

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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Tuesday, September 30, 2025

11:00 a.m.

BMU 205

Members Present: Miguel Sueki, Donnelle Holman, Stacie Corona, Megan Odom, Eric Coleman

Members Absent: Jon Timko

Others Present: Kendra Wright, Emily Berry (recording), Ben Spiess, Brooke McCall, Steve Novo, Jasmine Garcia, Tom Rider, Windy Van Dam, Katrina Leach, Andrew Ly

- I. **CALL TO ORDER** - *The Chair shall officially call the meeting to order to begin official business of the Associated Students Businesses Committee.*
Sueki called to order at 11:20 am.

Wright thanked everyone for attending the first ASBC of the year. She recognized that everything was new for student members and took time to review Robert's Rules of Order, as well as the Gloria Romero Transparency Act. Introductions were then made.

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."*

- II. **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 9/30/25 regular meeting agenda. **Action Requested: Motion to approve the 9/30/25 regular meeting agenda, as presented.** (Corona/Coleman) 5-0-0 MSC
- III. **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 4/29/25. **Action Requested: Motion to approve the minutes of the regular meeting of 4/29/25, as presented.**
- B. **Motion to amend the minutes to correct the date from 4/22/25 to 4/29/25.** (Corona/Odom) 5-0-0 MSC
- C. **Motion to approve the minutes of the regular meeting 4/29/25 as amended.** (Corona/Holman) 4-0-1 MSC.
- IV. **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.
- V. **PUBLIC OPINION** - *At this time, members of the **public** may address the committee related to items listed on the agenda.*
None.

VI. BUSINESS

- A. Action Item: Approval of Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2025-26. **Action Requested: Motion to approve Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2025-26, as presented. (Odom/Corona) 5-0-0 MSC.**
- B. Information Item: Dining Services Financials March, April, May, June 2025
Rider stated documents were received for the months through June. Corona asked why certain things were highlighted, to which Rider confirmed it was for the consultants. Leach stated it's the revised budget, highlighted on their worksheet which is for their consultant. The budget did go down and that's due to the professional services not being included in the professional results budget.
- C. Information Item: ASDS Retail Summary June 2025
Rider stated this is their year to date now as they ended the 24-25 fiscal year. Income for June was \$631,205, year to date put us at \$9,309,473, which was 2.36% over budget. Cost of Sales for the month was 10.24% overall was 31.28% which puts us 2.99% over budget. Income was also over budget. Total wages \$268,964, \$4.5 million for the year, which was \$137,938 under budget. Other operating expenses were a negative \$35,000 for the month, which puts us at 1.9 million dollars year to date, which is about 2.45% over budget. Other income or expenses for the month was \$62,387 year to date was \$470,959, which was about 1.90% over budget. Includes things like outside meal plans, commission from vendors, Pepsi money, and so on. Leaving us a June income of \$385,613. Year to date puts us at \$433,994 which is about \$126,000 over budget. We contributed \$64,429 to CSU Chico.
For Cash Ops this is all of our businesses excluding residential dining. Income was \$115,235 which puts us at just over 2.8 million for the year which is about 7.76% over budgeted income. Cost of sales was 26.29%, overall we're at 41.58%, which is close to 41%. \$77,054 amount over. Total wages were \$54,880 for the month, \$1.389 million year to date, which was 4.03% under budget. Other operating expenses \$28,720 for the month, \$1.275 million year to date, which is about 15.21% over budget. Income and expenses year to date \$50,630 in the month of June, \$472,234 year to date, which is about 2.63% less than what we had anticipated leaving us an income of \$51,968 for the month, negative \$522,041 for the year, which was still 0.70% better than we had expected losing. Corona requested some clarification on numbers, to which Rider clarified they don't operate by student fees but instead by sales and contracts. He stated the Marketplace is expensive and it isn't like a regular business it's tied to the building and paying that back, as well as keeping administrative operations up and running. He stated retail even for other campuses are not money makers.
Estom Jamani \$515,970 came in for the month which puts us on about, 6.45 million dollars, our original contracted amount was about 6.2 or 6.3 million, cost of sales for the month was 6.66%, overall we're at 26.71% for food costs, total wages \$214,000, 3.1 million dollars year to date, 2.55% under budget, other operating expenses \$64,352 dollars negative puts us at \$637,785 year to date, which is 2.68% under budget. Income expenses the bottom line \$1,749 in the positive category left us a loss of \$1,275 year to date, leaving us net income for the month of June of \$333,645. Leaving us \$956,034 year to date or just about 14.66% over budget.
Catering did \$63,763 for the month of June, put us at \$761,000 year to date, 21.18% over budget which is fantastic for catering. Cost of sales was an even 33% because it was an allocation which has changed this year as they're now doing their own inventory. Total wages \$25,435 for the month, which was \$356,568 year to date, about 2.95% over budget. \$10,295 came out in other operating expenses for the month, leaving us \$172,472 year to date, 4.96% percent over budget. Net expenses was a \$24 loss for the month, \$33,438 loss year to date, left us a net income of \$6,245 for the month, year to date loss of \$54,325, which was still about \$69,105 better than we were expecting to lose.
Marketplace \$22,242 for the month, we did \$392,963 year to date, which is just a little under 1% over budget, 28.64% cost of sales year to date, total wages for the month \$15,789, \$454,287 year

to date, 7.63% under budget, other operating expenses was \$31,195, and overall we are at \$565,933, just under 6% under budget. Additional income on the bottom line came in at \$9,511, year to date that's an additional \$217,244 to the project, just around 8% under what was anticipated, leaving a net income loss of \$12,801, \$521,140 year to date, which is about .77% worse than we had expected.

