

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

This meeting was facilitated both in-person and via an online Zoom format, consistent with the Governor's Executive Order N-1-22, suspending certain open meeting law restrictions.

Monday, April 4, 2022

2 p.m.

BMU 205

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

Members Absent: Jessica Nigel (excused)

Others Present: Jamie Clyde, Karen Bang, (recording), Tom Rider, Katrina Robertson, Hugh Hammond, Lauren Lathrop, Connie Huyck, Mario Mena Zavala, Thang Ho

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 2:03 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA – Motion to approve the 4/4/22 agenda (Odom/Corona) 6/0/0 MSC.**
- IV. **APPROVAL OF MINUTES:** Minutes of the regular meeting of 3/21/22 – **Motion to approve the minutes of the 3/21/22 regular meeting, as presented (Corona/Barker) 6/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Lopic said happy Monday and happy first meeting of April. A Health and Human Services Career Fair will be held this Wednesday from 11 a.m. to 3 p.m. and Odom said 64 organizations would be attending. Rider reminded that AS elections are this Wednesday and Lopic encouraged the students to vote, noting revenue sharing is also on the ballot. There will be an elections jamboree at Trinity Commons. Corona said a HEERF claim for \$125,000 due to lost bookstore revenue is being awarded to the AS and Clyde said it would show up on our records in March.
- VI. **BUSINESS**
 - A. **Information Item: Budget Introduction** – Rider said the actual budget would be provided next week and that today is a budget introduction. He reviewed budget basics as well as the different categories of the AS Dining Services budget. Variable Costs and Fixed Costs were also explained. Rider reviewed the variables of concern for 2022-23 such as the lower CSU, Chico enrollment numbers for 2022-23, the occupancy rate at University Housing, other budgets of departments that use our services, inflation, Marketplace, increased costs of our employees and what might be next with COVID. Clyde said these are basically the assumptions that will be going into the budget, such as the 13,500 head count. She said stateside is increasing their lowest wage to \$18/hour and the AS is also doing so. She said we're still working on the compression piece throughout the organization and have put in a buffer so that it can be done, but internal moves won't be done within the time the budget is finalized so they put in a couple of percent to cover. Head count was discussed and Clyde said Ann Sherman was fine with the 13,500 head count that the AS is using. Corona said they're looking at 14,200 for 2022-23. Clyde said the AS is keeping it consistent at 13,500 for upcoming years. Rider said this fall they're looking to have all our businesses set by the first two weeks of the semester so we can start everyone's habits for the semester. He said we were behind this last fall due to COVID, but will be starting it right off the bat this fall in order to make up some of the losses. Continuing supply chain issues were also discussed. Clyde said there are a lot of unknowns, such as the changing habits of our students, lower head count, etc., so we won't know what next year will look like.
 - B. **Discussion Item: 2/28/22 Dining Services Financials** – Rider noted Net Income for February at (\$7,896), \$146,625 in the positive YTD. He said Common Grounds, Creekside, Butte Station and Urban Roots were positive for the month, with Urban Roots and Butte Station positive YTD. Clyde reminded that dollars brought in, minus expenses, go back to Housing. Rider said outside commission sales is mostly for sushi although food trucks are in there as well.

- C. Discussion Item: 2/28/22 AS Wildcat Store Financials – Rider reported Income at \$38,674, Expenses & Transfers at \$69,811, (\$31,137) net decrease for the month and Commission Income at \$329,170 YTD.
- D. Discussion Item: 2/28/22 Follett Wildcat Store Financials – Lathrop said textbook sales were up 15.25% compared to 2021. She said Discover wasn't up in 2020 and is now up and running which has helped. Lathrop said the supply chain issue didn't impact them as much as other companies as they ordered books early. She said this past semester it took from one to two weeks for students to get books from Amazon so they were forced to come to the Bookstore which had plenty of stock and sold out of a lot of books even though they were prepared. Lathrop said clothing sales were up \$66,742, almost back to normal. They received assistance with reorganizing the store which she said led to 20% more in sales. Overall, they ended the month at \$260,926.

