



I. Finances

1. Budget

We have one. It was approved by last year's Council. We have decided to stick to all the bottom-line figures approved by Council for the duration of the summer. However, beginning in September I, along with the Budget Committee, will begin making adjustments to the budget as we start getting new information and real figures in order to present the updated budget to Council in late October.

2. Investment Portfolio

During the summer I met with Ken Lester, our Investment Portfolio Manager, and we decided it would be in our best interest to update our investment policy (adopted in 2007) and to increase the risk-to-safety ratio of our portfolio. Our current policies state that we should be risk-averse and no more than 25% of our portfolio could be invested in risky financial products (i.e. stocks). At the beginning of the summer we stood at an approximate of 81%-19% bond-stock ratio, which I suggested bringing up to our 75%-25% limit and currently we are at 76%-24%.

The companies whose stock we own have been reviewed to ensure they abide by our financial ethics policies and guess what? They all do! Additionally, we do not own any mining stocks after concerns about open-pit mining were raised at Council.

The portfolio market value currently stands at about \$1.78 million, which is roughly \$20,000 short from our initial position. Whether to increase our aggressiveness and/or change our strategy (to potentially jump into oil, for instance) is a decision that remains pending until the Investment Advisory Committee members are elected.

3. Financial Ethics

While FERC (SSMU's Financial Ethics Research/Review Committee) was non-existent during the summer months, or all of last year, we ensured that SSMU abided by its financial ethics policies. The only new agreements/contracts for over \$15,000 that the SSMU signed this summer were the beer contracts. For this, stipended researchers were hired to carry out an in depth investigation of both companies and report the results as prescribed by our by-laws. Both reports showed extremely positive initiatives and practices from both companies which are in-line with our guidelines.



4. Funding Policies

The Exec Committee reviewed all funding applications during the summer months. The three funding resources in question are the Campus Life Fund, the "Green Fund" and the Space Fee Fund. In order to ensure a fair allocation of funding and that sufficient funding will be left for the remainder of the year we adopted the following policies:

- I. A cap of \$4,000 for CLF and \$3,000 for GF for the summer months. (neither of these limits were reached).
- II. No funding for food and/or drinks out of CLF and GF.
- III. No funding to print on recycled paper out of GF.
- IV. No funding for trips or delegations travelling to other places out of CLF.

II. Operations

1. Gerts - *'til it hurts!*

During the summer months Gerts kept me quite busy, and it still does up to this day. We decided to keep it open during summer until July. This involved me training with the Bar Manager, Tanya, in order to take over during June while she was in vacations. Overall this was a success as we generated profits during the months of May and June! The Bar Manager, the General Manager, the Comptroller and I have been meeting regularly every week, or more than once a week at times, working hard to give Gerts a complete facelift such as:

1.1 Frosh: We had several of the faculties stop at Gerts during their frosh events. AUS, SUS and MUS stopped at Gerts during their pubcrawls. All of them got free beer (Moosehead in case you were wondering which) and people seemed to have had a great time there. MUSA had a dance party with a live band and we gave them awesome specials on drinks; boy did they drink! NUS had a meet and greet for their faculty. EUS took a raincheck and instead they are stopping at Gerts on September 17th for their pubcrawl.

1.2 Terrace: This was my biggest disappointment of the summer. We worked on setting up a Gerts summer terrace outside of Shatner on the corner right outside of Gerts where people could come sit down and drink outdoors as it is common all over Montreal during the summer months. After measuring the area, drawing up draft plans and consulting with both the City and la Régie des alcools, des jeux et des cours the pre-proposal was not well received by McGill due to concerns that it would affect their pilot project of making McTavish pedestrian which the City had just approved for this year. However, I will be working on getting McGill's approval for the project for next year from May until the end of September.



