

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, November 8, 2021

2 p.m.

BMU 205

Members Present: Austin Lopic, Jessica Nigel, Michelle Korte, Stacie Corona, Megan Odom, Dominic Patrone, Anita Barker

Members Absent: Cole Cassidy (unexcused)

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

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 2:07 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – The 9/30/21 AS Wildcat Store Financials were pulled from the agenda. **Motion to approve the revised 11/8/21 agenda (Odom/Corona) 7/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 10/11/21 regular meeting. **Motion to approve the minutes of the 10/11/21 regular meeting, as presented (Corona/Barker) 7/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Lopic said Happy Monday.
- VI. **BUSINESS**
 - A. **Discussion Item: Field Trip to Sacramento State, UC Davis and Steve's Pizza** – Lopic said they didn't go to UC Davis. Rider presented a slide show regarding Steve's Pizza, noting that Jennings and Clyde are reviewing the proposal that was received. Rider said he and Lopic went to one of the Steve's Pizza locations and it was fantastic. He said they have six locations, the original one is located in downtown Davis. Rider showed a picture of what their vision is of what it would look like in the Marketplace, noting that they would build a bar even though Chico State is a dry campus. Lopic said they're open to serving milkshakes and other drinks. Their current food menu was presented and Rider noted that the menu is altered to fit each location. Nigel said she's from El Dorado Hills and that Steve's Pizza is very popular there. Rider provided background on the owner of Steve's Pizza and noted this would also be taken to the Board for discussion. Rider said they also went to Sacramento State to look at the Round Table Pizza location on their campus. He said it looked old, tired and very institutional looking. Korte asked where Steve's Pizza would be located at on this campus and Lopic said it would take up the whole inside of the Marketplace. Rider explained the potential set-up Lathrop asked why they reached out to us, as well as what their hours would be. Rider said it would be a full-service restaurant and the reason he thought of us was because he had just taken his son to Cal Poly, San Luis Obispo or UC Santa Cruz, and noticed a pizza place in one of the food courts so decided to reach out to Rider to discuss. Lathrop said she likes that there isn't another one in Chico and that it would also be good for the bookstore. Lopic said there are a lot of different things he's willing to do in the Marketplace and is open to what we want, including reimagining the dining experience here on campus and expanding options for students.
 - B. **Discussion Item: 9/30/21 Dining Services Financials** – Rider said a lot of cost increases hit them in September. Income was at \$478,892. He said Cost of Sales was at \$255,338, which he noted was pretty substantial. He noted the cost has increased for produce, proteins, paper products and plastic goods and has spent time looking at the CPI and Producer's Price Index. He reviewed cost increases between 2019 and 2021 of various items. Regarding labor, Rider said there are only 9 unfilled shifts at Sutter this week; at

the last meeting there were 83 unfilled shifts. He said they've had to pay for the lack of labor to feed 1,900 students by purchasing value added products, such as pre-diced vegetables, desserts, etc. A part-time baker has now been hired. Rider said due to having to shut down the Get App due to technical issues, there was rampant theft by residents for a few weeks. He said during that time they used paper to-go boxes that turned into "take as much as you can" from the Dining Hall. Rider said the Ozzi machine is working well and has been in place for five weeks. The monthly report shows that 4,612 containers were put back into it instead of paper boxes going into the landfill. Rider next reviewed the procurement and inventory process with the committee. He said he would be hiring a procurement person next year as this position is important and saves money in the long run. With November, December and January being short months, Rider noted that they should be able to bring up YTD reserves.

- C. Discussion Item: 9/30/21 AS Wildcat Store Financials – This item was pulled from the agenda.
- D. Discussion Item: 9/30/21 Follett Wildcat Store Financials – Lathrop said the Textbook department as a whole ran flat to last year but the lack of sales was explained by the significant number of people that were charged last September for non-returned book fees. General Books/Un-Imprinted Gifts ran +263% to LY. Clothing was up \$57,586 and she noted they've started receiving lots of new logo products. She said Technology sales were +200%. Overall, they ended the month at \$282,376.
- E. Discussion Item: 9/30/21 Auxiliary Activities Fund Capital Expenditure Report – Jennings reviewed with the committee, noting no items were purchased during the first quarter. Rider said a commercial gas grill will be purchased soon; however, they will not be purchasing an electric vehicle.
- F. Discussion Item: Local Agency Investment Funds and Certificates of Deposit for quarter ending 9/30/21 – Jennings reviewed with the committee, noting that Auxiliary Business earned \$4,859 in interest with a Rate of Return at 0.24%. The Wildcat Store CD earned \$1,210 in interest with a Rate of Return at 2.400%.

