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

Monday, March 1, 2021

10 a.m.

Via Zoom

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

Members Absent: None

Others Present: Jamie Clyde, Karen Bang (recorder), Tom Rider, Susan Jennings, Hugh Hammond, Katrina Robertson, Lauren Lathrop, Connie Huyck

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 10:02 a.m.
- II. **MECHOOPDA LAND RECOGNITION** – The meeting began with the reading of the Mechoopda Land Recognition statement (Herbert joined the meeting at 10:03 a.m.).
- III. **AGENDA** – Motion to approve the 3/1/21 agenda (Corona/Young) 8-0-0 MSC.
- IV. **APPROVAL OF MINUTES** – Minutes of the 2/15/21 regular meeting. Motion to approve the minutes of the 2/15/21 regular meeting, as presented (Barron/Herbert) 8-0-0 MSC.
- V. **ANNOUNCEMENTS** – Lopic said Happy Monday. Odom announced that a virtual Career Fair for students will be held this Wednesday. She said 125 employers are attending, which makes this the largest Career Fair in the Career Center's history. She noted other virtual events: State of the Campus at 6 p.m. tonight regarding what the fall 2021 semester will look like; Roommate Fair on Wednesday at 4 p.m.; Off Campus Housing Fairs will also be held both this week and next week.
- VI. **BUSINESS**
 - A. Discussion Item: 1/31/21 Dining Services Financials – Rider explained that they were closed for a good part of January due to intersession and holidays, which allowed time to finalize cleaning and organizing projects. FMS also resolved issues with some of the Dining equipment. He reviewed financials with the committee. Net Income for January was \$14,768 and Rider noted there were savings due to the month being short as well as savings in operating supplies.
 - B. Discussion Item: 1/31/21 AS Wildcat Store Financials – Jennings reviewed, noting Income at \$75,939, Expenses and Transfers at \$71,982, Net Increase of \$3,957 for the month and Commission Income at \$211,053 YTD.
- VII. **DINING SERVICES DIRECTOR'S REPORT** – Rider said the Pepsi contract issue is coming to its conclusion soon regarding Pepsi's proposal of 50% payment for last year, which ended December 31, 2020, and a sales-based commission moving forward. He said this effectively would let Pepsi off easy in that their proposal would refocus the contract to put all of the risk on the AS. He said he rejected their offer and is meeting with a Pepsi representative tomorrow regarding their new proposal. Rider said this will be an AS Board of Directors decision and also effects other budgets, such as Athletics. He also obtained a copy of the CSU system-wide Coke contract which he will use to compare the value of each of their proposals. Herbert asked about the current contract and Rider provided further information. • Rider said a mobile food cart has been selected for use on campus, which will be run by a staff of two. He noted this is a project with positive income potential. • Rider said he is close to a decision on their online banking and payment company, which will allow technology for QR codes for payments, as well as an on-line ordering platform. He said this should also save Dining Services money. • Rider said many of his staff received their second doses of the COVID-19 vaccine last week and he is receiving his on Wednesday. • Rider said they were able to sell the merchandise trailer in January for more than they expected. • Rider said Staff Council is planning their luncheon for May 27 and they have requested a menu and price for 300 to 500 boxed lunches for this event, which he said would be a significant project for Dining Services. Corona asked if this would be an on-campus event, or if boxed lunches would be picked up, noting food requests have been a challenge for the Emergency Operations Center. Rider said the request referenced a parking lot and he would provide Corona with additional information when he receives it.

- VIII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Lathrop said the bulk of their focus recently has been their annual inventory count. She said that due to COVID, this was the first time inventory has been taken in two years. She said their team has been able to secure COVID-19 vaccines due to help from the AS, and a good majority of staff will be fully vaccinated soon. Lathrop said they will be launching their Apple Pay promotion starting tomorrow. She noted the bookstore will be closed during spring break but will be open by appointment.
- IX. EXECUTIVE DIRECTOR'S REPORT** – Clyde reported that all of the AS businesses are kind of all in the same boat and this year they have tried to limp along by utilizing different contracts and doing different things to see what this year and the pandemic would like. She said we did this on a one year term in the hopes that 2021 would look better. Now that it has been announced that campus will be at lower capacities, she said this will impact our businesses greatly next year as well, and we will have to reevaluate for 2021-22. She noted that we've taken significant losses in the bookstore, are dealing with contract issues such as with Pepsi and other companies wanting to renegotiate their contracts. Clyde said that a lot of those contracts in theory, we are on the right side of those, as the contracts are fairly clear that those monies are allocated to us. She noted; however, that the other parties can all cancel their contracts. Clyde said that ATM companies are now reaching out to us, asking for decreased rents. She said the largest piece of this is that everyone was hopeful that this would be a one year thing; however, now that we know that we're going into next year not being at full capacity it will impact every area that we have that generates revenue, such as the bookstore, Dining, ATM revenues, and Conference Services. She said this will be a major hit to all of our areas. Clyde said she is focusing on for all of the different areas regarding what kind of contracts we can look at for next year that will truly help continue to keep the infrastructure in line because we could lose any one of those areas and not get them back if we lose them 100%. She said the core of it is all fundamentally the same, the lack of revenue isn't good for businesses that depend on revenue. Clyde said this will be discussed mostly at the Board level but also wanted to let this committee know because it impacts here as well. She will keep the committee updated as all the pieces move forward.
- X. VP APPOINTEE'S REPORT** – Barron said Kaylee Biedermann will be doing a meeting on Zoom to give students an awareness of what their fees are going towards, and when the day and time have been set, will let this committee know. He said the next BMUC meeting would be held on March 8.
- XI. CHAIR'S REPORT** – Lopic said he gets his second COVID-19 vaccination Wednesday and will also be donating blood that day. He said he is in talks with Ann Sherman and Ahmad Boura regarding a Chico State beer and will update the committee after meeting with them.
- 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 10:29 a.m.