

1. CALL TO ORDER

Call to Order – 11:35 AM

2. TERRITORIAL ACKNOWLEDGMENT

We acknowledge that this meeting is being conducted on the unceded territories of the Coast Salish peoples; which, to the current knowledge of the Society include the Squamish, Musqueam, Stó:lo, and Tsleil-Waututh people.

3. ROLL CALL OF ATTENDANCE

3.1 Board Composition

President	<i>Vacant</i>
VP External Relations	Jasdeep Gill
VP Finance	Matthew Chow
VP Student Services	Samer Rihani
VP Student Life.....	Tawanda Masawi
VP University Relations.....	Jackson Freedman
At-Large Representative (<i>Chair</i>)	Mohammed Ali
At-Large Representative.....	<i>Vacant</i>
Faculty Representative (Applied Sciences)	Kia Mirsalehi
Faculty Representative (Arts & Social Sciences)	<i>Vacant</i>
Faculty Representative (Business)	Jessica Nguyen
Faculty Representative (Communications, Art, & Technology)	Amrita Mohar
Faculty Representative (Education)	Cameron Nakatsu
Faculty Representative (Environment)	Russell Dunsford
Faculty Representative (Health Sciences).....	Christina Loutsik
Faculty Representative (Science)	Natasha Birdi

3.2 Society Staff

Chief Executive Officer.....	Martin Wyant
Campaign, Research, and Policy Coordinator	Sarah Edmunds
Research and Administrative Assistant.....	Maria Kawahara
Administrative Assistant	Zoya Nari

3.3 Guests

The Peak News Editor Assistant	Amneet Mann
Student	Teghan Acres
Student	Ryan De Jong

4. ADOPTION OF THE AGENDA

4.1 MOTION BOD 2018-11-09:01

Jasdeep/Russell

Be it resolved to adopt the agenda as amended.

CARRIED AS AMENDED

- Add to New Business: 7.2 Events Committee Volunteers and 7.5 Executive Committee

5. MATTERS ARISING FROM THE MINUTES

5.1 MOTION BOD 2018-11-09:02

Samer/Jasdeep

Be it resolved to receive and file the following minutes:

- Accessibility Fund Advisory Committee 2018-10-23.pdf
- Board of Directors 2018-10-26.pdf
- Events Committee 2018-10-04.pdf
- Governance Committee 2018-10-22.pdf

CARRIED

6. DISCUSSION ITEMS

6.1 Plastic Bottle Ban

- The presenters gave a historical overview of plastic bottles to work towards a zero waste and low impact water use at SFU
- They are currently working on banning the sale of plastic bottles at Burnaby Campus only because the Vancouver and Surrey campus are out of jurisdiction
- There is currently a petition for this initiative

Matthew Chow arrived at 11:43 AM

- There was a delay in meeting with the SFU Administration due to some scheduling conflict
- It is noted that only a few Canadian universities have banned plastic bottles, however, there are some groups that have contracts with vending machines
 - Will need to look at the remaining length of the contracts with those groups and if it can be slowly removed through phases or all at once
- There will be a documentary screening at the end of November where a date will be announced at a later time
 - It is anticipated to have these screenings in the spring semester to keep students informed
- Board members are in favour of the initiative and are willing to promote it on the SFSS social media platforms and provide support/funding if necessary
 - The group involved in the initiative will be receiving funding from the Pacific Resource Centre
- The focus of the initiative is geared towards on-campus vendors

6.2 The Elizabeth Fry Society Petition

- To support students whose financial situation is extremely limited
- The number of signatures that the petition receives will lead to the length of time they are able to speak at the federal level
- The individuals who reached out requested SFSS to help via tabling and social media outreach

- Currently working on the federal platforms

6.3 Fall 2018 Lobbying Trip

- Refer to the attachment
- It is noted that UVIC was unable to attend due to some internal conflicts, however it is anticipated that they will be involved in the spring semester lobbying trip
- The SFSS contributed to the BCFS package; such as the sexual violence and misconduct policies
 - A 2-page package was created for the SFSS, but the goal is to create a booklet similar to the BCFS package
- During the lobbying trip, the Communications, Arts & Technology representative, Environmental representative, and VP External Relations worked towards making the policies between the university as consistent as possible

Open Educational Resource

- Majority was in favour of the initiative
 - There was already a 2-million-dollar contribution, which lead to 9 million dollars in saving for students

Financial Aid

- The NDP was working on it, however it is taking a while since the total financial contribution will have a significant toll

Sexual Violence and Prevention

- It is noted that there are some institutions at the lobbying trip that do not have an official office, instead it is combined with another department

Future Opportunities

- Info: First lobbying trip is to give a recommendation, the second one is to follow-up and reinforce any additional requests
- The goal is to get specific groups involved in the provincial and federal opportunities
- Federal lobbying is a high priority right now

Consulting

- To keep students informed and reinforce the topics to future Boards for consistency
- Will be working towards new topics and will inform Board at a later date

6.4 Nimbus tutoring service

- Uber for tutors was carried forward from the previous VP Student Services
 - Related to the academic pillar of the SFSS
- Currently do not have a tutoring service, other than student volunteer tutors with varying hours
- Tutors will be specialized in a topic where students would later rate them for the service
- Nimbus would cover 20% of the fee of the tutor, which would decrease in 5% increments as the students uses the services on a regularly
- The app provides a multitude of options; such as choice of location to meet the tutor, scheduling, etc.
- To possibly bring up to SFU Administration and VP Academic
- Suggestion:

- To possibly pay for the services as a way to show SFSS' support
- To further look into the tutoring initiative
- To reach out to the universities that currently use this service
- Concern:
 - Nimbus is just a company that charges a fee without finding the tutors. SFSS would have to commit to finding all the tutors and perform all the logistics

6.5 Bursary contribution

- Emergency Aid Fund
- End of November is the deadline to match the funding, if Board agrees
- Board fully supports this topic and will be referring to the Finance and Audit Committee

6.6 Council Updates

- Tuition increase
 - A working group was created at the last Council meeting
 - Governance Committee and the Advocacy Committee to look into the topic
 - Board members and Councillors to possibly work together
 - It is noted that it is not feasible to have a tuition freeze, but a tuition cap can be implemented to regulate the necessary increases
 - VP External Relations to provide a presentation on a provincial perspective at the next Council meeting
- Board is encouraged to attend Council meetings and assist councillors in their initiatives through action items and accountability

7. NEW BUSINESS

7.1 Mini Mart Lease Extension – MOTION BOD 2018-11-09:03

Jasdeep/Russell

Whereas the current lease for Mini Mart 101 Ltd. (Mini Mart) expires on December 21, 2018; Whereas the lease could be extended on a month-to-month basis to align with the expected completion date of the SUB and the date by which the SFSS (and its MBC tenants, including Mini Mart) must vacate the MBC.

Be it resolved to approve the Extension of Lease agreement between Mini Mart 101 Ltd. and the Simon Fraser Student Society;

Be it further resolved to authorize the CEO and Vice President Student Services, Samer Rihani, (Acting President) to sign the agreement on behalf of the SFSS.

CARRIED

- Closer to the opening date of the Student Union Building, the SFSS to offer potential vendors, in a competitive setting, to request a space

7.2 Events Committee Volunteers – MOTION BOD 2018-11-09:04

Cameron/Christina

Be it resolved to amend the Events Committee Terms of Reference to include non-voting positions called Events Committee Volunteers.

CARRIED AS AMENDED

- Committee interviews ended last week

- To allow unsuccessful candidates and individuals to be involved in the committee and receive recognition for their help
- Suggestion:
 - To not have a restriction on the number of non-voting members in a committee
- Amendment: to remove “3”

7.3 SFSS Committee Appointments – MOTION BOD 2018-11-09:04

Samer/Cameron

Be it resolved to appoint Vivian Ly and Andrew Araneta as Members At-Large to the SFSS Accessibility Committee for the Fall 2018 semester;

Be it further resolved to appoint Sophie Cummings, Meredith Nguyen, and Cathy Huynh as Members At-Large to the SFSS Vancouver Campus Committee for the Fall 2018 semester;

Be it further resolved to appoint Noble Tan and Daniel Bhang as Members At-Large to the SFSS Surrey Campus Committee for the Fall 2018 semester;

Be it further resolved to appoint Matthew Cooper, Anthony Antillon, Mohnish Farswani, Rayhaan Khan, Maneet Aujla, and Hattie Luo as Members At-Large to the SFSS Events Committee for the Fall 2018 semester;

Be it further resolved to appoint Ryan Luk and Devin Sidhu as Events Committee Volunteers to the SFSS Events Committee for the Fall 2018 Semester.

CARRIED

- There is currently one pending Surrey Campus Committee member

7.4 Showpass Contract – MOTION BOD 2018-11-09:05

Kia/Russell

Be it resolved to table the above item to 9.2.

CARRIED

7.5 Frontrvnners and Communications Student Union – MOTION BOD 2018-11-09:06

Jasdeep/Russell

Be it resolved to approve up to \$1,046 from line item 822/20 Vancouver Campus Committee for the Frontrvnners and Communications Student Union Workshop and Pop-up for November 2018.

NOT CARRIED

- Friendly amendment: change x to \$1,046
- To support Frontrvnners at the Vancouver Campus Committee
- It is noted that the event is occurring tonight and the amount would go towards the room booking
- The Communications Student Union will need to submit a grant since the event is not a collaboration with SFSS and no proposal was not given. According to the SFSS policies, Board is unable to provide funding for the event
- Question was called
- Abstention: Natasha Birdi, Jessica Nguyen, Tawanda Masawi, and Samer Rihani

7.6 Executive Committee – MOTION BOD 2018-11-09:07

Kia/Russell

Whereas the Board of Directors recommended to the Board of Directors to change the Terms of Reference of the Executive Committee at the July 20th Board Meeting

Be it resolved to amend the Terms of Reference of the Executive Committee to add all ten non-executive board members as ex-officio members

Be it further resolved to change the line "A majority of voting members constitute quorum." to "A majority of voting members constitute quorum, including at least four (4) Executive Officers."

