

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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Tuesday, February 4, 2025

8:30 a.m.

BMU 205

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

Members Absent:

Others Present: Katrina Leach, Tom Rider, Steve Novo, Hugh Hammond, Kendra Wright, Emily Berry (Recording), Jon Simmons, Dylan, Windy Van Dam, Jasmine Garcia, Amanda Dubner

- 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 8:35 am*
- 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 2/4/25 regular meeting agenda. **Action Requested: Motion to approve the 2/4/25 regular meeting agenda, as presented. (Corona/Odom) 6-0-0 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 12/13/24. **Action Requested: Motion to approve the minutes of the regular meeting of 12/13/24, as presented. (Corona/Timko) 6-0-0 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.*
- 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. Limited to items on the agenda, three minutes per speaker, nine minutes for entire topic.*
- VII. **BUSINESS**
 - A. Action Item: Approval of the Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for Academic Year 2024-25. **Action Requested: Motion to approve the Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for Academic Year 2024-25, as presented (Timko/Odom) 6-0-0 MSC**

B. Information Item: Amending the Bookstore Scholarship Policy

Rider says there's a bookstore scholarship disbursement policy that states what to do with money set aside by Follett as a scholarship fund. Novo has said there's no restrictions as far as Follett is concerned, but the AS has set some. It's been used to pay for senior regalia in the past. He says there's somewhere in the upwards of \$90,000, and the graduation funds would only spend about \$15,000. Regardless of whether or not Follett is with us next year, he's not sure if the fund would stay. The policy would be voted on in ASBC and then reported to Board. Funds may be used explicitly for stoles gowns and caps, as well as other items per the current policy. Rider wanted to also buy T-shirts for spirit days to discount, which goes against the policy. He says the fund really ballooned during the Covid years. He then opened this up to discussion. Tyagi asked about guideline E about a group not being able to receive the scholarship within 4 years and whether or not it could be given out again. Rider said he would read it less exact and he would assume Jaime- who wrote this- would always support AS students but the rule is about prioritizing one group continuously. Novo said the spirit of it has always been for an organization on campus as well, like with the Path Scholars. Rider asked how groups typically redeemed things, and Novo said it goes through the bookstore with names and student ID's, then it's put in their names for whatever dollar amount. Tyagi asked if there would be leftover outside of AS students to which Rider confirmed yes. Tyagi said the cultural programs on campus could use support, and a chunk of the funds could be divided into the affinity centers for the minority groups on campus, potentially offering \$15,000 to the AS students and then \$20,000 to the 4 affinity groups to have \$5,000 each. Corona wanted to clarify if it would help pay for the regalia for the students affiliated with those groups, and Tyagi said the centers could advertise it to the eligible students and allow them to apply for the scholarship funds themselves and provide a list. Novo asked if it should just be graduation or if it could be other items, to which Tyagi asked when it would be distributed, as students wouldn't be purchasing textbooks at the end of a semester. Novo agreed that the funds could be used for books if Follett was here next year for the following semester- something that cannot be presently confirmed. Corona asked if the T-Shirt idea would also be for Campus employees, to which Rider confirmed it would and the policy can be amended to allow this.

C. Discussion Item: Dining Services Financials November 2024

Rider said dining did \$735,167 in November, bringing us to \$3,834,852 year to date which is 1/10th below budget. Cost of Sales is \$244,984. Total wages was \$398,391 for the month, \$1,892,550 year to date, about 1.54% under budget. Other operating expenses was \$165,540 for the month. There was a total of \$4,209 income and expenses that came out, leaving with a net income of negative \$77,957. Positive \$213,269 year to date, just over 6,885.52% over budget. Contribution to CSU Chico is \$24,956 YTD.

Cash Ops did \$208,299 for the month, just over \$1,109,181 year to date. Cost of sales overall was 40.13% \$83,598 for the month. Total wages were \$108,730. Other operating expenses were \$94,865. There were expenses in the amount of \$2,817 for the month. We are left with an \$81,712 loss. This is still better than what was budgeted by \$246,315.

Estom Jamani collected \$526,868, bringing to \$2,725,672 for the year. This is just about \$98,422 over budget due to outside sales. Cost of sales \$161,386 just over 30%. Total wages are \$289,660 a little over year to date at 2.82%. Other operating expenses \$70,675 for the month, additional expenses included \$1,392. That gives positive \$3,755, or \$379,192 year to date. Just about 7.31% less than what was budgeted for.

Executive Catering did \$40,443 for the month of November, year to date they are up 27.09%. Cost of Sales is 33%, Total wages is 24,083, \$133,296 year to date. 7.70% over budget. Other operating expenses is at \$12,622 for the month, \$70,446 year to date, 7.65% over budget. \$3,311 came out in expenses, which yields a loss of \$12,919, but that's 39.31% better than budgeted. Marketplace did \$32,720, that's \$158,904 year to date. Cost of sales was \$9,018, total wages \$37,078, about 9.87% under budget. Other operating expenses \$39,589, about 4.23% over budget on that category. They brought in an income of \$9,923, yielding a \$43,042 loss for the month, \$150,273 loss for the year, which is about 47.30% of what they would've predicted to lose in the budget.

