

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

Monday, October 7, 2019

9 a.m.

BMU 205

Members Present: Dan Herbert, Michelle Korte, Austin Lopic, Stacie Corona, Mattea Bertain, Megan Odom, Alex Smith

Members Absent: Chris Taverrite (excused)

Others Present: David Buckley, Karen Bang, (recording), Jamie Clyde, Susan Jennings, Lauren Lopic, Steve Novo, Tom Rider, Katrina Robertson, Thang Ho

- I. **CALL TO ORDER** – The Vice Chair, Corona, called the meeting to order at 9:01 a.m.
- II. **AGENDA** – **Motion to approve the 10/7/19 agenda (Smith/Herbert) 7-0-0 MSC.**
- III. **APPROVAL OF MINUTES** – Minutes of the 9/23/19 regular meeting. **Motion to approve the minutes of the 9/23/19 regular meeting, as presented (Smith/Odom). 6-0-1 MSC.**
- IV. **ANNOUNCEMENTS** – None
- V. **BUSINESS**
 - A. **Information Item: 7/31/19 and 8/31/19 Dining Services Financials** – Rider first reviewed 'Dining Overall' with the committee, noting Income was up 9.32% for the month, YTD 7.47%. Net Income was up 389.88% for the month and 41.48% YTD. He said it cost approximately \$10,000 for training of 400 students recently. Sutter Dining Income was up for the month 5.60%. Net Income up 42.07% for the month and 18.75% YTD. He explained that Wildcat Den is in Sutter's budget and they are up overall due to Wildcat Den sales. Rider said Cash Ops Income was up 19.56%, and 16.10% YTD. Net Income (Loss) was (20.09%) less than anticipated for the month and (18.49%) YTD. Marketplace Income was down for the month (2.85%) but up YTD 2.51%. He also reviewed Catering, Butte Station, Holt Station, Urban Roots, Concessions, Common Grounds, and Creekside with the committee. He said they are selling over \$200 in SNAP benefits at Urban Roots. A new coffee manager has been tasked with training and efficiency of movements at the coffee shops. He said Creekside sales are slipping and needs to figure out why. Rider said the Wildcat Den was up \$24,000 through October 2. (from beginning of school through last Wednesday). Herbert questioned what is being done to avoid worst case scenario at Marketplace and Rider said they're looking at various scenarios such as not leasing so much space from the Union, making the Marketplace smaller, working with Nutrition and Food Sciences regarding an area for them to sell their wares to the public, and possibly open up spaces elsewhere to expand. Herbert suggested once again looking at possibly trying to eliminate food vendors on campus and will follow up with Rider regarding what he had done previously. Discussion was held regarding food trucks or mobile food stands on campus. Clyde said there are locations for food trucks that have been approved on campus; however, the AS would need to figure out how it would be lucrative for us.
 - B. **Information Item: 7/31/19 and 8/31/19 Wildcat Store Financials** – Jennings said for July, Income was at \$40,018, Net Increase (Decrease) at (\$26,844) YTD, Commission Income at \$22,582 YTD. For August, Income was at \$146,912, Net Increase (Decrease) at \$36,818 YTD, Commission Income at \$149,219 YTD.
 - C. **Information Item: 7/31/19 and 8/31/19 Follett Wildcat Store Financials** – Novo said Orientation was going on in July and most of their sales were in apparel and gifts. He said overall, if computer sales are taken out for the month, they were flat for the month of July. Novo next reviewed August and noted that new textbooks were down 44%, used down 25%, and rental was down 39%. He said the new textbook manager starts at the end of October. General Books/Un-imprinted Gifts were up 7% due mainly to sales of Klean Kanteen, HydroFlask and Chico Bag. He advised that the Chico store is #1 in Follett regarding HydroFlask sales. Computers were down 25% mainly due to lack of campus purchases. Novo said overall, August was a challenging month mainly due to turnover in the Textbook Manager position. He said YTD they are down 29% overall. Novo said he presented at Student Academic Senate (SAS) and is working

with Alejandro Alfaro Ramirez, the SAS Chair, regarding speaking at Academic Senate. Herbert encouraged that Alejandro Alfaro Ramirez present from the student's perspective at Academic Senate.

- VI. DINING SERVICES DIRECTOR'S REPORT** – Rider showed a sample of a “to go” box that could be purchased via Ozzie, the 02go container system program that he is looking into having possibly set up for Dining via the Seabeard CBORD software system on campus. He explained an ID card would be needed to purchase containers and that it's an electronic token system, charging a deposit, then the amount goes back on the card when the container is returned. He said once he learns more about the program he will return to ASBC to discuss positive/negative impacts of it. Discussion was held. Rider said he would reach out to other campuses that are using the system. • Rider updated regarding various events coming up, such as the Food Pantry cooking event tonight at the Food Lab, an upcoming EBT Urban Roots event, and Bug Night at Sutter on October 17. Discussion was held regarding push notifications that go out to students when food is left over after an event. Lopic suggested promoting growth for this by using Pocket Points and Clyde said they looked into this a couple of years ago but it was too expensive. Rider said for food safety reasons, they can't put food in dishes brought in by the public to take with them.
- VII. CHICO STATE WILDCAT STORE DIRECTOR'S REPORT** – Novo said the Family Weekend BBQ was this last weekend, and the store had \$41,000 in sales Saturday. He said the Faculty Book Adoption Campaign just started, and the deadline is November 1. He also showed new clothing items available in the store.
- VIII. EXECUTIVE DIRECTOR'S REPORT** – Buckley reported that this Thursday the Board will be voting on the health premium increase, which is almost a \$600,000 increase. He said they're looking at an 80-20 or 70-30 split between the AS and employees. Buckley said Compensation Study information would be provided to the Board as well.
- IX. VP APPOINTEE'S REPORT** – Lopic reported that BMUC met on 9/26, noting they approved the time and location of meetings, reviewed LAIF and the Capital Expenditure Report and reviewed BMU and WREC financials. He said the Bike Auction is October 8. Lopic said the basketball flooring was replaced due to the flood incident in April. FMS is making corn hole boards from the old flooring for an October 25 Guinness World Record try at 2 p.m. on Yolo Field for number of people playing corn hole simultaneously. He said WREC usage is down. Lopic said the WREC's 10th Anniversary Celebration would be held Thursday, October 10 at 10 a.m. He said the BMU 312-314 and patio area construction is complete and the rooms and patio are now available. A large lighting project is coming up soon.
- X. CHAIR'S REPORT** – Vice Chair Corona said there have been lively discussions today.
- XI. ANNOUNCEMENTS** – None
- XII. PUBLIC OPINION** – Limited to three minutes per speaker, five minutes for entire topic – None
- XIII. ADJOURNMENT** – The Chair, Taverite, Vice Chair, Corona, adjourned the meeting at 10:26 a.m.