

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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

Monday, May 1, 2023

8:30 a.m.

BMU 205

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

Members Absent: None

Others Present: Curtis Sicheneder, Karen Bang (recording), Katrina Robertson, Tom Rider, Steve Novo, Windy Van Dam, Keith Crawford, Kyle Alsberry, Shar Krater, Kendra Wright, Lexi Extein,

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 8 a.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 5/1/23 regular meeting agenda. **Motion to approve the 5/1/23 regular meeting agenda, as presented (Barker/Corona) 6-0-0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the regular meetings of 4/10/23 and 4/17/23. **Motion to approve the minutes of the regular meetings of 4/10/23 and 4/17/2023, as presented (Barker/Corona) 6-0-0 MSC.**
- V. **ANNOUNCEMENTS** – Montes said Happy Wednesday.
- VI. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic – N/A
- VII. **BUSINESS**
 - A. **Discussion Item: Marketplace RFP results and recommendation** – Rider said the subcommittee listened to two proposals that entered into the Marketplace RFP: Steve’s Pizza from the Sacramento area and Circle Pizza (local Round Table). He said the subcommittee of five is comprised of Megan Odom, Johnathan Montes, Keith Crawford, Diego Valdez (Senator for College of ECC) and himself. He said he wouldn’t be discussing the particulars of the terms since it’s an active RFP. Rider said each group came in and presented to the subcommittee and the committee felt there was no clear winner. He said each had aspects they liked and aspects they were concerned with. Rider explained that within the RFP proposal, there was a point scoring matrix that presenters were provided with, and that both were pretty close except for a couple of key items. The committee agreed that each of the two presentations would need adjustments to what they proposed. Rider said Sharu, the owner of Steve’s Pizza was passionate about his pizza but the committee felt the presentation was a little muddled. His ideas regarding doing various foods for us; we already have. He said it would be presented to them that we’ll require a minimum commission as their suggested commission percentage was too low and would need to be increased. Rider said in the presentation, Sharu was very forward thinking in trying to build a business here. He said one of the restrictions on the Marketplace is the bathrooms, so we can’t have business run outside the normal business hours of the BMU. He said Sharu is excited about the neighborhood and could operate this kitchen as a ghost kitchen, nights/weekends, deliveries to

the local area. Rider said when he asked Round Table Pizza about delivery, since they own three stores in town already, they said deliveries are already taken care of and deliver to this area via their Mangrove store. Rider said we wouldn't get delivery commission from the Mangrove store. He said Round Table would only be open while the students are here, when the BMU is open. Round Table representatives said they don't have a lot of college students as customers, probably because of their location currently not being in this local area, and they're trying to add this as a group to their Chico businesses. Rider expressed concern that they're not concerned about business. He said they were told to calculate their commission rates on \$1.5 million in sales, noting that's not the limit we want to stay at.

Rider said the subcommittee felt the drive of each presentation was different – one to bring a brand-new business to the market; the other to add additional business to their area. He said both scored evenly on acceptance of terms, and both have been in business a long time. Regarding the operational plan including approach and transition, he said that Round Table was better in that regard. He said the Round Table folk's presentation was a lot more visual. In terms of the AS goals of sustainability, they'd conform to our standards. He said Steve's Pizza had a considerable edge in diversity – he's a person of color, and shared that he promotes and allows numerous people in his organization to become owners and managers. Rider said financial benefits to the AS and CSU, Chico was a wash. He said Round Table's commission rate is higher, but felt their desire to sell would greatly impact the bottom line to us. Round Table presented Shake Smart, similar to Jamba Juice, a third-party vendor that is only open on college campuses. Montes said it's a health-conscious breakfast alternative. He said this was Round Table's answer to breakfast, and the committee liked this a lot. Rider noted this could be explored independently of either of these groups, or with the proposals. Further discussion was held regarding Shake Smart. Barker asked about Steve's Pizza breakfast and Rider said he would provide some type of business. He said Steve's Pizza has ran a business at Sacramento State and would use Mother India as a way to expand the pizza idea as well as his breakfast items. Montes said Round Table Pizza would be a lot more expensive than Steve's Pizza, as far as a commitment from us; however, their prices are similar for food. Rider said he was proud to see students asking about the amount of cardboard pizza boxes on campus, as far as recycling issues. He said ultimately, the committee thinks Steve's Pizza has an edge. Rider said they would see if Steve's Pizza would commit to some of the modifications the subcommittee is requesting. He would also let Round Table know that if doesn't work with Steve's Pizza, that we would further our discussion with them. Discussion was held regarding construction modifications. Rider noted that Round Table asked us to commit money to their project as well and this is partly why their commission is higher. Sicheneder said it sounds like Steve's Pizza has a desire to be more a part of our campus community, whereas Round Table is looking at this as a business approach (Odom left the meeting at 8:55 a.m.). Rider said its day and night between the drive and philosophy of both groups and Sharu wants to grow his business. Barker said Steve's Pizza would be something different, as well as for all the business reasons, and also for doing the students a service. Korte suggested checking on both companies with Sacramento State. Rider said the person who was there while Sharu was operating, is no longer working at Sac. State. He said he and Austin Lopic went to the Sac. State location and met those folks, when they also met Sharu. Rider said Steve's Pizza (Mother India) is no longer at Sac State. He said Sicheneder will present this information to the Board during his Interim Executive Director Report. He also noted that ASBC does not need to vote on this, as the Board voted last spring for them to go through this process.

- VIII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider said he received Chartwells proposal late Friday and will discuss it with Sicheneder after this meeting. He said the proposal is robust and he'll have more to say at next week's meeting.
- IX. CHICO STATE WILDCAT STORE MANAGER REPORT** – Novo said most of their drinkware and sweatshirts are on sale this week. End of the semester Bookstore hours were discussed.

- X. INTERIM EXECUTIVE DIRECTOR REPORT** – Sicheneder said ASFC discussed that three of the four banks that have ATM's outside of the BMU have indicated they are no longer interested in having a relationship with the AS. He said this is due to low enrollment, less use of ATM cards, less need for cash, nor need to deposit checks. The ATM's will eventually be removed. Sicheneder said Golden 1 Credit Union has expressed an interest in having a free-standing ATM either in the BMU or somewhere like Sutter Dining or in the Housing world. He said Rider will follow up with Housing as we consider whether or not to take on Golden 1's request. Novo said the bookstore can look into possible cash back options once the ATM's go away; however, there can be no ATM's in the BMU. Discussion was held regarding Golden 1's request. Sicheneder said the open space presents some new opportunities.
- XI. CHAIR REPORT** – Montes said he hopes everyone has a great week – finish strong.
- XII. ANNOUNCEMENTS** – None
- XIII. PUBLIC OPINION** – Barker said they had a last-minute request for Yang, who runs AS concessions, at baseball two weeks ago for Little League Day. She said Yang and staff pivoted in a hurry and did snow cones, which were a huge hit. She said Athletics was really appreciative for this, and there were a lot of happy kids.
- XIV. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 9:11 a.m.