He also stated he's trying to understand vendor numbers and how they impact the AS for sales and other numbers.

Butte Station did \$83,402 for the month, Year to date they're at \$421,043. That's up 11.88% in sale. Cost of sales is \$46,106, 55.28%, they received cost adjustments mid-semester from vendors as well. Total wages were \$19,108 for the month, year to date \$103,304. Other operating expenses were \$19,139. Additional expenses were \$7,411, putting them at a loss of \$8,363 for the month, \$7,946 up, pretty close to anticipated budget.

Common Grounds did \$27,135 for the month, cost of sales was at 27.66%. Total wages is at \$8581, other operating expenses at \$9227, Expenses were at \$2,693, which resulted in a net income loss of \$872. Year to date they were in the positive \$1,629.

Urban Roots did \$22,456 with a 44.42% cost of sales. Total wages \$3,174, other operating expenses \$5,294, expenses cost \$3,486, which yielded \$527 for the month, \$26,758 year to date.

D. Discussion Item: AS Wildcat Store Financials November, December 2024

Income on agreement with Follett was \$43,498, \$19,000 of that was for commission on sales. \$48,410 was on expenses and transfers, \$2,939 of which was contributions to CSUC. \$33,402 was transfer out for rent, a \$4,9136 net decrease for the month and a \$15,949 net increase year to date. That leaves us with a commission income of \$146,364 year to date. That leaves us with 40.10% of the original budget of \$365,000.

Income for the next month was up to \$52,009, \$28,081 being commissionable sales. \$4,328 contributions to CSUC. \$2,218 net decrease for the month, \$18,167 net increase year to date.

That brings us a commission income total to \$174,445 year to date, which is 47.79% of the original budget of \$365,000.

~~E. Discussion Item: AS Wildcat Store Summary November, December 2024~~

Motion to amend the agenda to remove item E. (Corona/Chhetri) 6-0-0 MSC.

VIII. AUXILIARY BUSINESSES DIRECTOR REPORT

Rider said the bookstore RFP is open and proposals are due by February 21st. They are getting a subcommittee together to then present to Board. The consultants will be sending a rough draft of the dining master plan within the next week or two and will be returning to campus for a meeting March 12th. ABC update, the Board had voted to create a policy to allow Rider's position to sign the docs. Everything was returned with worry that Board could rescind the policy, as well as having 18 year olds on the signed document. Rider does have a plan B with a brewery and taking commission. Another option would be to remove dining from the AS and create a separate group, something that would take a long time if they even want to. Otherwise they'd work with a group with other licenses. There is an event on March 3rd in conjunction with the alumni association, and they will be getting a one-day beer license for that. Corona asked if we have an ABC license on campus to which Rider said no. Common Grounds has free drip coffee with Wildcat spirit. Bookstore also offers 20% off one item, Estom Jamani offers \$8 lunch, and more. Meatslab farm serves meat in the Marketplace. Rider wants to explore that further. There's an event on May 3rd they're working together on, and this got them excited to maybe do a BBQ competition. He also checked with Shari Anderson to clear the space to allow it. The issue is, they don't have any equipment. He looked into a grill that would be robust, fit their needs, and had parts available. It has a propane tank, rotisserie, and can fit 500lbs of meat in there. Odom left 9:22am. He assumed profit and total income based on the purchase and potential sales. This could also be used at Housing BBQ events, graduation, farm events, DCBA community events, Choose Chico, Staff Council Luncheon, AS Staff Appreciation, and Senior Send Off. It's about a 6-8 week turn around on the BBQ to be built and sent. Leach asked what the life expectancy of the grill is, to which Rider said 10+ years. Southern Pride brand is more exclusive in their parts, but they have incredible customer service. It would be a price of \$32,726.00.

IX. CHICO STATE WILDCAT STORE DIRECTOR REPORT

Novo has been working regarding commencement and regalia. 50 sets of gowns were donated. This year, that's being increased to 100 gowns through the Basic Needs program. For Master's students there are new hoods that are keepers instead of being rentals. It's about \$5 more for the overall price. Gradfest is February 26th and 27th from 10-4 in BMU 203. It takes about an hour to get through. Textbook sales in the bookstore are up about \$150,000 due to access for a great price. Chhetri left at 9:30. Quorum lost.

X. ASSOCIATE EXECUTIVE DIRECTOR REPORT -

XI. VP APPOINTEES' REPORT -

XII. CHAIR REPORT

- I. ANNOUNCEMENTS** - *At this time, members of the **committee** may choose to share news or announcements not related to items on the agenda.*
- 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.
- C. ADJOURNMENT** The chair Tyagi adjourned the meeting at 9:31am.