

## ASSOCIATED STUDENTS BUSINESSES COMMITTEE

*This meeting was facilitated both in-person and via an online Zoom format.*

**Thursday, October 27, 2022**

**1:30 p.m.**

**BMU 205**

**Members Present:** Johnathan Montes, Allison Wagner, Michelle Korte, Stacie Corona, Megan Odom, Anita Barker

**Members Absent:** None

**Others Present:** Jamie Clyde, Karen Bang, (recording), Katrina Robertson, Tom Rider, Hugh Hammond, Steve Novo, Kendra Wright, Mujtaba Azam

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 1:33 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 10/27/22 regular meeting agenda. **Motion to approve the 10/27/22 regular meeting agenda, as presented (Wagner/Odom) 6/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 10/13/22 regular meeting. **Motion to approve the minutes of the 10/13/22 regular meeting, as presented (Wagner/Odom) 6/0/0 MSC.**
- V. **ANNOUNCEMENTS** – None
- VI. **PUBLIC OPINION** – Limited to items on the agenda, three minutes per speaker, five minutes for entire topic – None
- VII. **BUSINESS**
  - A. **Action Item: Approval of Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2022-23 – Motion to approve Revised Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2022-23, as presented (Wagner/Odom) 6-0-0 MSC.**
  - B. **Discussion Item: 6/30/22 Follett Wildcat Store Financials** – Novo said Textbook sales were up 27.3% YTD overall. General Books and Un-imprinted Gifts were up 251% YTD. General Merchandise was up 98% YTD. He said Technology sales were up 63% for the month and they're working with Apple to expand repair to iPhones and iPads which could greatly increase sales in repair and staff in that department. He explained that Herff Jones entered graduation sales in June, instead of May, which caused issues with the budget. Overall, he said they ended the month at \$102,022, down \$62,482 and YTD were up 65%. The issue with Herff Jones this spring regarding graduation gowns was discussed. Novo said 4,500 Chico State gowns have now been produced and said this past spring they apparently weren't made yet but Herff Jones reps told Follett reps the delay was due to shipping issues. He noted that of the Follett stores in our district, four have moved on from Herff Jones to other companies. He said the Chico bookstore is locked in to a 10-year contract for our graduation gowns. Novo said Follett will hopefully get a stole builder program through Jostens and stoles were discussed. Wagner asked if it would help to allow

students to order gowns earlier and Novo said timelines for graduation are pretty locked in and that it shouldn't be a problem this year because the gowns are all made and ready to go.

- C. Discussion Item: Local Agency Investment Fund (LAIF) and Certificates of Deposit for quarter ending 6/30/22 – Robertson provided an overview of the report, noting that ASBC reviews the Auxiliary Business line on the LAIF Report. She said the return on investment was 0.75% for LAIF and the Wildcat Store (Auxiliary Business) Certificate of Deposit return on investment was 2.400%. Robertson said .25% was budgeted and that interest income will be a lot higher than what was budgeted.
- D. Discussion Item: 6/30/22 Auxiliary Activities Fund Capital Expenditure Report – Robertson said there were no Capital Expenditure purchases during 2021-22 and the Espresso Machine that was budgeted, was purchased after June 30.

