

## **ASSOCIATED STUDENTS BUSINESSES COMMITTEE**

*This meeting is being offered in a zoom format for public viewing only.*

**Tuesday, November 18, 2025**

**11:00 a.m.**

**BMU 205**

**Members Present:** Miguel Sueki, Tom Rider, Steve Novo, Alex Lopez, Donelle Holeman, Megan Odom, Andrew Ly, Jon Timko, Eric Coleman, Stacie Corona,

**Members Absent:**

**Others Present:** Victor Trujillo, Emily Berry (Recording), Katrina Leach, Windy Van Dam, Jasmine Garcia,

- I. **CALL TO ORDER** - *The Chair shall officially call the meeting to order to begin official business of the Associated Students Businesses Committee.*

**Sueki called to order at 11:01AM.**

**MECHOOPDA LAND RECOGNITION:** *"We acknowledge and are mindful that CSU, Chico stands on lands that were originally occupied by the first people of this area, the Mechoopda, and we recognize their distinctive spiritual relationship with this land, the flora, the fauna, and the waters that run through campus. We are humbled that our campus resides upon sacred lands that since time immemorial has sustained the Mechoopda people and continues to do so today."*

- II. **APPROVAL OF AGENDA** - *At this time the committee will review the agenda and make any needed changes before proceeding with the rest of the meeting*

A. Approval of the 11/18/25 special meeting agenda. **Action Requested: Motion to approve the 11/18/25 special meeting agenda, as presented. (Lopez/Ly) 8-0-0 MSC**

**Holman approves**

**Timko approves**

**Corona approves**

**Coleman approves**

**Lopez approves**

**Ly approves**

**Odom approves**

**Sueki approves**

- III. **APPROVAL OF MINUTES** - *At this time the committee will review the minutes of the previous meeting(s) and make any appropriate corrections.*

A. Minutes of the regular meeting of 10/28/25. **Action Requested: Motion to approve the minutes of the regular meeting of 10/28/25, as presented. (Holman/Lopez) 7-0-1 MSC**

**Holman approves**

**Coleman approves**

**Ly approves**

**Odom approves**

**Lopez approves**

**Sueki approves**

**Corona approves**

**Timko abstains**

**IV. ANNOUNCEMENTS** - *At this time, members of the **committee** may choose to share brief announcements related to topics on the agenda or previously discussed at an official meeting.*  
None.

**V. PUBLIC OPINION** - *At this time, members of the **public** may address the committee related to items listed on the agenda.*  
None.

**VI. 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. **Action Requested: Motion to approve Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2025-26, as presented. (Timko/Lopez)****

**Motion to amend and update the dates to say 2026 instead of 2025 for 2026 dates (Odom/Timko) 8-0-0 MSC**

- Holman approves
- Timko approves
- Coleman approves
- Ly approves
- Odom approves
- Lopez approves
- Corona approves
- Sueki approves

**Motion to amend (Timko/Lopez) 8-0-0 MSC**

- Holman approves
- Timko approves
- Coleman approves
- Ly approves
- Odom approves
- Lopez approves
- Corona approves
- Sueki approves

**Motion to approve the amended document (Lopez/Timko) 8-0-0 MSC**

- Holman approves
- Timko approves
- Coleman approves
- Ly approves
- Odom approves
- Lopez approves
- Corona approves
- Sueki approves

**B. Information Item: 9/30/25 Review of Investments Local Agency Investment Fund and Money Market**  
Leach stated each quarter the scheduled investments and earnings are brought and we specifically look at the auxiliary business rows. LAIF interest earned was \$52,384.34. The LAIF balance as of September 30 was \$5,562,108.52 with an annualized return of 4.34%. The Money Market account interest earned was \$43,702.48 the investment balance at the end of September was \$3,066,558.33 and the annual yield was 3.99%.

C. Information Item: 9/30/25 Dining Services Financials

Rider stated all individuals have the document.

D. Information Item: 9/30/25 ASDS Retail Summary

Rider reviewed the Powerpoint presented. He stated the month of September is a full month and the first full month to see after the new budget has started. Retail dollars fluctuate wildly depending on if students are present or not. He reviewed that nothing was particularly alarming and most retail operations are in the positive.

For September, we did \$831,144, Cost of sales was 48.27%, total wages were just over \$500,000, other operating expenses were approximately \$180,000, brought in \$45,156, in additional income for a net income of negative \$222,452. Year to date \$302,235 which is about 24.44% better than budgeted and contribution to CSU Chico was \$13,231.

Cash Ops brought in \$268,495, brings us to \$5,82,791 year to date, cost of sales was \$148,952 total wages were \$143,362, year to date we're about 26.23% under our projection, other operating expenses \$243,446, which is about 6.63% under projection, additional income brought in \$46,058 for the month, which is about \$144, 673 loss which is about \$46,605 better than what was anticipated.

Estom Jamani brought in \$562,649 for the month, just over 1.7 million year to date, right around 4% more than anticipated. Cost of sales was 44.83% for the month 21.27% year to date. Wages were \$373,756 for the month, a little high year to date by about .78%. Other operating expenses were \$78,068 for the month, \$902 in additional expenses, leaving a net loss of \$142,332. Year to date at \$446,908 about 2.94% over budget.

