



ANNUAL ACTIVITY/PROGRAM REVIEW: COLLEGE OF BUSINESS

The IRA Advisory Committee is responsible for the oversight of approved IRA activities/programs. This template will enable the committee to evaluate activities/programs at a high level.

Please submit by **October 31, 2019** to Kim Williams at kwilliams@csuchico.edu

Signature of Dean/Director:  Print Name: Terence Lau Date: 12/6/19

1. Please complete the following information for your college/unit's approved IRA activities/programs:

Approved IRA Activity/Program	Faculty Advisor	Website*
CSU, Chico Marketing Students Competition	Kristin Minetti	http://www.csuchico.edu/cob/students/beyond-classroom/student-competitions.shtml
Investor's Club Competition Team	Yinfei Chen	http://www.csuchico.edu/cob/students/beyond-classroom/student-competitions.shtml
Pi Sigma Epsilon Competition Team	Tom Villa	http://www.csuchico.edu/cob/students/beyond-classroom/professional-sales/professional-sales-competitions.shtml
SAGE (Students for the Advancement of Global Entrepreneurship)	Curt DeBerg	http://www.csuchico.edu/cob/students/beyond-classroom/student-competitions.shtml
Wind Competition Team	Michael Rehg	https://www.csuchico.edu/cob/news/wind-competition.shtml

**All IRA activity/program websites require the placement of the official IRA logo on each page of the site. A high-resolution logo is included in the email with this form.*

College/Unit	IRA Prior Year (2018-19) Carryover	IRA Current Year (2019-20) Baseline Allocation	IRA Carryover as Percent of Baseline
College of Business	\$13,374.33	\$28,793.00	46.4% (our baseline was reduced by \$11,287-SAGE allocation which increased our carryover as Percent of Baseline)

2. List the total dollar amount allocated from the college/unit to each activity/program (actual expenses in T6300 which may include those for Exemplary Performance or one-time funding). Other sources should be entered in the "Other Sources of Funding" column. **Do not include Work Study (#3).**

Approved IRA Activity/Program	IRA Prior Year (2018-19) Baseline Allocation	IRA Current Year (2019-20) Baseline Allocation	IRA Prior Year (2018-19) Actual Expenses	Other Sources of Funding (RF, UF, GF, etc.)	Notes (explain the differences in baseline and actuals, etc.)
CSU, Chico Marketing Students Competition	\$8,500	\$8,500	\$8,318.08	\$1,000	19/20 other funding = \$1,000 18/19 IRA roll
Investor's Club Competition Team	\$900	\$8,380	\$500	\$287	In 18/19 received \$138.43 from 17/18 roll. 19/20 other funding = \$287 18/19 IRA roll
Pi Sigma Epsilon Competition Team	\$7,200	\$7,200	\$3,001.33	\$	
SAGE (Students for the Advancement of Global Entrepreneurship)	\$10,835.52	\$	\$12,646.92	\$	In 18/29 received \$83.11 from 17/18 rollover & \$2,000 one-time allocation from Dean's Discretionary
Wind Competition Team	\$12,250	\$5,000	\$4,467.49	\$	
Baseline held for future allocation (i.e., spring semester, one-time purchase, etc).	\$394.48	\$	\$	\$	
Total Allocation*	\$40,080	\$28,793	\$28,933.82	\$1,287	

* Must equal total IRA current year baseline allocation as shown in #1 above.

Please note: Budget transfers to activities/programs are required at the program level by September 30th each year. Additionally, the IRA Advisory Committee recommends determining all activity/program budget amounts by June 30th for the following year.

3. List the total IRA Work Study dollar amount allocated for each activity/program.

Approved IRA Activity/Program	2019-20 IRA Work Study Allocation	2018-19 Year IRA Work Study Actual Expenses
CSU, Chico Marketing Students Competition	\$	\$
Investor's Club Competition Team	\$	\$

Pi Sigma Epsilon Competition Team	\$	\$
SAGE (Students for the Advancement of Global Entrepreneurship)	\$	\$
Wind Competition Team	\$	\$

4. Estimate student participation for each activity/program for this academic year (e.g., an activity has 15 members but only 10 attend competitions and incur expenses). Not all columns may apply to your activity/program. Do not include students attending/served by activities/programs.

a. Provide the following on estimated student involvement:

Approved IRA Activity/Program	Estimated # of Students Participating in Activity/Program	Estimated # of Students Incurring Costs	Estimated Per Student Out-of-Pocket Cost
CSU, Chico Marketing Students Competition	10	10	\$200
Investor's Club Competition Team	30	30	\$300
Pi Sigma Epsilon Competition Team – West Regional Sales Conference Fall 2019	11	11	\$0
Pi Sigma Epsilon Competition Team – National Sales Conference Spring 2020	8	8	0
Pi Sigma Epsilon Competition Team – West Regional Sales Conference Fall 2020	10	10	0
SAGE (Students for the Advancement of Global Entrepreneurship)			\$
Wind Competition Team	14	14	\$

b. Please list all known competitions/performances/events expected of each activity/program for this academic year:

Approved IRA Activity/Program	Name of Competition, Performance, Event, etc.	Location	Date	Estimated # of Students Directly Participating in Competitions, Performance, Events, etc.
CSU, Chico Marketing Students Competition	<ul style="list-style-type: none"> Sales competition Exhibit competition 	New Orleans, LA	3/11-3/14/20	10

