BC government's existing 2% cap on annual increases to domestic tuition, and would oppose any proposals that might directly or indirectly lead to increases greater than 2% annually; and

Be it further resolved that the BCITSA strongly urges the BC government to enact a policy framework, similar to the existing *Tuition Limit Policy*, which would regulate the maximum rate of annual increase in tuition for international students and would, ideally, provide predictability over the length of a student's program of study; and

Be it further resolved that the BCITSA calls for the creation in British Columbia of a system of comprehensive and up-front needs-based student grants to reduce the debt burden on students from lower- and middle-income households, by shifting the emphasis from mainly repayable financial assistance (loans) to greater non-repayable supports (grants); and

Be it further resolved that the BCITSA firmly believes that the cost of student debt should not simply be "manageable," but must be truly affordable, and that the interest rate on the BC component of student loans must continue to be 0% in order to achieve this; and

Be it further resolved that the BCITSA requests that the provincial government review its funding of institutional operating grants to public post-secondary institutions, with the objective of at least maintaining annual increases at the rate of inflation; and

Be it further resolved that the BCITSA encourages the BC government, in the context of limited fiscal capacity, to prioritize spending for student financial assistance on measures which are up-front and needs-based, as opposed to inefficiently targeted tax credits and debt reduction upon completion.

General policy on federal financial assistance and funding of post-secondary education

Adopted by Council: _____ / Adopted by Committee: January 16, 2020

Whereas the federal government has historically played a critical role in providing funding for a system of post-secondary education which is affordable, accessible, and world-class; and

Whereas the direct cost to students of an education, while currently necessary to fund this programming, ought not to present an insurmountable or unpredictable burden to those seeking to access our world-class universities, colleges, and institutes; and

Whereas a progressive system of financial assistance is essential to the goal of ensuring that a world-class education can be accessed by deserving students regardless of economic circumstances; and

Whereas unsustainable levels of student debt, and the cost of that debt, can serve to disincentivize post-secondary attainment, delay graduates' investments in the economy and their own future, and increase the effective cost of an education for those least able to pay; and

Whereas the federal government's predictable and substantial transfer payments to the provinces are an essential element in the funding of post-secondary education in Canada; and

Whereas public investments in student financial assistance are most effective when up-front and targeted at those who need it most:

Therefore be it resolved that the BCITSA urge the federal government to continue to expand the Canada Student Grants program, as proposed during the 2015 and 2019 federal general elections, with a focus on lower- and middle-income households; and

Be it further resolved that the BCITSA firmly believes that the cost of student debt should not simply be "manageable," but must be truly affordable, and that the interest rate on the federal component of student loans must continue to be as low as possible; and

Be it further resolved that the BCITSA calls on the federal government to implement progressive measures to ease the burden of loan repayment, including proposed policies such as the increased *Repayment Assistance Plan* threshold and the extended grace period, but also means-tested reductions in the interest rate; and

Be it further resolved that the BCITSA requests that the federal government continue to increase the Canada Social Transfer to the provinces, while entrenching the "notional" *Post-Secondary Education Allocation* in law and reviewing the effectiveness of current allocations; and

Be it further resolved that the BCITSA encourages the federal government, in the context of limited fiscal capacity, to prioritize spending for student financial assistance on measures which are up-front and needs-based, as opposed to inefficiently targeted and increasingly expensive tax credits.

Information Note: Increased MSP Prescription Coverage

Presented by: Rose Salm, VP Finance & Administration

January 20th, 2020

Summary

For the months of February to August of 2020, the Board has elected to use a portion of the significant surplus in the SA's Medical Insurance Fund to support increased prescription coverage in areas of student demand.

Background and Pricing

Roughly a month ago, our Chair of Health Sciences LT brought a list of drugs to my attention. These were drugs that Health Services had asserted were not covered for students under our current medical services plan. Students had reportedly tried to fill prescriptions for these drugs under our current plan and had been denied coverage. Gallivan consulted with Great West Life and sent us a massive drug analysis of the total amount of declined and exception claims by drug type for the previous year. LT and I brought the total list of declined and exception drug claims to Health Services, to seek their recommendation on which additions would be of most value to students.

It was determined that the following drugs are the most prescribed/most in demand and therefore a priority:

<i>Drug/Vaccine Name</i>	<i>Rationale</i>
Gardasil	Health Services asserts that while Gardasil is covered for certain young people up to age 26, this is only provided for specific conditions (only if male, HIV positive, etc.), so they really feel that this is a priority to add to the plan.
Trumenba and Nimenrix:	Meningitis vaccines are recommended for med lab students in School of Health Sciences, and it was indicated that currently there are a large portion of students opting not to receive these vaccinations due to cost.
Wellbutrin, Bupropion, and Cymbalta:	These are commonly prescribed by the doctors at our school.
Adderall, Vyvanse, Biphentin, Concerta, and Foquest:	These ADHD medications are the most preferred and most commonly prescribed at our health services.
Biacna, Tactua, and Clindoxyl:	These derm medications are preferred.

Pricing was requested of Gallivan for the various vaccines and prescription medications listed. They were kind enough to provide us with pricing for the various types of drugs, in bundles by class. The per-month costing to add these drugs to our plan for both single and family plans, as well as annualized figures are as follows.

Type	Drugs Added	Single	Family	Annual - Single	Annual - Family
Vaccines 1	Gardasil	\$ 0.01	\$ 0.02	\$ 0.12	\$ 0.24
Vaccines 2	Trumenba, Nimenrix	N/A	N/A		
Antidepressants	Wellbutrin, Bupropion, Cymbalta	\$ 0.02	\$ 0.04	\$ 0.24	\$ 0.48
ADD/ADHD	Adderall, Vyvanse, Biphentin, Concerta, Foquest	\$ 0.04	\$ 0.08	\$ 0.48	\$ 0.96
Dermatology	Biacna, Tactua, Clindoxyl	\$ 0.01	\$ 0.02	\$ 0.12	\$ 0.24
Total		\$ 0.08	\$ 0.16	\$ 0.96	\$ 1.92

Conclusion

On January 13th, 2020, the Board voted to add this additional coverage to our plan for the remaining months of our current benefit year (up until the end of August 2020.) Although Gallivan presented the pricing as an a-la-carte, the Board has decided to pursue the addition of these items as a bundle. Currently we have a significant surplus in the Medical Insurance fund, with which we could fund this change. Here is a rough projection of what this will cost (assuming rough enrolment of students in the prescription drug plan is 8,000, and that 8% of students at BCIT request coverage for dependents.)

Rough Projection Based on Estimate of Current Plan Enrolment:

Students Enrolled in Plan	8000
Monthly Single Additional Cost	\$ 640.00
Months Remaining in Plan Year	8
Total Cost	\$ 5,120.00

Including Estimate of 8% Families

Students Enrolled in Plan - Single	7360
Monthly Single Additional Cost	\$ 640.00
Students Enrolled in Plan - Family	640
Monthly Family Additional Cost	\$ 102.40
Months Remaining in Plan Year	8
Total Cost	\$ 5,939.20

For the MSP fees that cover the plan year that begins in September, Council will be given the opportunity to approve or decline this increased coverage as a permanent addition to our plan during our budget approval session with Council in spring.