CARRIED

- Board is in favor

8. IN-CAMERA

8.1 MOTION BOD 2018-11-09:08

Matthew/Russell

Be it resolved to go in-camera for the remainder of the meeting.

CARRIED

8.2 Space Agreement

8.3 Diversity and Wellness Centre

8.4 HR Release

8.5 HR Management

8.6 CUPE Relations Update

9. EX-CAMERA

9.1 MOTION BOD 2018-11-09:09

Jasdeep/Amrita

Be it resolved to go ex-camera.

CARRIED

9.2 Showpass Contract – MOTION BOD 2018-11-09:10

Amrita/Jasdeep

Be it resolved to approve the agreement between Showpass and the Simon Fraser Student Society;

Be it further resolved that the CEO and Vice President Finance, Matthew Chow, be authorized to sign the agreement between Showpass and the Simon Fraser Student Society.

CARRIED

- Abstention: Matthew Chow

10. ATTACHMENTS

- Fall 2018 Lobbying Report.pdf
- The Elizabeth Fry Society.pdf
- MAEST Staff Meeting Notes.pdf
- Simon Fraser - Nimbus Partnership Proposal.pdf
- Nimbus Tutoring.pdf
- Showpass October 2018.pdf

11. ADJOURNMENT

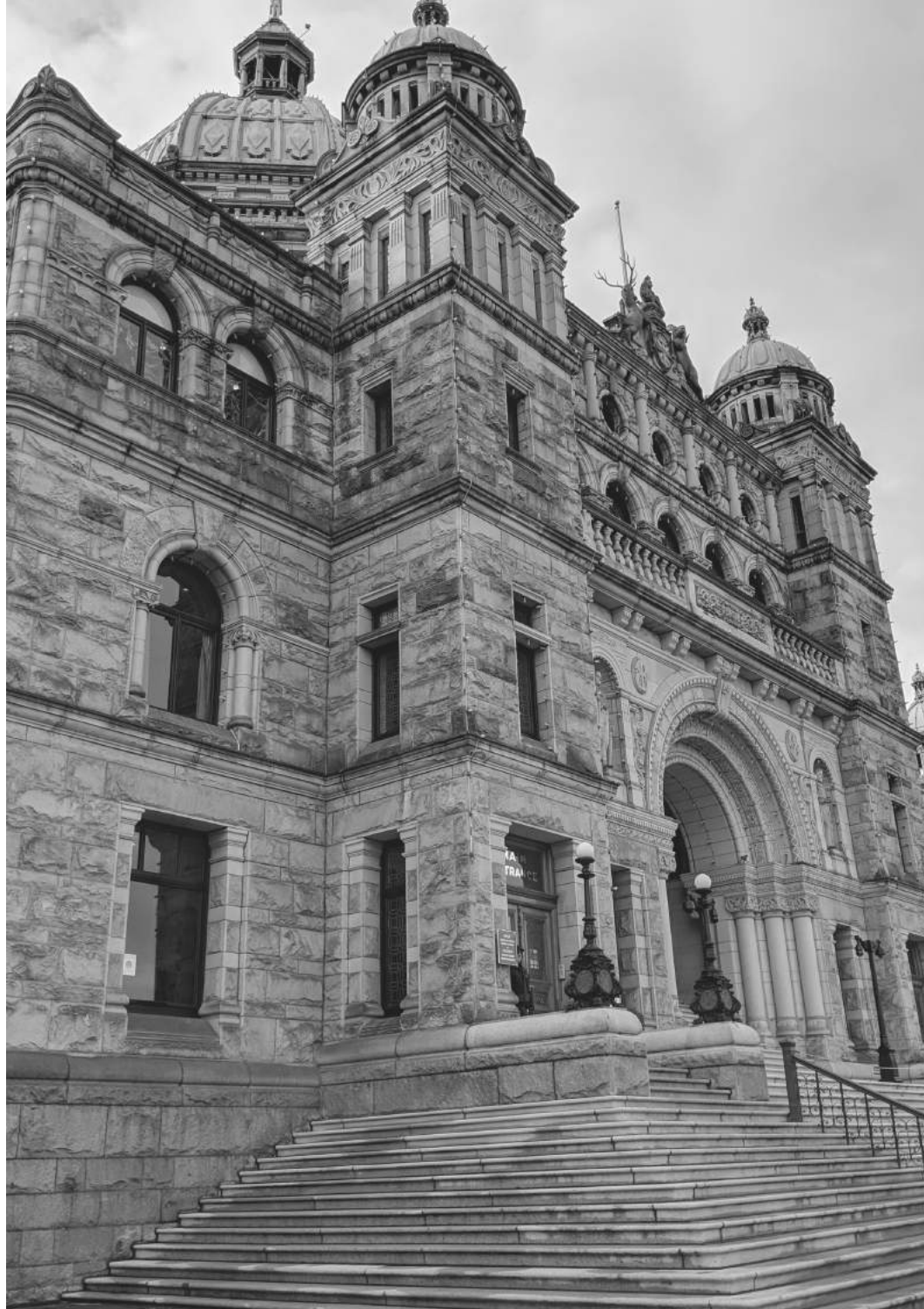
MOTION BOD 2018-11-09:11

Jasdeep/Jackson

Be it resolved to adjourn the meeting at 2:35 PM.

CARRIED

PREPARED BY JASDEEP GILL, AMRITA MOHAR, RUSSELL
DUNSFORD & SARAH EDMUNDS



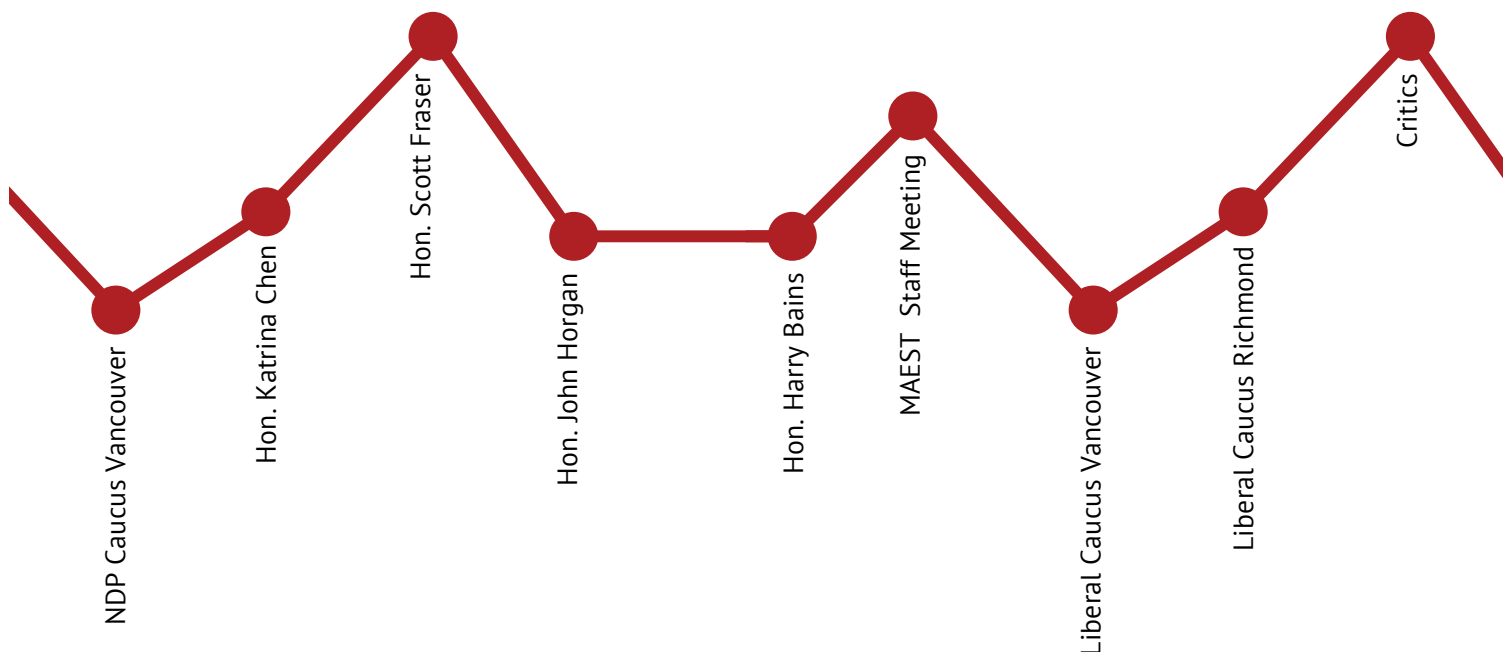
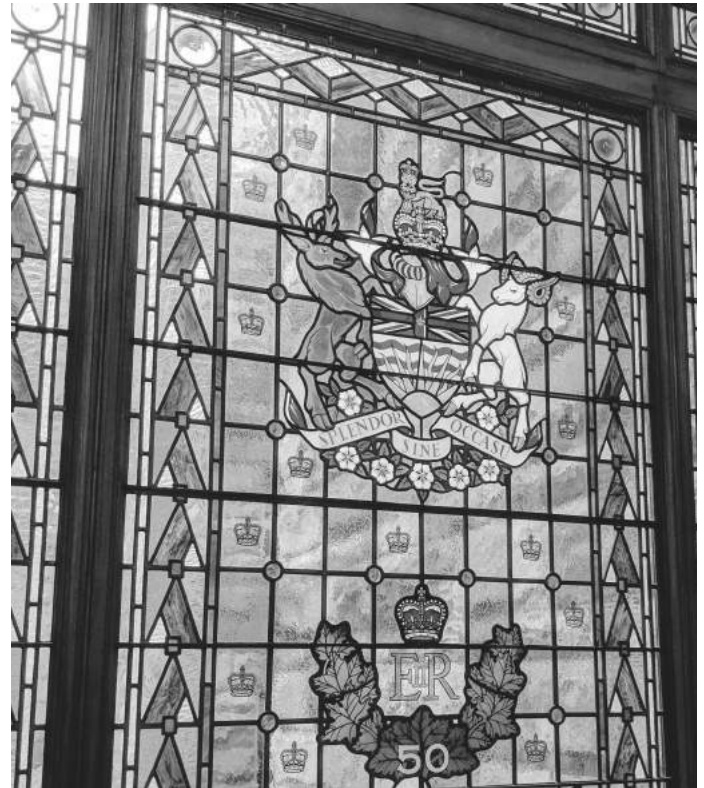
**FALL
2018**

