

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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

Friday, February 9, 2024

10:00 a.m.

BMU 205

Members Present: Johnathan Montes, Jaiden Grivette, Anita Barker, Michelle Korte, Stacie Corona, Megan Odom, Zackary Machado

Members Absent: None

Others Present: Dr. Chela Mendoza Patterson, Eliza Miller (recording), Tom Rider, Kyle Alsberry, Steve Novo, Windy Van Dam, Kendra Wright, Alexis Extein, Kamran Haq, Evan Pottier

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 10:00 a.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 2/9/24 regular meeting agenda. **Motion to approve the 2/9/24 regular meeting agenda, as presented (Grivette/Odom) 6/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 11/29/23 regular meeting. **Motion to approve the minutes of the 11/29/23 regular meeting, as presented (Machado/Grivette) 6/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Montes said welcome to the room and announced that this is his last semester as he is graduating this May.
- VI. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic –None
- VII. **BUSINESS**
 - A. Action Item: Approval of Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2023-24. **Action Requested: Motion to approve Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2023-24, as presented (Odom/Grivette) 0/0/0.** Korte inquired if there could be a discussion before the vote. Korte inquired if all meetings would be on Fridays as there are some attendance concerns, especially on March 29th, the Friday before Caesar Chavez weekend. Corona joined the meeting at 10:05 am. Montes stated that the Friday time had been selected due to student availability. Barker stated that Friday works for her as long as she can be on Zoom when traveling with athletic teams. Montes recognized Wright. Wright asked if hosting the meeting 30 minutes later would help with the scheduling conflicts. The committee discussed availability and agreed that that change would work. Wright stated that a new revised resolution would come back to the next meeting to reflect the new 10:30 am start time. No vote was taken.
 - B. **Discussion Item: 10/31/23, 11/30/23, and 12/31/23 Dining Services Financials** – Rider shared that the report is positive overall and that dining is doing better than predicted and better than this time last year. Rider shared that the overall income for October was \$ 849,001. YTD was \$2,932,397 Net income for October was (\$17,476) with YTD net income at \$327,852. Rider reviewed October

financial breakdowns for each area with the committee. Rider shared that Dining's November overall income was \$714,843 with YTD at \$3,647,240. November net income was (\$20,746) with net income YTD coming in at \$307,106. Rider reviewed November financial breakdowns for each area with the committee. Rider shared that December Dining's overall income was \$617,200 with YTD at \$4,264,439. Net income for December was \$41,793, and net income YTD was 348,899. Rider reviewed December financial breakdowns for each area with the committee. Rider shared that since 2019, catering income in December has dropped off due to a reduction in campus holiday gatherings compared to pre-COVID numbers.

- C. Discussion Item: 10/31/23, 11/30/23, and 12/31/23 AS Wildcat Store Financials – Odom left the meeting at 10:45 am. Rider said he had created a report to demonstrate the AS interaction with the Follett contract; Novo will discuss the Wildcat store's actual financials in the next item, but income for this report comes primarily from commission from the bookstore's sales. October income was \$29,073, and net income was \$1,558. November income was \$13,830 and Net income was (\$18,830). December income was \$26,087, and net income was \$3,863. YTD income was \$177,608, and YTD net income was \$1,870.
- D. Discussion Item: 10/31/23, 11/30/23, and 12/31/23 Follett Wildcat Store Financials – Machado left the meeting at 10:50 a.m. Novo said that for October, general merchandise was up 17% thanks to Chico Preview Day. Overall, the store was up 12% for the month. Lack of sales in textbooks led to a YTD reduction of 16.2%. In his November report, Novo shared that the Wildcat Store is offering optional stoles for purchase this year. This stole comes in two versions: a general Chico State version and a First-Generation Student version. Novo stated that in November, the store overall was down 19.2% compared to last year. For the month of December, Novo shared that implementation of the Inclusive Access Program has been delayed to fall, per his most recent communication with Campus. Chico and Bakersfield are the only CSU campuses that aren't yet part of this program. Corona shared that there has been lots of work behind the scenes to make this happen, and the campus is definitely looking to pilot this in the fall with a couple of faculty. Novo thanked Corona for her role in helping move this project forward. Novo shared that December general merchandise was down due to the store struggling to get merchandise refills from some vendors, especially Champion, which is rolling in now.

VIII. AUXILIARY BUSINESSES DIRECTOR REPORT – Rider said he is working with Curtis Sicheneder, Director of Special Projects in the Business and Finance office, who is helping push forward the Inclusive Access Project that Novo and Corona mentioned previously. Sicheneder is also helping Rider with a food truck hub for Campus that would include shade and power hookups. This project would be reminiscent of The Silos at UC Davis. Rider shared that they will be looking for a location with FMS next week. Rider shared that the NACUFS survey results are in and will be presented at a future meeting. Rider stated that the next meeting will be budget introductions and an opportunity to ask questions. He also shared that the Chartwells discussion is ongoing and that he is meeting with them next week and will have more to share at a future meeting. Korte inquired about the food truck hub and the financial model for that. Rider responded that that is yet to be determined. Currently, the food trucks have an annual contract with a 15% on all sales. Rider said he would come back with numbers on what the AS has brought in from the food trucks. He shared that a 15% commission is rather low for the industry; other agreements with food vendors typically have a 30% commission rate. Sicheneder is looking for grants to help get this food truck hub off the ground. Corona asked where the food trucks are shown in the financial reports. Rider said it is included with cash ops. \$167,000 comes from those outside commission sales, including the food trucks and the vendor-made sushi. Korte asked if there were any expenses that come from the commission income. Rider stated that the only cost is for the readers to allow them to take flex cash at the trucks. Korte asked if Rider knew what the food trucks would pay in Chico. Rider said he did not, but he would imagine it's more costly for the trucks to be on campus due to requirements for insurance and commission.

- IX. CHICO STATE WILDCAT STORE DIRECTOR REPORT** – Novo said the power outage on the Saturday before the spring semester affected their usual back-to-school sales numbers, even with extended hours on the following Sunday. The strike during the first week of school dramatically affected their sales over last year because many professors did not require in-person attendance even after the strike ended. Novo shared that Grad Fest will be on March 6th and 7th. It will be in Colusa 100A on the 6th from 10 a.m. to 4 p.m. and on the 7th from 10 a.m. to 1 p.m.
- X. INTERIM EXECUTIVE DIRECTOR REPORT** – Dr. Patterson welcomed everyone back. She shared that the new associate executive director, Jon Simmons, started in the new year. The budget cycle is starting, and she is looking forward to working on that as we progress into the semester.
- XI. VP APPOINTEES' REPORT** – Machado was absent.
- XII. CHAIR REPORT** – Montes said he hopes to have a great final semester. He asked the committee, with the new rules around Zoom, to please communicate with him if they are unable to make it in person. He also welcomed the new minute-taker, Eliza Miller, to the committee.
- XIII. ANNOUNCEMENTS** – none
- XIV. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic - None
- XV. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 11:16 a.m.