

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, May 2, 2022

2 p.m.

BMU 205

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

Members Absent: None

Others Present: Jamie Clyde, Karen Bang, (recording), Tom Rider, Katrina Robertson, Mario Mena Zavala, Corinne Knapp, Krystal Alvarez

- I. **CALL TO ORDER** – The Chair, Lopic, called the meeting to order at 2:01 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 5/2/22 regular meeting agenda. **Motion to approve the 5/2/22 regular meeting agenda (Odom/Corona) 7/0/0 MSC.**
- IV. **APPROVAL OF MINUTES:** Minutes of the regular meetings of 4/4/22, 4/11/22 and 4/18/22 – Regarding the 4/4/22 minutes, the dollar amount in the last sentence in Section V. was corrected from \$125,00 to \$125,000. **Motion to approve the corrected minutes of the 4/4/22 meeting, and the minutes of the 4/11/22 and 4/18/22 regular meetings, as presented (Barker/Korte). Minutes of the 4/4/22 regular meeting 7-0-0 MSC, Minutes of the 4/11/22 meeting 6-0-1 MSC, and Minutes of the 4/18/22 regular meeting 6-0-1 MSC.**
- V. **ANNOUNCEMENTS** – Lopic said Happy Monday and noted there are three more official weeks of school, and one more ASBC meeting. • Rider said the final cooking club event of the year is this Friday's BBQ, noting the students pay for and make their own dinner and then bring it home with them. • Odom said the Hot Jobs Cold Treats event will be held this Wednesday at Trinity Commons from 11 a.m. to 1 p.m. • Barker said Chico State is hosting the CCAA baseball championships next Wednesday through Saturday. Krystal Alvarez, the AS President was introduced and she provided background information about herself.
- VI. **BUSINESS**
 - A. Discussion Item: 3/31/22 Dining Services Financials – Rider said income for March was \$725,568, COS at \$251,574, Total Wages at \$353,746, Other Operating Expenses at \$143,513 and Net Income loss of (\$11,616) for the month. He also provided an overview of each of the retail locations and said that sales were good in April so trends are going in the right direction.
 - B. Discussion Item: 3/31/22 AS Wildcat Store Financials – Rider said for the month of March, Income was at \$156,763, Expenses and Transfers at \$68,451, Net Increase of \$88,312 for the month and Commission Income at \$353,322 YTD.
 - C. Discussion Item: 3/31/22 Follett Wildcat Store Financials – Lathrop said March is typically pretty slow for the textbook category; however, this year they had almost \$7,000 in textbook sales for the month. She said it appears that students waited to purchase books to see if they'd actually need them or not. She reviewed sales in General Books/Un-Imprinted Gifts, General Merchandise, Technology Sales, Graduation/Convenience/Health & Beauty, and noted that overall they ended the month at \$173,757 which was +163% to LY and -31% to two years ago. Lathrop said they saw more tour groups than they've seen in quite a while and also that a lot of stole pre-orders were done in March.

- VII. AUXILIARY BUSINESSES DIRECTOR REPORT** – Rider said Sally the Robot is coming to campus Wednesday and vending machines are scheduled to be shipped today. He noted that he received the OK to order the new Ozzi equipment that was awarded via SFAC granting. He said Dining Services won a \$1,000 coupon from Ozzi for their Ozzi marketing video on how to use the Ozzi machine here at Chico State. • Rider said Dining Services has a robust graduation schedule and they will be at the graduations beginning Thursday, May 19 with coffee and refreshment stands. • Rider said labor has been an issue this year and that a large group of student employees left Sutter towards the end of April as they were advised they could finish their classes online and could move out of their rentals a month early and wouldn't have to pay their last month's rent. He noted that they also lost four of their student staff in Catering just this past week, making it challenging to finish the semester. He said they are currently hiring to get through graduation in a couple of weeks. For summer time, he said the expectation is that income will be better than the last two years; however, there will only be 15 days of in-person Summer Orientation, where Catering provides food. Discussion was held regarding the previous normal number of Summer Orientations on campus and Odom said it was approximately 30 days. She said it's both in-person and virtual this summer. Rider noted that there are also summer camp shortages this year and that University Housing is also facing staffing issues. He said the low numbers affect Dining's retail businesses on campus. • Regarding the Marketplace, Rider said he has a meeting scheduled with Sheru Singh this Friday to take measurements of the area and start looking at bigger costs of the project. Going from summer into fall, he said the Marketplace would open bigger than it is now and provided an overview.
- VIII. CHICO STATE WILDCAT STORE DIRECTOR REPORT** – Lathrop said graduation is currently their big focus at the store. She said they received six pallets of diploma covers in the store today, which they will individually stuff with diploma information and noted they are supposed to get graduation items in this week for those that pre-ordered cap and gowns. A bulk order was also placed for those that didn't pre-order. She noted that Herff Jones is running behind on shipping orders and pre-ordered items will hopefully arrive by this Friday. She said BMU 210 is being used to store all of the items and they will begin handing them out on Monday. If there is a delay in receipt of the pre-ordered items, she said the Commencement Department will contact students. Lathrop said that hopefully by Thursday of next week they'll receive the bulk ordered items. She said sales of the Grad shirts for each of the colleges have been selling pretty well and that online sales have been pretty good for this time of year. Lathrop said they're still planning for alumni t-shirts to arrive this weekend and will start selling them on Monday. She said they would be at graduations starting on Thursday in order to sell various items.
- IX. VP APPOINTEES' REPORT** – Patrone did not have a report.
- X. EXECUTIVE DIRECTOR REPORT** – Clyde provided an update on various positions and noted that Nani Teves who was with the AS for five years as the Sustainability Coordinator has left. They will be opening the position later in the summer. She said that Kristi Fudem was hired as the Assistant Director, Marketing & Design and her first day is today. Clyde said Katie Peterson is leaving, Jon Slaughter is retiring and Curtis Sicheneder is now the Associate Executive Director. She noted that they are currently recruiting for three director positions: WREC Director, Director of AS Programs, and Director of AS Government Affairs. She said the new Vice President for Student Affairs, Dr. Isaac Brundage, will start in June or July.
- XI. CHAIR'S REPORT** – Lopic said there are three more weeks of school. He said "May the 4th be with you," Star Wars Day, is coming up. He said he has a second round of job interviews and a pending offer from another company. Lopic said student feedback on teaching is now available and the finals schedule is also out. He noted that interviews for the VPB&F position are being held this week and if no one has been appointed to the position by next Monday's meeting, he would transition to Corona to close the committee out for their last meeting.
- XII. MINDFUL MINUTE** – This item was skipped.
- XIII. ANNOUNCEMENTS** – None
- XIV. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – Alvarez said she looks forward to working with everyone.
- XV. ADJOURNMENT** – The Chair, Lopic, adjourned the meeting at 2:35 p.m.