LOBBYING REPORT

A JOINT PROVINCIAL LOBBYING TRIP WITH SFSS,
BCFS & UBC AMS

REPORT CONTENTS

1. Partnering Organizations
2. Fall Lobbying Team
3. Joint Recommendations
5. Upcoming Lobbying Topics
6. Next Steps



PARTNERING ORGANIZATIONS

Simon Fraser Student Society

The Simon Fraser Student Society (SFSS) is a student-led organization that represents and advocates for the interests of the 25,000+ undergraduate students at SFU. We are a not-for-profit support network and voice at SFU that exists to improve the health and wellbeing, academic conditions, social experience, and financial conditions of our members.

University of British Columbia Alma Mater Society

The Alma Mater Society of the University of British Columbia - Vancouver (AMS) represents over 54,000 undergraduate and graduate students and is incorporated under BC's Societies Act. In our efforts to improve the quality of students' educational, social, and personal lives, we advocate for affordable and accessible post-secondary education in BC.

British Columbia Federation of Students

The British Columbia Federation of Students (BCFS) represents over 130,000 college and university students from across all regions of the province. The Federation represents full- and part-time students at the college, undergraduate, and graduate levels. Together these students advocate for a well-funded system of post-secondary education in BC that is affordable and accessible for all students.



Collectively representing over

200,000

students across British Columbia.

FALL LOBBYING TEAM

Supported by the Federal, Provincial and Municipal Lobbying Committee



Jasdeep Gill
VP External Relations



Amrita Mohar
FCAT Representative



Russell Dunsford
Environment Representative



Sarah Edmunds
Campaigns & Policy Research
Coordinator

JOINT RECOMMENDATIONS

1. Student Financial Aid

Eliminate all interest charged on BC student loans; and increase non-repayable student financial assistance options for students from low- and middle-income backgrounds through the creation of a comprehensive up-front, needs-based grants program.

2. Open Education Resources

Allocate one-time additional funding of \$5 million to BCcampus to facilitate the creation and expansion of open education resources.

3. Sexual Violence and Misconduct Policies

Review the sexual violence and misconduct policies at the twenty-five public post-secondary institutions to ensure they cover the necessary issues and provide satisfactory responses; and undertake a needs assessment amongst post-secondary institutions to determine the funding necessary to effectively implement sexual violence and misconduct policies.

UPCOMING LOBBYING TOPICS

The SFSS Federal, Provincial and Municipal Lobbying Committee is conducting research and developing policy recommendations on the following topics:

1. Off-campus living allowances
2. Capping residence fees
3. Providing Needs-Based Grants
4. Regulation of international student tuition
5. Investing in reconciliation through education

NEXT STEPS

- Investing in consulting services to develop a stronger lobbying platform for the SFSS
- Growing partnerships with organizations such as the BCFS and UBC AMS
- Spring 2019 Provincial Lobbying Trip
- Spring 2019 Federal Lobbying Trip



FOR MORE INFORMATION EMAIL:
VPEXTERNAL@SFSS.CA



simon fraser
student society



MAEST Staff Meeting Notes

1. Overall findings from BCFS meetings with Ministers/Official Opposition shadow Cabinet
 - Student financial aid, OER, and SVP are generally well-supported; most pushback was only questions for clarification (e.g. OER → why not push onto the institution?)
 - Student housing and international education a little less clear on path forward
2. Topic: sexual violence prevention (SVP)
 - 6 week awareness/outreach campaign rolled out by the province → awaiting analysis; preliminary feedback is positive
 - Social media and poster campaign
 - Main theme from outreach campaign: awareness
 - 365 submissions from post-secondary institutions; suggestions included policy implementation assistance (e.g. plain language guidelines), more training and resource development, increased reporting accountability, availability of info/support on campus, and more collaboration with K-12 education sector
 - Next steps: MAEST is leading a working group (decision was made in late October) that will roll out an “action plan” based on 3 pillars to address sexual violence: prevent, respond and support
3. Topic: student housing
 - Collaboration and shared expertise → result is a student housing working group with 8 institutions involved
 - Government-led workshops have occurred on this topic this year with themes such as operations and financial stability
 - \$450 million has been allocated for student housing → loan program, capital grants, indigenous housing
 - Important figures: 8000 new beds, 5000 from loan and 3000 from institution self-funding
 - Estimates of student demand: demand calculator available to institutions to use to estimate demand
 - Issues: housing cost escalation, priorities of different sectors, best practices around student housing agreements
 - Currently, an institution assesses local market rates based on best available information, and sets rents at or below market rate (note that not all rents have to be below)
 - Meeting scheduled for January 2019 to discuss these topics
4. Topic: international education
 - MAEST recognizes it is time for a new policy strategy → ensuring all post-secondary institutions have a policy to guide them
 - Consultation approach beginning and strategy to be developed by spring 2019
 - Increased involvement with institutions is anticipated; policy question: should taxpayers pay for international students who do not pay traditional taxes?
 - Most likely outcome: MAEST will encourage a mechanism for increased tuition transparency over the course of an international student’s education

5. Topic: OER

- Current status:
 - Tuition-free developmental programs currently exist
 - Often there is a need for ancillary resources in addition to textbooks
 - Z-creds: course fees only; no textbook or ancillary fees
 - BC Campus: guidelines to help instructors → can use repository to find resources
 - What is adoption like at SFU?
 - Digital resource learning network working group – can provide best practices
 - Also offers grants to support redesign of courses
 - In course description, Z-cred status can be listed

6. Topic: student financial aid

- Commitment to eliminating student loan interest is a top priority (rate dropped in August 2017 → this was Liberal government advance)
 - Current status: briefing prepared for Minister and is being read
- Grants: BC Completion grant = fixed budget/eligible grant recipients
 - Mode of this grant is \$1700 per student (8000 recipients); 100 recipients of \$9000 grants (max amount)
 - Gap assessment being undertaken
 - There has been discussion on more upfront grants but it is not an explicit priority

7. Reconciliation on campus and student mental health were also brought up by the BCFS, but were not on the agenda, so little was gleaned from the Ministry staff from this conversation.



Nimbus

At Nimbus, we use technology to connect passionate teachers with motivated learners for peer-to-peer lessons in all fields of education.

The Tutor's Experience

Set prices

TUTOR CHECKLIST [Skip](#)

COURSES & HOURLY RATES [Average Price](#)

Math 101 McGill ☐

\$15/h \$20/h \$25/h \$30/h

\$35/h \$40/h \$45/h \$50/h

\$55/h \$60/h

English 100 McGill ☐

Advanced Anthropology McGill ☐

UNIVERSITY AVERAGE PRICE

The average price is set to **\$35** at McGill University

Add location

TUTOR CHECKLIST [Skip](#)

LOCATION

0/5

Starbucks

Starbucks
111 Bean Ave, Pittsburgh - 3.6 mi [Select](#)

Crazy Mocha
341 Nomnom St, Pittsburgh - 3.6 mi [Select](#)

Starbucks

Set availabilities

TUTOR CHECKLIST [Skip](#)

SCHEDULE

MAY 2018

S M T W T F S

1 2 3 4 5 6

7 8 9 10 11 12 13

8am

9am

10am

11am

12pm

CONTINUE

Chat system

MY MESSAGES

Search Students

MATTHEW CLARK
Last Active: 1h ago 8

MATTHEW CLARK
Last Active: 1h ago 2

MATTHEW CLARK
Last Active: 1 day ago

MATTHEW CLARK
Last Active: 47 mins ago

MATTHEW CLARK
Last Active: 1h

MATTHEW CLARK
Last Active: 1 week ago

[CONTACT CUSTOMER SUPPORT](#)

Ready to
teach!

The image shows a mobile app interface for a tutor's profile. The profile belongs to 'MASTER YODA', who has a 4.5-star rating and 52 bookings. The profile includes a biography, statistics (114 hours, 1.25 response rate), and sections for universities taught (Concordia, McGill), degrees (Bachelors, Masters), and languages (English, Akan, Targarian). A reviews section shows a student's feedback dated 4/11/18.

Tutor's profile picture

Tutor's rating

Biography

Tutor's activity

Courses taught

Educational background

Languages the tutor can teach in

Reviews made on tutor

MASTER YODA ★★★★★
I have taught students from ages 16 to 21 for 5 years and really enjoy assisting in the learning process. I greatly enjoy making a difference to each student both in education and confidence.

