

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

This meeting was facilitated both in-person and via an online Zoom format, consistent with the Governor's Executive Order N29-20, suspending certain open meeting law restrictions.

Monday, October 11, 2021

2 p.m.

BMU 205

Members Present: Austin Lopic, Jessica Nigel, Michelle Korte, Stacie Corona, Megan Odom

Members Absent: Dominic Patrone and Cole Cassidy (both excused)

Others Present: Jamie Clyde, Karen Bang, (recording), Susan Jennings, Lauren Lathrop, Tom Rider, Katrina Robertson, Thang Ho, Hugh Hammond, Corinne Knapp, Anita Barker, Connie Huyck, Katie Peterson

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 2:08 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – **Motion to approve the 10/11/21 agenda (Corona/Odom) 5/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 9/27/21 regular meeting. **Motion to approve the minutes of the 9/27/21 regular meeting, as presented (Odom/Corona) 5/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Lopic said Happy Monday! He noted that once Anita Barker's appointment letter is signed by President Hutchinson, all ASBC appointments will be finalized.
- VI. **BUSINESS**
 - A. **Discussion Item: 7/31/21 and 8/31/21 Dining Services Financials** – Rider reviewed with the committee, noting for August that Income was at \$478,892, Net Income was down (\$9,864), which he said is actually an increase over what they had budgeted for. YTD Net Income at \$300,546.
 - B. **Discussion Item: 7/31/21 and 8/31/21 AS Wildcat Store Financials** – Jennings said for July that Income was at \$16,143, Net Decrease of (\$49,757) for the month. Commission income at \$11,340 YTD. Jennings said August Income was at \$107,303, which included \$101,619 in Follett commission income. Net Decrease YTD of (\$24,998), Commission Income YTD of \$112,959.
 - C. **Discussion Item: 7/31/21 and 8/31/21 Follett Wildcat Store Financials** – Lathrop said Textbooks had a great month in July, selling a total of \$17,694. General Merchandise as a whole ran up 102%. She said overall, they ended the month at \$95,272. For August, Lathrop said Textbooks made \$526,408. General Books/Un-Imprinted Gifts made \$10,791, primarily due to backpack sales. General Merchandise as a whole ran up 152% or \$95,053. She said overall, they ended the month at \$867,873, which was up 44% to last year.
- VII. **DINING SERVICES DIRECTOR'S REPORT** – Rider updated the committee regarding new hires and position openings in Dining Services. He said concession work begins Friday night and they are happy to increase services once again. Rider said they've also expanded hours at Common Grounds and have opened up more of the Marketplace menu items. The first round of \$300 signing

bonuses will be going out this week. He also announced that Bug Night will be held on November 4. He noted that the latest draft of the Food Truck contract is being worked on. • Rider said he met with CBORD and Campus IT regarding a UGryd cloud-based interface that allows Flex Cash, ReD Dollars and Wildcat Dollars all to be accessed from third party vendors. He explained that this will allow the AS to use wireless access to campus currency anywhere and also provides the potential of offering to some of our local restaurants.

- VIII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Lathrop said last weekend was Family Weekend on campus and the bookstore was very busy last Saturday. She said they had sales of over \$33,000, with \$31,000 of that in clothing sales. • Lathrop said the Adoption deadline was October 8 and unfortunately only 28% of adoptions have been received so far. She said they continue to work with the ASCs and Deans to obtain the information before registration • Lathrop said they are working on the annual faculty and staff appreciation event which is typically held the first Friday in December. In order to avoid large crowds in the bookstore, they may do a week-long event. She said they will continue with raffles and might provide goody bags for customers. • Lathrop said approval was received from President Hutchinson to use the campus seal on products other than clothing. She noted that they're getting more items in with the new logo on them.
- IX. EXECUTIVE DIRECTOR'S REPORT** – Clyde said last year the AS had multiple movement in terms of different types of compensation for employees. She said we have a history of falling behind the marketplace in terms of compensation. She explained that they have found in recent months that it is nearly impossible to get anyone to apply, and had to incentivize both students and career staff. Clyde said we are finding ourselves once again not competitive in terms of compensation and have had multiple offers fall through in the past few months due to competition with other companies. She said this will have to be addressed this year. She said an AOA survey is utilized, which benchmarks what compensation is at across the whole auxiliary; and the AS also looks at local benchmarks. • Clyde said the AS Board passed the COVID-19 Vaccination Policy and we're in alignment with campus. She noted people can't be employed by the AS unless fully vaccinated or have received an approved exemption. • Clyde shared good news on the hiring front, noting that Katrina Robertson has been named the Director of Financial Services. She said Jennings will retire at the end of December and Robertson will start in her new position on January 1, 2022. Lopic suggested getting the executive team together to discuss compensation again and Clyde said she would schedule a meeting of the group.
- X. CHAIR'S REPORT** – Lopic said they've nearly finalized everything regarding bringing food trucks to campus. • Lopic said two of the VP IT and Chief Information Office candidates are on campus this week and one next week. He encouraged everyone to participate as much as possible. • Lopic said on 10/22 that he and Rider will be touring dining services at UC Davis and Sacramento State, as well as Steve's Pizza. If committee members are interested in going with them, they need to email him today. • Regarding HEERF II student aid funds, Corona said the funds posted to student accounts today and checks will be mailed by Thursday. Degree seeking students will receive between \$900 and \$1,200. She said this is the third round of funding that came to our campus and additional funds will be given out in spring of 2022.
- XI. ANNOUNCEMENTS** - None
- XII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – Clyde and Lopic thanked Barker for joining ASBC.
- XIII. ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 2:40 p.m.