Catering income was a negative \$22,365, year to date at \$168,418, cost of sales was 23.98% year to date. Total wages were \$32,562, for the month, \$95,895 year to date about 5.24% under budget. Other operating expenses was \$12,563, year to date that is \$35,193, there was additional expenses of \$3,347 leaving a net income of minus \$80,672 for the month which brings us down to minus \$9,756 year to date, still \$30,000 better than anticipated in original budget.

Marketplace did \$55,776 in total income, year to date brought us to \$89,477 cost of sales was 34.06% for the month, Total wages was \$49,396 and year to date that puts us at \$110,189, other operating expenses was \$48,091, brought in \$7,677 in additional income for the month for a year to date of \$37,099 leaving us a net income loss of \$53,031, \$146,652 year to date, which is \$113 variance from anticipated.

Butte Station had \$142,927 for the month, year to date put us at \$187,454, which is about \$249 over what was predicted. Cost of sales was 54.80%, total wages for Butte Station for the month was \$23,475, other operating expenses we're at \$21,414 for the month and brought an additional \$9,141 leaving us a net income of \$28,850 to the bottom line. This puts us in a positive \$1,534 for the year so far.

Common Grounds did \$42,072, \$63,243 year to date, cost of sales was 34.10%, total wages were \$11,683 for the month, \$23,568 for the year, just over 1.32% budgeted. Other operating expenses was \$8,188 for the month, saw a difference of \$2,497, leaving us a positive \$5,359 in net income for the month, right at minus \$4,354 year to date, which is about 34% better than anticipated.

Urban Roots \$46,628 for the month, year to date we're at \$66,166 about 22% more income than anticipated. Cost of sales is at 52.96%, total wages just over \$4,000 for the month, operating expenses just over \$6,000 for the month, brought in additional income of \$3,411 leaving us a net income of \$15,269, year to date puts us at \$15,932 which is 151% more than anticipated.

E. Information Item: 9/30/25 AS Wildcat Store Summary

Rider stated the Follett contract brought in \$73,542 in income, \$163,326 year to date. \$49,000 of that was from commissions. We contributed to Chico State for the month \$8,430, \$15,551 for the year, there were just under \$23,000 for expenses for the month, \$58,868 for the year, leaving a net income of \$17,226 for the month, \$4,141 for the year, which is about 112% over the budgeted income for this year.

F. Information Item: 9/30/25 Follett Wildcat Store Financials

Novo stated September was a pretty decent month. They were down 23% but the overall for the year for textbooks is up 18.8% , in General merchandise clothing and gifts sold well. With convenience and computers they took a hit, overall down .7% and the store was down 12.2% for the month. For the year they're up 7.9, up 18.8 and gen merchandise is down 2.1%, convenience is down \$15,000 compared to last year.

**VII. AUXILIARY BUSINESSES DIRECTOR REPORT –**

Rider stated there's a \$30,000 swing in September for Estom Jamani. Bread is up %, He stated there's been an increase in eating this year as well. Fanatics basketball games are coming up on the 4<sup>th</sup> of December, this will utilize a beer vendor. They are also discussing the possibility of creating a Chico State brand beer to generate sales opportunities. Keith Crawford and he received the RFP documents for Pouring Rights as well with more to come. There's a new Holiday menu out for catering. BBQ events include FFA field day in February, the Wildflower race at the end of April, and the Golden Goblet Renaissance Faire in March right after Spring break.

Odom asked how Rider is getting off-campus gigs, to which Rider replied that he just happened to be in the room for the FFA situation. For Wildflower Race, they reached out to us. The Golden Goblet Renaissance Faire heard about our vendor relationship with the Wildflower Race and reached out that way.

**VIII. CHICO STATE WILDCAT STORE DIRECTOR REPORT –**

Novo stated they're in the middle of their customer appreciation week. There's also an Apple sale this week, the brand new stuff is only 5% off but the rest is 10%. iPad Air and above are the only ones on sale. Dell's are also 10% off. Owala drinkware is 20% plus free shipping. On December 6<sup>th</sup> they'll be selling merch at the basketball games as well. Last week they had the Follett representative that comes in and merchandises to reset the store.

**IX. VP APPOINTEES' REPORT –**

Ly stated at the last meeting that a thermal pool covering was brought up at around \$72,000. Total income is looking higher and expenses are looking lower than last year. SFAC deliberation was also last week, there was discussion of potentially increasing the limit since there hasn't been an increase in a while. They also have potential marketing and branding on SFAC products so students can see a QR code or sticker or something. He is excited for next semester to see those projects.

**X. CHAIR REPORT –**

Sueki hopes everyone can enjoy a break coming up.

**XI. ANNOUNCEMENTS - *At this time, members of the **committee** may choose to share news or announcements not related to items on the agenda.***

None.

**XII. PUBLIC OPINION – *At this time, members of the **public** may address the committee on any topic.***

None.

**XIII. ADJOURNMENT** The chair Sueki adjourned the meeting at 11:50AM.