114 HOURS **1.25** RESPONSE RATE **52** BOOKINGS

UNIVERSITIES & COURSES

- Concordia University [View Courses](#)
- McGill University [View Courses](#)

DEGREE

- Bachelors [View Degree](#)
- Masters [View Degree](#)

LANGUAGES

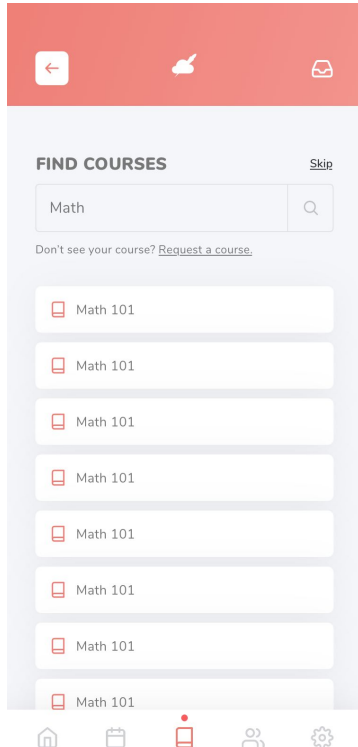
- English ×
- Akan ×
- Targarian ×

REVIEWS (8)

Student Name 4/11/18
Cupcake ipsum dolor sit amet candy pudding. Muffin cake pie. Toffee brownie gummi bears sugar plum.

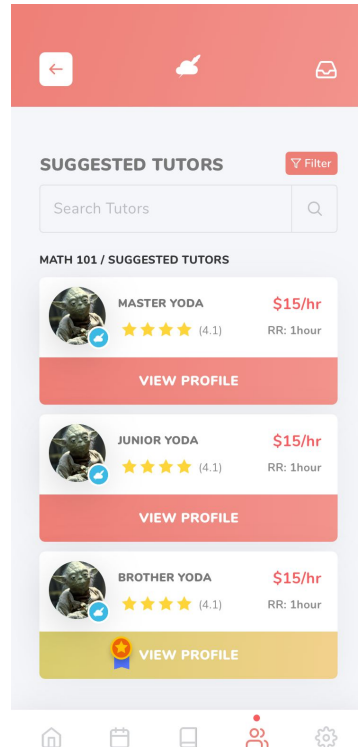
The Student's Experience

Find a course



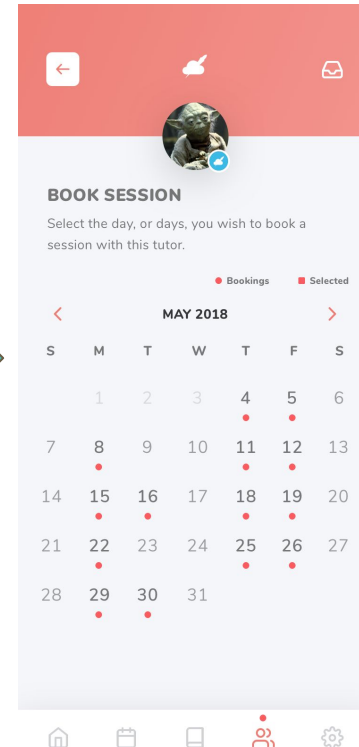
Find a course screen. The header is red with navigation icons. The main section is titled 'FIND COURSES' with a 'Skip' link. A search bar contains 'Math'. Below the search bar, a list of 'Math 101' courses is shown. The bottom navigation bar includes icons for home, calendar, a red book icon, a person icon, and a gear icon.

Find a tutor



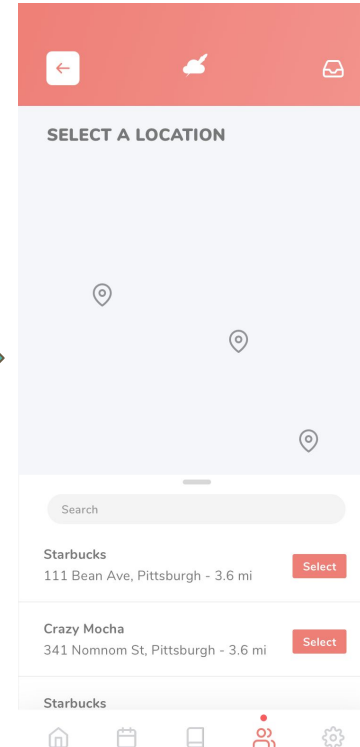
Find a tutor screen. The header is red with navigation icons. The main section is titled 'SUGGESTED TUTORS' with a 'Filter' button. A search bar contains 'Search Tutors'. Below the search bar, a list of suggested tutors for 'MATH 101' is shown. Each tutor entry includes a profile picture, name, rating, price, and a 'VIEW PROFILE' button. The bottom navigation bar includes icons for home, calendar, a red book icon, a red person icon, and a gear icon.

Choose time



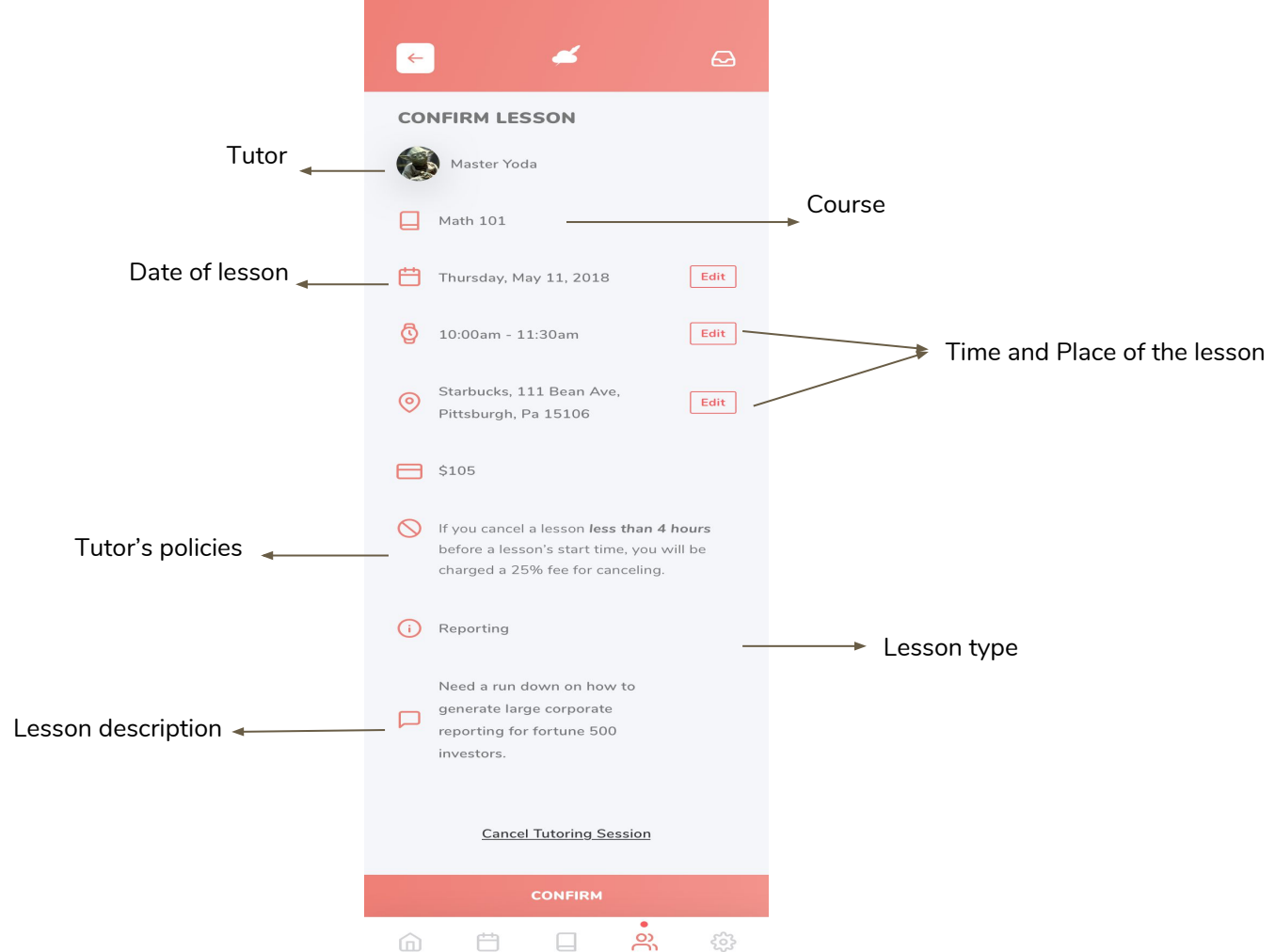
Choose time screen. The header is red with navigation icons. The main section is titled 'BOOK SESSION' with a profile picture of a tutor. Below the title, a calendar for 'MAY 2018' is shown. The calendar displays days of the week and dates, with red dots indicating available booking times. The bottom navigation bar includes icons for home, calendar, a red book icon, a red person icon, and a gear icon.

