

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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

Thursday, November 10, 2022

1:30 p.m.

BMU 205

Members Present: Johnathan Montes, Allison Wagner, Michelle Korte, Megan Odom, Anita Barker

Members Absent: Stacie Corona

Others Present: Jamie Clyde, Karen Bang, (recording), Katrina Robertson, Tom Rider, Hugh Hammond, Steve Novo, Shar Krater

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 1:30 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 11/10/22 regular meeting agenda. **Motion to approve the 11/10/22 regular meeting agenda, as presented (Odom/Barker) 5/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 10/27/22 regular meeting. **Motion to approve the minutes of the 10/27/22 regular meeting, as presented (Wagner/Barker) 5/0/0 MSC.**
- V. **ANNOUNCEMENTS** – None
- VI. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic – None
- VII. **BUSINESS**
 - A. **Discussion Item: 7/31/22 through 9/30/22 Dining Services Financials** – Rider noted all retail areas were broken out and YTD's also include July and August. He said that Income for Dining Overall was \$833,789 as of 9/30 and \$2,097,828 YTD. Net Income at (\$188,818) for September and \$115,326 YTD. He said our CSU Chico contribution YTD so far is \$40,472. He reviewed each area with the committee. Rider said they're dealing with whether or not Sterno will continue to be allowed for warming of food by Catering at events. He said there are electric plug-in versions that may need to be used; however, they cost \$800 each. Clyde said it's all state buildings throughout the whole CSU system. She said this has been elevated to the president and she's working directly with the Chancellor's Office. Clyde said though none of the alternatives are good, they are moving forward and trying to find a solution. September numbers were discussed.
 - B. **Discussion Item: 7/31/22 through 9/30/22 AS Wildcat Store Financials** – Robertson said Income for July was at \$30,418 with a Net Decrease of (\$34,833) for the month, and (\$34,833) Net Decrease YTD. Commission Income at \$19,513 YTD. Income for August was at \$104,903 with a Net Increase of \$27,406 for the month and (\$7,427) Net Decrease YTD. Commission Income at \$113,645 YTD. Robertson said September Income was at \$55,111 with a Net Decrease of (\$14,222) for the month and (\$21,649) net decrease YTD. She said Commission Income YTD was at \$157,593, 33% of the original approved budget of \$477,828.

C. Discussion Item: 7/31/22 through 9/30/22 Follett Wildcat Store Financials – Novo said July is typically a slow month; however, he said as we cycle out of COVID it was up \$44,000 compared to last year, helped by in-person visits to campus, and up \$94,000 compared to two years ago. He said August textbook sales were down 2.3%, although this was expected due to enrollment being down 2,000 students to last year. He said they're seeing less traffic in the store, and less purchase of general merchandise, apparel and gifts have been down considerably. Novo said overall, they ended the month down 3.2%. He noted that they're working on using HEERF dollars to push through Access but are running out of time. Novo next reviewed September numbers, noting that sales were down in textbooks for new/used/rentals, although digital is staying strong. He said they are selling a lot of Yetis and Hydro Flasks and have had good success at several book events. He said Computer Discount Warehouse (CDW) is selling directly to campus for Apple purchases and he's working with Clyde and Rider regarding this issue. Overall, they ended the month down 8.7% with majority of the miss being in both Apparel and Technology. He said a more detailed monthly financial is now being prepared for the committee's review. Korte asked about more affordable options for clothing. Novo said prices have gone up and they still have basic affordable t-shirts; however, Champion sweatshirts have gone up quite a bit in the past year and a half. He noted Columbia items are now over \$100 for a sweatshirt, which is the same industry-wide. Wagner asked if we could switch to cheaper companies and Novo said those companies don't do logo merchandise like Champion and Under Armour do so we'd need to spend extra to have an outside company do the printing. Discussion was held and Clyde noted the increased costs the AS has had to pay for branded items.

VIII. AUXILIARY BUSINESS DIRECTOR REPORT – Rider said Dining surveys are available and requested members scan and take the survey. He said that Swipe Against Hunger is coming up after Thanksgiving and they usually have 80 to 100 swipes per month from the Food Pantry. He said they're hoping for 500 or so next semester. • Rider said 6,428 Ozzi boxes were collected last month at Sutter. He noted they've lost hundreds of boxes within the past two weeks and is unsure why. He said he's hopeful to get some of these back. He said a "Fork it Over" event will be held and they'll put bins out to capture boxes before students leave. He said a SFAC grant paid for all of this and Dining Services purchased another 1,500 containers. He noted he has submitted a SFAC grant to get an additional 1,000 boxes, noting they cost nearly \$5 each and Dining Services can't afford to continually pay to replace them. Rider said a downtown business owner came to see the Ozzi system and she's going to start it at her restaurant for to-go's. • Rider said a couple of new accounts have been opened with Coremark and other vendors to assist with capturing some of the sales in our convenience stores and coffee shops. He explained that the food trucks don't want to sell drinks or sides, so they push them towards our convenience stores to purchase these items. Wagner said she was excited about how cups can be returned. Rider said they might raise the cost to \$1 each so people won't want to throw them away. She asked if mugs and Klean Kanteens could be sold inside Common Grounds and Rider said they've had various displays of coffee mugs and Klean Kanteens but not a lot of sales of them. Discussion was held.

IX. CHICO STATE WILDCAT STORE MANAGER REPORT – Novo said Follett is at 14 CSU's and other UC's. He said the population across the board is down, and only one CSU has increased in student population. • Novo said that at an upcoming meeting he would present Josten's stole builder program and noted that campus and University Public Events are working on approved logos and approved designs for stoles to wear at graduation. He said this would eliminate a lot of issues they had last year. • Novo said they have been working hard on book adoptions, getting professors to tell them what books they'll be using for next semester. He said they pushed for professors to respond by October 14 and have had the best response they've ever had in their 8 years on campus. He said Jennifer Aceves has been a huge campus partner of theirs, their champion for the bookstore and she worked with departments to get them to turn in their adoptions. He said we're number one out of 14 CSU Follett Bookstores, at 70%, and that they've never been number one before, and this is phenomenal. Novo explained the benefits of receiving early adoption information, noting it's a huge benefit for students as a whole to have books in stock early.

- X. EXECUTIVE DIRECTOR REPORT** – Clyde congratulated Novo regarding the early book adoptions. She said she and Rider met with Follett managers recently and discussed declining sales in the bookstore. She said she would put together a presentation for ASBC to provide a historical look of year over year. She said it's good to hear that numbers are better than last year; however, reminded that last year was terrible. She said last year sales were around \$3.6 million and when Follett started with us, sales were closer to \$7 million. She noted that the Follett managers said a lot of other schools have rebounded and ours is further behind than other CSU bookstores. Clyde said it's not something Follett is doing wrong but the head count affects the bodies in the store and not supporting businesses. • Clyde said the AS was able to bring back the Multicultural Showcase (previously MAC night). She said over 300 students attended last night, the auditorium was full, and 10 different acts were performed by various student organizations. She said the energy in the room was amazing. She expressed appreciation for the AS officers who were MC's, OPS and A/V techs in the background.
- XI. CHAIR REPORT** – Montes said he met with Robertson regarding the LAIF/CD Reports as well as the Board Designated Funds Report and is looking forward to Monday's 9 a.m. AS Investment Committee meeting.
- XII. ANNOUNCEMENTS** – Montes said Happy Thanksgiving to everyone and said he hopes everyone has a great time with their families.
- XIII. PUBLIC OPINION** – None
- XIV. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 2:32 p.m.