

This meeting was facilitated via an online Zoom format, consistent with the Governor's Executive Order N25-20, suspending certain open meeting law restrictions

**ASSOCIATED STUDENTS OF CALIFORNIA STATE UNIVERSITY, CHICO
ASSOCIATED STUDENTS BUSINESSES COMMITTEE
MEETING MINUTES**

Monday, November 9, 2020

3 p.m.

Via Zoom

Members Present: Austin Lopic, John Barron III, Mattea Bertain, Michelle Korte, Stacie Corona, Megan Odom, Dan Herbert

Members Absent: Lilia Saravia Lucas (unexcused)

Others Present: Jamie Clyde, Karen Bang (recorder), Tom Rider, Susan Jennings, Lauren Lathrop, Katrina Robertson, Thang Ho, Hugh Hammond, Connie Huyck, Corinne Knapp, Duncan Young, Steve Novo

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 3:05 p.m.
- II. **MECHOOPDA LAND RECOGNITION** – The meeting was started with the reading of the Mechoopda Land Recognition statement.
- III. **AGENDA** – **Motion to approve the 11/9/20 agenda (Herbert/Odom) 7-0-0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 10/26/20 regular meeting. **Motion to approve the minutes of the 10/26/20 regular meeting, as presented (Odom/Corona) 7-0-0 MSC.**
- V. **ANNOUNCEMENTS** – Lopic said Happy Monday.
- VI. **BUSINESS**
 - A. Action Item: Approval of removal of Lilia Saravia Lucas as a member of the Associated Students Businesses Committee. **Action Requested: Motion to approve removal of Lilia Saravia Lucas as a member of the Associated Students Businesses Committee, as presented (Herbert/Odom) 7-0-0 MSC.**
 - B. Discussion Item: 9/30/20 Dining Services Financials – Rider reviewed the Executive Summary for Dining Overall, noting Net Income at (\$56,159). Regarding Sutter Dining, Income was at \$32,926, Rider said this is mainly due to the Dining Services contract. Cash Ops Net Income was at (\$89,085). Rider said the October numbers will be in a different format and will be pinned to the most recently approved budget.
 - C. Discussion Item: 9/30/20 AS Wildcat Store Financials – Jennings provided an overview of the financials noting Income at \$34,776 with a Net Decrease of (\$32,124) for the month. Commission Income at \$112,819 YTD.
 - D. Discussion Item: 9/30/20 Follett Wildcat Store Financials – Lathrop said the textbook department saw a decrease of 64.5% overall; Digital was up 74% to last year. She reviewed the various areas, noting the bookstore is suffering due to very few people going in to the store. She said online sales were up 153.9% due to receiving the campus email list. Overall, sales were down 73% or \$400,095.
 - E. Discussion Item: Local Agency Investment Fund (LAIF) and Certificates of Deposit for quarter ending 9/30/20 – Jennings reviewed with the committee, focusing on the Auxiliary Business information in the LAIF report and the Wildcat Store (Auxiliary Business).
 - F. Discussion Item: 9/30/20 Auxiliary Activities Fund Capital Expenditure Report – Jennings said there were no capital expenditure purchases during the first quarter of 2020-21.
- VII. **DINING SERVICES DIRECTOR'S REPORT** – Rider said Cal Fire will unfortunately be moving out of the residence halls by this Saturday as there is plenty of hotel space available for them in town. He said at first they averaged about 100, then dropped to 30 to 50; never getting close to the 210 folks originally stated. He said overall it was positive. • Rider said the electric vehicle had a catastrophic short and fried its batteries. He said that although it's within the first year of its warranty, batteries are prorated so we'll have to pay 25% of the cost for eight new batteries, which is an unexpected addition to expenses.

- VIII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Lathrop said they've been doing an excellent job of getting adoptions in from campus for spring of ~~2020~~ 2021. They are now at about 75% of adoptions turned in. She said they are 11 weeks ahead of their schedule from last spring, which is outstanding. • Lathrop said they extended hours last week for Election Day; however, they didn't see an increase in traffic. She said people were completely confused about how to get into the building. • Lathrop said they will be having a sale from November 11 through 17: 25% off all clothing, accessories and gifts.
- IX. EXECUTIVE DIRECTOR'S REPORT** – Clyde said she will be bringing to the Board next week that the bookstore is looking to change their contract, proposing to us a decrease of about 2.6% income commission. She said if you look at the percentage, it's actually about 17%, which is a significant decrease for the AS. She said also, the larger decrease of that is in the modification of the 90% minimum, which would not come into play. Clyde explained that we get a commission from the bookstore and they are proposing 14% of that commission moving forward. If they don't hit the minimum which is 90% of the year before commission, then we would actually make the commission that was proposed the year before. She said every year that we've had it, we've always had to trigger the 90% minimum. Clyde said losing that 90% from last year would be even more financially challenging than the loss of commission, the percentage that we would see. She noted that like everyone else, Follett is taking lots of hits. Jennings said the first year had a minimum guarantee of \$1.1 million in commission income and the AS relied on that minimum the very first year of the agreement. Clyde said she is working with VP Sherman to look at it from both points of view. She said the AS is paying more to the University than what we're keeping within the AS and VP Sherman knows this is problematic. She said she is trying to find a solution of where to go from here. • Clyde updated regarding how the AS is utilizing our employees, and Housing is keeping Dining intact this year because of so few students in the residence halls. She said since we've been so successful with the WREC opening, some of the Dining Services employees will be shifted over to the WREC to help them. This will cause more of a savings in Dining, which will go back to Housing. • Clyde said the AS has now had three on-campus programs approved through the EOC and all were successful. She said over 200 students attended the Boo-rito event, which was held in a healthy and safe manner and there were no issues. Clyde said now that Butte County is in the orange tier, they are looking to expand the WREC, allowing more people in per session. Korte asked Clyde to explain about the shift of resources from Dining Services to the Union. Clyde said she and Huyck worked out an agreement between the AS and Housing. She said Housing is paying for more employees than we would traditionally need for the number of students we are actually servicing left in University Village. She said now that the WREC is expanding, they have shifted some of the employee costs that Dining Services has and moved it over to the Union; which means it will cost Housing less money because every cost that is saved in Dining goes to Housing this year. Rider said there are three employees that will be moved over to the WREC. He said it's a great opportunity to help the WREC as well as Housing, and he won't need to lay anyone off.
- X. VP APPOINTEE'S REPORT** – Barron said BMUC met on November 3. He noted the WREC is open and expanding soon to allow more capacity for students. He said the Sustainability Fund Allocation Committee (SFAC) is meeting soon and if anyone knows a student that is interested in proposing a sustainability project, to let them know about SFAC.
- XI. CHAIR'S REPORT** – Lopic said that he's very cold right now due to the big change in weather. He said he was able to return to campus and work for a couple of days and hopes to get approval by the college dean for the department he works at, and approval from EOC to work there more long term to the end of the semester.
- XII. ANNOUNCEMENTS** – None.
- XIII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – Young said the Boo-rito event was really awesome, and students appreciated it!
- XIV. ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 3:35 p.m.