Choose location



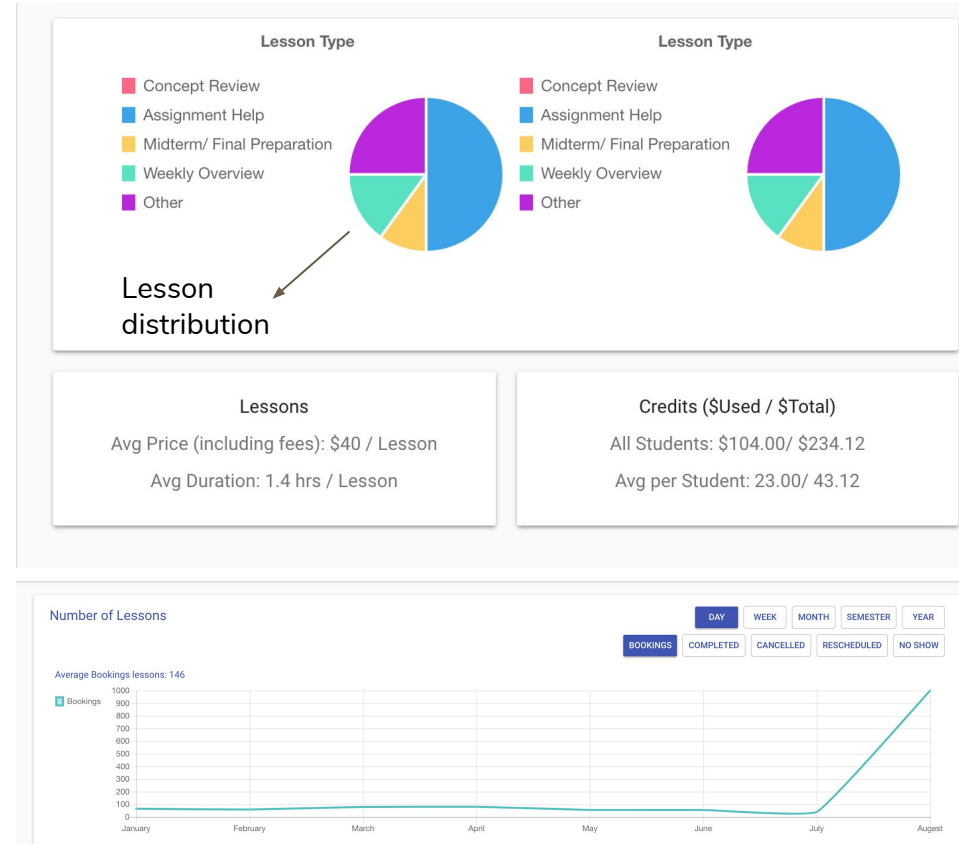
Choose location screen. The header is red with navigation icons. The main section is titled 'SELECT A LOCATION'. Below the title, a map is shown with location pins. Below the map, a list of locations is shown, including 'Starbucks' and 'Crazy Mocha', with a 'Select' button next to each. The bottom navigation bar includes icons for home, calendar, a red book icon, a red person icon, and a gear icon.

Let's learn!



The Administration's Experience

Collect relevant data on your students and courses



The Administration's Experience

Nimbus Administration Console

Dashboard

Course Approvals

Interviews

Students

Tutors

Lessons

Courses

Universities

Locations

Messages

Announcement

Requests

Discount/Referral

Create a Tutor

Search Course Code

Filter By Course Code

Tutor	Student	Courses	University	Status	Location	Time	Price
Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32
Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32
Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32
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Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32
Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32
Aaron Lee	Haruki Moriguchi	Math 140: History and Philosophy of Mathematics	University of Toronto	Pending Rescheduled	RedPath Library	03/15/2018, 14:30-16:30	\$32

Course

Price

Tutor's and Student's name

Location where the session is taking place

Manage lessons and payments for individual students and tutors

Nimbus Administration Console

Dashboard

Course Approvals

Interviews

Students

Tutors

Lessons

Courses

Universities

Locations

Messages

Announcement

Requests

Discount/Referral

because you need to the

Jun 13th, 2018

Jul 13th, 2018

Aug 13th, 2018

Sep 13th, 2018

Oct 13th, 2018

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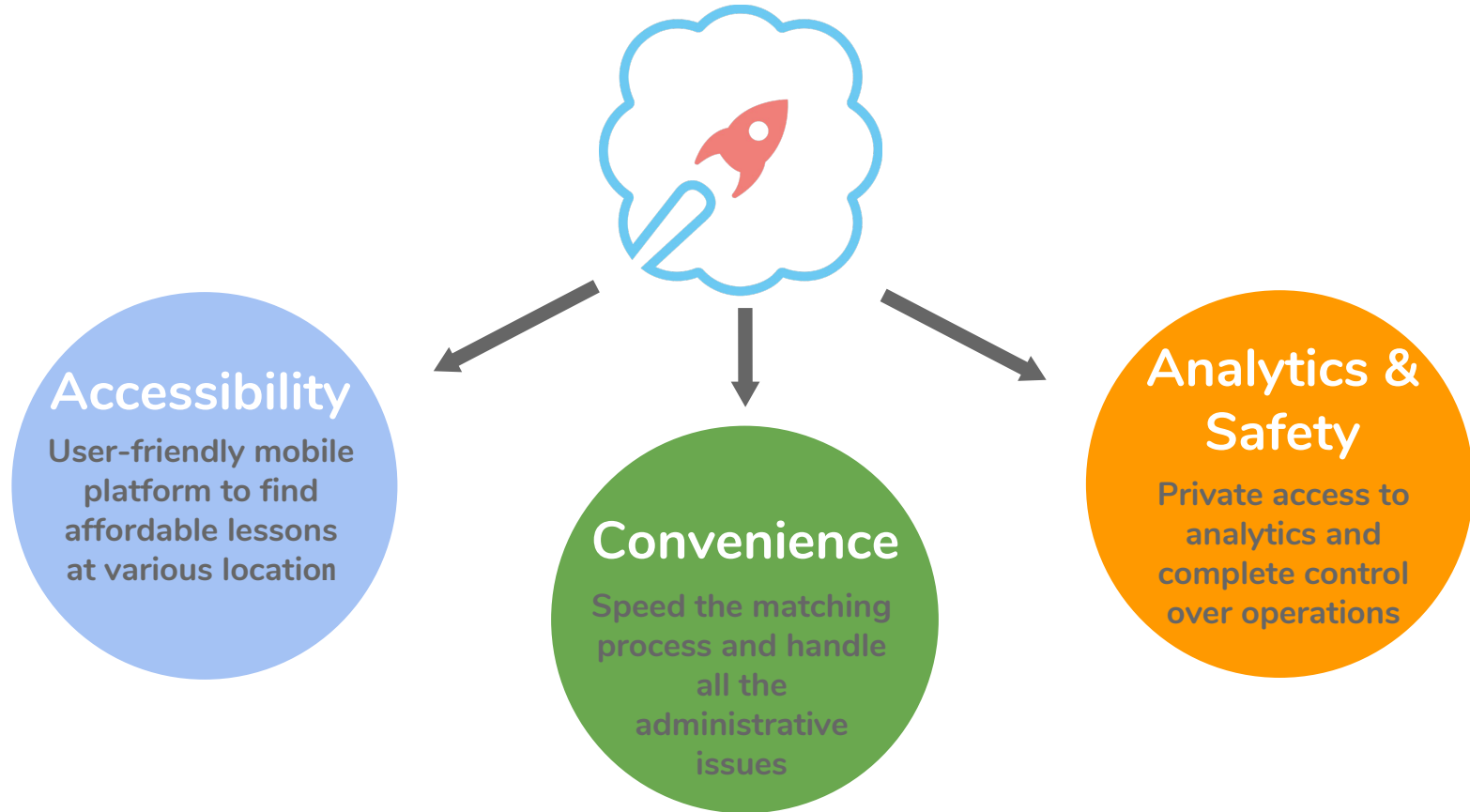
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this is also a random message

Type a message...

Instant customer support

What can we bring to your University?



Meet our team and find us online



This is our executive team from who originated our company. They all come from various backgrounds and were united by the idea of Nimbus and the desire to design a unique app that will modernize the tutoring experience.

They successfully implemented our product at McGill and Concordia University and we are now expanding to 14 universities across Canada.

Check out our website to learn more about us!

→ website: <https://www.nimbusapp.ca/>



Simon Fraser - Nimbus Partnership Proposal

Pricing Models

1. - \$10,000¹

Nimbus:

- Technology and access to the platform
- Technology related customer support
- Get 100% of student service fee²
- Keep Nimbus pricing model
- Onboarding of tutors
- Booklets for Admin Console
- Customized marketing material designs
- Customized social media posts

Student's Union

- Promotion to students
- Get 100% on tutor's commission³/no commission taken on tutors
- Full decision making on pricing for tutors

2. - \$7,500

Nimbus:

- Technology and access to the platform
- Technology related customer support
- Get 100% on tutor's commission
- Get 100% of student service fee
- Keep Nimbus pricing model
- Onboarding of tutors
- Booklets for Admin Console
- Customized marketing material designs
- Customized social media posts

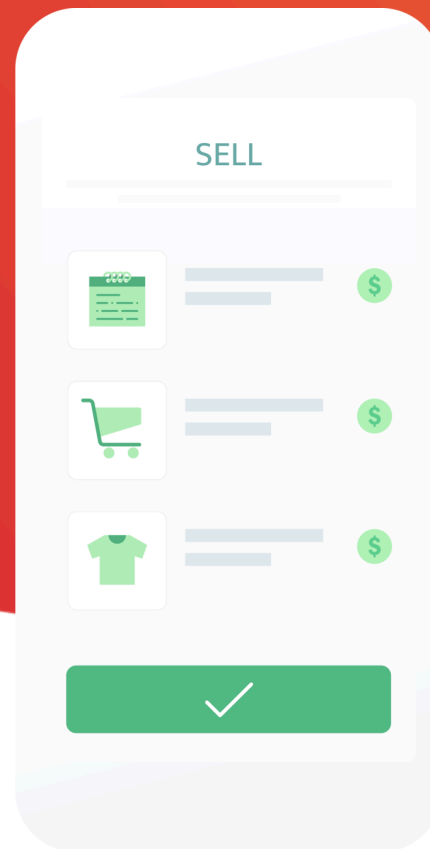
Student's Union

- Promotion to students
- Maintain Nimbus pricing model

¹ Price expressed in Canadian Dollars (CAD) - taxes not included

² Service fee : \$2 + 4.5% per lesson.