- VII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider said there were some questions regarding the bookstore scholarship so he reached out to the Financial Aid Office (FAO). His said his understanding is financial awards can be divided into one of two categories: internal or external. If it's an internal award the scholarship or award is handled by the FAO. External awards cover everything outside the internal process and burden of disclosure is on the student to report any income to the FAO. There is no award dollar threshold that guarantees that the student's financial aid won't be impacted. A fully funded student would likely be impacted by any dollar amount awarded outside of their CSU, Chico financial aid package. Rider noted the FAO said the AS is as external as the Elks Lodge. In this case, Follett is the one to award the dollars as it happens through their cash registers. Rider said it's between Follett and the student and the student would have the liability to report the dollar amount to the FAO. Korte said their director of financial services said that it's external but because we know about it, we need to package it. Clyde said the new information they received is regarding where it gets reported, that there is no threshold, and that it's up to the student to report it to the FAO as Follett would not report it. Lathrop explained that the Follett Scholarship has its own code set up in their computer and explained the process for charging authorized student purchases to the Follett Scholarship. Discussion was held and Rider said he would follow up regarding this question and forward the information to Corona and Korte to make sure everyone is on the same page. Lathrop said if students that qualify for this scholarship have preordered their graduation items, they can return them and repurchase them via the scholarship account. Clyde said Lopic would like to add gowns to the policy, not just limit it to course textbooks. She said this year it's for graduating seniors that worked for the AS and a recognized organization is chosen by the VPB&F to be awarded, this year EOP. She explained the parameters and noted that they want to make sure this is done correctly. • Rider said Sally is another step closer and he met with the set-up crew to discuss details. Vending machines are also starting to arrive. He noted that Choose Chico is this weekend and a reception will be held in the BMU and other areas throughout campus. At Sutter, grab-n-go snacks, donated water and assorted Pepsi products will be available. Rider said this Friday they'll have a food truck at the Athletics Awards Ceremony at Nettleton Stadium. Barker said they'll be celebrating our two West Region championships – the cross country team and men's basketball team, before the baseball game.
- VIII. CHICO STATE WILDCAT STORE DIRECTOR REPORT** – Lathrop said their website closed on March 31 for preordering grad items. She said 2,600 grad sets have been sold to bachelors and 215 to masters, with approximately 870 students having not yet purchased items. She said she reported at the last meeting that stoles were no longer going to be sold next year. Since then, some adjustments to that policy have been made and the Commencement Policy Committee will be reviewing that for next year and decide who on campus will be allowed to give out stoles and cords, what colors and designs can be used and also what Follett should be selling. All of them will be allowed to do them next year but it will be a lot more limited. She said they've sold approximately \$15,000 in stoles this past month. Lathrop said the Basic Needs Office will be assisting with students who can't afford the regalia this year as it's expensive. She said the bookstore will be open from 8 a.m. to 3 p.m. for Choose Chico. She also updated the committee that 1,600 Grad shirts have been ordered and will cost \$25 each and showed a sample.
- IX. VP APPOINTEES' REPORT** – Patrone said at the 3/30/22 ASFC meeting they voted to approve four sustainability projects that were \$5,000 or over to move forward to SFAC. He said three were amended because original amounts didn't include labor costs. Lopic said they included labor costs because there's nothing in the policy against including labor costs. Clyde said the way the policy works, is that this is a preliminary approval to go to SFAC and if the projects are approved there, they will come back to ASFC for final approval.
- X. EXECUTIVE DIRECTOR REPORT** – Clyde said there is a lot of movement in the recruitment realm and noted the VP for Student Affairs candidates will start coming to campus in the next week or two. She also said that the AVP for Student Affairs candidates is being narrowed down tomorrow and the Housing Executive Director

interviews begin tomorrow. She noted that she is involved in all three recruitments and is feeling good about how they're all moving forward.

- XI. CHAIRS REPORT** – Lopic said he celebrated his 22nd birthday last week, which is on Cesar Chavez Day. He noted that on Friday he had an interview with Tesla and should hear back this week regarding another interview. Clyde said CAVE had over 200 participant volunteers for Cats in the Community on Cesar Chavez Day, which is a huge turnout. Lopic said three of the Execs met with Clyde to discuss compensation for AS full-time staff. Clyde said she met with the Execs last year as well to see where they'd like to see us compete and discussed a philosophical approach to compensation. This will be worked on over the summer. The timeline for budgets was discussed.
- XII. MINDFUL MINUTE** – Lopic said this time was provided for one minute of meditation.
- XIII. ANNOUNCEMENTS** – None
- XIV. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None
- XV. ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 3:08 p.m.