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

Monday, December 7, 2015 10 a.m. BMU 205

Members Present: Matt Zaleski, Megan Odom, Pedro Douglas, Stacie Corona, Michelle Korte, Kevin Hernandez, Brent Adams, Amanda Labrado

Members Absent:

Others present: David Buckley, Mary Cox (recording), Jamie Clyde, Sarah Foisy, Thang Ho

I. CALL TO ORDER – The Chair, Zaleski, called the meeting to order at 10:02 a.m.

II. AGENDA – No changes

III. APPROVAL OF MINUTES – Minutes of the regular meeting of 11/30/15. Motion to approve minutes of the regular meeting of 11/30/15, as presented (Hernandez/Adams). 6/0/0 MSC. Labrado arrived at 10:04 a.m.

IV. ANNOUNCEMENTS – None

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

VI. OPINIONS – None

VII. BUSINESS

A. Information Item: 10/31/15 Dining Services Financials – Clyde shared a PowerPoint presentation of the Dining Services financials for 10/31/15. Residential Dining shows cost of sales 3.39% higher than budget. This was intentional to improve the quality level and allow students to have more choices. Payroll down mostly due to vacant career positions. Cash operations 2.97% higher than budget, mostly due to increase in catering sales. Cost of sales 38% of income compared to budget of 38.4%. Payroll expenses 1.14% higher than budget. Operating Expenses .42% higher than budget due to Rush Personnel expenses and purchasing new blenders. Net assets still 12.34% better than budget. All areas are up in sales, with the exception of Holt Station, which is still down due to the bridge closure, and vending/concessions down $4,500 due to late payments from Glenn Pye Vending. Discussion was held.

B. Information Item: 10/31/15 Chico State Wildcat Store Financials – Buckley shared the financials for the Chico State Wildcat Store for 10/31/15. Total operating expenses were $63,445 with other income at $70,037.

VIII. DINING SERVICES DIRECTOR’S REPORT – Clyde reported that although the committee did not approve the vote to officially participate in the Real Food Challenge, Dining Services is still focusing on implementing more “real” food. Clyde also reported that an offer was extended to the new executive chef, Tom Rider. He comes from Sutter but previously owned his own restaurant with years of experience in catering. His first task will be to work on a new catering menu as well as work on new policies and business model. Clyde stated that it is her hope to have a new menu and policies by the beginning of the spring semester. Buckley explained the current philosophy of catering on a campus and how catering is usually looked at as an amenity and not typically profitable. Clyde reported that Dining had their first all-staff meeting and it was a very positive day. The dining survey is complete with 485 more respondents than last year. The results will be received at the end of January. Sutter is still continuing with build-your-own menu items and the residents enjoy this concept. The Sutter Squad is picking up speed and has been very positive. Discussion was held.

IX. CHICO STATE WILDCAT STORE DIRECTOR’S REPORT – Foisy shared a PowerPoint Presentation of the store financials for November. Overall they are up $36,000. Text continues to decline and they continue to struggle in software and Clinique sales. Course material sales continue to be a struggle but negotiating with vendors on pricing. Foisy reported that Customer Appreciation Day sales overall weren’t as good as expected. There is another sale coming up 12/9 and 12/10 on apparel and gift items. Discussion was held.
**X. EXECUTIVE DIRECTOR’S REPORT** – Buckley reported that the Board approved a salary comparability study with results expected in February. Once the data is received, he will share with the committee. Buckley stated that he expects there will be some adjustments as it has been over six years since the last study. He also reported that the AS is currently being audited by the Chancellor’s Office and had the first week’s meeting this past Friday. When he receives their final report after January, he will share with the Board and any pertinent information to this committee. The Dining Director recruitment will go back out in January with the hope to interview in February or March to get someone to start by July. He also reported that the Board discussed marketing and social media, and the AS President is interested in looking into the AS having a centralized marketing/social media department. If departments already have their own program, this department would act as a support for them.

**XI. VP APPOINTEE’S REPORT** – Labrado reported that at the last BMUC meeting they discussed purchasing an anaerobic digester, but they are trying to figure out the ratio and determine the impact, if any, to student fees to help fund the program. She reported that the WREC is looking into allowing staff’s spouses to be able to use the WREC and also looking into an ultraviolet system for cleaning the pool. Labrado also reported that there are now a couple of charging stations in the BMU lounge. She reported there was also discussion regarding adding turf at Yolo field.

**XII. CHAIR’S REPORT** – Zaleski had no report but stated that the Conference Services/Catering Manager interviews begin tomorrow.

**XIII. ANNOUNCEMENTS** – None

**XIV. PUBLIC OPINION** – None

**XV. OPINION** – None

**XVI. ADJOURNMENT** – The Chair, Zaleski, adjourned the meeting at 10:50 a.m.