

ASSOCIATED STUDENTS BUSINESSES COMMITTEE

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

Thursday, October 13, 2022

1 p.m.

BMU 205

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

Members Absent: Anita Barker

Others Present: Jamie Clyde, Karen Bang, (recording), Katrina Robertson, Tom Rider, Thang Ho, Hugh Hammond, Steve Novo, Kendra Wright, Corinne Knapp

- I. **CALL TO ORDER** – The Chair, Montes, called the meeting to order at 1:10 p.m.
- II. **MECHOOPDA LAND RECOGNITION:** The meeting began with the reading of the Mechoopda Land Recognition Statement.
- III. **AGENDA** – Approval of the 10/13/22 regular meeting agenda. **Motion to approve the 10/13/22 regular meeting agenda, as presented (Korte/Corona) 5/0/0 MSC.**
- IV. **APPROVAL OF MINUTES** – Minutes of the 5/9/22 regular meeting. **Motion to approve the minutes of the 5/9/22 regular meeting, as presented (Odom/Korte) 5/0/0 MSC.**
- V. **ANNOUNCEMENTS** – Montes said due to a scheduling conflict of one of the members, he would like to hold the ASBC meetings from 1:30 to 3 p.m., instead of 1 to 2:30 p.m. The committee agreed with the schedule change and Bang will send out updated meeting requests.
- 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 Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2022-23** – Bang said due to the new meeting time for ASBC, she would prepare a revised Resolution for the committee's approval at the next ASBC meeting. **Motion to approve Resolution for Establishing Time and Location for Associated Students Businesses Committee Meetings for the academic year 2022-23, as presented (Wagner/Corona) 5-0-0 MSC.**
 - B. **Discussion Item: 6/30/22 Dining Services Financials** – Rider reviewed the financials with the committee, noting these are for the time period of July 1, 2021 to June 30, 2022 and how we finished the year. He said it was a disastrous year for Dining, started out rough and ended up better than expected. He explained that last fall locations were closed, they had reduced hours due to staffing issues, they were unable to get products in, and were unable to hire needed staff. He said they ended up doing better than predicted due to being conservative, including at their retail operations. Rider reviewed Dining Overall, noting the YTD Income total was \$7,360,086, at 102.82% of budget. YTD Net Income at \$139,904. Rider next reviewed Cash Ops, which includes all locations besides Sutter. He said YTD Income was \$1,847,921. YTD Net Income was at (\$650,013) and he said they did 38.61% better than expected. Sutter was next reviewed and YTD Income was at \$5,512,165, with YTD Net Income at \$789,923. Rider reviewed the Marketplace,

noting YTD Income was \$179,123 and YTD Net Income was (\$653,515). Rider said Butte Station did relatively well, 126.27% over budgeted income. YTD Income was \$642,710 and YTD Net Income was \$10,180. He said the cost of items has been adjusted for this year. Corona asked if he expects Butte Station to recover and Rider said so far this year it's looking good, definitely better than last year. Rider said Holt Station ended up opening as the campus opened and YTD Income was \$30,816 with YTD Net Income of (\$12,293). Creekside was next reviewed and Rider said they did better than predicted, with YTD Income of \$242,382 and YTD Net Income of (\$25,077). Wagner asked when Selvesters will be opening and Corona said some of the HEERF money is going in to the Selvesters lounge area for new furniture and updated audiovisual equipment. Rider next reviewed Common Grounds, noting they did better than they had budgeted for by \$77,579. YTD Income at \$256,079 and YTD Net Income at (\$50,054). Rider said Urban Roots income was \$40,586 over what was predicted. YTD Income at \$168,586 and YTD Net Income at \$18,198. He said Urban Roots is doing great again this year, that it was Clyde's brain child and she fought for the concept of having a health conscious store. He said it took a couple of years to catch on and it is now successful and profitable. Rider said Catering did 196.66% better than anticipated, YTD Income at \$294,987 and YTD Net Income at (\$26,875). With more and more events being held, he said it's looking good for Catering for this year.

Korte commented that Holt Station is the one area that didn't quite follow the pattern, noting they had twice the sales but did less than the budget projected. Rider said they weren't open enough to offset the wages; they didn't open until December. Clyde said Holt can't be compared to Butte Station due to not having the advantage of economies of scale. Korte said when sales drastically increased, the bottom line that was actually incurred was worse than what was budgeted. She said the others when they had more income did better than budgeted. Rider said there was a revision to the budget; it was originally budgeted to be closed. Discussion was held. Clyde said it's done on percentage, not on square footage. Korte wondered if perhaps their budget didn't get pro-rated which might have caused the issue. Clyde said the smaller the area is, one-person shops make a big difference. Rider said we probably paid the full allocation but didn't adjust it out.

- C. Discussion Item: 6/30/22 AS Wildcat Store Financials – Robertson reviewed the financials with the committee, noting Income of \$31,014, Expenses and Transfers at \$44,556. She said there was a YTD Net Decrease of (\$128,513) and YTD Commission Income of \$487,934. Robertson noted that we received \$125,000 of HEERF funds which helped supplement for the loss of commissions in the fall. Montes asked where the interest earned comes from and Robertson said its interest from the Local Agency Investment Fund, as well as Workers' Comp dividends.
- D. Discussion Item: 6/30/22 Follett Wildcat Store Financials – Novo said that Technology sales did great in June, helped by free air pods being given with new Mac purchases. For the Graduation category, Novo explained that Herff Jones sales usually post in May but posted in June this past year, which caused \$63,000 for June. He said YTD totals were up against huge deficits from the pandemic of 2020-21 and they are still not where they were in the 2019-20 year. Odom left the meeting at 1:46 p.m. Due to quorum being lost, the meeting was adjourned.