

## **ASSOCIATED STUDENTS BUSINESSES COMMITTEE**

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**Thursday, January 29, 2025**

**9:30 a.m.**

**BMU 205**

**Members Present:** Miguel Sueki, Alex Lopez, Andrew Ly, Eric Coleman, Megan Odom

**Members Absent:** Stacie Corona, Jon Timko

**Others Present:** Eliza Miller (Recording) Jon Simmons, Katrina Leach, Tom Rider, Steve Novo, Hugh Hammond, Kendra Wright, Windy Van Dam, Gia Montecello, Chase Weiland

- I. **CALL TO ORDER** - The Chair, Sueki, called to the meeting to order at 9:31am
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with a reading of the Mechoopda Land Recognition Statement.
- III. **APPROVAL OF AGENDA** - Approval of the 1/29/26 regular meeting agenda. **Motion to approve the 1/29/26 regular meeting agenda, as presented. (Lopez/Ly) 5-0-0 MSC**
- IV. **APPROVAL OF MINUTES** - Minutes of the special meeting of 11/18/25. **Motion to approve the minutes of the special meeting of 11/18/25, as presented. (Lopez/Ly) 5-0-0 MSC**
- V. **ANNOUNCEMENTS** - none
- VI. **PUBLIC OPINION** – none
- VII. **BUSINESS**
  - A. **Action Item: Approval of Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2025-26. Motion to approve Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2025-26, as presented. (Ly/Odom) 5-0-0 MSC**
  - B. **Information Item: 10/31/25, 11/30/25 AS Wildcat Store Summary** – Rider reviewed the reports on contract income from the Follett contract for October and November 2025. For October, commission income was \$30,072, with total income for the month ending at \$54,551. October's total expenses ended at \$53,052. Rider shared that the November report showed immediate access income of \$192,553. For November, commission income was \$15,870 and other income was \$40,062, for a total of \$232,615, bringing the year-to-date total to \$450,492. Total expense for November was \$50,557. Year-to-date total expense as of the November report is \$262,794. Sueki asked for clarification about the immediate access income. Leach and Rider clarified that due to the financial processes between Follett, the AS, and Campus, immediate access income is taken in by campus, paid out the AS, as seen in the November report, but that in January the AS will send the Follett portion of that income to Follett, leading to the AS financials essentially breaking

even, with the exception of any AS commission income earned through immediate access purchases.

- C. Information Item: 10/31/25 Follett Wildcat Store Financials – Novo reviewed the October financials for the Follett Wildcat Store through the month of October 2025. He noted that they saw a large textbook purchase from the Seufferlain Sales Program that substantially contributed to the reported 119% increase in textbook sales ending the month at \$13,619 for a YTD total of \$516,452. General Merchandise was up 1.4%, ending the month at \$205,766 for a YTD total of \$659,908. Overall, the store is up 7.3% from this time last year.

- VIII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider reported on the upcoming priorities for this committee, emphasizing the pouring rights contract that is up for renewal. He's currently working with the AS Risk Manager to prepare the RFP. He will meet soon with Coca-Cola, which is already under contract with the Chancellor's Office, to learn more about what they are offering. He also addressed the upcoming budget process, noting that he has just received his mid-year numbers and will be presenting more details to this committee soon. He shared that the flooring project for the catering kitchen was completed over winter break. He reported that they are currently working on installing exterior doors to the new bookstore footprint, followed soon by a wall to separate what is now AS space in the old bookstore footprint. Rider reported a number of upcoming events featuring AS business efforts, including a Chico State Basketball game featuring Farmers Brewing and AS Dining's participation in the upcoming FFA Field Day. He reported that Estom Jamani experienced a catastrophic freezer failure over winter break. They are working to identify temperature-monitoring software to help prevent major incidents like this in the future. Rider concluded his report by distributing updated numbers to break down the various income streams that contribute to the AS Dining budget, including Estom Jamani register sales, meal plan income, and food truck commissions. He shared that he is currently working to identify the optimal number of food trucks to host on campus that balances sales for the trucks with variety for the campus community.
- IX. CHICO STATE WILDCAT STORE DIRECTOR REPORT** – Novo shared that Grad Fest is coming up on the last Wednesday and Thursday of February, from 10 am to 4 pm in BMU 203. Poster Invasion will also be on campus Monday through Friday, the final week of February. He reported that they are currently at \$360,000 in sales for spring 2026 Immediate Access, which is a substantial jump over the fall semester. He also displayed an assortment of new branded merchandise items that the bookstore just got in.
- X. VP APPOINTEES' REPORT** – Ly shared that ASFC meets tomorrow, and he has no report at this time.
- XI. CHAIR REPORT** – Sueki welcomed everyone back and expressed his excitement for the upcoming semester. He shared that one member of the committee had to step down over break due to scheduling.
- XII. ANNOUNCEMENTS** – Rider shared that this Saturday, a public celebration of life will be held in the BMU auditorium for an AS Dining employee who recently passed.
- XIII. PUBLIC OPINION** – none
- XIV. ADJOURNMENT** The chair Sueki adjourned the meeting at 10:01am