



Partnership Guide  
BYU Developers Club  
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dev.byu.edu  
Fall 2016 – Winter 2017

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## Partnership Guide

### Recruiting

If your company is looking to hire top college talent then we are here to help. We assist companies in recruiting part-time BYU students while they're in college, summer interns between school years, and full-time talent after graduation.

### Meeting Sponsorship

The simplest way to connect with students is by sponsoring a BYU Developers Club Hack Night. These hack nights occur other Thursday from 7-9pm in the BYU Crabtree Building (CTB 270). Company representatives are encouraged to attend the Hack Night and network with students. All sponsoring companies are required to provide food for the 20-30 attendees as this helps to produce a larger turn out from students. See page 2 for more info.

### Donating to the BYU Developers Club

In addition to sponsoring meetings, we also encourage companies to make \$500 - \$1000 cash donations to the BYU Developers Club. These help us produce marketing materials and club t-shirts that draw more students to future meetings. All donors can include their logo on club t-shirts for further student exposure. See page 3 for more info.

### Thank You

The BYU Developers Club would not be possible without your help so we thank you for your support! Please email me directly if you have any questions about partnering with the BYU Developers Club.

Joshua K. Cockrell  
President  
BYU Developers Club  
T: 801-682-0381

# Meeting Sponsorship FAQ

**Q: What kind of presentation should my company prepare?**

A: Students attend Hack Nights to work on their personal and group projects. Hack Nights are not company info sessions so no formal presentation is required, but we do encourage company representatives to take ~10 minutes at the start to briefly introduce themselves and their company.

**Q: If this is not an info session, what's the most successful way I can interact with students?**

A: Students attend Hack Nights to work on their personal and group projects but we also love having companies prepare unique activities for our members to participate in. MLH sent an Oculus Rift for students to try out, and MX sent a Roomba maze programming challenge. These types of activities help companies interact with students without detracting from the "hack night" purpose. All such activities are optional.

**Q: What kind of room are Hack Nights held in?**

All Hack Nights are held in a large casual room with tables; this provides a workshop like environment. We purposefully do not hold Hack Nights in an auditorium so that students can focus on their projects. A projector and computer are available for use with plenty of AV hookups.

**Q: Can we host a Hack Night at our company building?**

A: No. BYU students are much more conscious about location than, for instance, Provo JS members. So currently hosting meetings off campus is not an option as it does not result in a very good turn out.

**Q: What are the club demographics? How many freshman, sophomores, juniors, and seniors attend?**

A: Our estimations are: freshman 5%, sophomores 40%, juniors 30%, seniors 25%. We also occasionally have grad students. Our weekly meetings normally have 20-30 students.

**Q: What majors attend the meetings?**

A: The vast majority of our active members are CS, IT, or IS.

**Q: Can my company access student resumes?**

A: Yes. The BYU Developers Club Talent Network is a resume bank which companies are welcome to access. Resumes are sorted into three groups. (1) Students looking for full-time employment after graduation, (2) students looking for summer internships, and (3) students looking for part-time work during school. At meetings, company representatives are also encouraged to collect resumes from interested students. Contact Josh Cockrell to arrange access to the BYU Developers Club Talent Network.

**Q: Can my company access student contact info?**

A: No. The BYU Developers Club does not provide student contact info directly to companies. The best way to reach students is by sponsoring a club meeting.

# Donating to the Club FAQ

**Q: How can my company donate to the BYU Developers Club?**

A: We accept donations through check.

**Make checks payable to:**

BYU Developers Club—BYU Computer Science Department

**Mail or deliver checks to the computer science department:**

Computer Science Department — Developers Club

Brigham Young University

3361 TMCB PO Box 26576

Provo, UT 84602-6576

**Q: Are donations tax exempt?**

A: Yes. All donations are processed by BYU and are tax exempt.

**Q: Can my company donate equipment or other assets to the club?**

A: Yes. We have received 3D printers, computers, and other hardware from companies such as Microsoft. We welcome such donations.

**Q: Do I have to include my company logo on the club t-shirt as a donor?**

A: No. This is completely optional.

**Q: If my company doesn't donate, can we still be involved in the BYU Developers Club?**

A: Yes. We call these "donations" (instead of "sponsorships") because they are separate from all services or assistance that the BYU Developers Club would provide to any donating companies. We are completely happy to have companies to come to our meetings, participate in our resume drops, and get involved with recruitment opportunities, and we provide all of this without any expectation of a "sponsorship" or "donation". Donations are never required for club involvement.

**Q: Can my company just pay to [become club sponsors, access the BYU Developers Talent Network Resume Bank, get our name on a t-shirt, etc.]?**

A: No. Because we are an official BYU academic club, all our funding is routed through LDS philanthropic services. This makes all donations tax exempt, but it also means that we cannot attach specific agreements to any donations. In other words, companies cannot pay to become a "sponsor" of the club. Companies can become club "donors", and have their logo displayed on our club t-shirt as "donors", and companies can "sponsor" a club meeting, but this is not a "club sponsorship".

**Q: If it's not required for involvement, why should my company donate?**

A: We rely heavily on our club donors and frankly we cannot exist without them. We rely on donations for our food, t-shirt, website, and marketing costs. We are excited that companies are interested in donating because it means we will continue to grow as a club, which in turn benefits companies' recruiting immensely.