

*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, February 15, 2021**

**10 a.m.**

**Via Zoom**

**Members Present:** Austin Lopic, John Barron III, Michelle Korte, Stacie Corona, Dan Herbert, Duncan Young, Anna Smith

**Members Absent:** Megan Odom

**Others Present:** Jamie Clyde, Karen Bang (recorder), Tom Rider, Susan Jennings, Hugh Hammond, Katrina Robertson, Katie Peterson, Lauren Lathrop, Corinne Knapp, Leta Stock

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 10:03 a.m.
- II. **MECHOOPDA LAND RECOGNITION** – The meeting was started with the reading of the Mechoopda Land Recognition statement (Herbert joined the meeting at 10:04 a.m.).
- III. **AGENDA** – **Motion to approve the 2/15/21 agenda (Corona/Young) 7-0-0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 2/1/21 regular meeting. **Motion to approve the minutes of the 2/1/21 regular meeting, as presented (Herbert/Barron) 7-0-0 MSC.**
- V. **ANNOUNCEMENTS** – Lopic introduced Anna Smith, the newest member of ASBC and she provided her background. Lopic said Happy Monday.
- VI. **BUSINESS**
  - A. **Discussion Item: 12/31/20 Dining Services Financials** – Rider reviewed the financials with the committee, reminding they had reduced Income due to the amount that we were collecting because of the fire fighters being in residence. The fire fighters left in November and they have now gone back to Income of \$209,106 which will carry them through the semester. Rider said Other Operating Expenses were at \$97,986, which caused Net Income to be over budget by (\$2,272).
  - B. **Discussion Item: 12/31/20 AS Wildcat Store Financials** – Jennings reviewed, noting that Income came in at \$28,918, Expenses and Transfers at \$66,492, Net Increase (Decrease) for the month was (\$37,574) and Commission Income at \$147,743 YTD.
  - C. **Discussion Item: 1/31/21 Follett Wildcat Store Financials** – Lathrop reviewed the financials, noting this includes the first week of the semester. Textbooks overall were down 39%. Used textbook sales were down the most at -59.9% and Digital sales were up 297%. She explained the McGraw Connect packages issue, noting that although instructors told students to purchase them online, it's actually cheaper to purchase through the bookstore. Clothing ran down only 30% due to a very large Champion on-line sale that Follett ran the week before school started. Regarding Online sales, Lathrop said they processed 3,337 orders vs. 1,866 last year. Overall, the store was down 47%. She also noted that school started a week later this year compared to last year so some January sales will shift to February. Corona said she met with East Bay and Sacramento State last week regarding their media access program and said she would contact Lathrop soon regarding this.
  - D. **Discussion Item: Local Agency Investment Fund (LAIF) and Certificates of Deposit (CD) for quarter ending 12/31/20** – Jennings reviewed, noting for LAIF that the Auxiliary Business earned \$9,199 of interest, with a 0.63% rate of return. In the CD's section, she said for the Wildcat Store (Auxiliary Business) line item, that we earned \$2,029 of interest at 2.013% rate of return.
- VII. **DINING SERVICES DIRECTOR'S REPORT** – Rider said it's a busy time for Dining Services and explained that they're looking into new ideas regarding how to serve residents out of the Dining Hall. Last August, they opened up for two weeks, then campus was shut down. He said delivery and curb side systems have been used, but they need to avoid pitfalls of folks lining up and congregating outside, and are working on that. Rider said they will be making operational decisions about what will be open and what they can afford to have open, noting that they need to be small and efficient. He said they are looking at online banking and online ordering

systems and hope to make decisions by the end of this month. He said there is a lot of excitement that there's something to plan for, for this fall.

- VIII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Lathrop said they are working on an Action Plan for fall 2021 textbook adoptions from faculty and she will provide a timeline at the next meeting. She announced that they are launching Apple Pay in store next week. Lathrop said there will be a virtual Grad Fair on March 3 and 4. In addition, their website will be open from March 3 through March 31 through Herff-Jones for all graduation items. This year caps and gowns will be sold, not rented and more information will be provided on the Commencement website about specifics.
- IX. EXECUTIVE DIRECTOR'S REPORT** – Clyde reported that the EOC is working on planning for fall, as well as other pieces, and is working on a matrix for event planning, which will help students and staff know when we're able to move into event planning. She said one of the most challenging pieces to interpret during this pandemic has been gatherings, unlike Dining which she said is easy to understand. She noted that yesterday she saw restaurants filled to capacity which is not in guidance to what the CDC states. Clyde said because we're a state entity, serving on campus, she said we follow the guidelines to a T, which can be challenging and confusing when you see the community acting differently. She said we are operating within the CDC guidance as well as the Higher Education guidance. She said that's why they've been able to open WREC 2.0, in the parking structure. Clyde said interpretation of gatherings in higher education and the CDC is rather gray. EOC has been working on essentially a tier based guidance on when we can meet and in what capacity as we move tiers. She noted that in the purple tier, which we're currently in, it's zero, so no gatherings other than perhaps a study space or grab and go services. She said the county needs to be in the orange tier, which would then open us up for true gatherings and the opening of the BMU. She said the matrix will be coming out on campus fairly soon. Clyde noted last week's announcement from the president about classes being held on campus at 20% to 30% in the fall. She said the AS will be based on the current tier and we can wait a bit longer to make decisions, compared to campus which needs more lead time. She said it is hoped that the AS will be opened up in a much fuller capacity. • Clyde said she has met with both VP's regarding what Dining will look like for next year as we need to renegotiate our contract with them for 2021-22. She said as it sits with a 20% to 30% population on campus, this is not sustainable financially for the AS. She reminded that for this year they have a break-even strategy, and she's going to present this to Cabinet again for 2021-22. She explained that even when campus is at full capacity, the AS normally loses about \$500,000. We're on target to lose about \$450,000 and we do that because we think it's the best thing for students even though it's a big hit for the AS. • Clyde said at the Board level, they are working on strategic planning for this and future years. She explained that this is done every three to five years and that the first round will go to GAC and it will run through all of the committees. Clyde said they're continuing to work on marketing and logoing for the AS. • Clyde said they will be working on compression which will affect this committee more than the others because Dining has some of our lower paid workers. She explained that we're starting to get to the point with the minimum wage, that some of our career staff with five years' experience will find themselves making the same as a student with no experience. She noted this is not an easy problem to fix and they'll be going to the Board regarding this. • Clyde said WREC 2.0 has been going great, the security issue has been fixed, they have security guards and hopefully won't run into that problem anymore. Lopic shared the time lapse video regarding transformation of the parking garage into the WREC 2.0.
- X. VP APPOINTEE'S REPORT** – Barron said BMUC met last Monday and Kaylee Biedermann wants to organize a virtual networking event on March 3 (event time to be finalized). He said this event would inform students how their student fees are being used as well as what students have access to. Lopic said Biedermann held this event last year as well.
- XI. CHAIR'S REPORT** – Lopic said we're in the fourth week of school already and he is looking forward to budget season starting very soon, noting a lot of information will be provided to this committee.
- XII. ANNOUNCEMENTS** – None
- XIII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None
- XIV. ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 10:38 a.m.