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

Monday, February 9, 2015  11 a.m.  BMU 205

Members Present:  Nicole Lung, Amelia Lowry, Michael Wood, Kyler Newton, Michelle Korte, Megan Odom

Members Absent:  Stacie Corona, Pedro Douglas

Others present:  Karen Bang (recording), George Rankin, Susan Jennings, Sarah Foisy, Thang Ho

I. CALL TO ORDER  – The Chair, Lung, called the meeting to order at 11:04 a.m.

II. AGENDA  – No changes

III. APPROVAL OF MINUTES  – Minutes of the regular meeting of 1/26/15. Motion to approve the minutes of the regular meeting of 1/26/15, as presented (Newton/Lowry) 4/0/1 MSC.

IV. ANNOUNCEMENTS  – None

V. PUBLIC OPINION  – Limited to items on the agenda  – None

VI. OPINIONS  – None

VII. BUSINESS

A. Information Item: 12/31/14 Dining Services Financials  – Rankin reviewed the report noting that retail sales were about $10,000 down; however YTD remains in the black. He said that Common Grounds, Butte Station and Catering performed better than budgeted. Rankin noted that repairs and maintenance are increasing concerns as a lot of the equipment is over 15 years old. Residence Hall sales were discussed and Jennings explained that the fixed fee is spread over 10 months.

B. Information Item: 12/31/14 Chico State Wildcat Store Financials  – Jennings reviewed with the committee, noting total operating expenses were at $60,680 for the month. She said commission income was at $48,060. Jennings noted a net loss for the month of $25,243 but reminded that we have a $1.1 million commission guarantee from Follett for the first year.

VIII. DINING SERVICES DIRECTOR’S REPORT  – Rankin said that Common Grounds extended their hours before and during finals week. He said deliveries to the library through Tapingo were a success and will be repeated at the end of the spring semester. Rankin explained that he is working with PFG regarding the transition from US Foods. He said they are currently seeing savings with PFG and the transition is going better than had been anticipated.  •  Rankin said after they reviewed and evaluated new inventory software programs from three different companies, they chose CostGuard. He noted that because this software program wasn’t in PFG’s system, PFG picked up the cost for this software in the amount of approximately $7,000.

IX. CHICO STATE WILDCAT STORE DIRECTOR’S REPORT  – Foisy said they saw a 1% increase in their textbooks, noting a 123% increase in rentals over last year. She said rentals are approximately 50% of the purchase price of new books. She said they were also more successful in supplies, bringing in an assortment of products, including 99 cent notebooks. Foisy said she recently got the stock ledger report and is using it to work with their home office buyer to figure out what they’re missing in assortments. She said she has also met with the store buyers to discuss what is missing. She also noted that some gift items fall under general books on reports. Foisy said they saw less of a decrease in the Convenience Store in December and they are working to figure out what particular items are missing from this assortment.  • In regards to graduation, Foisy said they are planning Grad Fest and Grad Packs were discussed. She said they’ll advertise three different packages, each offering something free with purchase. The student committee members agreed that the word “free” catches students’ attention. Wood asked what will be done over graduation weekend and Foisy said she met with Stephen Cummins, who took over graduation from Sue Anderson. She said they are looking at setting up kiosks but this may be more difficult as each department will have their own ceremony this year. Odom said merchandise sales weren’t done at graduation last year. Foisy said they will commit labor this year to see which graduations provide the best sales. She also noted that gown drop off at ceremonies would be
easier for students but would drive traffic away from the store. Rankin said Dining Services will be taking care of coffee, etc. for the three days of ceremonies. Korte asked about availability of beverages on campus during Friday of commencement as last year she was unable to buy a cup of coffee that Friday of last year. Rankin requested feedback regarding prime times for graduation. Wood suggested the Wildcat Store sell cushions at graduation, Odom suggested selling visors and sun block. Basketball game sales were discussed. Lung said that graduation ideas would be placed on the next ASBC agenda and asked committee members to bring their ideas. Foisy said the spring clothing assortment is just arriving and discussion was held. She said they are making the store more inviting, less cramped feeling.

**X. EXECUTIVE DIRECTOR’S REPORT** – Absent

**XI. VP APPOINTEE’S REPORT** – Lowry reported that a BMUC meeting will be held next week.

**XII. CHAIR’S REPORT** – Lung said they’re drafting up textbook scholarship options and will add this item to the next ASBC agenda. She said they are looking at a mix of gift cards and in-house. Foisy said that Follett’s fiscal year end is March 31 and requested that the funds be allocated by then. Wood asked if the store will be selling any throw-back items from the 80’s, explaining that these styles are always popular with students. Discussion was held.

**XIII. ANNOUNCEMENTS** – Lung announced that Ryan Kahn, the star of “Hired” will be speaking on February 12 at 7 p.m. in BMU 203 regarding becoming a high achiever. She said this event is free and those that attend will receive an electronic copy of his book. Foisy requested names of speakers in the future as they can bring books in.

**XIV. PUBLIC OPINION** – None

**XV. OPINION** – None

**XVI. ADJOURNMENT** – The Chair, Lung, adjourned the meeting at 11:50 a.m.