

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

Monday, April 16, 2018

2 p.m.

BMU 205

Members Present: Taylor Rogers, Dan Herbert, Stacie Corona, Roman Aguirre, Miguel Maldonado, Ethan Dilley

Members Absent: Megan Odom and Michelle Korte

Others present: David Buckley, Jane Raley, (recording), Jamie Clyde, Susan Jennings, Sarah Foisy, Corinne Knapp, Elaine Kramer

- I. **CALL TO ORDER** – The Chair, Rogers, called the meeting to order at 2 p.m.
- II. **AGENDA** – No changes. **Motion to approve the 4/16/18 agenda (Aguirre/Corona) 6-0-0 MSC.**
- III. **APPROVAL OF MINUTES** – Minutes of the regular meetings of 4/2/18 and 4/9/18. **Motion to approve the minutes of the regular meetings of 4/2/18 and 4/9/18, as presented (Aguirre/Herbert) 6-0-0 MSC.**
- IV. **ANNOUNCEMENTS** – None.
- V. **BUSINESS**
 - A. Action Item: Approval of Associated Students Auxiliary Businesses Budget – Dining Services (including Capital Expenditures), estimated results 2017-18 and proposed budget 2018-19. **Motion to approve Associated Students Auxiliary Businesses Budget – Dining Services (including Capital Expenditures), estimated results 2017-18 and proposed budget 2018-19, as presented (Corona/Aguirre) 6-0-0 MSC.** Buckley said the Dining budget put forward is subject to change depending on how discussions go with the University regarding the Sutter contract. **6-0-0 MSC.**
 - B. Information Item: 3/31/18 Follett Wildcat Store Financials – Foisy said she expects declines during March and April. She said they are currently ordering for summer and will order for fall soon. She also noted that they are continuing to work on the adoption strategy. Foisy said the Book in Common event is normally held during March but this year it was moved to this past fall, so that helps explain why General Books was down. Overall clothing was slightly up, but Foisy wants this to increase even more. She said they're still working things out since Clinique left. She noted that the home office changed how grad packs were accounted for which made this increase of \$25,000 look larger than it was, but they will see an offsetting decrease of \$25,000 in May because of the accounting. She said the real increase was \$2,000. Foisy said Convenience was down this month but overall, the year has been up. She said sales will increase once the new refrigerator has been installed. Clinique will no longer be reported after this month.
- VI. **DINING SERVICES DIRECTOR'S REPORT** – Clyde reported where they are with branded concepts. She said the team met with Panda Express and Panera and both meetings went well. Herbert asked if they were franchises or corporate stores and Clyde answered that they are franchises but will have local owners. She said the first step is to see if we can allow it, as the BMU is a state building and the AS can only outsource 10% of the building to someone other than AS, and this includes Follett. She said after calculating a guesstimate formula, we have about 11,000 square feet to play with. She said we would still have to do catering. Clyde said she brought FMS in to help with the timeline. She said bottom line is that the amounts we are looking for are accessible for them to utilize. The timeline estimates the approval could be around winter break or January. The next step is to see if students want this. Clyde said they plan to start three or four focus groups and student surveys to answer this question during the first week of May. She said they are still debating if it would be the entire Marketplace or if some AS run food options would be available. She said the best-case scenario is we would keep the grill and just do burgers at lunchtime; the rest would be Panera and Panda Express. Clyde said she reached out to Sacramento State to see how they do their process and develop procurement. She said she has run some small numbers and calculations but more detail is needed on whether or not we need a professional RFP. ASBC will need to approve. Clyde said the rest of the steps include capital expenditures, staffing structures, campus approving the lease, and build-out. These are all steps Clyde plans to present at next year's ASBC. Buckley asked the students on the committee for their opinion on these two brands. Maldonado asked if it would just be one of these brands or if the goal is both. Clyde answered that ideally it would be both brands. Maldonado said his only concern would be Grains and

Greens as it is his favorite option in the Marketplace and he knows it is popular with other students. Corona asked if pricing for Panera and Panda Express would be the same on campus as the regular restaurants. Clyde said that negotiations of pricing have not even come up yet because it's still too early in the planning stages. Clyde explained that doing this deal with Panera and Panda Express would not make us more money but it would cost us less, which means we could lower prices on other things we offer on campus such as at Butte Station or Common Grounds.

- VII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Foisy reviewed the March sales and units sales comparison, noting the same trends in March that they've seen for the rest of the semester. She said the Wildcat Spirit Week sale will be held April 18-19 to coincide with the statue unveiling. She explained their Summer Orientation plans. Foisy said text adoptions have increased 122% in compliance for summer and a 54% increase in compliance for fall. She said that compared to Choose Chico last year, this year they were down 30%. She expressed concern that this means a smaller freshman class.
- VIII. EXECUTIVE DIRECTOR'S REPORT** – Buckley reported that the AS student elections are this week. The vote for the fee increase will be held April 25-26. Buckley said he and Jennings saw the statue delivered today.
- IX. VP APPOINTEE'S REPORT** – Aguirre reported that he had nothing to report.
- X. CHAIR'S REPORT** – Rogers said last week he attended dinners with potential Dining Director candidates. He said interviews went well and all agreed on one candidate. He said HR is currently reviewing the candidate's references and if they turn out well we will make an offer of employment. Rogers said at the next meeting the VP elect that is appointed will be shadowing him. Rogers said there is a sample ballot on the AS website of positions open for next year. Corona asked why the vote for the fee increase was on a different date than the AS elections and Rogers said in order to differentiate the importance of both of these elections.
- XI. ANNOUNCEMENTS** – On April 23, Chico is going strawless. Rogers passed around the reusable straw packets. He said these packets will be available for purchase at every register.
- XII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None.
- XIII. ADJOURNMENT** – The Chair, Rogers, adjourned the meeting at 2:50 p.m.