1.3 Renovations: Early on we elaborated a list of renovations that we wanted to do by the start of the winter term and have been working on it since. Here is the list with a status update:

- Remove the 90's couch from the corner. (**Done**)
- Set up individual booths in the corner. (Pending quotes)
- Get rid of the metallic hanging tables. (**Done**)
- Expose, sand and varnish the wooden bar structure. (**Done**)
- More visible menu. (Working on it)
- Remove bar overhead lights. (Looking for a replacement)
- Get a wooden front & rear bar. (Designed & Funding sources pending)
- Install wooden floor (Pending quotes)
- Upgrade the sound system. (**Done**)
- Redo the shelves & liquor display. (Designed & Funding sources pending)

1.4 Sound System: As a part of the renovations plan, we approved \$8,000 out of the Space Fee in order to enhance and upgrade the sound system at Gerts. This was done through several phases. The first thing we did was get a dj mixer to replace the one that was stolen last year. Then we got a new sound board and got the monitor fixed. Then all the speakers were fixed to avoid replacing them with new ones and save money. We also bought ten XLR cables and six mics with stands for bands. Lastly we reorganized the sound system management with a \$1,400 console that allows us to split the bar in 3 segments and to isolate the sound in each of them and we set this up in the lights room so no one has access to it. Currently we are in the process of acquiring a set of two turntables, one guitar amp and a bass guitar amp.

1.5 Pool Tables: The old pool table was returned along with the cues and ball and we got two brand new professional pool tables with cues and balls. We also decided to charge \$6 per hour per table, except on Tuesdays when it is going to be free.

1.6 Marketing: We have decided to pursue a fierce marketing strategy. We brought back the "Gerts 'til it hurts" slogan and have used it on Gerts promo items. We have currently distributed thousands of Gerts stickers and Gerts pens with the slogan. All staff will be wearing Gerts t-shirts that have been made in collaboration with McAuslan which will have advertisement for Gerts & Moosehead. We have ordered over a thousand Gerts condoms and matchboxes to distribute. Finally, we have been playing with the Gerts logo in order to come up with something more appropriate for the image of Gerts we want to portray right after the renovations.

1.7 Food: That's right! We are no serving food at Gerts. Everyday after 5pm we will begin serving pizza and after 7pm we will be serving a few other dishes that can be prepared on FastChef, our new "miraculous" baby.



2. Haven Books

The former Haven Manager resigned in mid-April and the past exec desired to promote an employee to manager from mid-April until mid-May to cover the beginning of the summer term. While this approach ensured the store remained in business for summer classes it aggravated a few things and brought some problems later on. I worked at the store most days of the week during May helping out the manager, as the only other employee had summer classes as well, and took over the store management by the end of May until we hired a new manager in the last week of July. Currently, the rush period is over and the new manager, Ben, is doing quite well. At the next Council meeting I will provide a detailed update on everything that has been going as well as the sales report of the beginning of the term which finishes this week.

3. Health & Dental Plan (ASÉQ)

I met with Lev Bukhman, our health and dental plan administrator, at ASEQ several times in order to discuss our plan. We have gone over the history of the plan, the financials, the status of the HDRF and a few other things. It was decided that it would be best for us to not increase the benefits for plan members as the amount left in HDRF is not a lot and we are very likely to engage in a tendering process in the winter term.

The one thing that we are likely to begin doing right away is to lobby PGSS into joining us in submitting a proposal to McGill for us to manage health insurance for international students, instead of having McGill do it through ISS & Blue Cross. By doing this we would be able to bring down the insurance cost to international students and drastically increase the amount of benefits they are eligible to at the same time. Furthermore, we will be implementing and advertising what we carried out as a pilot project last year, the Continium plan, which allows students to graduate to continue to receive the supplementary health & dental coverage after graduating at a very low premium.

4. Minicourses

They are the BEST! We have broken our record of revenues (before expenses) established two years ago. We are filling up most of the classes which is fantastic.

III. SSMU Inc.

1. Al-Taib



We finished the lease negotiations that had been an ongoing process for over one year. You can all expect to find Al-Taib open at Gerts Monday to Friday from 12pm until 5pm every week until mid-December and from January until Mid-May. But, that is not all... After they close their operations, Gerts will continue to serve pizza all night and sell them at the same price, while making a small profit!