³ Tutor's commission : 20% for first 20 hours, 15% for following 20 hours, 10% for subsequent lessons



CORPORATE PROFILE

OUR MISSION: WHY WE'RE HERE

SHOWPASS BRINGS HAPPINESS TO THE WORLD THROUGH UNFORGETTABLE EXPERIENCES POWERED BY INNOVATION

OUR VALUES: WHAT WE LIVE BY

1. FUTURE PROOF EVERYTHING
2. THINK LIKE AN OWNER
3. LEARN & INNOVATE RELENTLESSLY

OUR VISION: WHERE WE'RE GOING

FROM HUMBLE BEGINNINGS IN 2012 IN CALGARY ALBERTA, SHOWPASS IS NOW THE LEADING TICKETING AND EVENT TECHNOLOGY COMPANY IN CANADA. THE FUTURE GOALS FOR THE COMPANY ARE TO WORK WITH AS MANY AMAZING CANADIAN FESTIVALS AND EVENTS AS POSSIBLE.

SHOWPASS IS DEDICATED TO PROVIDING THE BEST EXPERIENCE FOR BOTH ORGANIZERS AND ATTENDEES ALIKE. WE OFFER WHITE GLOVE SUPPORT TO OUR CLIENTS AND WORLD CLASS CUSTOMER SERVICE TO ATTENDEES AT ALL TIMES.

DELIVERING SOME OF THE BIGGEST NAMES IN CANADIAN SHOWS

FESTIVAL CLIENTS:

SLED ISLAND MUSIC FESTIVAL

FOZZY FEST

MOTION NOTION FESTIVAL

SUMMER OF SOUND MUSIC FESTIVAL

SOUNDWAVE MUSIC FESTIVALS

RED TRUCK CONCERT SERIES

ELECTRIC LOVE MUSIC FESTIVAL

BANFF & OKANAGAN YOGA FESTIVALS

WHISTLER CORNUCOPIA WINE FESTIVAL

WHISTLER INTERNATIONAL FILM FESTIVAL

ALBERTA BEER FESTIVALS

OKANAGAN WINE FESTIVALS

ALBERTA ELECTRONIC MUSIC CONFERENCE & FESTIVAL

UBC AMS BLOCK PARTY FESTIVAL

ICEREAM YOU SCREAM MUSIC FESTIVAL

EVENT PROMOTERS & VENUES:

STEAM WHISTLE BREWING BEER FESTIVALS

BOODANG MUSIC CANADA

COWBOYS NIGHTCLUB & STAMPEDE MUSIC FESTIVAL

PALACE THEATRE (CONCORDE ENTERTAINMENT)

KNOXVILLES NIGHTCLUB

THE RED ROOM & DIGITAL MOTION EVENTS

THE STATION ON JASPER

ANTHEM MUSIC HALL

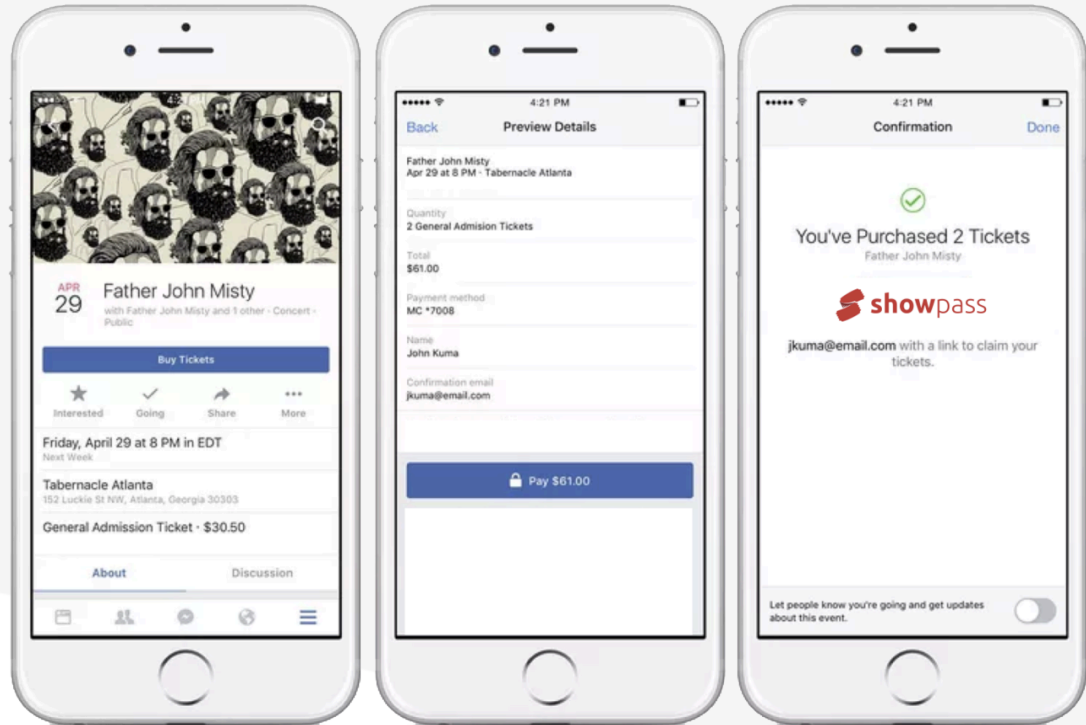
THE CITY OF CRANBROOK

THE NELSON LEAFS HOCKEY SOCIETY

FACEBOOK INTEGRATION

2x
REVENUE

21%
REACH INCREASE



PREFERRED ALGORITHM

Publish your event to Facebook through Showpass and receive 25% more organic traffic.



OFFICIAL TICKETING

Rank higher in Facebook searches, suggestions, and recommended events.



EMBEDDED PURCHASE

Increase conversion rates by over 200% using the 2 click checkout directly on the FB event page

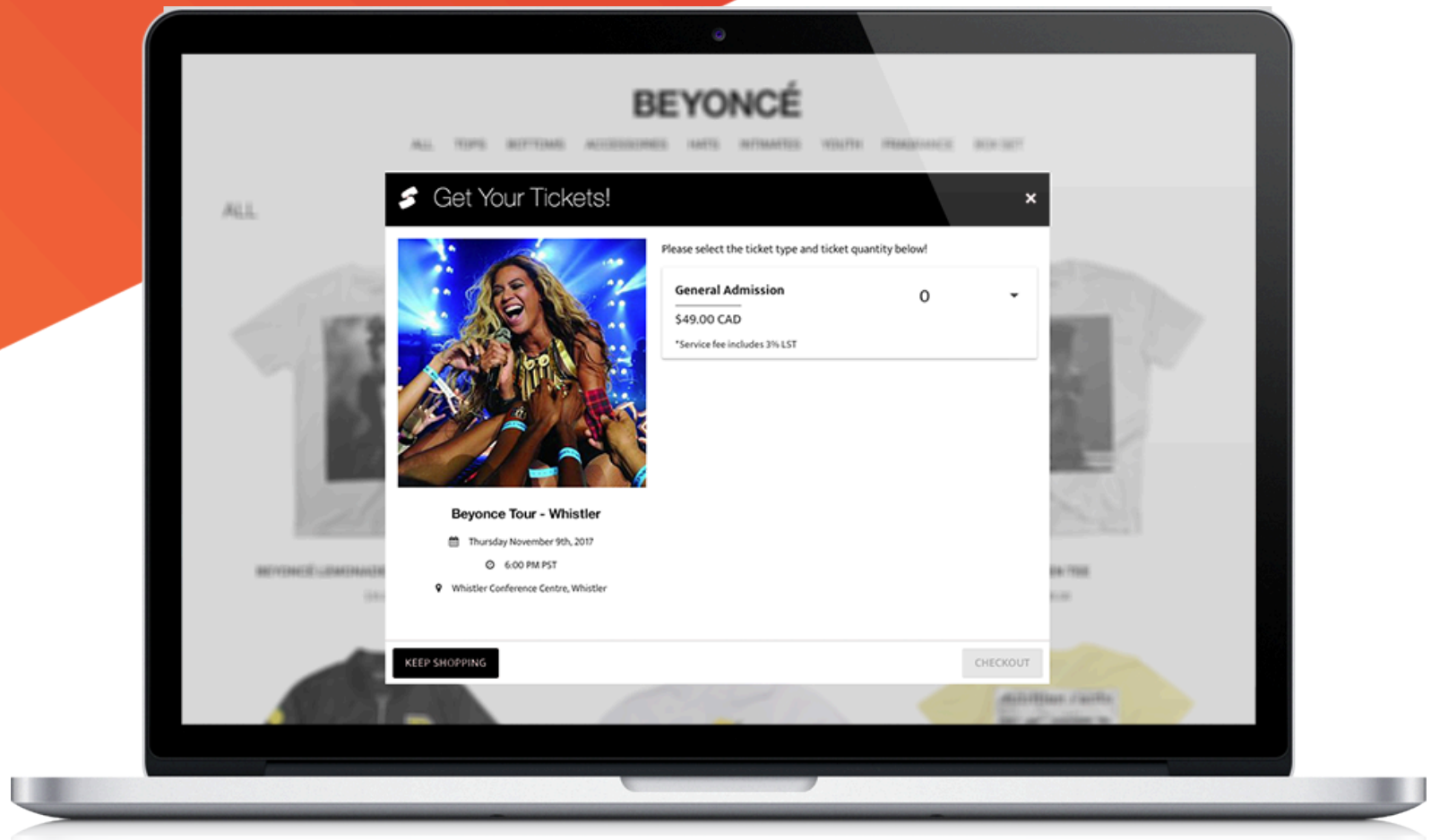
TICKET SELECTION & CHECKOUT WIDGET

5x RETENTION

- ✓ Keep Guests on Your Website
- ✓ No Extra Re-Direct Clicks
- ✓ Simplify The Experience

