

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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Tuesday, February 18, 2025

8:30 a.m.

BMU 205

Members Present: Rishika Tyagi, Jack Flynn, Stacie Corona, Jon Timko, Megan Odom

Members Absent: Ishika Chhetri

Others Present: Katrina Leach, Tom Rider, Steve Novo, Kendra Wright, Emily Berry (recording), Jon Simmons, Keith Crawford

- I. **CALL TO ORDER** - *The Chair shall officially call the meeting to order to begin official business of the Associated Students Businesses Committee.*
Tyagi called to order at 8:35am
- II. **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."*
- III. **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 2/18/25 regular meeting agenda. **Action Requested: Motion to approve the 2/18/25 regular meeting agenda, as presented. (Odom/Corona) 5-0-0 MSC**
- IV. **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 2/4/25. **Action Requested: Motion to approve the minutes of the regular meeting of 2/4/25, as presented. (Timko/Corona) 5-0-0 MSC**
- V. **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.
- VI. **PUBLIC OPINION** - *At this time, members of the **public** may address the committee related to items listed on the agenda. Limited to three minutes per speaker, nine minutes for the entire topic.*
None.
- VII. **BUSINESS**

- A. Information Item: Approve adding a Capital Expense to project #2400, Concessions, in the amount of \$42,000 to purchase a mobile Commercial Smoker, Model #SPK 500 (attached, page 7-8)
This is an ask to purchase outside of the usual Capital Expenditure process. A few extra thousand dollars are being budgeted for potential unknown expenses. They want to use this for their May 3rd event. They do not have any commercial smoking elements anywhere for dining. ROI is about 5 and a quarter years, but Rider anticipates they'll do more than three events per year.
Motion to amend the agenda and change the information item to an action item due to time constraints. (Corona/Odom) 5-0-0 MSC.
Motion to approve action item A to add a Capital Expense. (Timko/Corona) 5-0-0 MSC.
- B. Discussion Item: Local Agency Investment Fund and Money Market for quarter ending 12/31/24 (attached, page 9).
Leach said for our schedule of investment we're looking at second quarter for the fiscal year October to December auxiliary businesses line. We have the local agency investment fund and our money market. In our LAIF the top row is Aux businesses. We had \$46,510.02 in interest income and \$3,966,915.81 as an investment balance with a 4.62% annualized return on investment. For the Money Market that entire account is aux business and it has \$5,093,046.50 as an investment balance at the end of December, with \$42,365.93 interest earned and an annual yield of 4.39%.
- C. Discussion Item: Capital Expenditure Reports for quarter ending 12/31/24 (attached, page 10)
For the second quarter we did not have any capital expenditures, which is anything with a useful life over a year that costs more than \$5,000. Nothing is on there. Eventually the BBQ will go on as a line item onto this report.
- D. Discussion Item: Dining Services Financials December 2024 (attached, page 11-18)
Rider said this rounds out the semester and proceeded to go over the statistics. Income for dining overall for December was \$723,021 year to date that's \$4,557,873. Cost of sales was \$212,711 or 29.42% for December, \$1,404,231 or 30.81% year to date. Net income was (\$68,924) for the month of December, \$226,345 year to date. Contribution to CSU chico is \$29,431.
Cash Ops Income yields \$198,540 for December 2024, \$1,307,721 year to date. Cost of sales is \$81,325 or 40.96% for December, \$546,467 or 41.79% year to date. Net income brought in (\$113,064) for December, (\$278,987) year to date.
Estom Jamani total income for the month was \$524,481 which brings us to \$3,250,153 for the year. Cost of sales is \$131,385 or 25.05% for the month, \$857,774 or 26.39% for the year. This brings us to a net income of \$44,140 for the month, \$505,331 for the year.
Catering did \$37,381 for the month and \$310,211 year to date. Cost of sales was \$13,851 or 34.38% for the month, \$102,871 or 33.16% year to date. Net income was (\$19,069) for the month and (\$54,765) year to date.
Marketplace did \$28,791 for the month, \$187,695 year to date. cost of sales was \$4,885 or 16.97% for the month, \$59,384 or 31.64% year to date. Net income for the month was (\$55,433), and year to date (\$205,706).
Butte Station came in at \$84,034 for the month, \$505,077 yer to date. cost of sales was \$43,408 or 51.66% for the month, \$270,024 or 53.46% year to date. Net income for the month was (\$671). \$7,275 year to date.
Common Grounds \$22,647 for the month, \$160,214 year to date. Cost of sales is \$9,372 or 41.38% for the month, \$53,322 or 33.28% year to date, That leaves us a net income loss of (\$6,165) for the month, (\$4,535) year to date.
Urban Roots did \$21,004 for the month, \$136,010 year to date. Cost of sales is \$9,562 or 45.53% for the month, \$60,727 or 44.65% year to date. Net income of \$1,237 for the month, \$27,995 year to date.
According to Rider we're doing good in Urban Roots and need to do better in Butte station.
- E. Discussion Item: Follett Wildcat Store Financials October, November, December 2024 (attached, page 19-21)