2. Bank Accounts

After meeting with our Scotiabank Account Manager, we were informed of a few minor changes in our bank fees for the year. The Club Management Fee increased from a flat fee of \$60 to a flat fee of \$150 per year to manage the account of the over 200 clubs that operate under SSMU. It was decided to close our credit line of up to \$50,000, which we never use or need, as we currently stand on a very good and stable financial position, unlike the years past. Lastly, in order to generate some extra revenue on our idle funds sitting in a saving accounts, earning no interest because of the incredibly low prime rate due to the economic crises, we opened a Small Business Savings account for \$500,000 which will be earning interest and short-term GICs in the future for all money in excess of \$500,000.

3. Beer Contracts

SSMU, lead by the VP Internal, carried out the beer negotiations during the summer. We negotiated four different contracts for a term of three years; two Consomation à domicile (CAD) and two Consomation sur place (CSP) contracts. The CAD contracts split campus exclusivity for the faculties and SSMU so that Boréale will be the exclusive supplier of SSMU, AUS, MUS, and SUS events on campus and banquets, while McAuslan will take EUS pub nights and banquets. Additionally, both companies will take half of the SKUs at OAP, as you might have noticed.

The two CSP contracts apply for events and any activities involving beer consumption in the Shatner building. The ballroom will still have four draft lines (two Boréale and two McAuslan) and the party using the ballroom will be able to decide which beer products, from those two companies, shall be served. For Gerts we decided to restructure the composition of our draft lines which are currently four Boréale, four McAuslan and one Beerbrier. We are in the process of replacing the Beerbrier line and tower for a double line and a tower in order to have four Boréale and six McAuslan lines, for a total of 10 beer draught lines. Furthermore, both companies will be making contributions to the Student Life Fund.

4. Bottled Water



We began phasing out bottled water from Shatner! It has already been removed from all of the vending machines, except for one of them. Additionally, tenants have been very supportive of the student motion and have agreed to replace water bottles with pitchers of tap water with lemons in them, yummy!!

5. Café Supreme

As you have noticed, they are open! The place looks fabulous and everything is delicious. We did receive some complaints from students about their prices, so the current prices were reviewed and checked with the prices stated in our lease and we will meet shortly to discuss any difference in them.

6. Hirings

Inventory Coordinator: Faye Hughes

Minicourses Manager: Nell Slochowski

Minicourses Website & PR Manager: Mitchell Miller

Minicourses Advertising & Registration Manager: Chantal Chateauneuf

Haven Bookstore Manager: Benjamin Paris

Haven Manager Training Aid: Raimi Marx

Jr. Accounting Clerk: Melissa Huot

Jr. Accounting Clerk: Alexandre Halvestone

IV. Visibility, transparency & projects

1. Building relations

We are working on building better, healthier, closer and stronger relationships with faculties, groups, associations and other key components of life on campus. There was a lot of support and cooperation between SSMU and the faculties during frosh, as well as during OAP. Furthermore, we have been showing up to several campus events put on since the beginning of the term and we intend to continue supporting these throughout the year.

2. e-Financial Statements

All the audited financial statements of the SSMU/SCMU since its incorporation have been uploaded to the website in an effort to improve the transparency of SSMU finances.

3. Long Term F&O Plan



After assuming a vacant portfolio that had been forsaken with no direction and no one to carry on the torch of where things should be going, I have decided to work on a long term plan for the SSMU finances and operations. This initiative that I began working on during the summer is something I intend to pursue further through Operations Committee in order to receive as much input as possible.

4. Tabling (Parents' Tent, Y intersection, AN, Street Fest, etc.)

This year's exec has taken the initiative of increasing the visibility of SSMU on campus and getting students informed about what we do and how they can get involved. We have been working on different brochures and information booklets to get this information out. I have also invested a considerable amount of time tabling, with other execs, for SSMU whenever possible; a week at the McGill Parent's tent, two weeks at the Y-intersection, during Street Fest, etc.

Respectfully submitted,

Jose A. Diaz

VP Finance & Operations