- VII. DINING SERVICES DIRECTOR'S REPORT** – Rider provided a food truck update, noting that there is currently one food truck on campus so far for daily lunch and dinner dining – The Black Kettle. He said Sliders is ready to go and The Lab and Bootleg should be starting soon. Corona asked if all of this has been cleared with Risk Management and Rider said all sights were reviewed and approved. Risk Management sets the trucks up as approved campus caterers, then locations are set up via FMS. Rider said campus Environmental Health & Safety can inspect trucks and food certificates. He explained where the three designated spots on campus are. Clyde said they've been doing this in phases, started with Ann Sherman, then went through all the existing channels, and locations that were already approved. She said they are in a trial phase this semester and will expand next semester if it goes well. Rider said they're also looking at a five-year plan if this initial phase goes well. They also may apply for SFAC grants for solar panels in order to be more sustainable. He said currently they only accept cash and credit cards. When the IT portion is set up, Flex Cash will also be able to be used. • Rider said last Thursday's Bug Night was very successful and they will hold another bug event in the spring. Barker asked about food trucks for concessions for spring sports and suggested stadium a parking lot location for events as well as students in residence halls in that area. She said the Chico High stadium gets used a lot for youth events, so if trucks are strategically parked, could benefit from those events as well. Clyde said hopefully this will be lucrative for everyone.
- VIII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Lathrop said they had about \$16,000 in sales during the recent Spirit Day sale, which was a 20% discount day. She said they were busy the entire day and the majority of customers were faculty and staff. For the David Sedaris book signing event, she said an overwhelming amount of people attended and they had over \$1,800 in book sales, beating 2019 sales. Lathrop said they were very busy this past weekend for Choose Chico and had \$18,000 in sales on Saturday, compared to \$19,000 two years ago. She said Friday was incredibly busy as well. • Lathrop said they recently re-set the store; moved some things around. She said they also promoted a new general merchandise manager and he's excited about changes to the store. Barker said the reset looks really good in the bookstore and Lathrop said the front of the store is now considered to be the 1st Street side of the building. • Lathrop said adoptions are continuing to roll in for the spring semester and they are at 62% of courses having an adoption entered. She noted the company average is 30%. They have been handing out coffee cards to instructors for turning in requests on time. Chico Preview Day was discussed.
- IX. EXECUTIVE DIRECTOR'S REPORT** – Clyde said construction has started on the Wellness Center downstairs and they are hoping that it will be open sometime in the spring semester. A three to four month construction time is expected. She noted that a Wellness Coordinator position will be hired for this area. • Clyde said the

other project being worked on is a Wellness outdoor piece, located in front of the WREC. She said they met with a construction crew, and landscape/architect designers and were provided with three really good proposals. Clyde said they chose the Northridge style and explained the features of the area which will be fenced in and open whenever the WREC is open. She said access will be given only to students, faculty and staff. She also reviewed the timeline for completion of the project which is currently being called the WREC Oasis. • Clyde said hiring has been a real challenge, especially for running two large buildings. She said once custodian positions are filled, they can go back to pre-pandemic hours, including weekends for the BMU and WREC starting with the spring semester.

- X. **VP APPOINTEE'S REPORT** – BMUC didn't meet because they didn't reach quorum.
- XI. **CHAIR'S REPORT** – Lopic said it was fun to meet with Chancellor Castro during his recent visit to campus and that the Chancellor wanted to know about the student experience on this campus as we're very community focused. Lopic said student issues on this campus were also expressed to the Chancellor. Clyde said the officers were very professional and articulate while meeting with him.
- XII. **ANNOUNCEMENTS** – The Veterans 5k Hoorah Run is this Thursday, on Veterans Day. Food trucks will be on campus through Wednesday.
- XIII. **PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None
- XIV. **ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 3:14 p.m.