BRAND POWER

- ✓ Match Your Brand Colors
- ✓ Custom Ticket Widget
- ✓ Add event photos



ON-SITE EVENT MANAGEMENT

MULTI-EVENT SCANNING/CHECK-IN

Scan or Check-in multiple events simultaneously

Create employee logins as needed for multiple check-in points Toggle between and manage multiple accounts & events with 1 user login

EVENT OPERATIONS

On-site Support & Training

User Friendly Mobile Apps

Capacity Counting Features

Product Selling (POS) & Redemption (food & beverage vouchers)

SMART DEVICE COMPATIBLE

Digital Ticket Scanning via Smart Device

Real-Time Check-in Statistics

Offline Scanning Available

Compatible with Apple and Android

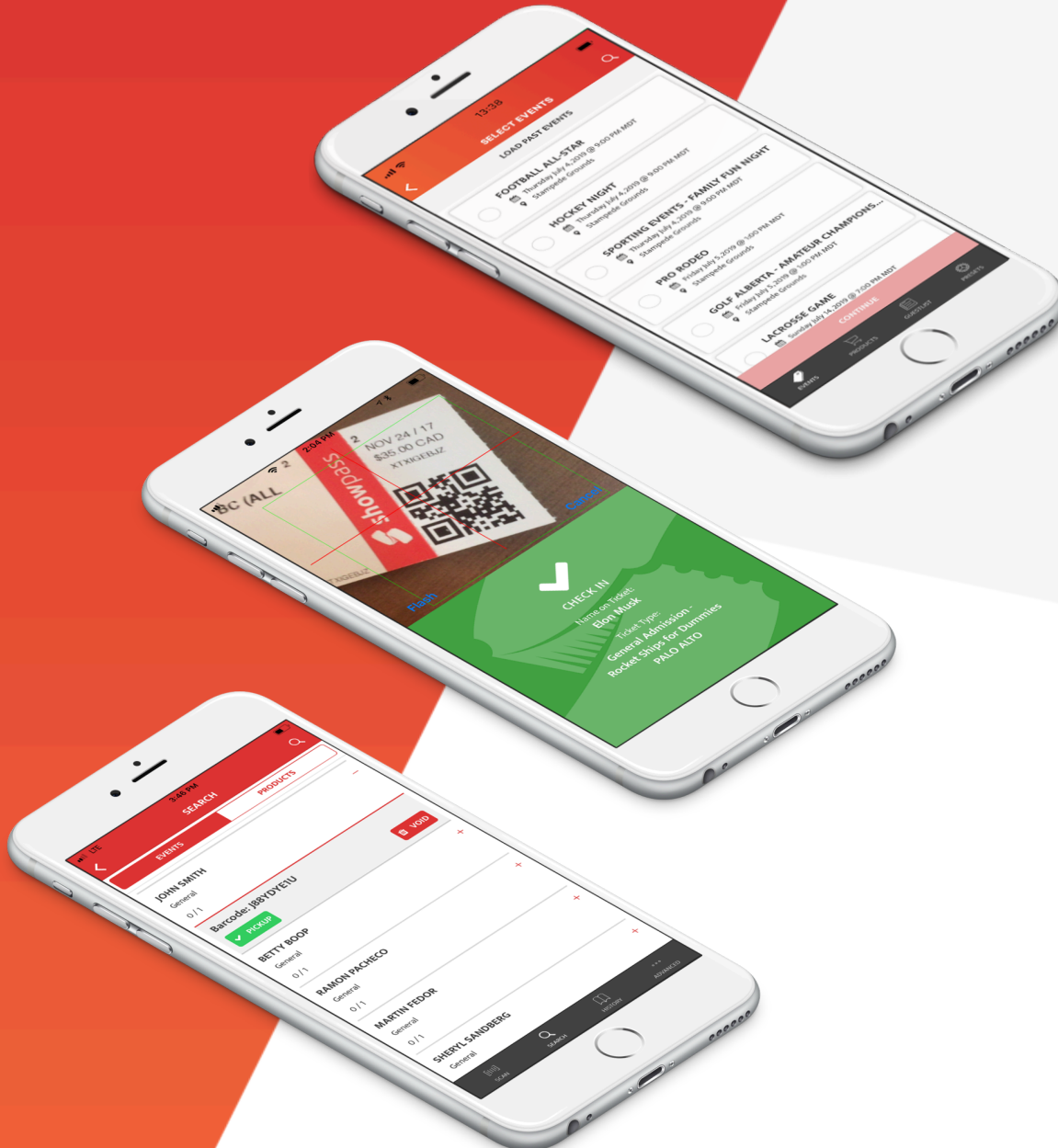
OPTIMIZED GUEST EXPERIENCES

Designed for High Volume & High Velocity Check-Ins

Digital Will-Call Search via Mobile App

Streamlined Custom Surveys

Canadian Data Center & Full Privacy Legislation Compliant



ADD-ONS: MERCH, PARKING, F&B, EARLY ENTRY

BIGGER CHECKOUTS

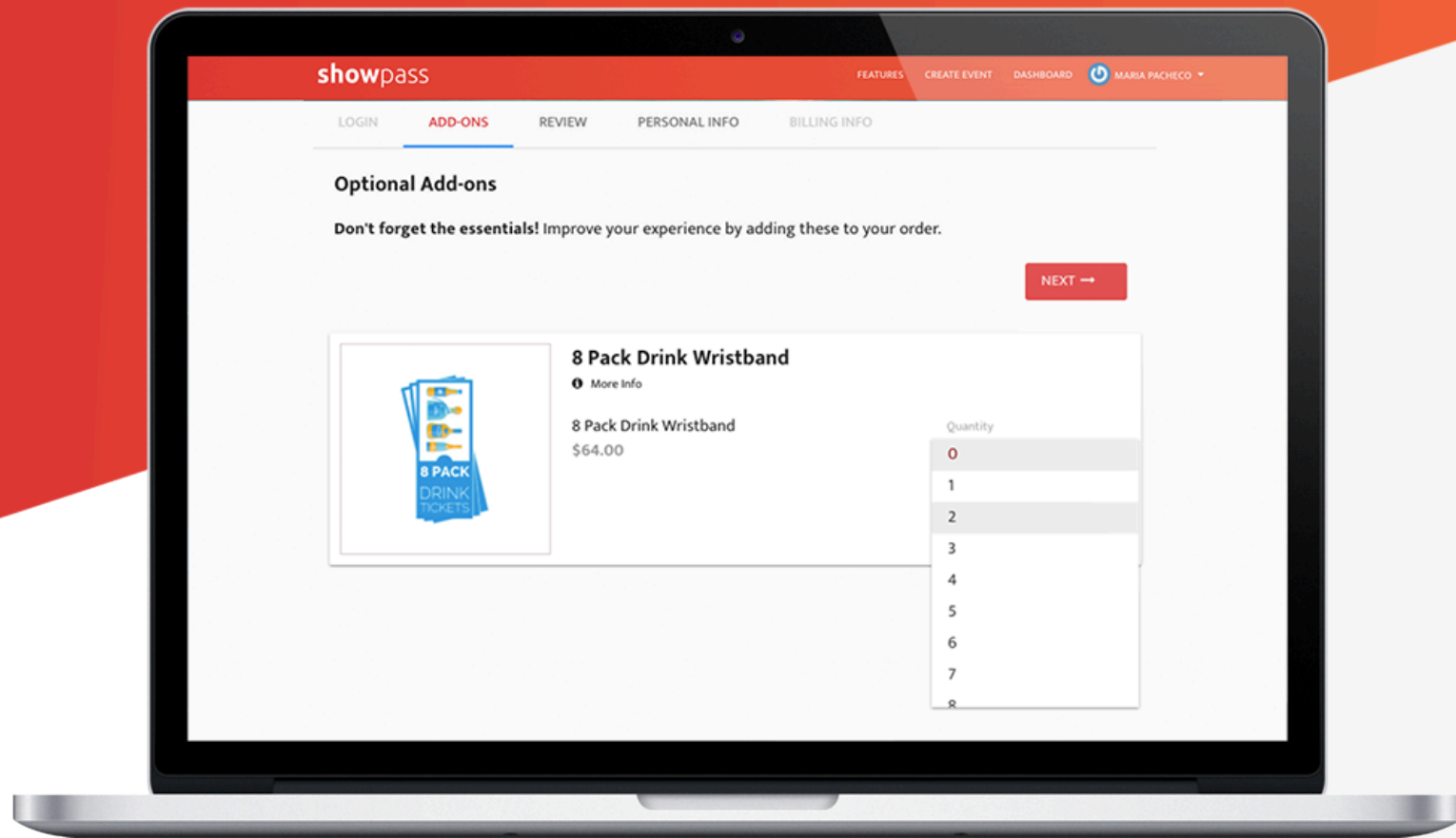
Offer guests additional items like parking, early entry, food & beverage, upgrades and merchandise during the checkout process to increase total checkout revenue

EXPAND SALES

Promote sales across the event experience and keep fans from limiting themselves to only admission transactions