**VIII. AUXILIARY BUSINESS DIRECTOR REPORT** – Rider said a Request for Proposal (RFP) will need to be done this year because the Pepsi contract expires 6/30/23. He said there's a Coke contract brokered through the Chancellor's Office which he will be looking further into, noting it would preclude us from having to do a RFP. Rider said the Follett Bookstore Operating Agreement expires 6/30/23 and we will be renegotiating a new agreement regarding the bookstore. Rider said the third large project is the Marketplace remodel. He explained that last semester he was contacted by a franchisee that owns all the Round Tables from Sacramento to Redding regarding possibly opening their business in the Marketplace. He said Steve's Pizza, Round Table and whomever else might be interested will be sent a RFP. Rider said late last semester he had FMS review the Marketplace to look at how the kitchen could be split up so we can operate Catering using our equipment, keep any new vendor out of our space and not share entrances. He said they provided a plan for this. Rider explained the future dishwasher for the Marketplace, which was approved by a SFAC grant, will save 348,000 gallons over the first year of operation. He said FMS is looking into if we have enough power to run an electric version of a dish machine or possibility of installing a steam generator. Rider also discussed the prospect of adding AC into the Catering kitchen space/dishwasher space, which has none. He said FMS has provided some ideas and some funds have been earmarked for possible installation next summer. • Rider said high temperatures over the summer wreaked havoc on our equipment and said they've invested thousands of dollars in numerous repairs on refrigeration units that overheated, in addition to \$8,000 spent on the failing dish machine this semester. Rider said a custom refrigeration unit needs to be replaced at Creekside at approximately \$11,000. In addition, an open-air refrigerator inside Butte Station also needs to be replaced next summer. He said a newer model, with doors, will cost approximately \$15,000 but will be a lot more efficient. Rider also noted that the Micros registers are up to 15 years old, are no longer supported and the software is becoming obsolete. He said the older versions are at Butte Station and suggested replacing these first to be most efficient for customers, noting it will cost over \$11,600 for all six new registers with drawers. • Rider said use of the Ozzi boxes at Sutter for a year has diverted 31,996 boxes from the landfill. • Rider said when he attended NACUFS, he set in on a session where a consultant talked about changing how we operate residence hall dining. He said changes have been made at Sutter, including extending the hours instead of being open and closed throughout the day. He said this immediately eliminated large rushes and giant lines. Rider said the next step would be converting from an all you care to eat facility into an anytime dining facility. He said students could come in throughout the day and also spend time with friends even if they don't want to eat. He said students wouldn't feel the pressure of having to get the dollar value as there would be no swipes, only confirmation that they're on a meal plan. He said this modern view of a dining hall also includes places to charge laptops, play video games, and music instead of just a place to quickly eat. Rider said he has reached out to the consultant and shared the scope of work with Clyde. He noted this would be an opportunity for a Dining Master Plan regarding where our dining operations will be in 10 years. Rider said Panera, Panda Express, etc., want a large population of students, and we're shrinking down. He said we may need help from someone that has worked with over universities and also get a survey of what campus wants in the next 10-15 years. •

Rider said as they were getting ready to install Sally, the salad making robot, they were informed the program was dropped and the company didn't want the robot back. We were reimbursed and the robot is being donated to the Mechatronics Club to disassemble and use the parts. • Rider said Japanese Blossoms has been brought into the Marketplace and C-Stores. He said he has also recently talked with the owners of Bacio and Nothing Bundt Cakes. Bacio would make premade lunches/dinners to be sold in Urban Roots. Nothing Bundt Cakes would do pop-ups and deliveries to students in residence halls. • Rider updated regarding the food trucks on campus and discussion was held regarding working with local businesses.

- IX. CHICO STATE WILDCAT STORE MANAGER REPORT** – Novo said sales over Alumni Weekend were great and they sold \$44,000 this year compared to \$30,000 last year. He explained their new trade-in program for technology and said it should be ready to go soon.
- X. EXECUTIVE DIRECTOR REPORT** – Clyde reiterated that we no longer have 17,000 students and at 17,000 we could barely do what needed to be done. She said at 12,000 to 13,000 we're having even more issues and it's a challenging situation. Clyde said the infrastructure of how we're built, as well as the internal contracts with the university, have to be all taken into account. She said if you just look at dollars that come in based on students we have now, it's not a sustainable model. Clyde said Creekside makes no money, and when \$11,000 needs to be spent to replace their refrigerator, there's no money for that. She said that's the dilemma we're in, things have to look drastically different and a lot of constituents are in those conversations. She said a lot more conversations with this committee and campus partners will need to be held and that lower sales and higher costs are also an issue • Clyde shared that the Chief Diversity Officer recruitment is happening and she's on the hiring committee. She said open forums for each of the four candidates are being held. Clyde said she and Rider are on the search committee for the Executive Director of Housing and hopefully candidates will be on campus soon for interviews. She said the AS Training and Development Manager open forums were held this week. • Regarding the Associated Students Facilities Committee (ASFC), Clyde said all project costs are going up and noted that three projects, WREC C02, Pool Deck and MAC Court floor, will all be brought back to ASFC for approval of additional funds. • Clyde said the Board approved The Oasis project at the WREC and noted that Corona has been a huge help with figuring out ways to pay for it. She explained the background on the funding for The Oasis. • Clyde said the Halloween Spooktacular event is this Friday at the WREC which includes skating. In addition, KCSC is doing a battle of the bands in the auditorium this Friday.
- XI. CHAIR REPORT** – Montes had no report.
- XII. ANNOUNCEMENTS** – None
- XIII. PUBLIC OPINION** – None
- XIV. ADJOURNMENT** – The Chair, Montes, adjourned the meeting at 2:32 p.m.