October textbooks are a slow month we only did \$6,200. For the year up \$20,000 all due to access for the fall semester, brought in \$30,00 for access. Double digit increases for non emblematic. Down in clothing by 9.1%. Overall for the month down 2.5%. General merchandise is down 18.1 and overall down .6 for the month and 9.7% for the year, expecting textbooks to increase November only \$1000 in textbook sales. General merchandise up 22.7%. In convenience computers supplies and emblematic up 40%, strong sales the week of Thanksgiving and supporting multiple sales, 23.5% great month. Year to date textbooks is up 7.4% and general merchandise 13.2% while overall store is down 7%

December immediate access for Spring hit late in the month for \$124,000. General merchandise is up 5.5% with an increase in clothing and computers. Strong sales numbers and great results. Up 2.7% with immediate access hitting in December. Textbooks up 37.8%, clothing and computer numbers still down year to date, and general merchandise down 10.3%.

Tyagi asked if there's been a difference in Spirit Friday sales at all. Novo said Fridays haven't been a huge difference, though several have come in for that but it's more faculty and staff capitalizing rather than students.

VIII. AUXILIARY BUSINESSES DIRECTOR REPORT

Rider said the book store RFP closes this Friday and we've gotten one submission. They meet next week to discuss the final draft of Webb design and will be on campus March 12th to present. He also went to meet the new athletic director. In conjunction with the BBQ there's a walkthrough today for the 5/3 event, he'll be asking a group to do the event for them as well. Odom asked what the event was about. Tider clarified the 5/3 event is a baseball game and our big push for BBQ, beer, and baseball. Odom asked about the Webb design and Rider said that's the name of the consultants who are present to help with dining services.

IX. CHICO STATE WILDCAT STORE DIRECTOR REPORT

Novo said next week is a busy week as they have a poster sale Monday through Friday. Gradfest is Wednesday and Thursday in BMU 203 and Choose Chico is that Saturday as well. He expects sales numbers up in March and down in April. He also has new stoles for graduating seniors which brings the numbers up to 5 total, as well as customizable stoles, they're all \$40. The custom ones are \$49. Odom asked where the gradfest was and Novo clarified in BMU 203.

X. ASSOCIATE EXECUTIVE DIRECTOR REPORT –

Simmons said budget is the big thing right now. The President had a State of the University Address yesterday. Overall, the AS is doing pretty well. They're working on a couple of things like a downtown opportunity to have some presence there. This wouldn't be for Choose Chico but it does open up some potentials throughout the year. Facilities updates include power for the food trucks moving forward, this won't effect budget for auxiliary businesses. There's an alumni weekend this weekend as well.

XI. VP APPOINTEES' REPORT -

None.

XII. CHAIR REPORT

Tyagi wanted to thank everyone for cooperating today as she got injured last night. She and Rider are working on the bookstore scholarship which will be coming to the next committee. She's been enjoying the committee and working in AS.

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

Leach says the cash recycler went live about three weeks ago in dining. There's less overs and shorts because of this. We're one of the first auxiliaries to bring it to campus. She offered up a huge thank you to VanDam whose project this was.

- B. PUBLIC OPINION** – *At this time, members of the **public** may address the committee on any topic. Limited to three minutes per speaker, nine minutes for entire topic.* Limited to three minutes per speaker, nine minutes for entire topic.
None.
- C. ADJOURNMENT** The chair Tyagi adjourned the meeting at 9:17am.