Butte Station did \$20,874 for the month, just over 1 million dollars for the year, 37.19% for the month, 53.69% year to date, total wages was \$3,487 for the month, \$238,000 year to date, other operating expenses was \$212,509 year to date, just a little under 1% over, income for the month was a loss of \$4,060, \$20,790 year to date in the positive, just about 35.93% less than what had anticipated, leaving us \$15,929 for the month \$57,402 year to date, which tracks at 28.2% what we had hoped for.

Common Grounds did \$4,566 for the month, \$294,491 was our total year to date income, cost of sales overall was 33.15%, total wages \$1,737 for the month, just over \$104,000 for the year, other operating expenses so -\$269 for the month, positive \$88,622 for the year. 3.42% over budget, bottom line we had minus \$1,998 in expense for the month, \$15,329 for the year, which is about 30.97% less than what we had expected, leaving us a loss of \$2,787 for the month \$11,101 for the year, which puts us up at 38.2% better than our anticipated loss.

Urban Roots \$3,790 for the month, \$279,612 year to date, 2.48% over budget, right around 45.76% for cost of sales, total wages were \$36,342 for the year, other operating expenses were \$57,379 for the year, with an additional \$1,772 brought in in bottom line income, left us a net income for the year of \$59,715 which is about 23.94% over budget.

D. Information Item: AS Wildcat Store Financials March 2025

Rider reviewed the document. Income was \$212,705 total, there was \$50,440 in expenses and transfers, which yielded a positive for the month \$162,265 and \$185,736 net increase year to date, at the end of March we pulled in \$262,756 which was right at 71.99% of the 24-25 original budget results.

E. Information Item: AS Wildcat Store Summary March, April, May, June, July

Rider reviewed the documents focusing on June. Follett's income did \$52,473 for the month, bringing their year to date to \$811,440, \$168,262 of that was immediate access sales. Their expenses were \$195,952 bringing their year to date to \$777,796 which was a decrease for the month of June of \$143,480, a positive \$33,464 swing year to date, which was about 20.90% over budget. The original budget was \$27,679, bringing us a commission amount of \$350,354 year to date, which was just over 4% less commission than was budgeted.

F. Information Item: Local Agency Investment Fund and Money Market for quarter ending 3/31/25 & 6/30/25

Leach stated each quarter she would bring the schedule of investments and earnings for the entire corporation, though we look at the rows that are auxiliary business. We have two different investment avenues, we have a Local Agency Investment Fund through the state of California, and we have our Money Market account through Tri Counties Bank. Our interest earned for the quarter of January through March was \$44,226, our annualized return on investment was 4.48%, our investment balance was just over \$4,000,000, for the Money Market Account, for January through March we had \$44,374, our annualized yield earned was 3.99% and our investment balance was, \$4,657,420.

For April through June we have just over 4 million, our interest earned was \$44,455, getting a 4.4% annualized return on investment, for the Money Market, we had \$45,435 for interest, annual yield earned 3.99%, and our investment balance at the end of June was \$5,517,855.

Sueki asked if there was any reason why they took off the 0.08% from the difference, because we had 4.48%. Leach stated the interest rate fluctuates every month based on the market.

VII. AUXILIARY BUSINESSES DIRECTOR REPORT –

Rider stated they're looking for a new Executive Chef. Next semester they'll do an RFP for pouring rights. It is a contract that exists outside of dining and effects campus partners and lives at Board rather than just with dining services. Jeramie Sabelman owns Super Fresh Foods downstairs. He's

been pushing the new BBQ, they also did the Harvest Market last week and saw something like 800 students. They are looking to do a winter cozy market as well. This Friday there's a soccer game double header, CSUChico Fanatics event. First game is at 4:30, he thinks the next game is at 7. On the 10th they're doing lunch for some state Legislatures at the farm. For the 11th they'll have the BBQ for the Chico Preview. North Valley Food Hub's MOU's have started to come into fruition this year so they're now bringing in hundreds of pounds of food to campus every week, this is a new and substantial increase. They're now serving bagels downstairs. Vang's plants will have a little display in Urban Roots with gifts and so forth. He's also really close with bringing a Hmong food truck regularly. There's also a chef takeover on October 15th scheduled at Estom Jamani with Mas Amor. This starts at 5pm.

VIII. CHICO STATE WILDCAT STORE DIRECTOR REPORT –

Novo stated they have a new brand that's a Follett brand called Cameron J. They have sweatshirts, outer sportswear type stuff, and so on. It's just men's/unisex right now but they'll expand to women's if it does well. There's also a Wildcat Spirits shirt that will be sold for \$5 if you're wearing other Chico State merch. This is paid for by the AS. Sueki asked about Dining approval for Spirit Day because he was wearing a lanyard and was told no for discounts and Rider said it's a technicality, as something that one has on. Rider then said he'd ask what the house rules are for who's being turned away. Rider then went on to say Tyagi made the shirts happen as some of the Scholarship funds went to this. Novo said he connected with Coleman to get out to some events as well and they'll be selling product at the Soccer game. He went on to say they just got approved for alumni appreciation day on October 10th, and he teamed up with the alumni association to push out some stuff tomorrow for an event from 4-6. There will be raffles, champion merchandise on sale, and gifts on sale as part of that.

IX. VP APPOINTEES' REPORT –

None.

X. CHAIR REPORT –

Sueki thanked everyone for finding a time to meet and making the time to come in. He is excited to start this committee and move forward once we get the rest of our voting members.

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

Coleman said that there's a faculty and staff discount for athletic events to get in for \$5.

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.*

None.

C. ADJOURNMENT The chair Sueki adjourned the meeting at 12:21pm.