

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

This meeting was facilitated both in-person and via an online Zoom format.

Wednesday, November 1, 2023

3:30 p.m.

BMU 205

Members Present: Johnathan Montes, Jaiden Grivette, Jesse Martin, Anita Barker, Michelle Korte, Stacie Corona, Megan Odom

Members Absent: Zackary Machado (excused)

Others Present: Dr. Chela Mendoza Patterson, Karen Bang, (recording), Katrina Robertson, Tom Rider, Kyle Alsberry, Steve Novo, Kendra Wright, Windy Van Dam, Keith Crawford, Jon Timko

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 3:30 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 11/1/23 regular meeting agenda. **Motion to approve the 11/1/23 regular meeting agenda, as presented (Corona/Grivette) 6/0/0 MSC.** (Korte joined the meeting at 3:31 p.m.)
- IV. **APPROVAL OF MINUTES** – Minutes of the 10/4/23 regular meeting. **Motion to approve the minutes of the 10/4/23 regular meeting, as presented (Grivette/Odom) 7/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Montes announced that today is the first day of Native American Heritage Month and he noted that this month was created to call attention to the culture, traditions and achievements of the nation's original people.
- VI. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic – None
- VII. **BUSINESS**
 - A. **Discussion Item: 6/30/23, 7/31/23 and 8/31/23 Dining Services Financials** – Rider provided a synopsis of 2022-23 for Associated Students Dining Services (ASDS). For 'Dining Overall,' he noted that Income and other categories were up; however, Net Income was down (\$111,398). He noted that big fluctuations were due to changes that had to be made after the budget was approved. Rider reviewed the summaries for each area, explaining that the Marketplace was most of their loss issue. Holt Station was closed in spring due to safety concerns and theft. Creekside's lack of sales resulted in an approximate loss of \$91,000. He said since then, that location has been permanently closed. Due to being unable to fill the Concessions supervisor position, Rider said they are looking in to having a local vendor take over concessions this year and we'd collect a commission, similar to the food truck situation. Montes asked about the \$64,684 contribution and Rider explained the \$300,000 fee that commercial services normally pays to do business on campus He noted that a three-year relief on the \$300,000 was given to us, which saved us a lot. Rider next reviewed August 2023 financials, explaining that August is not a great month because school is only in session for a couple of weeks. He said "Option C Budget" on the Dining Services Comparative Income Statement, is new. He said that last spring when the budget was passed, a full budget of \$8.89M was passed, with residential housing costs of \$6.8M. He said numerous

assumptions were made to inform that number, and explained the various items. Rider said Corinne Knapp of University Housing & Food Services (UHFS) was not happy with the \$6.8 million, so they worked together over the summer to reduce this down, which puts numbers at more actual for the AS at approximately \$6.2 million. He reviewed the specifics of the changes that were made, noting approximately \$6.36 million total billable amount to UHFS. He expressed his concerns over these changes, especially Cost of Sales. Rider reviewed Dining Overall, noting a Net Income of \$84,924 for August. He also reviewed with the committee each area of ASDS.

- B. Discussion Item: 6/30/23, 7/31/23 and 8/31/23 AS Wildcat Store Financials – For June 2023, Rider said Income was at \$45,214, Net Increase of \$161,288 YTD, Commission Income of \$430,039 YTD. July Income was at \$34,637, Net Decrease of (\$13,239) YTD, Commission Income of \$14,382 YTD. August Income at \$81,392, Net Increase of \$13,064 YTD, Commission at \$75,292 YTD.
- C. Discussion Item: 6/30/23, 7/31/23 and 8/31/23 Follett Wildcat Store Financials – Novo presented the financials to the committee, noting overall for June they were down 3.8% and overall for the year were down 10.0%. For July, they were down 1% for the month overall. For August, Novo said they struggled in textbooks, down 33% for the month as they continue to see a decrease in use of physical books on campus. He said the store was down in all departments for the month as they saw much less traffic compared to previous years..

- VIII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider said Chartwells Higher Education will be back to campus on 11/7 and 11/8 to hold student focus groups. He said on 11/26 the Swipe Against Hunger event will be held, where they collect meal swipes from students, then turn them into physical cards to give to Basic Needs and the Food Pantry for distribution to students. He said they usually collect up to 400 per semester, to use the next semester. Rider said they're getting closer to bringing Apple sales back to the bookstore.
- IX. CHICO STATE WILDCAT STORE DIRECTOR REPORT** – Novo said that Follett has a number of sales going on and provided an overview. A Friends and Family Sale will be held from 11/22 to 11/27. The annual Customer Appreciation Event will be held 12/4 to 12/8. Postcards will be sent to everyone on campus regarding this 25% off whole purchase event. He said an Apple sale will also be happening that week.
- X. INTERIM EXECUTIVE DIRECTOR REPORT** – Montes welcomed Dr. Patterson to the meeting. She said she sees familiar faces around the table and is excited to be back on campus. She explained her background of working on campus, both for the AS and the University, and explained that she's helping out the AS until Jamie Clyde returns.
- XI. CHAIR REPORT** – Montes reminded the student members to not let off, but full throttle to finish the semester.
- XII. ANNOUNCEMENTS** – None
- XIII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None
- XIV. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 4:26 p.m.