

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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

Monday, February 6, 2023

8:30 a.m.

BMU 205

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

Members Absent: None

Others Present: Karen Bang, (recording), Katrina Robertson, Tom Rider, Lexi Extein, Hugh Hammond, Kyle Alsberry, Steve Novo, Kendra Wright, Corinne Knapp, Keith Crawford

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 8:33 a.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 2/6/23 regular meeting agenda. **Motion to approve the 2/6/23 regular meeting agenda, as presented (Barker/Korte) 6/0/0 MSC.**
- IV. **ANNOUNCEMENTS** – Wagner said she noticed that at the cafes on campus that the plant based milk was \$1.25 and questioned why the price is so high. Rider said dairy and non-dairy products are out of control right now. He explained that they've been using a system to react real time and then will lower prices when costs go down. He said cases of real milk products have increased by \$40 each, even with discounts via our procurement contract. Wagner said the plant based milk expense goes against the sustainability value of the AS and asked when prices fall, if it would be possible to remove the extra charge. Rider said it's a calculation based on all our products and is needed in order to stay in business. He said it's not a tax and that plant based milk is also expensive. Novo said that other than textbooks, 90% of their bookstore products have gone up in price. Clyde said she hasn't seen it yet, but has heard that prices are fluctuating so hard and often throughout the entire industry, that menus are beginning to not list prices, but list menu items at "market price." Discussion was held.
- V. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic – None
- VI. **BUSINESS**
 - A. **Discussion Item: 12/31/22 Dining Services Financials** – Rider said for the month overall, Income was at \$652,878. YTD at \$4,313,103. Net Income for the month was at (\$10,750) with YTD Net Income at (\$349,242). Rider reviewed each area of Dining Services with the committee. Regarding Catering, he said they're very busy right now; however, in December they lost a number of large holiday party events.
 - B. **Discussion Item: 12/31/22 AS Wildcat Store Financials** – Robertson reviewed with the committee, noting that Income for the month was at \$26,878. She said they had a Net Decrease of (\$40,928) for the month and a (\$215,342) Net Decrease YTD. Commission Income YTD at \$207,890.

- C. Discussion Item: 12/31/22 Follett Wildcat Store Financials – Novo reviewed the various areas and noted that overall, they were down 7.6% for the month due to less traffic in the store. He said they're expanding the food section another 16', noting it was condensed down during COVID.
- D. Discussion Item: 12/31/22 Auxiliary Activities Fund Capital Expenditure Report – Robertson said for the second quarter no purchases were made. She noted the two items that are still budgeted for purchase.
- E. Discussion Item: Local Agency Investment Fund for quarter ending 12/31/22 – Robertson reviewed the Auxiliary Business line with the committee. She said \$37,714.40 of interest was earned at 2.07%.

- VII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider said he finished the first draft of the Marketplace RFP and has forwarded it to Keith Crawford, the AS Risk Manager, for review. It will then be reviewed with Clyde and hopefully finalized this week. The RFP will then be published on our website. Rider said he reached out to the owners from Round Table and Steve's Pizza. He also noted that he and Montes will pull together a subcommittee. • Rider said recently a group of five or six high school students entered Holt Station while one AS student employee was working there, and stole everything from the store. He said it took UPD 20 minutes to arrive. Since then, he has posted a student security guard at the door which now means double wages being paid for that location. Rider noted that Holt Station is not in a good spot regarding campus security issues and said a discussion needs to be held regarding some of our businesses on campus. He said Holt Station doesn't contribute a whole lot and presents issues, and that Creekside is another issue, currently at a \$52,000 loss (Odom left the meeting at 8:56 a.m.). He said they need to purchase a new refrigerator for Creekside, and its viability is an issue. Rider said campus is turning Selvester's into a commercial kitchen for their classes and could possibly take over Creekside. He also noted that the AS will have a coffee shop opening in the new Behavioral and Social Sciences building being built. • Rider said the gentleman that owns the Tea Bar contacted him regarding a pop-up storage container retail concept that would be run by them. Rider provided sample pictures and noted that the Garden Grove area has a similar concept and he's checking into that for comparison purposes. He said it's something the AS wouldn't have to manage and discussion was held.
- VIII. CHICO STATE WILDCAT STORE MANAGER REPORT** – Novo said Grad Fair will be held on March 1 and 2 in BMU 203 from 10 a.m. to 4 p.m. He said they're working on getting stoles approved for first generation students and custom stoles through Josten is up and running.
- IX. EXECUTIVE DIRECTOR REPORT** – Clyde said the student elected representatives spring training was held this weekend at the WREC which provided the opportunity to share information with everyone at one time. She said they spent the night in the mat room and it was a great bonding experience. Montes said it was a great experience overall. Clyde said budget season and the April 4 election were also discussed and thanked Wright for putting this event together.
- X. CHAIR REPORT** – Montes said he had a great time at the spring training and felt like everyone bonded well together.
- XI. ANNOUNCEMENTS** – Barker acknowledged the great work Yeng Vang is doing with concessions. She said they have two more home basketball games this year and concessions has been a strong point for them. Rider said Dining Services bought wireless readers so students will be able to swipe for purchases using their various plans at games.
- XII. PUBLIC OPINION** – None
- XIII. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 9:06 a.m.