



**BOARD MEETING: 8 SEPTEMBER 2009**

Presided over by Jared Wigdor. Minutes by Bryan Kam.

**MEETING DETAILS**

Date: Tuesday, 8 September 2009

Time: 7:00 PM

Venue: WLH 205

**IN ATTENDANCE:**

Jared Wigdor, President

Filip Savatic, Vice President

Sebastian Serra, Treasurer

Bryan Kam, Secretary

Rachel Wolf, MUNTY Head Delegate

Bryce Scanlan, SCSY Secretary-General

Natalie Kotkin, YMUN Secretary-General

Jharrett Bryantt, UNCSY Co-Secretary-General

Fernando Reyes, UNCSY Co-Secretary-General

Elizabeth Breit, Outreach Chair

**1. CALL TO ORDER**

The meeting was called to order at 7:07 PM.

**2. UPDATES FROM BOARD MEMBERS**

- Jared asked each member to provide an update about what they or their department had been working on the past week.
- Jharrett and Ferny explained that UNCSY registrations were now live, and that rooms had been booked for Sept. 26th.
- Natalie explained that the USG Delegations position had now been filled, and that ASG applications had been sent out via the weekly bulletins.
- Bryce said staffing and recruitment emails had been sent to the Class of 2013.
- Rachel explained that MUNTY tryouts had occurred, and that a second round of tryouts would take place with 12 candidates having been selected for the second round of tryouts.
- Fil explained he had been working on the YIRA Townhall for much of the time.
- Sebastian said he had revised his budget.
- Bryan said that he had sent weekly bulletins, as well as a recruitment email to the Class of 2013 asking them to join YIRA.

### 3. BUDGET

- The issue of financial security that had been discussed in the previous meeting was again discussed:
  - Jared began by explaining what had been discussed at the previous meeting; many options had been on the table, and he explained he wished to reopen the floor to discussion.
  - Bryce said he had emailed Dan Gillespie, the Treasurer two years ago, and he had received a response; Dan's email explained that YIRA had been able to accrue savings over the previous two years by returning SCSY from break-even to a modest profit, and by clamping down on excessive Board spending.
  - Bryce explained that based on Dan's email, he thought the Board should pursue a policy of austerity with the money the Board had saved up.
  - Fil said the Board needed to find middle ground between spending large amount of money and complete austerity. He argued that the Board should set aside some money as backup, out of easy accessible reach from the Board, and spend the rest.
  - Jared asked Natalie and Bryce, whether in reviewing evaluations from delegates or faculty advisers, there was any belief that products at the conference were cheaply made or money was too sparingly spent; both Natalie and Bryce said no, and Jared said that conferences therefore should not be the first place to look for where to spend money.
  - Natalie replied that where more investment may be needed was for people who staffed the conferences; she said more money should be spent on making them better enjoy the staffing experience by having such events as pre-conference socials.
- Attention then turned to the budget. The income side of the budget was discussed first, and each department head briefly explained the main sources of revenue for their departments:
  - Bryce explained that SCSY makes its money primarily from delegate fees and merchandise.
  - Natalie explained that YMUN's revenue model was very similar to SCSY; she explained YMUN made most money from delegate fees and merchandize, and some from advertising.
  - Jharrett explained that UNCSY primarily derives its income from grant sources such as the MacMillan Center and OISS.
  - Rachel said her figures for MUNTY were conservative figures; she also explained that under Dan, MUNTY's member fees had increased.
  - The budget showed a gross income of about \$140,000
- Discussion turned to how the Board could raise additional revenue for YIRA:
  - Rachel said one possibility was offering YIRA members as a resource or service to youths from wealthy families, and to charge for these services.
  - Bryce suggested a more realistic model could be having YIRA as a resource for consulting for high-school Model UN conferences that were just starting up.
  - Natalie added that she had received several emails from several new Chinese Model UN conferences that were starting small, and looking to establish a formal relationship with YMUN; she explained there two several ways this might work: firstly, YMUN could serve in a formal advisory capacity; secondly, YMUN could license out its conference to others, or create "associated" conferences. Natalie also said YMUN would become more deeply involved with WEMUN.
  - Bryan suggested a largely untapped source of revenue was donations from alumni; Fil explained that this could be initiated as he was hoping to establish an "Alumni Coordinator" position, and that an interested freshman had already approached him with the possibility of being in such a position.
  - Ferny asked why YIRA didn't receive funding from the UOFC, despite being a Yale undergraduate organization; he said that both Model Congress and YPU were money-making organizations, but both still got funding.
  - At this point, Bryan had to leave the meeting, and Filip began taking notes on his behalf.
  - Natalie said she did not like the discussion about the "bottom line", and that YIRA should continue to focus on the educational experience aspect of the conferences. Filip, Sebastian and Jared agreed, but Filip said that did not mean YIRA could not look at and discuss ways to increase its financial resources.
  - Jared asked about advertisements in the delegate guides. Natalie said that YMUN existingly has advertisements; Bryce said Jon Koch was working on this as a project for SCSY this year; and Ferny said this would happen for UNCSY.

- Sebastian suggested one idea might be to go to big potential employers such as Goldman Sachs and go get them to advertise at our conferences; Liz countered that she did not like the idea. Sebastian, however, explained this actually provided a service to delegates.
- The meeting returned to a discussion of expenses side of the budget:
  - Ferny and Jharrett presented UNCSY's expenses. Responding to questions about the UNCSY marketing campaign, they explained that expenses for their marketing campaign were part of their \$1,250 projected budget.
  - Sebastian then presented banquet expenses. Filip questioned whether it would be possible to have a Spring Banquet that cost less, potentially not at the Union League. This discussion was postponed for a later date, closer to the banquets.
  - Rachel presented the MUNTY budget and expenses for social events and team bonding. She said these were necessary to build a stronger team culture, and that even then, the budget had been maintained at a figure smaller than last year – this was primarily because MUNTY would no longer travel to NCSC.
  - Bryce presented the SCSY budget again, this time with detailed expenses; he explained a large part of the cost would be room-booking fees, which amounted to several thousand. He explained that the main issue with expenses and maintaining the budget with these expenses was not to do any work last-minute, which would then require rush-ordering, which is significantly more expensive.
  - Natalie presented the YMUN budget in detail. She explained that the expenses for YMUN were similar to those of SCSY, but the largest costs not present in the SCSY budget were associated with delegate guides, t-shirts and renting of printers. Sebastian asked whether renting printers was really necessary; Ferny (having been Director-General the previous year) explained that from past experience and experimentation, it was. Sebastian countered that he didn't read resolutions that had been printed most of the time, and that most high school delegates didn't either. Natalie said she was not comfortable unilaterally telling Chairs they wouldn't have copiers, but she said this was an issue that could be discussed with the USG Committees. Jared asked if the post-YMUN social event had been included in the current budget; Natalie explained it had not been, and that it would be an additional \$800 to rent Elevate Lounge.
  - The Board skipped the budget for the Speakers Committee, as the Chair of the Speakers Committee, Swati Yanamadala was not present at the Board meeting.
- Jared proposed that the Board defer voting on a finalized budget until next meeting. Rachel proposed that the Board pass a provisional budget, and then make changes later. Jared said it was important for the Board to have a finalized product it was happy with, and Rachel withdrew her suggestion. A vote was deferred to the next meeting.

#### **4. ADJOURNMENT**

The meeting was adjourned at 9:51 PM