INCENTIVIZE PRE-SALES

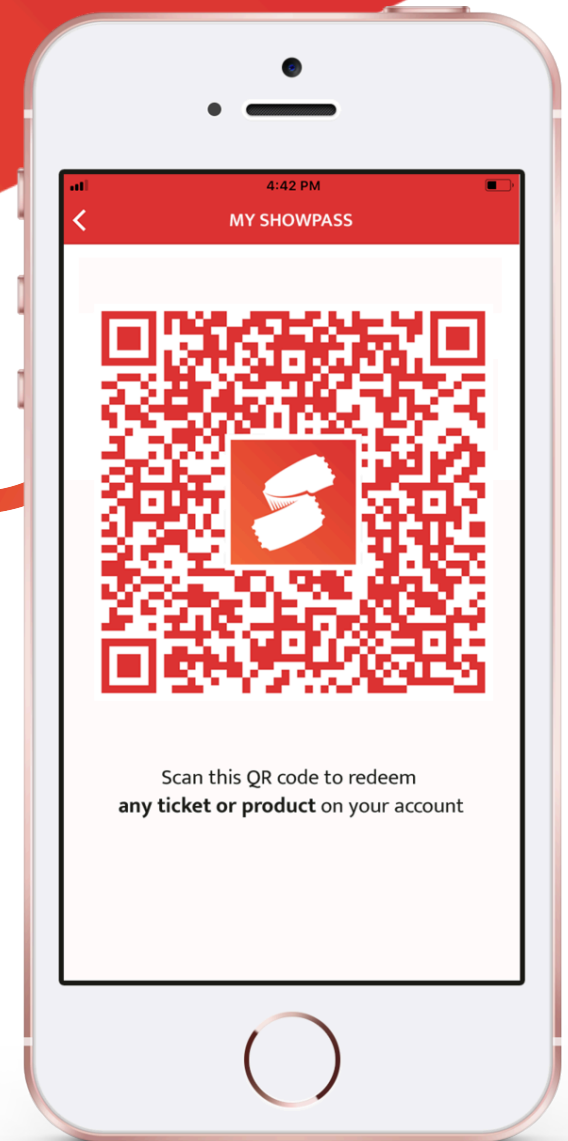
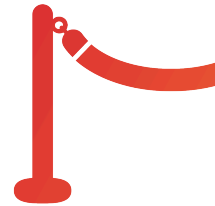
When guests have the option to add-on products, merch, food & beverage, parking, etc, it can give guests peace of mind and help organizers predict inventory requirements



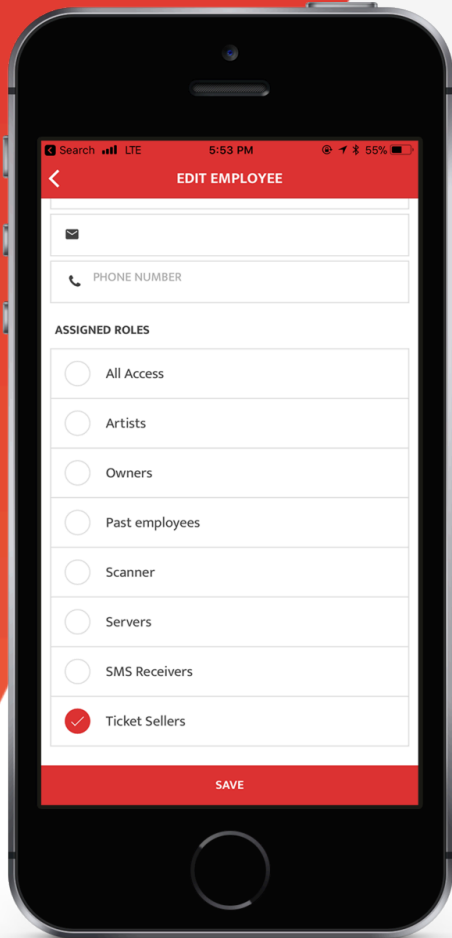
UNIVERSAL BARCODE

One QR code for
your entire account... forever

- ✓ Multiple Events & Sub-Events
- ✓ Products & Merchandise
- ✓ Merchandise & Food and Beverage Perfect
- ✓ for Season Passes



THE SELLER NETWORK



LEVERAGE PEOPLE

Each person in your event's network from staff member to volunteer can now act as a mobile box office or ticket purchaser



TRACK PERFORMANCE

Track sales statistics and information per seller in real-time through easy-to-read desktop and mobile performance dashboards



LIMIT SELLER ACCESS

Adjust role permissions to ensure that your data is protected and event execution runs smoothly



COMMISSION SALES

Set, track, and reconcile seller commissions for street and promotional teams

MULTI-PACKS & TICKET CREDITS

TICKET CREDITS

- CREATE MULTI-EVENT PACKS WHERE CUSTOMERS CAN SELECT DESIRED EVENTS
- SEND TICKET CREDITS TO BE REDEEMED FOR THE EVENT(S) OF CHOICE
- GREAT FOR CUSTOMER APPRECIATION, GIVEAWAYS, EXCHANGES

MULTI-EVENT PACKS

- ENCOURAGE & INCENTIVIZE MULTI-EVENT PURCHASES
- ADD MERCHANDISE, PARKING, FOOD & BEVERAGE PRODUCTS
- DISABLE TICKET TRANSFERS TO DISCOURAGE RESALE
- FLAG MULTI-PACK PURCHASERS IN CUSTOMER DATABASE FOR REMARKETING

SIMPLE AND EASY SEASON TICKETS

- EASILY CREATE/MANAGE SEASON TICKETS USING SEATING MAPS
- ONE UNIVERSAL BARCODE FOR ALL EVENTS
- ATTENDEES CAN EASILY TRANSFER TICKETS
- FLAG SEASON TICKET HOLDERS IN CUSTOMER DATABASE

CUSTOMER SERVICE & CLIENT SUPPORT



Dedicated Local Account Manager

- ✓ Industry-Leading Expertise
- ✓ Dedication to Your Business
- ✓ Just Around the Corner



24/7 Phone, Email, and Live Chat Support

- ✓ Industry Leading Expertise
- ✓ Dedicated to Your Business
- ✓ Just Around the Corner



1 844 307 7469

Support@Showpass.com



Lucas McCarthy, CEO

lucas@showpass.com

m (403) 607-6979

Nathan Hurd

nathan@showpass.com

(403) 669-8040

SHOWPASS HEADQUARTERS

#2030 - 2600, PORTLAND STREET SE
CALGARY, ALBERTA
T2G 4M6

SHOWPASS TORONTO

#301 - 511, KING STREET WEST
TORONTO, ONTARIO
M6J3S8

WWW.SHOWPASS.COM



Jasdeep Gill <vpexternal@sfss.ca>

Simon Fraser University and The Elizabeth Fry Society1 message

Jared Olliffe <Jared.Olliffe@elizabethfry.com>
To: "vpexternal@sfss.ca" <vpexternal@sfss.ca>

5 November 2018 at 18:13

Good evening Jasdeep!

It's great to be connected.

My name is Jared Olliffe, and I work full-time with a human rights organization that tackles social injustice in Canada.

I was advised that you would be an awesome point of contact to discuss our latest endeavor, and how SFU students might be able to get on board.

In short, we are spearheading a [petition](#) to support the rights of Canada's most vulnerable children.

Currently, Canada is the only commonwealth country to not formally recognize the unique situation that highly mobile children (children of prisoners, homeless children, and children with an incarcerated parent) find themselves in. We have identified some key systemic barriers that these children are facing, that are drastically affecting the course of their development, and transition into adulthood.

I will take this moment to state the following: this is not a political, or contentious issue, it is rather a petition to tackle social injustice, that seeks to provide equitable support for all children living in Canada. With that being said, in order to drive the changes that we seek, we need to utilize a political mechanism- the petition. So far, the petition has been presented in the House of Commons 6 times, for a total of 5000 signatures. On this November 20th, (Universal Children's Day) several other MPs will be rising in the House to present the petition.

Why I've chosen to write you:

1. We are hoping that your student council could facilitate an email send-out to your student body, in efforts of bringing awareness to this cause, and garnering support. Most recently, after

connecting with Tre Mansdoerfer, student society president of McGill University, we were able to pass a motion in their student council. The result, was that they were able to disseminate the information through sending an info-email to 44,000 students at McGill University.

2. We are looking to identify one *Student Activist Coordinator (SAC)* at as many major universities across the country. The SAC's responsibilities would to coordinate an efficient strategy to accumulate as many legitimate signatures from their community as possible. We are hoping that this opportunity would be communicated in the initial ListServ send-out.

Why do we need additional signatures?

1. For every 25 signatures, a sponsoring MP will be able to present the petition in the House of Commons for 1 minute.
2. Through receiving additional signatures, the likelihood of success increases.
3. We are concerned with succeeding, as it equates to an increase in well-being for Canada's most vulnerable children.

What do SFU Students have to gain?

1. A genuine opportunity to drive change at the Federal level.
2. A chance to advocate for those who's voices are often unheard.
3. Various tangible incentives (to be discussed)

More information:

1. <https://elizabethfry.com/news/efry-petition/>
2. <https://www.cbc.ca/news/canada/british-columbia/elizabeth-fry-petition-vulnerable-children-1.4861696>
3. <https://www.cbc.ca/news/politics/cra-revenue-clawback-benefit-reviews-1.4883126>
4. <https://www.facebook.com/EFryVancouver/videos/261190094415117/>
5. I have a variety of other resources that I can share with you after we have touched base.

Given your variety of roles, I understand that you are already taking on a lot at your university. With this in mind, I have the capacity to develop the email for the ListServ, write the motion, and provide support to consume as little of your time as possible.

I invite the opportunity for a phone call, to discuss everything in greater detail.

I look forward to hearing from you!

Regards,

Jared Olliffe

JustKids Coordinator
The Elizabeth Fry Society of Greater Vancouver



201- 93 Sixth Street
New Westminster, BC V3L 2Z8
Email: jared.olliffe@elizabethfry.com
Telephone: (604) 545-0690 Fax: (604) 545-0714

Please join EFry in calling on the Government of Canada to ensure all vulnerable children in Canada have equal access to federally funded benefits and supports. Sign our petition, which is before the House of Commons, by clicking [here](#).