	<ul style="list-style-type: none"> • Marketing Simulation • Case studies • Website Competition • Speakers competition • Marketing Strategy Competition 			
Investor's Club Competition Team	Day trip to Federal Reserve	Federal Reserve, San Francisco, CA	Feb, 2020	30
Investor's Club Competition Team	Stock Pitch Competition	University of California Davis, Davis, CA	Feb, 2020	3
Investor's Club Competition Team	CME Trading Challenge (Day of Market Education)	CME Group, Chicago, IL	Nov, 4 th , 2019	2
Investor's Club Competition Team	CFA Challenge	San Francisco, CA	Spring, 2020	6
Pi Sigma Epsilon Competition Team – West Regional Sales Conference fall 2019	West Regional Sales Conference	Sacramento, CA	11/15-16/19	11
Pi Sigma Epsilon Competition Team – National Sales Conference spring 2020	National Sales Conference	Norfolk, VA	3/31/20 – 4/4/20	8
Pi Sigma Epsilon Competition Team – West Regional Sales Conference fall 2020	West Regional Sales Conference	TBD, CA		10
SAGE (Students for the Advancement of Global Entrepreneurship)				
Wind Competition Team	Collegiate Wind Competition	Denver, CO	June 2020	14

5. Please provide updated information for each of your activities/programs as requested in the tables below and provide appropriate explanations.

Approved IRA Activity/Program	Are any activities/ programs inactive or defunct? If yes, please explain.	Has student participation increased or decreased for any activity/ program? If yes, please provide the percentage and explain.	Has any activity/program's allocation or expenses significantly increased or decreased (5-10%)? If yes, please provide the percentage and explain.
CSU, Chico Marketing Students Competition	No	0%	15% Flight and hotel increases in cost over time
Investor's Club Competition Team		%	The expenses has gone up significantly for the CME Trading Challenge because the Club will support students' travel for the Day of Market Education, which is a one-day event at the CME Group in Chicago. There was no expenses for this challenge last year.
Pi Sigma Epsilon Competition Team	No	100% increase in West Regional Sales Competitions. Member participation has nearly doubled in the last year as a greater influx of our members are becoming involved with the Seufferlein Sales Program, and want to broaden their sales experience within our organization.	Greater funding being allocated toward West Regional Sales Competitions. National Sales Competitions remain as previously budgeted as we encourage students to compete against one another to earn their spot on the national team (exclusivity factor).
SAGE (Students for the Advancement of Global Entrepreneurship)		%	%
Wind Competition Team	No	%	%

6. What process does your college/unit use to determine baseline budget allocations each year?

Combination of college and club needs. Largely we start with the base an IRA had from the prior year. We then reach out to each IRA to understand their current needs. We then balance current needs to last year allocation and distribute accordingly.

Investor's Club Competition Team:

Club's student committee (president, treasurer, and officers) holds a meeting and estimates the baseline budget allocations. Faculty advisor and the club's president will eventually determine the budget estimate and allocations.

Pi Sigma:

- a. We determine our baseline budget by analyzing the amount of active members that we have, as well as the amount that we keep out of their payment of dues. In the Fall Semester, our local Chapter keeps local dues only (~\$25-\$30), as we're a National organization and have to forward a portion of member dues to our National Headquarters in Milwaukee. In the Spring Semester, our local Chapter is permitted to keep both local (~\$25-\$30) and national (~\$105-\$160) member dues. I used an approximation symbol for both national and local dues, as we're in the process of increasing the fee amount *and* because the amount differs for first time and returning members.
 - b. Additionally, we gauge member interest for events (West Regional and National Competitions), as well as their competitive nature to determine how many members are eligible for participation.
 - c. Lastly, our baseline budget allocation(s) fluctuate depending upon the number of corporate partners/sponsors our organization acquires, as well as the number of fundraisers that we hold each semester.
7. How are each of the activities/programs in your college/unit evaluated each year?

Investor's Club Competition Team:

Day trip to Federal Reserve: Faculty advisor will evaluate the travel costs to Federal Reserve (mainly the rental fee for a coach to San Francisco and the price of the lunch box for about 30 students).

CME Trading Challenge (Day of Market Education): Student participants estimate the baseline costs (lodging and flight ticket). Faculty advisor reviews students' estimate.

Stock Pitch Competition: Student participants estimate the baseline costs (lodging and flight ticket). Faculty advisor reviews students' estimate.

CFA Challenge: Faculty advisor estimates the baseline costs (mainly the car rental fees to San Francisco).

Pi Sigma:

a. Each of the activities that our organization participates in are evaluated by the College of Business as professional development events, and are arranged in whole by our Pi Sigma Epsilon National Headquarters staff members. If you would like for me to provide more information surrounding this question, please contact me directly at rstern2@mail.csuchico.edu .

8. Provide the College’s IRA carryover amounts for the last three years. (Colleges/units are to limit their carryover to no more than 20% of baseline allocations. Balances of more than 20% may impact a college/unit’s future IRA allocations.)

College/Unit	2018-19 IRA Carryover to 2019-20	2017-18 IRA Carryover to 2018-19	2016-17 IRA Carryover to 2017-18
College of Business	\$13,374.33	\$2,228.15	\$10,129.48

Please explain any carryover (unused) balances your college/unit’s activities/programs have and how you plan to spend these funds.

Approved IRA Activity/Program	Carryover Balance	How will the carryover balance be spent?
CSU, Chico Marketing Students Competition	\$	
Investor’s Club Competition Team	\$	
Pi Sigma Epsilon Competition Team	\$	
SAGE (Students for the Advancement of Global Entrepreneurship)	\$	
Wind Competition Team	\$	