

Minutes
Board of Directors Meeting
February 8th, 2017
SU 408

Attendees:	Steve Deutsch	W. Wayne Brumfield
	Michele Halstead	Ryan Goodwin
	Niza Cardona	Danielle Franklin
	L. David Eaton	Alexandra Cox
	Michael Tierney	Rachel Rigolino
	Corinna Caracci	Fred Destefano

Others Present: Melinda Cirillo, Tim MacTurk

Recording Secretary: Faathyma Clark

Call to Order: 10:55 a.m.

Steve started the meeting by having everyone go around and introduce themselves.

There was unanimous approval of January Board Minutes.

Financial Report:

Melinda stated that we are overall financially healthy. We are at \$530,000 YTD with a \$148,000 favorable variance. The major reason for this is from a food service credit from previous semester. We are currently experiencing the biggest gains with our Schwab Portfolio. We are under budget due to rent and utilities. This year we have \$100,000 more in conference revenue. **Michele** asked if vending went down due to Shop24. **Melinda** clarified that vending is down mostly because of the upfront fee recognition.

Steve stated that he would like more student representatives on the Budget Committee because the meal plan is going to be the biggest topic this year.

Executive Director's Report:

Steve mentioned that he touched base with Coke about starting water bottles in vending machines in the Athletic Center, so far 7 cases have been sold through those machines. **Michael** mentioned he had a conversation in one of his classes about it and he informed them about this and they were happy with the decision.

Food Insecurity:

Ryan explained that Sodexo is now partnering with Laura Petite from the New Paltz Recycling Center. Hasbrouck and Catering will be packaging left over food and freeze it for Laura to come pick up and repurpose. Sodexo and Laura are keeping track of everything donated. That will start once we have left over food. Sodexo conducted a survey asking students what they want replaced in the SUB. 450 students participated and it is between replacing Starbucks or Sub Connection. Possibly considering a smoothie/juice bar that also has coffee. Sodexo is holding focus group sessions today to give the students a chance to come and say what they want. Tammy Friedman is going to do a tasting of her local vegan, organic, and gluten free products for the ETF and other student groups, to see if her product is something students want on campus. We may see her as early as April or maybe March, if students like her products.

Steve stated that our first Food Insecurity meeting is to be held on February 13th.

Follett:

Steve mentioned that CAS is very happy with the Full Court website. Sales have gone up dramatically. January it brought in \$3,000. Currently CAS is working with Follett on their offer. The offer is a 5yr year deal guaranteeing the current commission rate for first year then 90% commission rate for the years after that. He believes that 90% is a very reasonable offer, and working with Suzanne Stegmann to make sure this is a good offer. Hopefully closing the deal by the end of the month, either be a 3 or 5 year deal.

Shop 24:

Steve stated that Shop 24 is down now. We do have a system in place to handle down time quickly. Martin is coming today to look at the machine. Tim Dilger is also partially responsible for Shop 24. The last 2-3 weeks it has been up and running and generated about \$6,500 in sales the last two weeks. Keeping up on the maintenance will also help minimize down time.

Bakery:

Steve explained that the plans for the bakery are going very well. It is projected to be done by January of 2018. Construction will start this summer but there will still be service in Hasbrouck. Will bring full renderings to next meeting.

MWBE:

Steve explained that the new MWBE mandate requires 35% of business CAS does needs to be done with woman or minority owned businesses. He is attending a seminar Friday to learn more about it.

Meeting adjourned at 11:00am.

