

Minutes
Board of Directors Meeting

February 11, 2015

SU 407

Attendees:	Steve Deutsch	L. David Rooney
	Michele Halstead	Corinna Caracci
	L. David Eaton	Kevin Saunders
	Niza Cardona	Kristina Virgil
	Jesse Ginsburg	Osatohamwen Okundaye
	James Auer	Annie Courtens
	Brendan Kelly	

Others Present:	Steve O'Riley, Sodexo	Jennifer Lischer, Sodexo
	James McKenna, Sodexo	Sean Mulloy, Neebo

Recording Secretary: Janet M. Cosh

Call to Order: 10:31 a.m.

MINUTES:

Steve asked if there were any comments, corrections or additions to the Minutes from the December 10, 2014 meeting; there were none. A **motion** was made by **David Eaton** to approve the Minutes; seconded by **Kevin**. There was no discussion; the vote was unanimous.

PUBLIC COMMENT:

There was no public comment.

EXECUTIVE DIRECTOR'S REPORT:

Steve asked if there were any questions regarding the Executive Director's Report; there were none.

SODEXO PRESENTATION:

Steve introduced James McKenna and Jennifer Lischer of Sodexo who informed the Board that there were several venues tentatively scheduled to open for the fall 2015 semester. These include Element 93 in Wooster; Starbucks in Parker Theatre; Peets Coffee in STL; the Café at Ridgeview; and the Campus Confections Bakery. They reviewed each concept, noting that a Senior Graphic Design student designed the logo for Element 93 where soups, chopped salads, grass fed beef burgers, and specialty coffee will be offered. They also noted that Starbucks in Parker will be a fully franchised run program that will be open during theatre, sporting, and other campus events in addition to traditional business hours; offers an opportunity to host open mic nights and other events; and has space which will allow for the expansion of seating options if needed. They stated that Peet's Coffee offers fair grade organic coffee made from small batches of beans

roasted upon order and over 30 varieties of loose-leaf and bagged teas, along with a variety of other hand crafted beverages; it will be located in the STL behind the wall where Jazzman's was previously. Jennifer explained that the Café at Ridgeview would be a great late night option; may include a deli with made-to-order sandwiches and cold cuts available for purchase; would offer Hale & Hearty soups; fresh salads; made-to-order breakfast sandwiches; and some convenience items. She reminded the Board that the bakery was forced to move due to the renovation of the Service Building where it was previously located, noting that they are now looking to build a full service bakery off of the back of HDH instead of the Terrace Restaurant as originally proposed. **Steve** informed the Board that after further review, it was determined that it is not logistically possible to build at the Terrace and currently they are working thru topography, utility, and resident hall proximity issues regarding the HDH location; he is hopeful they will be able to utilize this location and complete the project this summer.

Discussion followed with it being ascertained that operating hours, menu options, meal plans and dining options at the SU will need to be reviewed after the new venues open and foot traffic patterns have been re-established; a meal plan offering all flex dollars will be offered beginning in the fall; all meal plans will have an increased amount of flex dollars; meal plan pricing will be discussed by the Budget Committee; Peets is comparable to Starbucks in quality; Peets prices are flexible and competitive; Starbucks prices are contractual and mirror the prices at the town location; Dunkin Donuts has a no compete clause prohibiting it from operating on campus; and it would be cost prohibitive for a local coffee venue to have a campus location due to union wages and percentages it would owe to Sodexo.

BOOKSTORE UPDATES:

Steve informed the Board that CAS had exercised an option to extend the Bookstore Contract for 2 years and introduced the Manager, Sean Mulloy, whom he credited with increasing the store's performance every year. Sean explained the company's Best Price Promise policy which guarantees students will receive the best available market price for any in-store purchase of a textbook by matching and beating the advertised price of a reputable seller by 10%, provided it's not a third party seller. He noted that last semester students took advantage of this policy over 300 times, and so far this semester have taken advantage of it over 700 times and saved approximately \$2,300. Sean stated that they offer rentals of all textbooks, including course packs and those with access codes, and have recently begun renting calculators, iPads, laptops, PS4's, Xboxes, and televisions as well. He also announced the launch of a new website in March or April that will link directly to a student's course schedule to simplify the textbook ordering process, and will allow general merchandise to be added to their order. Sean noted that he is preparing for graduation and currently offering a 10% discount on the preorder of gowns via the website. He also advised the Board that the textbook adoption rate has increased dramatically over the last two years, with the only current issue being caused by the delay of hiring adjunct professors until a week or 2 before the start of the semester. He noted that early adoption information allows him to offer as much as 50% to students for buyback pricing, as opposed to the 20% he can offer when no information has been received.

HOUSEKEEPING:

Steve advised the Board that **Janet** would be scheduling meetings of the Service Evaluation Committee, Budget Committee, and Programming Committee prior to the March Board Meeting.

James asked if the Board would receive the vending/pouring RFP's by the next meeting; **Steve** answered affirmatively noting that proposals are due on Feb. 27th.

ADJOURNMENT:

The meeting was adjourned at 11:10 a.m.